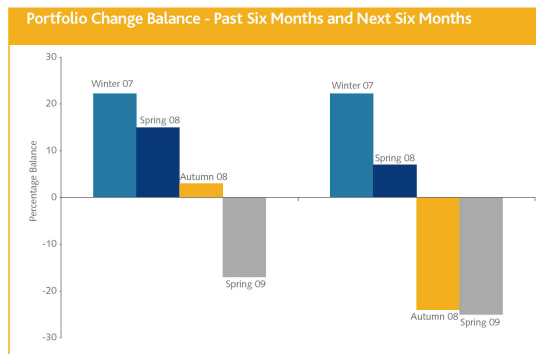


## *an overview:*

### **Ventia Ltd is a property consultancy aimed at providing financial solutions for building owners, occupiers and investors.**

With a combined 20 years industry experience in the senior management team, Ventia is ideally placed to offer both insight and expertise in the current property market, providing clients with strategic input in order to mitigate current liabilities, and realise revenue generating potential from existing space.

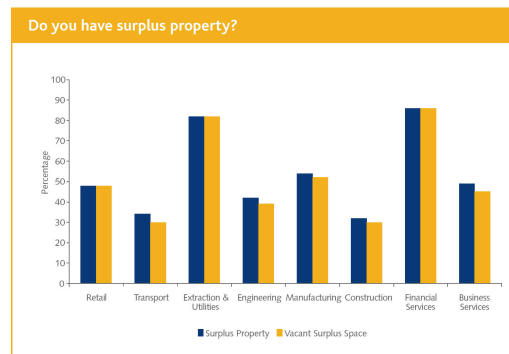


In today's market the freehold sales, letting and redevelopment markets are struggling due to rising unemployment and constrained bank lending that has all contributed to a severely depressed market.

The latest GVA/CBI corporate survey found that 25% of respondents intend to radically reduce the amount of space they occupy over the next six months, and also found that empty space was becoming more and more of an issue for occupiers, particularly while a lot of their unoccupied space is lying vacant as they struggle to sublet it.<sup>1</sup>

In contrast to this, the short term letting sector is still relatively buoyant as people are still prepared to fix short term costs and commitments in this period of uncertainty and lack of visibility in respect of future trading. This is reflected in the performance across the serviced office sector which has held up well.

Also many people who have been made unemployed in the downturn are setting up their own enterprises and will naturally start their businesses in serviced offices.



## *our approach:*

- Provide site specific evaluations, financial modelling and detailed market analysis
- Provide design, build, space planning & project management services, with advice on the most efficient way to manage projects in order to maximise efficiency of space with minimum upfront capital outlay.
- Bring in the right services and partners to maximise profitability in the areas of:
  - IT & Telecoms
  - Fit out & Furniture
  - Contemporary design
  - Software to operate centre
- Market and sell the flexible serviced office space to short term occupiers under a licence agreement
- Recruit & train staff members where necessary, provide oversight and ongoing training, and deal with any TUPE issues
- Manage client relationships from point of sale through to delivery and invoicing
- On an ongoing basis provide monthly management accounts and financial performance analysis
- Provide a bespoke strategy in order to manage and claim empty rates relief where applicable on behalf of the Owner
- Ongoing support maintenance management services

## *the benefits to client:*

- Strategic knowledge based support, analysis and advisory services
- Immediate revenue generation, mitigating holding costs and liabilities
- Comprehensive business rates strategy and implementation, leading to substantial savings through ability to claim empty rates relief
- On time, on budget project delivery for fit out works
- Reduced prices from Ventia's ongoing commercial partnerships for IT&Telecoms, Furniture, Design, Fit out, Software etc.
- Flexibility with an option to reoccupy space if required

## *our experience:*

Ventia's senior management team have a combined 20 years experience in the industry, working with building owners, occupiers and serviced office clients.

Previous clients and landlords include:

- BT/Telereal
- Trillium
- Exemplar Properties
- GE Real Estate
- Price Waterhouse Coopers
- Cap Gemini
- Royal & Sun Alliance
- John Charcol
- Warner Estates plc
- Resolution Asset Management

**For more information on Ventia Ltd, or to talk to one of our team please feel free to contact us by calling t: + 44 8454 131910 or e-mail at [info@ventia-uk.com](mailto:info@ventia-uk.com).**

<sup>1</sup> CBI/GVA Grimley Corporate Real Estate Survey, Spring 2009