

Real Estate Advisory Services

Legal advice and specialist
property services for investment,
development and management



Real Estate Advisory Services

Everything you would expect from real estate legal experts, with a growing range of complementary professional property services.



Finding advisers with the right expertise and experience to support property investment, development and ongoing management can be difficult. Often a combination of skills and experience is needed and you will be looking for a range of technical know-how.

At Gateley we offer our clients a unique service

Our **Real Estate Advisory Services** combine expertise from our law firm, **Gateley Plc**, with specialist advice from our capital allowances and land remediation relief business, **Gateley Capitus**, and from our compulsory purchase and utilities compensation businesses, **Gateley Hamer**.

Since becoming a publicly listed entity in 2015, Gateley Plc has acquired specialist teams to provide complementary property services to our clients.

How we are different: combining specialist advice for property businesses

Gateley Plc is a commercial law firm with the legal expertise and pedigree you would expect. In addition, since becoming a publicly listed entity in 2015, we have acquired non-legal teams to provide specialist, complementary services to our property clients.

Today, we can offer:

- ◆ A range of real estate legal expertise from **Gateley Plc** on acquisition, asset management, development, planning, regeneration, environmental issues and much more;
- ◆ Capital allowances advice on real estate purchases, refurbishments and disposals, attracting tax savings of up to 50% of total expenditure, through **Gateley Capitus**; and
- ◆ Specialist compulsory purchase services and advice on utilities compensation through **Gateley Hamer**.

How your business might benefit from our Real Estate Advisory Services

- ◆ **A deeper understanding of your business:** with a range of legal and property expertise under one roof, we retain knowledge of each transaction, investment, purchase and disposal which would normally be held across a number of advisory businesses.
- ◆ **A strategic partnership:** as we grow our relationship with your business through a broader range of advisory services, we gain a very thorough understanding of the challenges and opportunities you face. This in turn allows us to be more strategic in our advice and proactive with different ideas on how we can support you.
- ◆ **Saving you time:** dealing with one point of contact for a range of expertise will deliver efficiencies that you would not normally achieve from working with a set of disparate advisers.
- ◆ **Saving you money:** our proposition is geared towards releasing latent potential in your real estate assets, whether it's maximising tax reliefs on your properties or increasing development potential.

Advising businesses at every stage of an asset's lifecycle

Our multi-disciplinary team of lawyers and surveyors provide advice throughout the lifecycle of a property asset; through investment, development, management and disposal; or a combination of these activities.

Acquisition

A tailor-made team that provides the right depth and breadth of expertise to properly secure your investment target and negotiate all forms of legal agreements to acquire land and property.

Planning & development

Expertise on all areas of town and county planning, highways, environment, compulsory purchase and local government law in England and Wales.

Construction

All areas of construction law including building contracts, warranty documentation and advising on disputes when they arise, working closely with our commercial disputes team.

Funding

We work with the UK's major lenders, challenger banks and specialist funders to release funding for real estate development.

Tax advisory

Our tax experts can advise you on tax efficient onshore or offshore structures to minimise tax liability, bearing in mind your investment and disposal strategy for the asset.

Asset management

We help to maximise opportunities with your real estate portfolio and our litigation team can find pragmatic solutions to any landlord and tenant issues that arise.

Disposal

Strategic advice on how best to set-up the property for sale, populate and manage online data rooms, assist with the bidding process and streamline the sale process.



Investment allowances

Gateley Capitus maximise the tax reliefs available for property transactions, asset management and construction projects.

Tax-efficient specification

Involving Gateley Capitus in refurbishment and construction projects at an early stage enables us to maximise tax efficiency by increasing the capital allowances available.

Compulsory purchase

Gateley Hamer's specialist surveyors assemble land by agreement and through compulsory purchase powers to manage cost and reduce risk to project delivery.

Utilities compensation

Gateley Hamer reviews the legal basis on which utility apparatus exists on development sites and negotiates a solution to pass on diversion costs to the utility company or obtain compensation for loss of development value.

