

**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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the online and offline creative agency

# Ask-re saves Shepherd's Foods service charges costs

**CLIENT BRIEF**

Shepherd's Foods hold a lease on a retail unit in a mixed use development in King's Road, Chelsea. Which comprises a mixture of shops, office and leisure properties located in a number of separate buildings.

**THE ISSUES**

1. Significant service charge demands
2. Information being provided (and not being provided) to tenants
3. Incorrect calculation of service charges across the development

**THE APPROACH**

1. Assess the responsibilities and liabilities of both landlord and tenant under the lease
2. Look closely at the management and service charge regime that was set up following completion of the development
3. Investigate and analyse the service charge demands
4. Obtain additional information from the landlords managing agent whose responsibility it is to provide the necessary information to the tenant.

5. Check whether the service charges are being correctly apportioned between the various tenants
6. Check 'value for money' of the various services
7. Liaise with other tenants

**RESULTS**

1. Finding errors in apportionments and levels of charges across the whole development
2. Finding charging errors which were in fact the landlord's liability
3. Negotiating to obtain the correct apportionments and charging to our client
4. Reducing our clients exposure to historic and future service charges by some 40%
5. Working with the landlord's agents to rectify faults and amend the service charge regime to all

**TESTIMONIAL**

*"Ask-re did an outstanding job acquiring this property during such difficult market conditions and Landlord disagreements!" –*

**John Shepherd,**  
Managing Director

