



# Making a full recovery

Helping you maximise value and minimise loss

**In distressed lending situations, our Corporate Recovery team will help you to:**

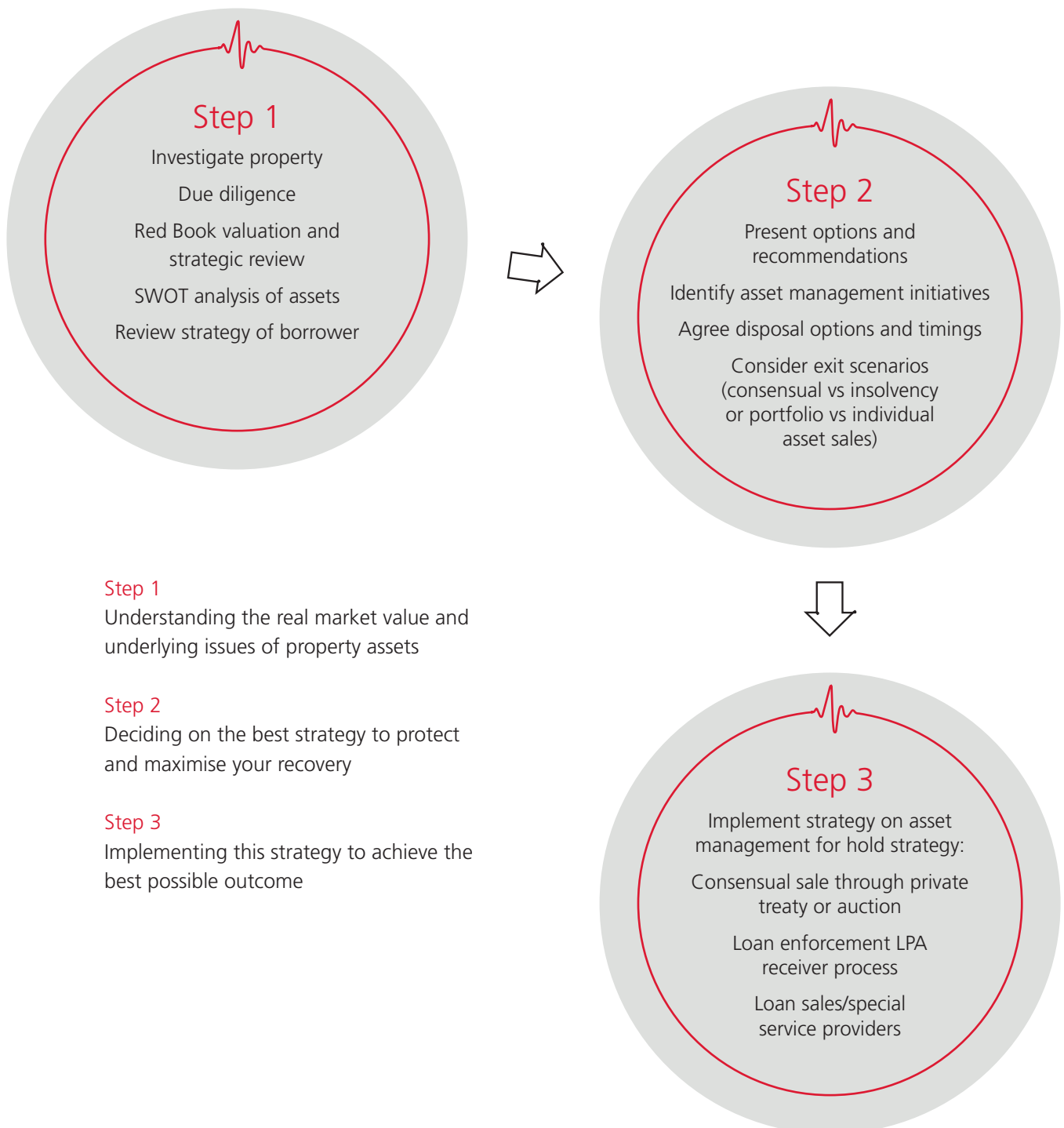
- Understand the real market value of your assets
- Achieve visibility of your assets and portfolio
- Protect and maximise value – the right strategy, the best results

**Lambert  
Smith  
Hampton**

[www.lsh.co.uk](http://www.lsh.co.uk)

# Maximising recovery – a step by step approach

Whatever the size or complexity of the situation, our experienced team will provide clear robust recommendations every step of the way to maximise asset recovery value and expedite the realisation process.



# On the road to recovery

Below are a few examples of the types of cases we have worked on.



