

**MONTAGU
EVANS
ADVISE IN...
HEALTHCARE**



BUILDING HEALTHY, HAPPY PLACES.

The healthcare economy is notoriously complex, diverse and fast growing. The longstanding trend of rising demand for all healthcare services, coupled with an ageing demographic and limited resources creates a challenge not seen in any other market.

Now, more than ever, we can see the strain our NHS is under and the importance it has in our economy. From secondary care and acute hospitals, primary care, community and mental health, retirement communities or care homes, everything that everyone does has one aim.

**“TO MAKE THINGS BETTER
FOR SOMEONE IN THEIR
TIME OF NEED”**

The estate might only play one part to helping address this, but we are proud to continue to help contribute to that difference.

WHO ARE WE?

MONTAGU EVANS IS A PROPERTY CONSULTANCY RUN BY A TEAM OF PARTNERS. A GROUP OF INDIVIDUALS THAT ARE OUTSTANDING TOGETHER. WE CARE ABOUT PEOPLE. ABOUT LEGACY. ABOUT SPACES TO LIVE, WORK, COMMUNICATE AND CONNECT.

PUBLIC AND PRIVATE CARE...

THE ROLE OF THE NHS?

Now more than 70 years young, it's easy to forget the NHS can sometimes measure its history in centuries rather than decades. Substantial transformation continues to be on the horizon and support is here by not only addressing reactive challenges but with longer-term, sustainable, strategic estate planning.

THE ROLE OF THE PRIVATE SECTOR?

Providers, investors and developers can all help meet the demands of the healthcare system. Whether taking on surplus land for new development or bringing forward key worker housing, new partnerships are forming and taking a longer-term approach to sustaining and integrating healthcare in new and repurposed projects; putting sustainable models of delivery in place.

WHETHER PUBLIC, PRIVATE OR THIRD SECTOR, ISSUES CONSISTENTLY ARISE BECAUSE OF:

- 1 CONSISTENT AND EVER GROWING DEMAND
- 2 AN ESTATE THAT IS NOT FIT FOR PURPOSE
- 3 SPACES THAT CANNOT EASILY BE ADAPTED
- 4 TECHNOLOGICAL DISRUPTION
- 5 INCREASING REGULATION
- 6 UNCERTAIN GOVERNANCE AND DECISION-MAKING STRUCTURES

UNLOCKING VALUE.

WE SEE DEVELOPMENTS IN 2 STAGES:



ESTATE TRANSFORMATION

1

Estate strategy and business cases ensure clients can leverage their estate as an enabler to achieve their corporate goals both now and in the future.

2

Unique problem solving and property consultancy unlock and maximise the value of an estate in order to enable improved services for patients.

3

Long-term master planning and feasibility assessments to create a framework for decision making and redevelopment.

4

As one of the UK's leading specialist town planning and heritage consultancies supporting healthcare clients with applications, appeals and site assessments and using planning policies to ensure the best possible commercial outcome.

5

Maximising value through disposal of surplus land and creation of much needed housing.



MANAGING COSTS

1

State of the art approach to asset valuation that reflects the latest statutory guidance as well as innovative valuation methodologies and techniques.

2

Active involvement with RICS Working Groups (or Forums) to ensure our clients are at the forefront of latest Guidance, such as DRC and IFRS16.

3

Strategic valuation advice including feasibility and sensitivity options analysis to ensure successful outcomes and maximisation of capital receipts.

4

Provision of authentic and professional approach to rating consultancy that seeks to maximise opportunities to reduce running costs and improve the financial positions of the Trust.

5

Supporting clients to fully understand their lease arrangements and seek opportunities to improve the terms of their lease where possible.



CHASE FARM HOSPITAL

ROYAL FREE LONDON NHS FT

Redevelopment of the c40 acre site. Multi-disciplinary and long-term planning and development consultancy to secure planning permission for development and disposal of surplus land to maximise value of Trust.



PORTFOLIO ASSET VALUATION

NHS PROPERTY SERVICES

Annual real estate revaluations for financial reporting, ad hoc asset valuations for acquisitions, along with Market Value reporting for disposal and IFRS16 advice for NHSPS portfolio (c1,300 properties).



ST. ANN'S HOSPITAL

BARNET, ENFIELD & HARINGEY MENTAL HEALTH TRUST

Valuation of surplus land to be sold to the GLA to support the redevelopment of the hospitals site for a new mental health inpatients building and c470 residential units.



