

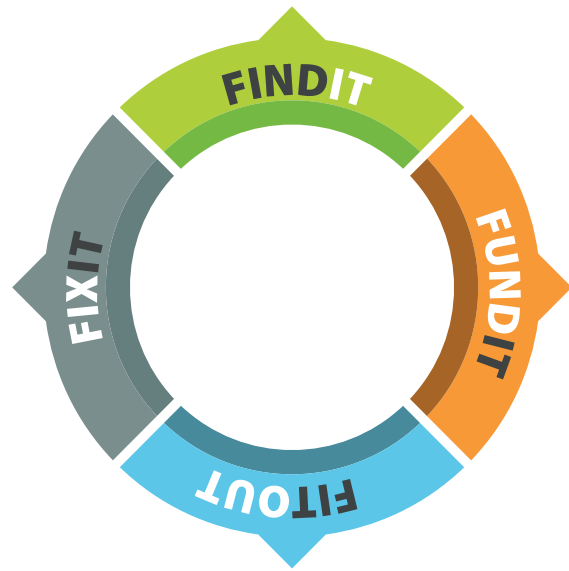


COMMERCIAL PROPERTY A BETTER WAY

FIND SITES | FUND THEM | FIT OUT | FIX

PROPERTY FRANCHISE SERVICES

Working as a service partner our local Exeid Franchisee will provide your franchisees all the support and advice needed to ensure they secure the best possible locations on the terms most effective for their business.



Guiding your Franchisee through the process. Explaining planning, funding and fit out options as appropriate.

Working directly with the franchisee or through your property department.

FRANCHISE **TO** FRANCHISE

“WHEN YOU WANT SOMEONE TO UNDERSTAND YOUR FRANCHISEE PROPERTY NEEDS, TALK TO AN EXEID FRANCHISE WHO BELIEVES IN AND UNDERSTAND RUNNING A FRANCHISE BUSINESS.**”**

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TAILORED SERVICE SUCCESS ONLY

Drawing from our experience we produce a tailored service that meets the Franchisor and Franchisee's specific needs.

This can act as an outsourced service partner to the Franchisor, or we are happy to 'White Label' our service to be seen as part of the Franchisor Property Services team.

Our services can involve as much or as little as is needed to ensure that we deliver a service that adds value to your Franchise.

RESEARCH & EVALUATION

The first stage is normally to supply a comprehensive market overview allowing you to work with your franchisee to assess the key information relating to their area.

Including bespoke maps detailing key locations that are relevant to your requirement, including transport links, competitors, franchise boundaries and other geographical drivers.

Demographic mix of the specified area including population broken down by age, income level, education etc.
Commercial breakdown of major employers in the area, industry types and relative trends.

Historical transactions for the type of property you require, showing average rent levels, amount of vacant space of that type in the area, typical rent incentives/ rent free offered.

This information helps to more accurately predict likely operating costs and the amount of property available of the type required.



Category	Value	Percentage	Color
Category 1	100	25%	Blue
Category 2	200	50%	Green
Category 3	150	37.5%	Red
Category 4	50	12.5%	Yellow



PROPERTY SEARCH

Finding the right location is a key factor in a Franchisees success. Exeid take the time to understand your business model and the specific Franchisee needs. We carry out a comprehensive search, before presenting the best options available and a detailed breakdown of the associated costs and factors for your Franchisee to consider.

OUR LOCATION MANAGERS COVER THE AREA IN PERSON DETAILING ON & OFF MARKET PROPERTIES. ENSURING YOUR FRANCHISEE KNOWS THEY HAVE ALL THE OPTIONS AVAILABLE TO CONSIDER



