



# RETROFIX

## HELPING YOU SOLVE OFFICE OBSOLESCENCE

The office market is changing fast.

Economic, social, technological and environmental pressures are putting the value of many offices under pressure and driving them towards obsolescence. Key drivers include **EPCs and minimum energy efficiency standards (MEES)**, net zero carbon, as well as tenants increasingly demanding the best amenities, connectivity and technology to attract staff back to the workplace. Almost all offices will need to align with MEES and for many compliance will be costly and disruptive to achieve with tight timescales: just 4 years to get to C and 6 years to get to B. EPC ratings are becoming a major consideration in valuation, acquisition and disposal decisions.

Owners need to proactively plan for the future of their offices, addressing issues either through **retrofit or redevelopment**.

Where redevelopment is most viable, parties must now also address **whole life carbon**. The challenge is that to address climate change, we need to reduce emissions over the whole lifespan of a building, and generally retrofit produces fewer overall emissions than redevelopment. Consequently, investors, planning authorities, campaigners and the public are increasingly questioning new development and redevelopment.

### OUR EXPERTISE WILL HELP YOU GRASP OPPORTUNITIES PRESENTED DURING THIS PERIOD OF CHANGE.



VOIDS



CAPEX



VALUES



LIQUIDITY



ACCESS TO CAPITAL



ENVIRONMENT



SOCIAL VALUE



TECHNOLOGY



INTEREST RATES



AGILE WORKING

SCROLL DOWN TO SEE OUR SOLUTION...

# OUR SOLUTION...

OUR ADVICE CAN MAP OUT AND IMPLEMENT A BUSINESS PLAN THAT MAXIMISES AND THEN REALISES VALUE THROUGH PRAGMATIC RETROFIT OR MARKET LED DEVELOPMENT AND PLANNING ADVICE. VALUE CREATED CAN BE BOOKED AND HELD, OR REALISED THROUGH SALE.

SALE OPTIONALITY

## SCORING MATRIX

Off the shelf or bespoke asset scoring methodology.

## EXISTING USE SCREENING

Data driven analysis of existing use value.

## ALTERNATIVE USE SCREENING

High level planning screening and formula led development values.

## SUSTAINABILITY SCREENING

High level route to EPC B costing.

## AGENCY

High level analysis of potential value realisation vs risks.

## DETAILED EXISTING USE REVIEW

Detailed second opinion on existing investment value.

## DETAILED ALTERNATIVE USE REVIEW

Full planning review and market facing development appraisals.

## HOLD COST MITIGATION

Opportunities to mitigate cost.

## SUSTAINABILITY DEEP DIVE

Detailed and fully tested improvement plan (engineer led).

## AGENCY

Early realisation vs potential pay-back from further investment in the asset.

## DEVELOPMENT CONSULTANCY

Ensuring scheme design is market facing, maximising value.

## PLANNING CONSULTANCY

De-risking planning process.

## PLANNING VIABILITY

Assessing the viable provision of affordable workspace and housing.

## ESG STRATEGY

Meeting planning and client led ESG criteria.

## AGENCY

Deal structures with varying levels of development risk vs capital receipts.

**FILTER**  
**PORTFOLIOS**

**REVIEW**  
**ASSET**  
**SPECIFIC**

**IMPLEMENT**  
**ASSET**  
**SPECIFIC**

# OUR EXPERIENCE...



PUBLIC SECTOR



**BROMLEY CIVIC CENTRE**  
**LB BROMLEY**  
**DEVELOPMENT CONSULTANCY, HERITAGE, RATING, LAND AGENCY**

- Completed a review of existing and alternative use options for underutilised Civic Campus.
- Planning and heritage review provided to de-risk retrofit and redevelopment options.
- Provided a rating strategy to mitigate hold costs.
- Currently implementing an exit strategy, marketing the site for a range of alternative uses.



**ARAGON COURT PETERBOROUGH**  
**GOVERNMENT PROPERTY AGENCY (GPA)**  
**PORTFOLIO SCREENING, OFFICE AGENCY, LAND AGENCY**

- Instructed on a data led strategic review of a commercial property portfolio.
- Following an initial review, we provided a disposal strategy on Aragon Court, targeting both investor and developer markets.
- Planning review provided to support marketing.
- Implemented the disposal strategy, completing a sale to a developer above valuation.



**SESSIONS HOUSE MAIDSTONE**  
**KENT COUNTY COUNCIL**  
**STRATEGIC ADVISORY, DEVELOPMENT CONSULTANCY, LAND AGENCY**

- Provided a strategic review of plans to rationalise the county hall.
- Marketed the surplus office space, highlighting retrofit and redevelopment solutions.
- Interest engaged from residential and flexi office providers.
- The Council have now instructed a disposal of the entire campus, which we are implementing.