## **Strategic review – regional portfolio of five mixed-use assets**

- A review of the portfolio was required for the lender to assess security value and underlying issues including rental levels, voids and attempted disposals
- We undertook a detailed review of the assets combining our own due diligence and consultation with the borrower and its agents
- Our independent advice enabled the lender to undertake a fully informed review to drive its future strategy. Our recommendations on value enhancement initiatives and property sales were implemented allowing the portfolio to be streamlined and the loan facility to be restructured.

## **Consensual disposal – retail warehouse, Wales**

- The borrower was unable to service its loan facility or conclude a disposal of a substantial vacant supermarket
- Following a review of the asset and the lender's strategy, we recommended a continued consensual sales strategy, splitting the asset to promote tenant and investor demand
- We secured lettings to Farmfoods and B&M Bargains which generated immediate rental income to service the loan facility and facilitated a sale to an investor reflecting a yield of 9.00%. This provided the lender with a full recovery.







### LPA appointment – regional portfolio of five vacant industrial assets

- The borrower was unable to service its loan facility and a mechanism was required to enable the lender to enforce its security
- We took quick control to protect the security and implemented extensive refurbishment works to maximise value
- Following a focused marketing campaign we secured a successful 'break up' exit which realised a significantly better outcome than a portfolio sale.



### Asset review and LPA appointment – gateway residential development site, Manchester

- We were appointed to advise the lender on its security value, underlying issues and potential exit strategies including various borrower proposals
- We assessed all potential exit strategies concluding that the borrowers proposals were unachievable and recommending we be appointed LPA receivers
- We undertook a marketing campaign which yielded a range of conditional offers following a 'best and final' bid process. Detailed consultation with the Local Planning Authority allowed us to select a bidder with credible proposals for the site and a sale was concluded in a timely manner at £1m per acre.



### Asset management and disposal for administrators – national portfolio of 29 mixed-use assets

- Administrators needed to identify company assets, secure rental income and formulate a disposal strategy
- We identified and took control of all company assets and associated rental income of circa £7m generated from 130 tenancies, identifying opportunities to mitigate holding liabilities for the administrators, and grow rental income
- Following an extensive national marketing campaign, we have sold 80% of the portfolio on a 'break-up' basis which produced a higher realisation than a portfolio sale. We anticipate the residual 20% of the portfolio to be sold mid 2013.

## Why LSH?

We know your markets. Based across a national network of 26 offices, we have in-depth property intelligence and expertise wherever you are in the UK.

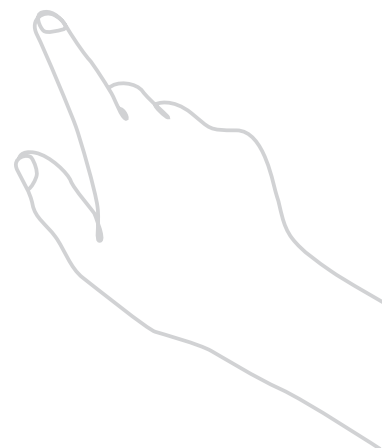
### The right team

- Guaranteed discretion, reliability and timely delivery – getting the basics right
- Speed of mobilisation and response – we are close to your property
- Dedicated Corporate Recovery team supported by sector expertise in planning, building consultancy, property and asset management, enabling bespoke project teams to be assembled
- Our experienced team of LPA Receivers, including the current Chairman of NARA, is currently advising on 350 live cases
- A tailored approach – we recognise our clients' individual needs
- Extensive experience of advising banks and purchasers on debt portfolios – we advised on over £3 billion of distressed debt assets in 2012 linked to 2,200 individual assets

### The best results

- One of the most active agents in the UK, we complete 1700 transactions a year, currently marketing over 2500 individual assets
- Our portfolios outperform the market by 30% in tenant retention
- Our auctions team provides speed to market and certainty of exit – 94% of all Bank, Administrator and LPA receivership assets auctioned have sold in the past 12 months
- We have valued £5bn of property assets over the last 12 months

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## About us

At Lambert Smith Hampton, our clients mean a lot to us. Our success and reputation depends on how we contribute to their success and reputation. So why do our clients choose us? There are many reasons, but chief amongst them is that we're unashamedly and single-mindedly focused on the UK and Ireland. This means that we're on the ground, in the thick of it, at the heart of things. We're not here, there and everywhere. We're just here.

We want to understand all our clients' issues, from the huge right down to the tiny. This is – and always will be – the Lambert Smith Hampton approach. No stone is left unturned. No angle goes unconsidered. Every job is important.

**It sounds like hard work. It is. But that's how success happens.**

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Details of Lambert Smith Hampton can be viewed on our website [www.lsh.co.uk](http://www.lsh.co.uk)  
Due to space constraints within the report, it has not been possible to include both imperial and metric measurements.

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