LOCATION :		6	1	3	2	5	4
NOTE: ITALIC MEANS ESTIMATED							
PROPOSAL	100% Quality - B&B deal	100% Quality - B&B deal	100% Quality - B&B deal	100% Quality - B&B deal	100% Quality - B&B deal	100% Quality - B&B deal	100% Quality - B&B deal
STATUS	BP	BP	BP	BP	BP	BP	BP
PROPOSITION DATE	20/06/2016	20/06/2016	20/06/2016	20/06/2016	20/06/2016	20/06/2016	20/06/2016
VIEW DATE	20/06/2016	20/06/2016	20/06/2016	20/06/2016	20/06/2016	20/06/2016	20/06/2016
TO DO	Confirm Reception Update Plan	Confirm Reception Update Plan	Confirm Reception Update Plan	Confirm Reception Update Plan	Confirm Reception Update Plan	Confirm Reception Update Plan	Confirm Reception Update Plan
CONTACT	Harry - Saville	Harry - Saville	Mike or Andrew - WGH	HTC - Natalie or Chris Webster	HTC - Natalie or Chris Webster	Martin Booth - Knight Frank	John - Colliers
PROPERTY CONDITION	Grade A space, Landlord to target	Excellent Reception and Grade A space	Good Grade B space, Ground Floor	Good - awaiting refurb	Good, but not grand!	Excellent, Grade A/B	Complete Refurb Underway
LAYOUT	Open Plan but unusual shape in places	Open Plan but unusual shape in places	Open Plan good proportions	Open Plan well proportioned	Open Plan well central column	Open Plan perimeter Columns	Open Plan Raised Ground Floor
HEATING	AC Building Wide System	AC Building Wide System	Building Wide AC	Building Wide AC	Perimeter AC and Heating System	Building Wide AC system	Building Wide AC system
STANDARD REPAIRS COST	£65,000	£65,000	£75,000	£45,500	£75,000	£70,000	£65,000
UNIT (SQ. FT.)	3,762	4,400	3850	4000	5,500	4,600	5,500
DATA TIME	3	3	3	3	3	3	3
MEAL POINT	3	3	3	3	3	3	3
MEAL TIME	£50.50	£27.50	£18.50	£18.50	£12.00	£10.50	£25.50
SERVICE CHARGE	£7.45	£1.20	£5.62	£6.13	£6.20	£7.80	£7.80
WASTING WATER	£0.00	£0.00	£5.22	£7.56	£5.34	£6.87	£8.50
WASTING GASES	2	2	2	2	2	2	2
CAPITAL CONTRIBUTION	YES	YES	Possible	Possible	YES	YES	YES
WASTING TIME	6	6	6	6	6	6	6
ADVERTISED BY OUT	YES	YES	YES	YES	YES	YES	YES
AVAILABILITY	M&G	Sublet from tenant	8 month fit with extra 3 month fit	Alivia	New Owners planning to improve	NO	NO
ONLY SECURITY	NO	NO	NO	NO	NO	NO	NO
TRAINING ROOMS	3	3	3	3	3	3	3
TRAINING ROOM HALL	25 - 22 - 20	30 - 25 - 25	28 + 25 + 20	28 + 25 + 20	30 - 30 - 25	30 - 30 - 25	30 - 30 - 20
NO. MEETING ROOMS	12 + regional hubs	12 + regional hubs	10 to 12	10 to 12	12	12	12
NO. MEETING ROOMS	1 + Boardroom	3 + Boardroom	3	3	3 + Board Room	3 + Board Room	3 + Board Room
NOTES	Grade A space in prestige building which is a further option but already impressive reception and 3rd floor suite overlooking station. Close to train station but 10 minutes from bus station. In the enterprise zone and if can show a 30% increase in employment then will get 100% business rates reduction. Sure that in time this will be taken away but unlikely for almost 3 years.	Great Space with impressive reception, although tenant suite will reduce fit out cost slightly. However the space is likely to result in some wasted space especially if an eat out from kitchen is required by other tenant through demo. Adding kitchen area would be a great facility but will make overall cost higher than needed and push up the cost. May be worth getting the plans and looking at how to make work as a space.	Ground floor well proportioned space with high ceilings (3.2m) and full height windows giving lots of natural light. Landlord has completed a refurb but open to a landlord contribution to achieve a higher rent on this space. Location on main ring road, decent reception with immediate access to suite ground floor. Best of the Grade B options.	Not much changed since last visit except putting rent up by £3.50 p/sf would be a bit of the first floor and would want the high side as much more natural light. The landlord will do a lot of year fit out as part of a deal at the higher rent or probably take a lower rent as is.	Not impressive building but in a great location between bus and train station. Main reception small so looking to suggest a plan to reduce the size of this suite and increase reception which should appeal to owners and will reduce costs for BAA and improve reception. GOOD HIGH CEILINGS and outlook over gardens to church.	Impressive building on inner ring road opposite Colindale Cricket Ground. Very close to bus and train station. Large reception due to be made into a tenant break out space, already put in new lift. Office backs the new factor but good location and landlord willing to negotiate aspects and believe will do some enabling works to get a deal.	Great Central Location and already impressive reception due for a complete refurb this year. Although building is older internally the space is a great make and this unit essential stands on its own with separate access from reception and huge floor space. Would be a new space and if can do a deal before the refurb this space will be £30+ p/sf and snapped up quickly.
ESTIMATED ANNUAL COST (inc VAT)	£150,357.80	£136,308.00	£112,997.50	£128,760.00	£129,064.00	£148,271.63	£152,789.89
Raised PSP Costs	£37.65	£30.70	£20.35	£20.10	£20.54	£10.17	£42.81
INCENTIVE VALUE	£80,420.50	£97,575.00	£53,418.75	£37,000.00	£30,600.00	£37,448.13	£37,920.63
FIT-OUT ARMOURISED 3 YEARS	£28,667	£21,967	£25,000	£14,161	£25,000	£23,333	£21,007
INCENTIVE VALUE WITH ARMOURISED 3 YEARS	£156,264.40	£127,446.80	£108,101	£108,599	£104,894.00	£108,122.10	£101,818.30
PSP INCENTIVE SPREAD OVER 3 YEARS							
FIT-OUT ARMOURISED 5 YEARS	£16,000	£13,000	£15,000	£8,500	£16,000	£14,000	£13,000
ANNUAL TOTAL WITH FINANCE ON PSP COST	£164,273.80	£150,993.00	£117,314	£129,860	£129,924.00	£154,784.91	£158,204.77
PSP INCENTIVE SPREAD OVER 5 YEARS							
AVERAGE COST PSP	£38.94	£29.50	£30.47	£32.47	£26.28	£30.58	£44.33

