

#### ASK-RE

Ask-re is one of the UK's most effective property consultancies and was founded years ago by like-minded hands-on property people. Since then, the company has over provided business driven real estate consultancy and service delivery to about 1000 unique clients within the UK. We provide national reach, transferable skills and local delivery.

#### WHAT WE DO

We are the **standout** firm for unlocking the most complex and difficult real estate problems and converting problems into benefits, reducing cash outflows and liabilities, in order to make financial gains out of adverse situations.

Our unique approach combines strategic property and business knowledge, designed to add value and reduce the cost of commercial property, occupation and ownership. **We cut cost and create value.**

#### CONSULTANCY WITH CLIENTS

Corporate Real Estate Services (CRES) is industry jargon for the special skill set for corporate occupiers of commercial properties. We match our skills-set to occupier issues and needs, producing bespoke solutions driven by purely individual needs and limited only by what the tenure and property conditions allow us to achieve.

Our skills are particularly valuable and relevant during periods of downsizing or growing, whether disposing or acquiring, whether refinancing or releasing embedded assets. In addition to these more generalised scenarios, we offer specialist advice in matters such as capital allowances, lease restructuring and corporate finance either directly or with partners, as well as the embedded property specialists here at ask-re.

#### OUR SERVICES

- Expert Witness Reports incl. Arbitrations
  - Corporate Real Estate Services
  - Investment in Property Assets
  - Investment Property Asset Management
  - Business Space Leasing/Disposals
  - Rent Reviews, Lease Renewals & Valuations
  - Business Rates Appeals & Tax Savings
  - Planning and Development
  - Dilapidations Negotiations
  - Building Consultancy
  - Smartspace ([www.smartspace-uk.com](http://www.smartspace-uk.com))
  - Globe/Reactive ([www.globefacilities.co.uk](http://www.globefacilities.co.uk))
  - aedis ([www.aedis-uk.com](http://www.aedis-uk.com))
  - Any Business Property Issue ?
- Please Just Ask!**

#### CONTACT

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## Bayer Plc instructs ask-re to dispose of flagship building

### CLIENT BRIEF

Following the restructuring of [Bayer Plc](#), [ask-re](#) were instructed to dispose of their freehold premises at Stoke Court, which was previously obtained through the acquisition of [Miles Laboratories](#).

The prestigious conference/research development centre in West Berkshire was an asset whose sale would provide much needed funds for the business and reduce their property exposure, whilst triggering re-organisation of associated business functions in the UK set-up.

### ACTIONS

[Ask-re](#) carried out a detailed valuation and marketing of the property to explore all angles including charge of use to ensure we maximised value. Following a marketing campaign we carried out discussions with a number of interested parties looking at the opportunity for residential, hotel use, education, old people's homes and as its existing use of B1 offices.

[Ask-re](#) continued to progress discussions with other parties and eventually agreed to finalize the contract with [Corner Homes](#) on a proposed new build and refurbishment residential development. [Ask-re](#) also negotiated a share of future development rights on the surrounding land for potential uplift in proceeds in years to come. Short-term, we arranged the leasing of the main building to a [Bayer](#) company unit and sold off surplus minor land holdings as well as doing the main deal.

### SUMMARY

[Ask-re](#) achieved a successful sale of the site and property interests under difficult circumstances and continues to work with the new purchasers on increasing value on the surrounding land. Corporate reorganization objectives were met as well as being paid for from immediate and longer-term proceeds of sale.

