

# Liquid Property Solutions

An aerial photograph of London, England, taken at dusk or dawn. The River Thames flows through the center of the city, with the London Bridge visible in the lower-left foreground. The city is densely packed with buildings, many of which are illuminated with warm lights, creating a vibrant contrast against the cool blue and purple tones of the twilight sky. The Shard is a prominent skyscraper in the mid-ground. The overall scene captures the bustling energy and architectural diversity of the city.

Stephen Pippard & Chris Taylor  
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# How does it Work?

- \* LPS Provide:

- \* → Initial Fit out Contribution (subject to requirements)

- \* → field sales team

- \* → Sales and marketing

- \* → Operational management

- \* → Accounting and financial management



# Landlord Requirements

- \* → A suitable property in good location:
- \* Minimum of 35,000 SqFt
- \* Good natural light
- \* Contribution to Fit out



# Business Model

Gross Income (£):

(-) Overhead Costs

(-) Operating Costs

(-) Management Fee

Net Distributable Profit (£)

Landlord      70%

LPS              30%



# About LPS – The Opportunity

- \* Existing business is a proven concept
- \* Property Investment with demonstrable valuation uplift
- \* Property backed investment providing downside protection (minimising risk)
- \* Cash generative business with publically available industry benchmarks
- \* Growing market – demand for flexible solutions
- \* Good exit opportunities

# About LPS

## OWNERSHIP & FUNDING:

- Investment interest
- Fund refurbishment
- Fund start up costs & working capital
- Fund fit-out, fixtures and fittings
- Investment minimised through phasing
- No speculative investment for Flexi-Lease



Higher income

## BUILDING & OPERATIONS:

- Strategic input
- Sales & Marketing
- Customer Service
- Operations Management
- Property Management
- Financial Management



Fee based remuneration



# Management Team

\* Stephen Pippard – *Founder & CEO*

Over 25 years experience within property & support services (FM) industries.

Ran the West End for MWB Business Exchange from inception ensuring occupancy targets and customer service level met.

\* Chris Taylor - *Managing Director*

Over 30 Years experience, also part of the initial MWB sales team and latterly was part of the founding directors of Avanta Managed Offices.

\* Matt Harrington - *Non Exec Director*

Over 30 years property experience, At Regus then ran the City for MWB before becoming Sales Director for Land Securities and Fasset.

Currently Commercial Director with Oxford Innovation. Matt will lend his expertise on the property (MRICS) & operational side of the business.

# Business Model- Type of Contract

	Operating & Management Contract
Period	5 years (3 year + 2)
Type	Management Contract - Fixed & Variable costs
Management Fee	£15,000 per month management fee in first year
Profit Fee	% of income generated





# Business Model

- \* Manage vacant properties and provide tenants to enhance value & provide an attractive property investment
- \* Seek out other opportunities but focus on the managed space arena for other landlord and corporate occupiers



# Business Model- for the Business Centre Operation

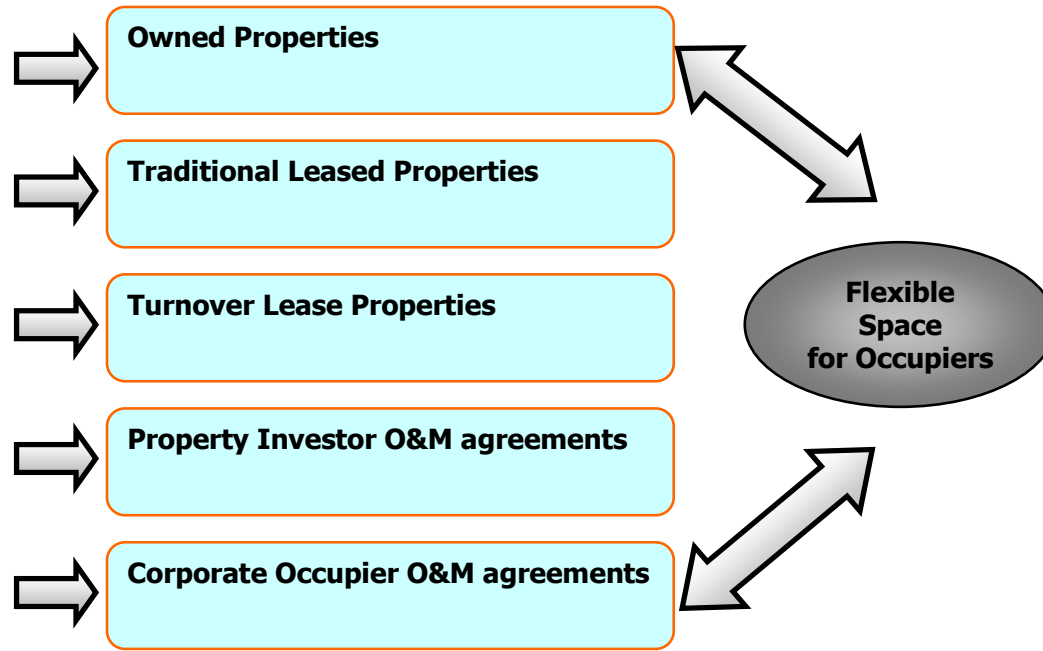
- \* Fully Serviced Office - 1- 40 workstations
- \* Semi-Serviced Suites – 30 – 100 workstations
- \* Flexi- Leasing – These are outside the Act including all reinstatement, dilapidations & service charges included
- \* Meeting & Training facilities – a major revenue generator