Maidstone and Tunbridge Wells **NHS**
NHS Trust

TUNBRIDGE WELLS HOSPITAL

MAIDSTONE & TUNBRIDGE WELLS NHS TRUST

£200K rates mitigation during hospital redevelopment and successful reduction of RV of new hospital by 17.5% producing rates savings of £2.5m.



ROYAL EDINBURGH HOSPITAL MASTERPLAN

HUB SOUTH EAST

Lead planning advisor for the development of the Royal Edinburgh Hospital Masterplan.



OXLEAS NHS FOUNDATION TRUST

Annual asset valuation and valuation consultancy support during transfer of assets from South London Healthcare NHS Trust. Negotiations during this transfer resulted in a significant reduction in asset valuation saving Oxleas c£2m in capital charge / PDC.



SPRINGFIELD HOSPITAL

SOUTH WEST LONDON & ST GEORGES MENTAL HEALTH NHS TRUST

Comprehensive redevelopment of the site for 25,000sqm. Mental health facilities, 839 residential units, a new care home and a public park.



ADDENBROOKE'S HOSPITAL

CAMBRIDGE UNIVERSITY HOSPITALS NHS FT

Rating consultancy and advice to secure £2.87m in rates savings for the Trust.



DYKEBAR HOSPITAL

NHS GREATER GLASGOW & CLYDE

Planning and valuation consultancy advice for disposal of surplus land including securing Listed Building Consent and pre-disposal engagement with LPA. Disposal agreed for the development of c.620 houses, with value in excess of £15m.



LEASE REGULARISATION PROGRAMME

NHS PROPERTY SERVICES

Formalise occupations and ensure documentation across the NHSPS portfolio to establish better understanding of property costs and enable rationalisation.



The **ROYAL MARSDEN**
NHS Foundation Trust

PORTFOLIO ASSET VALUATION

ROYAL MARSDEN NHS FOUNDATION TRUST

Long-term asset valuation support for financial reporting in addition to recent IFRS16 advice. Worked closely with the client to produce a compliant and effective valuation methodology and bespoke valuation model tailored to the clients estate and strategy.



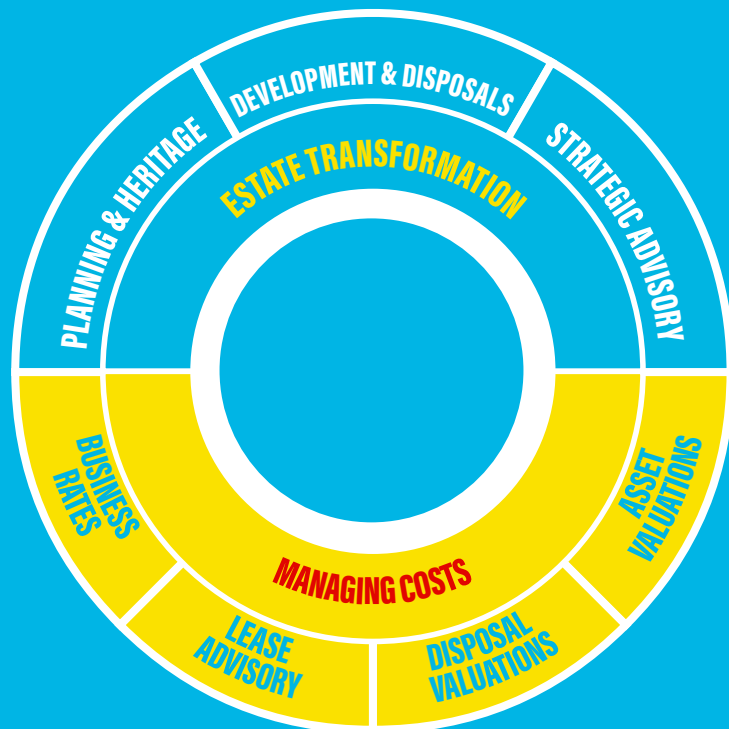
NHS
Norfolk and Suffolk
NHS Foundation Trust

NORFOLK & SUFFOLK NHS FT

Annual asset valuation of portfolio comprising 150 buildings ranging from secure facilities to walk-in centers and both long and short stay accommodation. Outcome of valuation led to over £1m saving to Trusts PDC and assisted in long term estates planning to enable further rationalization.



MEET THE TEAM...