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COMPLETE SUPPORT

Finding a property is only part of the process to evaluate the suitability financially and practically before entering into or complete a transaction.

There are many factors to consider outside of simply the annual rent, these include Service Charges, Business Rates, Term, Break Clauses, and Incentives whether rent free or capital contribution.

Our overview document takes into account all these factors to deliver estimated annual running costs for each property, including any finance for refurbishment and repairs giving you the complete picture before making a decision.



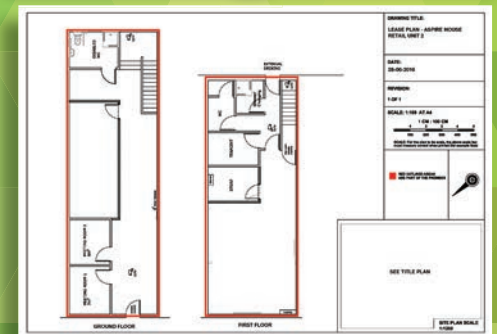
EXTRA SUPPORT WHEN NEEDED

Lease / Purchase Negotiations - few people regularly negotiate on commercial property and a little experience can make great savings when finalising terms whilst also avoiding any nasty surprises later in process. We negotiate the best deal possible and then create a clear Heads of Terms document to ensure a smooth legal process.

Legal Services Coordination - although solicitors will advise on the transaction document itself for a speedy completion it often requires systematic chasing on both sides and ensuring all the documents required are in place ready for completion.

Supporting Document Preparations - every transaction is different but in many cases missing documents can be expensive and time consuming to wait for supply by the other parties legal representative. Exeid offer a service to produce documents such as Lease Plans if not available, Schedule of Condition reports etc. to help the process move quickly and ensure a completion that is speedy and correct.

