



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)
 - Globe/Reactive (www.globefacilities.co.uk)
 - aedis (www.aedis-uk.com)
 - Any Business Property Issue ?
- Please Just Ask!**

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Ask-re cuts service charge costs for Marc Limited

CLIENT BRIEF

Marc is a corporate occupier being restauranters. They hold leases on restaurants and offices in Central London including the building above.

Ask-re was instructed to negotiate the rent reviews on the basement/ground floor restaurant and a floor of offices above. As part of the negotiations, Ask-re also investigated the service charges which were running at over £14psf for the offices, a figure that was extremely high.

ISSUES IN THE CASE

1. High levels of service charge demands.
2. Unresponsive service being provided to tenants.
3. Lack of response on service charge matters.

OUR APPROACH

1. Assess the responsibilities and liabilities of both landlord and tenant under the leases.
2. Investigate the management regime at the property.
3. Carefully investigate and analyse the service charge demands.

4. Analyse and check whether the service charges were being correctly apportioned between the various tenants.
5. Check 'value for money' of the various services.
6. Check that the Landlord was charging for the correct items and not trying to pass on landlord's liabilities
7. Liaise with other tenants
8. Work with the landlord to reduce costs and to terminate certain unnecessary and highly expensive services that were not required by the tenants.

OUR RESULTS

1. Finding errors in the service charges demanded of our client.
2. Negotiating with the landlord to reduce the level of service charges through the termination of services that were not wanted by the tenants.
3. Managing to reduce the future service charges by some 35%.

