

# One of Largest UK Regional Commercial Developers



Delivering over 600,000 sqft of New Class 1 retail space in 2017



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London & Scottish Investments' HQ at Venlaw, Glasgow.



# London & Scottish Investments – Regional REIT

## Background

- The London & Scottish Investment team have a superb track record established over 30 years of investing and actively asset managing commercial property assets consistently outperforming target income and capital returns.

## Growth

- London & Scottish Investments was formed to concentrate primarily, on asset and property management opportunities across the UK.
- Working with Toscafund Asset Management, it successfully completed significant fundraising and in conjunction with other investors, has invested circa £500 million in a range of assets.

## Regional REIT asset Locations



# London & Scottish Developments

## Site Portfolio Purchase





# Aviemore

- Aviemore is a town and tourist resort, situated within the Cairngorms National Park in the Highlands of Scotland famous for its skiing and winter sports, mountain biking and other outdoor pursuits.
- A total of **44,500 sqft** of new Open Class 1 retail is proposed at this high profile, centrally located site.
- The development feature 3 no retail units between 11,000 - 17,000 sqft.
- Potential exists for a further 3 Pod units of circa 6,000sqft.

## Target occupiers:

- Food Store
- Discount Retail
- Fashion Clothing
- Outdoor Clothing
- Sports Equipment
- Coffee Operator
- Fast Food





# Crieff

- Located in Perth and Kinross, Crieff has developed into a hub for tourism, trading mainly on its whisky and golfing history with Gleneagles close by.
- A total of up to **43,000 sqft** of new Open Class 1 retail is proposed for the site.
- Up to 3 retail warehousing units possible, ranging between 11,000 - 17,000 sqft.
- Further potential for a children's nursery circa 4,000sqft

## Target occupiers:

- Food Store
- Discount Retail
- Fashion Clothing
- Coffee Operator
- Fast Food





# Cupar

- Located in Fife, Cupar is a former Royal Burgh and affluent town in close proximity to St Andrews.
- Situated next to a Tesco Supermarket.
- Total of **41,500 sqft** of new Open Class 1 retail space.
- 3 Retail warehousing units between 7,500 - 15,000 sqft.
- 4 smaller units of circa 4,000 sqft.

## Target occupiers:

- Food Store
- Discount Retail
- Fashion Clothing
- Coffee Operator
- Fast Food





# Cowdenbeath

- Cowdenbeath is a town located in west Fife, 5 miles north-east of Dunfermline and 18 miles north of the capital, Edinburgh.
- Total of **39,000 sqft** of new Open Class 1 retail
- 2 Retail warehousing units between 15,000 - 24,500 sqft

## Target occupiers:

- Food Store
- Discount Retail
- Fashion Clothing





# East Kilbride

- East Kilbride is the largest town in South Lanarkshire with a catchment of 407,735 within a 20 minutes. It was also Scotland's first designated new town and is only 8 miles southeast of Glasgow
- Total of **115,190 sqft** of new Open Class 1 retail
- 8 Retail warehousing units between 10,000 - 40,000 sqft
- 4 Pod units totalling circa 8,000 sqft
- 2 Drive-Thru units of 3,595 sqft

## Target occupiers:

- Food Store
- Discount Retail
- Fashion Clothing
- Sports Equipment
- Coffee Operator
- Fast Food



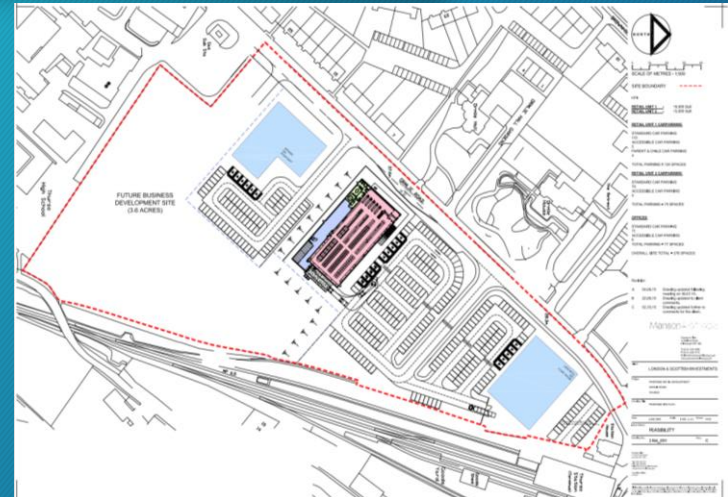


# Thurso

- Thurso is the northern most town on the British mainland.
- Serving a pivotal coastal role for ferry services to Orkney and wider port services for fishing and most recently offshore and renewable sectors within the Pentland Firth.
- Total of **4.32 acres** of available development land for **hotel, office or retail warehousing**.

