



#### ASK-RE

Ask-re is one of the UK's most effective property consultancy 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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## Ask-re pops Rent Review bubble for Intertek Landlord

### CLIENT BRIEF

All businesses are impacted by rising property costs and the demanded 21.5% increase in rent at [Intertek's](#) premises in [Knowlhill](#), Milton Keynes was no different. [Intertek](#) instructed [ask-re](#) to act on their behalf on this rent review at their offices & warehouse premises comprising approximately 41,400 sq ft.

There were a number of complicated issues to be dealt with not just for the rent hike, and the client was being threatened with [Arbitration](#) after a run of increases on their Estate.

### ACTIONS

The real challenge in negotiating this rent review was the buildings Landlord who took a very bullish attitude towards the rent review and the market evidence. From the outset our client faced a potential increase of £75,000 per annum more than the current passing rent. The review required us to explore exhaustively all the angles. Through negotiation we were able to reduce the initial floor areas put forward by the Landlord. The next significant points of negotiation were the unusual lease terms and the local market evidence.

Following this, we were able to reduce the rental increase further through hard negotiation around the merits, or otherwise, the accommodation compared to other buildings and locations in its proximity.

### SUMMARY

Our team finally agreed the revised rent at a nil increase – 0% compared to 21.5%! This represented tremendous value for our client, particularly when considering onward running costs for the property in these difficult market conditions.

### TESTIMONIAL

*"We appointed ask-re as we were aware of their successful track record and assertive but professional reputation for fighting the corner for occupiers such as ourselves. Property costs are always a worry so I was extremely pleased when ask-re was able to give us a saving of £375,000 over 5 years. It's simply Fantastic!" Tracey Roskell – Finance Director, Intertek*