Specialist services from our Real Estate Advisory team

Within our Real Estate Advisory team we can offer a number of specific services that combine our legal, fiscal incentives and surveying expertise. They include:



Property investment

We realise that transaction time is precious and that joined-up services are invaluable to those investing in property assets. Our team of real estate, banking and tax lawyers along with the Gateley Capitus capital allowances team operates as one unit. Each project is managed by your lead relationship partner to ensure consistency and reduce the time and costs involved in an investment.

OUR PROPERTY INVESTMENT EXPERTS



James Madill
Partner, Gateley Plc

James is a partner and expert in investment transactions and landlord and tenant matters. He leads a team who act for London-based and

regional funds and advise on acquisitions, disposals and asset management work over a wide range of UK assets. He also acts for national retailers and corporate occupiers providing a wide range of strategic and operational advice in relation to their property portfolios.



James Gopsill
Partner, Gateley Plc

James advises on all areas of corporate tax, real estate tax and share schemes. He has particular expertise on the taxation of real

estate investment, real estate development and urban regeneration.



Aubrey Calderwood Director,
Gateley Capitus

Aubrey has almost 30 years' experience advising companies and individuals on the maximisation and use of tax-based incentives

for commercial property investment and development. He has particular expertise in those fiscal incentives aimed at encouraging the use of energy and water saving technologies in construction and the re-use of brownfield land.



Kevin Meyer
Director,
Gateley Capitus

Kevin established Gateley Capitus in 1997 and has over 30-years' experience advising clients on the use of capital allowances in commercial property transactions and investment. Kevin has a deep knowledge of all aspects of capital allowances and is regularly consulted by professionals in the property industry for his opinion and judgement on complex matters.





Regeneration advisory

The issues developers face with complex sites are ones we negotiate for our clients on a daily basis. From the initial planning application, to acquiring the plots, to ensuring valuable tax benefits are maximised through land remediation, our team of advisers can add value on both legal and surveyor-led aspects of a development project.

Helen Roberts Partner, Gateley Plc



Helen acts for landowners, developers, investors and occupiers, carrying out a wide range of freehold and leasehold real estate work. She has a particular interest in complex/long-term development projects and extensive experience of portfolio management work.

Jonathan Stott Managing Director, Gateley Hamer



Jonathan has significant expertise dealing with all matters relating to land assembly, compulsory purchase and compensation. He is a RICS accredited Expert Witness and is a leading authority in the provision of strategic advice to scheme promoters.

Matthew Scudamore Senior Associate, Gateley Plc



Matthew specialises in planning, compulsory purchase, highways, judicial review and aspects of environmental law. He also has an excellent knowledge of local government, having previously been awarded a distinction for the Law Society Diploma in Local Government Law and Practice. He has acted for many well-known national housebuilders, developers and promoters on complex section 106 agreements that had to be completed against tight timescales.

◆ Gateley Plc

With over 150 property lawyers across seven offices in England, Gateley Plc offers a national full-service property sector practice.

In addition to regeneration development expertise, we have market-leading teams specialising in investment, property finance, retail occupiers and property tax. Our property teams have dedicated support from specialists within our planning, construction, corporate and banking teams.

 gateleyplc.com

Gateley◆Hamer

Chartered Surveyors with specialist advisers on land assembly, compulsory purchase, development consent orders and utilities compensation.

Our expertise in valuation and negotiation, together with utilities legislation and the compulsory purchase process ensures we are best placed to advise you on how to extract the best value from your assets.

 gateleyhamer.com

Gateley◆Capitus

A leading fiscal incentives consultancy specialising in maximising capital allowances on property, land remediation relief and R&D tax relief.

We advise FTSE 100 and mid-market property companies, global property fund managers and multi-site operators, unlocking over £1bn of additional cash for clients to invest, increase cash flow and grow.

 gateleycapitus.com