## Target occupiers:

- Food Store
- Discount Retail
- Hotel
- Offices



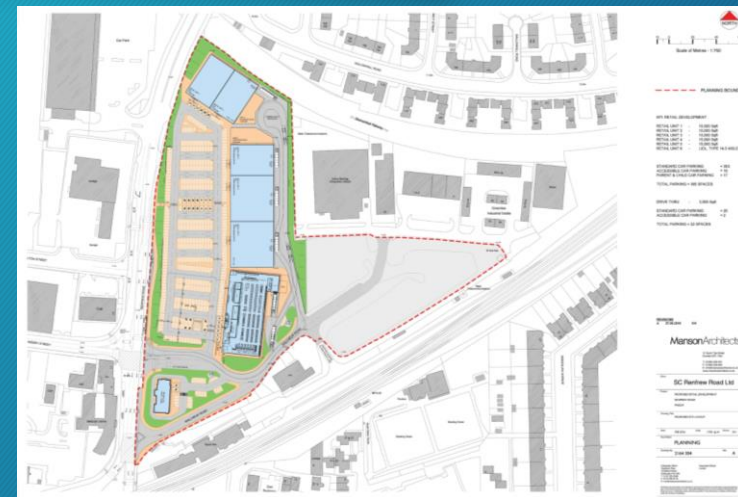


# Paisley

- Paisley is the largest town in Renfrewshire only 8 miles west Glasgow, and in close proximity to Glasgow Airport and
- Total of **90,145 sqft** of new Open Class 1 retail
- 6 Retail warehousing units between 5,000 – 26,550 sqft
- A Drive-Thru unit of 3,595 sqft
- Potential development for residential, health services, children's nursery and sports facilities in the form of 5 – a side football pitches.

## Target occupiers:

- Food Store
- Discount Retail
- Fashion Clothing
- Outdoor Clothing
- Sports Equipment
- Fast Food





# London & Scottish Developments - Team





# Bryan Wilson FRICS – Development Director Joined 2013



## Background

Bryan has over 30 years of development experience and prior to joining London & Scottish Investments as Development Director, Bryan was Managing Director of Gleniffer Estates.

Whilst at Gleniffer Estates, Bryan was responsible for the development of Greenlaw Village in Newton Mearns which, at the time, included Waitrose largest new-build store in Scotland at over 36,000 sq ft.

Bryan was instrumental in acquiring the portfolio of fifteen sites purchased from Tesco in August 2015 and leads all of London & Scottish Investments commercial development activity.

## Responsible for

- Leading the delivery of the Tesco portfolio of sites from the planning stage through to ultimate disposal.
- Sourcing new commercial development sites .



# Douglas Carswell MRICS – Development Manager Joined 2016



## Background

Over 30 years property experience both north and south of the border.

For over 12 years Douglas held an Asset Manager role at Royal Bank of Scotland with responsibility for their north of England and Scotland portfolio. In addition during his spell at RBS he became involved in disposing vacant property and acquiring new operational space in the UK and Europe and more recently he worked in-house at ExxonMobil, assisting to project manage the disposal of their UK petrol filling station business.

In his early years he worked in private practice in a range of roles at JLL and Drivers Jonas.

## Responsible for

- Liaising with solicitors to complete acquisition contracts, lease and disposal of land and buildings.
- Student Housing



# Chris Collins MRICS MRTPI – Development Surveyor Joined 2015



## Background

Chris is both a Chartered Surveyor and Chartered Town Planner with over 12 years professional experience in a range of Project Management, Acquisition and Planning and Development roles within the telecommunications, housing, utilities and renewable energy sectors .

He has worked in both the private and public sectors in a range of projects across the UK.

## Responsible for

- Progressing the delivery of the Tesco portfolio of sites from the planning stage through to disposal.
- Sourcing new commercial development sites; land or buildings capable of redevelopment.
- Coordinating design teams and supervising planning applications.
- Negotiation of acquisition terms with landowners.
- Liaising with external Project Managers to drive the delivery of development projects.



# Scott Bowman MRICS – Acquisitions & Development Joined 2016



## Background

Over 11 years experience covering all commercial property sectors primarily from an agency / development / investment perspective (BNP Paribas / Lambert Smith Hampton), most recently spending 5 years specialising in the retail sector with Culverwell Property Consultants from which Scott transacted a number of high profile investment and forward funding development deals across the UK on behalf of numerous institutional investors, property companies and private investors.

## Responsible for

- Sourcing new commercial development sites; land or buildings capable of redevelopment.
- Negotiation of acquisition terms with landowners.
- Coordinating design teams and supervising planning applications.
- Liaising with external Project Managers on the delivery of construction projects.
- Liaising with solicitors on the acquisition, lettings and disposal of land and buildings.



# Requirements

## Seeking

- Development projects with end values ideally in excess of £10m, no upper limit
- Joint ventures with existing landowners (Planning risk considered)
- Land portfolio purchases
- Joint Ventures with Funds, Private Equity Funds, Banks, Government Bodies and Local Authorities
- All sectors consider across the UK





# Introductions



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