PRIVATE SECTOR



**PIXHAM END DORKING**  
**STONEGATE HOMES & RANGEFORD VILLAGES**  
**PLANNING, VIABILITY, RATING**

- Former Aviva HQ acquired for change of use.
- Planning and viability advice provided to implement a part retrofit part redevelopment strategy.
- We have implemented a rating strategy to minimise hold costs during planning.
- Consent secured for residential part conversion / part new development.



**BEAR BROOK, AYLESBURY**  
**LONDON & SCOTTISH INVESTMENT MANAGEMENT**  
**DEVELOPMENT CONSULTANCY, PLANNING**

- Options reviewed for retrofit or redevelopment of 1980's office park.
- Individual residential conversions assessed vs comprehensive redevelopment.
- Planning advice implemented to secure consent for conversion through permitted development.
- Asset sold to residential conversion specialist.



**BRUNEL HOUSE READING**  
**CANADA LIFE**  
**INVESTMENT AGENCY, DEVELOPMENT AGENCY, PLANNING**

- Multi-let office building where major bank had served notice on over 50% of building.
- We reviewed and appraised conversion, extension and major redevelopment options for the asset.
- Appointed as agents, marketing to a shortlist of development and investment parties.
- Competitive tension across markets generated a sale above expectations.



# VALUE ADD...

**FAST, COST-EFFECTIVE SCREENING OF PORTFOLIOS/ASSETS**

**EXISTING AND ALTERNATIVE USE ANALYSES (EU, AUV)**

**EFFICIENT CAPEX ASSESSMENT FOR EPC/MEES COMPLIANCE**

**PLANNING AND DEVELOPMENT VALUE-ADD**

**EXPERT COST MITIGATION: RATING AND PM**

**ESG STRATEGY INCLUDING WHOLE LIFE CARBON**

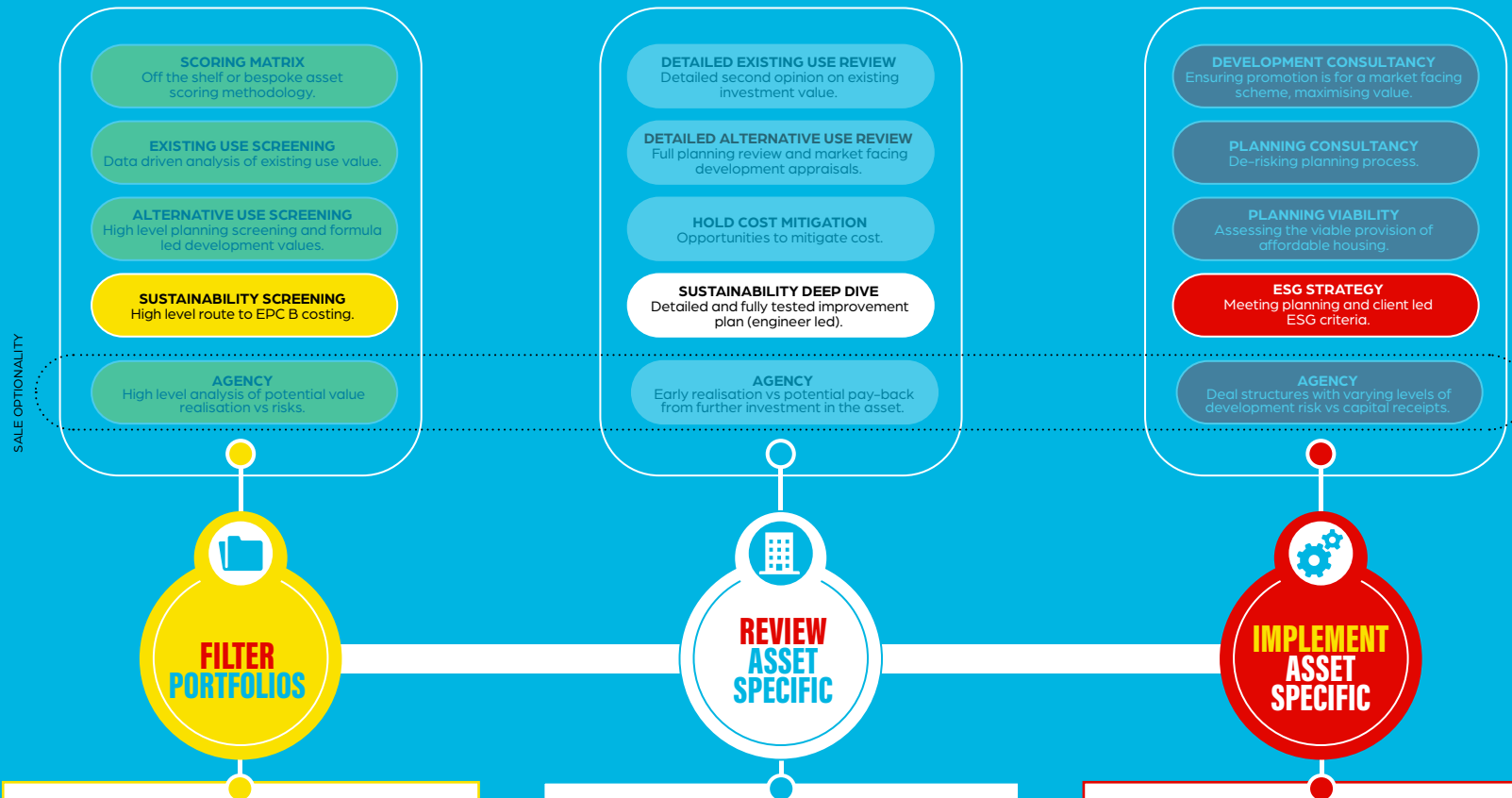
**MARKET LEADING HERITAGE EXPERTISE**



MEET OUR HEAD OF SUSTAINABILITY **OLI PYE**

# SPOTLIGHT ON SUSTAINABILITY...

WITH A FINGER ON THE PULSE OF THE LATEST ESG ISSUES AND MARKET DRIVERS, OUR HEAD OF SUSTAINABILITY BRINGS OUR ESG ADVICE IN LINE WITH OUR MARKET-LEADING DEVELOPMENT AND PLANNING EXPERTISE.



- **When assessing existing use value**, Oli's team supports our process by feeding in high-level cost estimates for moving assets to EPC C or B ratings [in line with expected MEES 2027 and 2030 regulations].