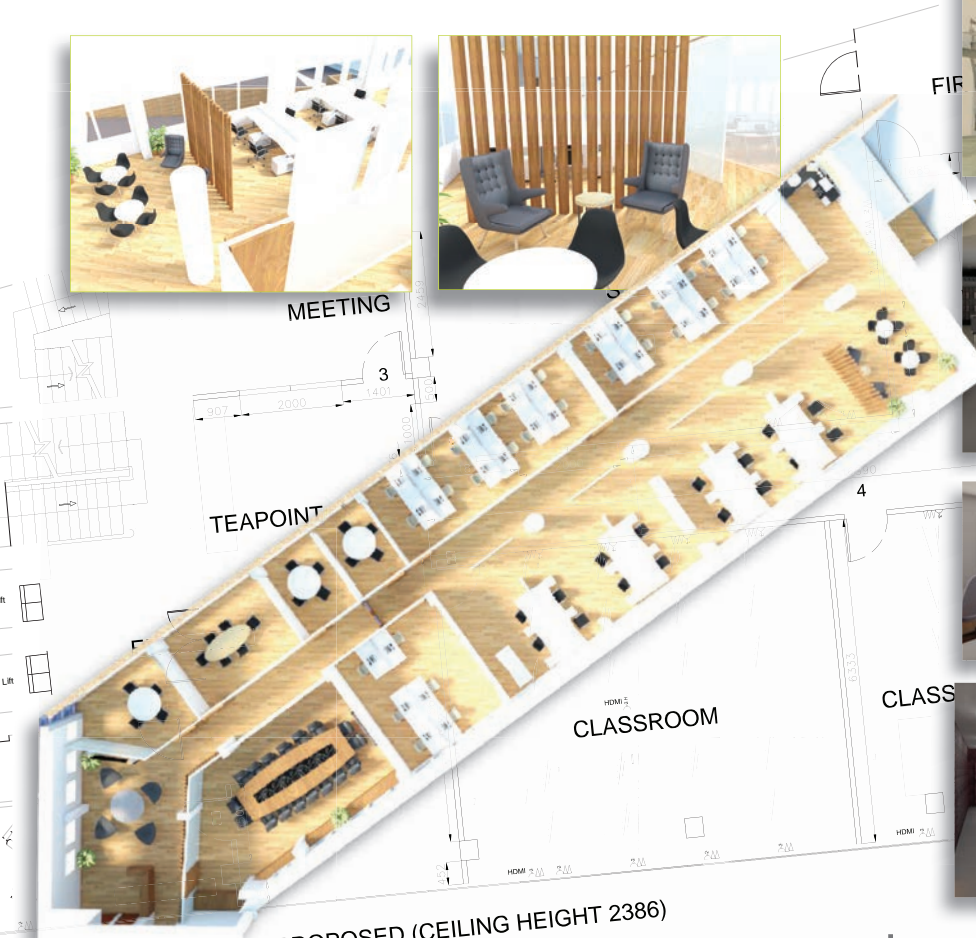
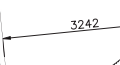
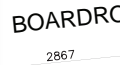
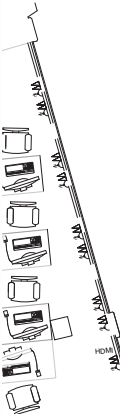
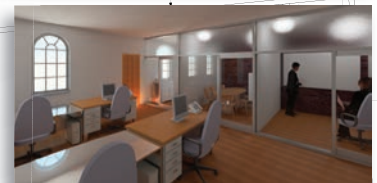
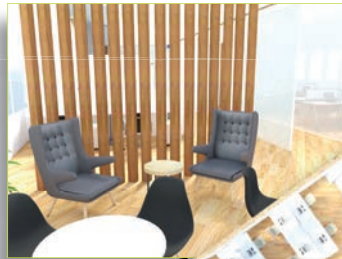
We will work with your Franchisee to see them all the way through to completion and ensure they fully understand the process.



SITE PLANNING & DESIGN

Working with your existing design team and franchisee our in-house CAD and Architectural Designers can complement with Layout, Design, Technical Drawings, Renders and Visualisation including 3D walk through's.

Planning Application Submissions can also be handled by our team including; preparing Planning Application, Supporting evidence and following the process through to completion including Change of Use, Listed Building Consents etc.



SECOND FLOOR PLAN - PROPOSED (CEILING HEIGHT 2386)

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FIT OUT

Exeid have in-house project managers who work with a number of regular contractor teams each with different specialised skills.

We offer an impartial service to ensure that your design becomes reality at the required specification, within agreed costs, in the timescales needed.

TENDER & ESTIMATING

After running our own fit-out team for many years we understand that you need the right team for each particular job and the importance to make the scope of work and timescales clear.

Our tender and estimating service creates a detailed works schedule to be the basis of quotations from at least three suitable suppliers which may include your own selected contractors.

We then present the quotations with comments on the relative strengths of each quotation. The ultimate choice of supplier is yours, however you can be confident you have secured best value.

In cases where we have been able to quantify from previous works we also can supply immediate guide estimates for fit-out with the property overview reports.

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FRANCHISE
SERVICES



FINANCE & FUNDING

Using our relationship with key finance partners Exeid offer a full funding packages to include:

Soft Costs: i.e. Property Services, Design, Planning and Fees.
Fit-Out: including all Management, Materials and Labour.
Equipment: All types including Furniture, IT and Stock.

Lease finance can often be more tax efficient than using cash or bank lending with rates varying depending on the finance agreed.

A man in a grey suit and black tie is walking and holding a large green umbrella. He is smiling and looking towards the camera. The background is white.

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PROPERTY FRANCHISE SERVICES

All your property services
under one umbrella, we will:

FIND IT
FUND IT
FIT IT

and even **FIX IT**
as well if required.

Your total property services
partner, franchise to franchise.

**FIND
OUT
MORE!**

visit us at:

**STAND
L40**

franchise@exeid.com



THE FRANCHISE TEAM
on **0345 824 1444**

www.exeidfranchise.com