PLANNING AND HERITAGE



PAUL BURLEY
IS A **PARTNER** SPECIALISING IN **PLANNING**
M 07900 405 602
E paul.burley@montagu-evans.co.uk



ANNA RUSSELL-SMITH
IS A **PARTNER** SPECIALISING IN **PLANNING**
M 07818 012 498
E anna.russell-smith@montagu-evans.co.uk



GUY BRANSBY
IS A **PARTNER** SPECIALISING IN **PLANNING**
M 07709 331 014
E guy.bransby@montagu-evans.co.uk



KATE FALCONER HALL
IS AN **ASSOCIATE** SPECIALISING IN **HISTORIC ENVIRONMENT & TOWNSCAPE**
M 07525 863 761
E kate.falconerhall@montagu-evans.co.uk



JENNY RYDON
IS A **PARTNER** SPECIALISING IN **BUSINESS CASE AND STRATEGIC ADVISORY**
M 07880 468 823
E jenny.rydon@montagu-evans.co.uk




JOANNA HAYWARD-COOK
IS A **SENIOR SURVEYOR** SPECIALISING IN **DEVELOPMENT AND ESTATE STRATEGY**
M 07367 237 998
E joanna.haywood-cook@montagu-evans.co.uk



HOWARD WILLIAMS
IS A **PARTNER** SPECIALISING IN **DEVELOPMENT AND RPS ASSETS**
M 07825 114 879
E howard.williams@montagu-evans.co.uk



NEIL DRYBURGH
IS A **PARTNER** SPECIALISING IN **LAND FOR HOUSING-LED DEVELOPMENT**
M 07887 541307
E neil.dryburgh@montagu-evans.co.uk



WILL SEAMER
IS A **PARTNER** SPECIALISING IN **VIABILITY**
M 07818 012 438
E will.seamer@montagu-evans.co.uk



BHAVINI SHAH
IS AN **ASSOCIATE** SPECIALISING IN **DEVELOPMENT AND RPS ASSETS**
M 07818 012 433
E bhavini.shah@montagu-evans.co.uk



JAMES VEITCH
IS A **SURVEYOR** SPECIALISING IN **LAND FOR HOUSING-LED DEVELOPMENT**
M 07818 538 224
E james.veitch@montagu-evans.co.uk

DEVELOPMENT & DISPOSALS

RATING



IAN CLARK
IS A **PARTNER** SPECIALISING IN **RATING**
M 07818 012 502
E ian.clark@montagu-evans.co.uk



ANNIE WILKINS
IS AN **ASSOCIATE** SPECIALISING IN **RATING**
M 07919 540 483
E annie.wilkins@montagu-evans.co.uk



ANDREW HUES
IS A **PARTNER** SPECIALISING IN **RPS LEASE ADVISORY**
M 07827 281 604
E andrew.hues@montagu-evans.co.uk



STEPHEN MCVHEY
IS AN **ASSOCIATE** SPECIALISING IN **RPS LEASE ADVISORY**
M 07767 316744
E stephen.mcvey@montagu-evans.co.uk



ELLIE COOK
IS A **PARTNER** SPECIALISING IN **VALUATION**
M 07818 012 534
Eleanor.cook@montagu-evans.co.uk



CHRIS SOAR
IS AN **ASSOCIATE** SPECIALISING IN **VALUATION**
M 07818 012 473
E chris.soar@montagu-evans.co.uk



STEVE THOMAS
IS A **PARTNER** SPECIALISING IN **VALUATION**
M 07818 012 461
E sr.thomas@montagu-evans.co.uk



ALISTER STEWART
IS A **SENIOR SURVEYOR** SPECIALISING IN **VALUATION**
M 07899 833 284
E alister.stewart@montagu-evans.co.uk



GARY HOWES
IS **HEAD OF DEVELOPMENT AND VALUATION CONSULTANCY**
M 07818 012 476
E gary.howes@montagu-evans.co.uk



CHRIS RAMSDEN
IS A **PARTNER** SPECIALISING IN **VALUATION AND ANALYTICS**
M 07767 316744
E christopher.ramsden@montagu-evans.co.uk



KATIE SEABOURNE
IS AN **ASSOCIATE** SPECIALISING IN **VALUATION**
M 07818 012 515
E katie.seabourne@montagu-evans.co.uk



HUGH MITCHELL
IS A **SENIOR SURVEYOR** SPECIALISING IN **VALUATION**
M 07367 237 994
E hugh.mitchell@montagu-evans.co.uk

LEASE ADVISORY

DISPOSAL VALUATIONS

ASSET VALUATIONS

**FOR MORE INFORMATION ABOUT OUR
THINKING AND WORK WITHIN THE
HEALTHCARE SECTOR**
MONTAGU-EVANS.CO.UK



Homes
England

Crown
Commercial
Service
Supplier



Property
Services



LONDON • EDINBURGH • GLASGOW • MANCHESTER