- **This step is supported by ME:Estimate**, our proprietary EPC Capex Estimator Tool.

**ME:ESTIMATE**  
MONTAGU EVANS EPC  
CAPEX ESTIMATOR

- Where appropriate, Oli's team **supports in the procurement of investment grade EPC improvement strategies and cost plans**, through our network of partner engineering consultancies.
- **When considering deeper repositioning or redevelopment plays**, Oli's team feeds key quantitative and qualitative ESG related drivers of value into the asset strategy, to ensure best value is realised.

- When proposing or progressing an asset strategy that involves planning, **Oli's team inputs to strategy** to ensure ESG issues that might help or hinder the journey to consent are fully considered.
- **Oli's team also monitors delivery** against all client led and/or wider best practice ESG criteria.

# FOR MORE INFORMATION OR TO FIND OUT HOW WE CAN HELP... TALK TO ONE OF THE TEAM.



## OUR SOLUTION LEADS



**SIMON ROGERS**  
IS A PARTNER SPECIALISING  
IN DEVELOPMENT  
M 07795 636 858



**OLI PYE**  
IS HEAD OF SUSTAINABILITY  
M 07721 661 436



**TIMUR TATLIOGLU**  
IS A PARTNER SPECIALISING IN HISTORIC  
ENVIRONMENT AND TOWNSCAPE  
M 07931 172 143



**ANNA RUSSELL-SMITH**  
IS A PARTNER SPECIALISING  
IN PLANNING  
M 07818 012 498

## OUR WIDER SOLUTION TEAM



**TOM PATON-SMITH**  
IS A PARTNER SPECIALISING  
IN OFFICE INVESTMENT  
M 07818 012 440



**JOSH BOREHAM**  
IS A SENIOR SURVEYOR SPECIALISING  
IN OFFICE INVESTMENT  
M 07341 090 194



**HARRY CHARMAN**  
IS AN ASSOCIATE SPECIALISING  
IN DEVELOPMENT  
M 07387 237 996



**TRACY COLLINS**  
IS A PARTNER SPECIALISING  
IN OFFICE AGENCY  
M 07831 420 528



**TOM PEMBERTON**  
IS A SENIOR PLANNER SPECIALISING  
IN PLANNING AND DEVELOPMENT  
M 07554 346 120



**KATE BRENNAN**  
IS A PARTNER SPECIALISING  
IN RESIDENTIAL  
M 07443 237 749



**RICHARD THOMAS**  
IS A PARTNER SPECIALISING  
IN RESIDENTIAL LAND  
M 07469 574 927



**JOSH MYERSON**  
IS A PARTNER AND  
HEAD OF RATING  
M 07818 012 511



**TOM KERRIDGE**  
IS AN ASSOCIATE SPECIALISING  
IN VALUATION  
M 07818 012 416



**LAURA STAMBOULIEH**  
IS A PARTNER SPECIALISING  
IN STRATEGIC ADVISORY  
07825 573 721

CLICK TO CONTACT