

Our expertise

## Automotive and Roadside



The ability to offer the most meaningful advice on commercial property requires a comprehensive understanding of the business environment in which it operates. This can be particularly challenging when considering the unique demands of specialist sectors.

Successful property strategies are built on a foundation of comprehensive market knowledge.

Bilfinger GVA's specialist Automotive and Roadside team provides the personal service of a niche practice, but with all the benefits of a multi-national organisation. We were pioneers in establishing a roadside team; today, we are recognised as one of the UK's leading specialist property teams with unparalleled market knowledge, having worked exclusively within the automotive, fuel and roadside industries for over 30 years. Our dedicated sector expertise has afforded us a privileged position and an enviable track record. We pride ourselves on client

satisfaction, and this is demonstrated by our high levels of repeat business.

Our team offers a wide range of property specialisms, including development, acquisitions, disposals, valuations, landlord & tenant and investment expertise. We provide specialist automotive consultancy advice and complement this with all main areas of commercial property consultancy. Through liaison with our colleagues we have the ability to involve market leaders across a wide spectrum of property specialisms, such as planning, building surveying, capital allowances, environmental consultancy and business rates.

## Our sectors

### Automotive Retail

This principally comprises bespoke franchised vehicle dealerships. The market has witnessed considerable change over the last decade, and will most likely continue to evolve with the continuing influence of European legislation. Despite typically having no contractual interest in the property asset, the existence (and influence) of the respective manufacturer franchise/s cannot be underestimated and requires expert advice.

Bilfinger GVA advises a number of manufacturers and leading dealer groups including BMW, Vauxhall, Mitsubishi, Toyota, Sytner, Jardine Motors, Group 1, Spire Automotive and Jemca.



### Petrol Filling Stations

There has been significant consolidation in this sector with oil company rationalisation programmes and the emergence of supermarket sites. Both have exerted significant pressure on small independent sites, hence the decline in forecourt numbers. However, the result has been a network of superior quality sites. Despite oil company branded canopies, and symbol group branded retail stores, the majority of sites are in fact operated by independent retailers with whom we have excellent relationships.

### Motorway Service Areas

This is a unique asset class, and despite there being only a relatively small number of sites on the road network, the value of the existing estate is likely to be in excess of £2 billion. We have relationships with the major operators, and are genuine market leaders in this specialist field. We have worked for the Government's Highways Agency, reporting into the Minister for Transport. Market intelligence and evidence is notoriously difficult to source, however we have built a considerable database of information over the past 30 years.

### Roadside Retail

The team has experience in dealing with all types of roadside retail property, including fast food operators, coffee outlets and convenience stores. We have strong relationships with key players within the respective sectors, and are experts in identifying and appraising new to industry sites.

## Our services

The Automotive and Roadside team provides a complete range of consultancy, agency, valuation, landlord and tenant and investment services, with an outstanding track record of servicing large-scale portfolios for major organisations as well as smaller enterprises and individuals.

### Acquisition, disposal and letting

Our acquisition service identifies and creates opportunities to meet specific expansion or relocation requirements, while our disposal and letting service offers confidentiality and extensive circulation within a range of sales strategies, targeting clients' needs and priorities. We are also very active in the provision of investment agency and consultancy work for a range of major institutional funds.

### Valuation

We consider ourselves market leaders in the fuel and automotive retail sectors. Over time we have developed our own extensive database enabling research analysis of rents, yields and values. Our appraisals include comprehensive, in-depth critical analysis and we apply real market intelligence, offering a unique combination of operational understanding and property expertise whilst providing practical solutions to business-related property issues. At Bilfinger GVA, we have at our disposal the resources of one of the largest valuation teams in the property industry.

### Lease consultancy and dispute resolution

We have a first class track record in concluding rent reviews and lease renewals for both landlords and tenants, whether through negotiation or third party referral, reflecting a true understanding of the market and an excellent knowledge of the Landlord and Tenant and Arbitration Acts. We are also experienced in litigation support and expert witness work.

## Our experience

### Welcome Break Portfolio, Nationwide

- Nine Motorway Service Areas located on major routes across the UK and let to

### Total Acquisition, Nationwide

- A network of 810 Total petrol filling stations located across the UK.
- Undertook extensive due diligence, including a significant number of site inspections, to provide acquisition advice to an overseas investor looking to enter the UK market.
- Subsequently performed a similar role on the Murco network disposal for a different client.



### Welcome Break

- Rent roll of approximately £23 million per annum.
- Introduced the opportunity to M3 Capital Partners and Extra, and provided full acquisition advice and due diligence to through to completion.
- The largest MSA transaction in the last decade.

### Jardine Portfolio Sale & Leaseback

- A portfolio of three brand new dealerships located in Colchester (Toyota), Milton Keynes (Audi) and East London (Porsche), the latter of which was still under construction at the date of sale. Total rental income of £1,257,500 pa.
- We acquired the site for one of the dealerships, and advised on a sale and leaseback of all three, including rental advice and investment agency.
- The portfolio was sold to an institutional investor at a market leading yield.

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