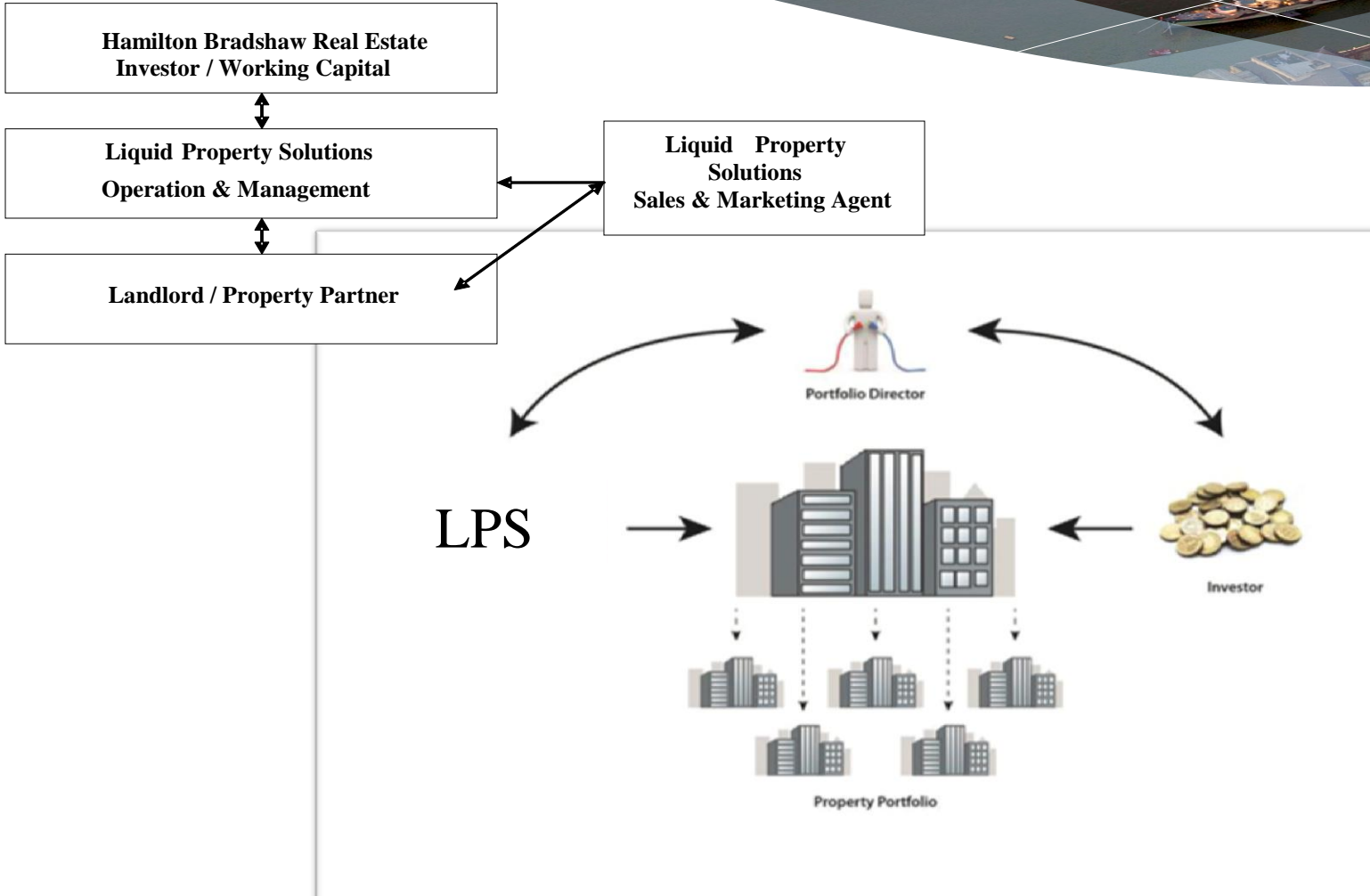
# Revenue Model

- \* SME's & Corporates require good value managed office space
- \* Good quality unbranded offices where occupiers can have their own identity
- \* Flexible terms from 3 month to 3 years
- \* Additional revenues from additional business services on offer
- \* Highly competitive Voice & Data
- \* All capital expenditure to be rentalised
- \* As property & Services co. geared towards multi-occupier market it will generate returns over that over traditional property company

# Revenue Model



# Operating Structure Model





# Assumptions relating to Management role

- \* LPS take responsibility for overall building management
- \* Fixed monthly management fee chargeable from inception
- \* LPS receives performance based remuneration of % of Gross income
- \* Staff costs deducted from Income together with other operating costs. Investor liable for any shortfall



# Why Liquid Property Solutions?

- \* → Increased revenue and profits
- \* → Potential to achieve above market rent
- \* → Expertise and experience
- \* → Extensive sales and marketing efforts
- \* → Access to a wider market
- \* → Client incubator



# Conclusion

- \* Significant Benefits in adopting a combined Business Centre & Flexi-Lease Strategy generating maximum income over 5 years
- \* Significant Capital appreciation
- \* Net effective rental returns forecast net of all OPEX and set up costs but exclude depreciation





# Conclusion

- \* Cumulative net contribution over the project period easily exceeds conventional letting assumptions (allowing for voids & incentives)