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Expert lease consultancy that drives your business forward.

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Managing commercial property on your own is not cost-effective.

Whether your company has a single site or multiple properties, managing leases, negotiating terms, and ensuring alignment with your business goals can be time-consuming and costly.

From relocations to rent reviews and lease renewals, the risks of overlooking key details can lead to expensive mistakes. Luckily, with Deft, you can focus on your business while we handle your property challenges.



Negotiating Leases & Renewals Without Expertise

Many tenants negotiate new leases or renewals without professional advice, often resulting in unfavourable terms, hidden liabilities and missed opportunities to secure more favourable conditions.

Overlooking Repairs & Dilapidation Obligations

Misunderstanding or overlooking obligations for repairs and dilapidations can lead to costly surprises at the end of the lease, which could have been avoided or mitigated.

Misaligned Property Strategy

Failing to align your property strategy with long-term growth plans can result in leasing too much or too little space, leading to inefficiencies and unnecessary costs over time.

Neglecting Service Charge Clauses

Failing to scrutinise service charge agreements often result in unexpected expenses for building maintenance and shared services, which can have a significant impact on operational costs.

Overpaying in Rent Reviews

Not actively reviewing or challenging rent adjustments often leads to tenants paying above-market rates, eroding profitability.



Dealing With:

Day-to-day property issues

Landlords & their surveyors

Reducing property overheads

Complex lease terms

Sales/leasing agents

Searching for new premises

Isn't mandatory when you
work with an expert.



How do we solve this?

Acquisitions (Lease & Purchase)

Strategic property sourcing and negotiations

Development Consultancy

Pre-letting and development guidance

Leasehold Disposal

Efficient surplus space management

Rent Reviews

Negotiating fair market rentals

Lease Renewals

Securing favourable renewal terms

Lease Restructuring

Improving flexibility and financial benefits

Rent Reductions

Strategic negotiation for lower rents

Valuation

RICS-registered valuations for various purposes

Strategic Lease/Estates Management

Comprehensive lease and estate oversight

Business Rate Appeals

Challenging rates to reduce operational costs

Expert Witness

Providing expert advice for landlord & tenant disputes



Our Track Record

£30 million+

In concessions & savings
secured

500+

New leases and renewals
Secured

98%

Success rate in securing
reductions on landlord's rent
review proposals



Total Savings: £2.2 Million

ARROW GLOBAL

25 Templer Avenue, Farnborough

Property Type:

Office

Property Size:

20,000 sq ft

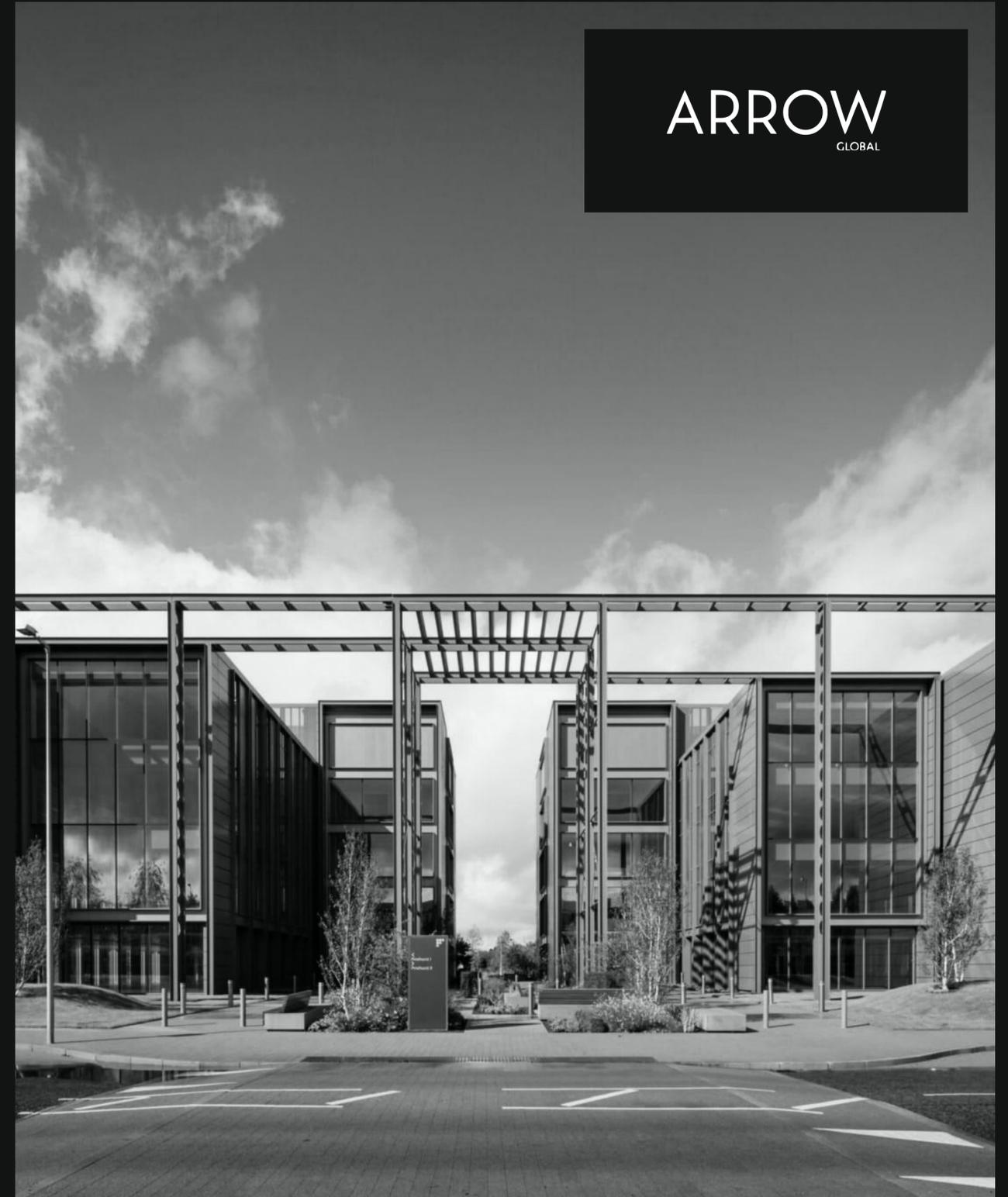
Services:

**Lease disposal management
Rent review settlement
Dilapidations**

Achieved:

**Lease assigned as surplus to requirements
UK footprint reduced - a key driver of real estate strategy
Total savings of £2.2 Million
72% of lease liabilities mitigated**

ARROW
GLOBAL



Secured rent free period to the value of £280,000

DAVIES GROUP

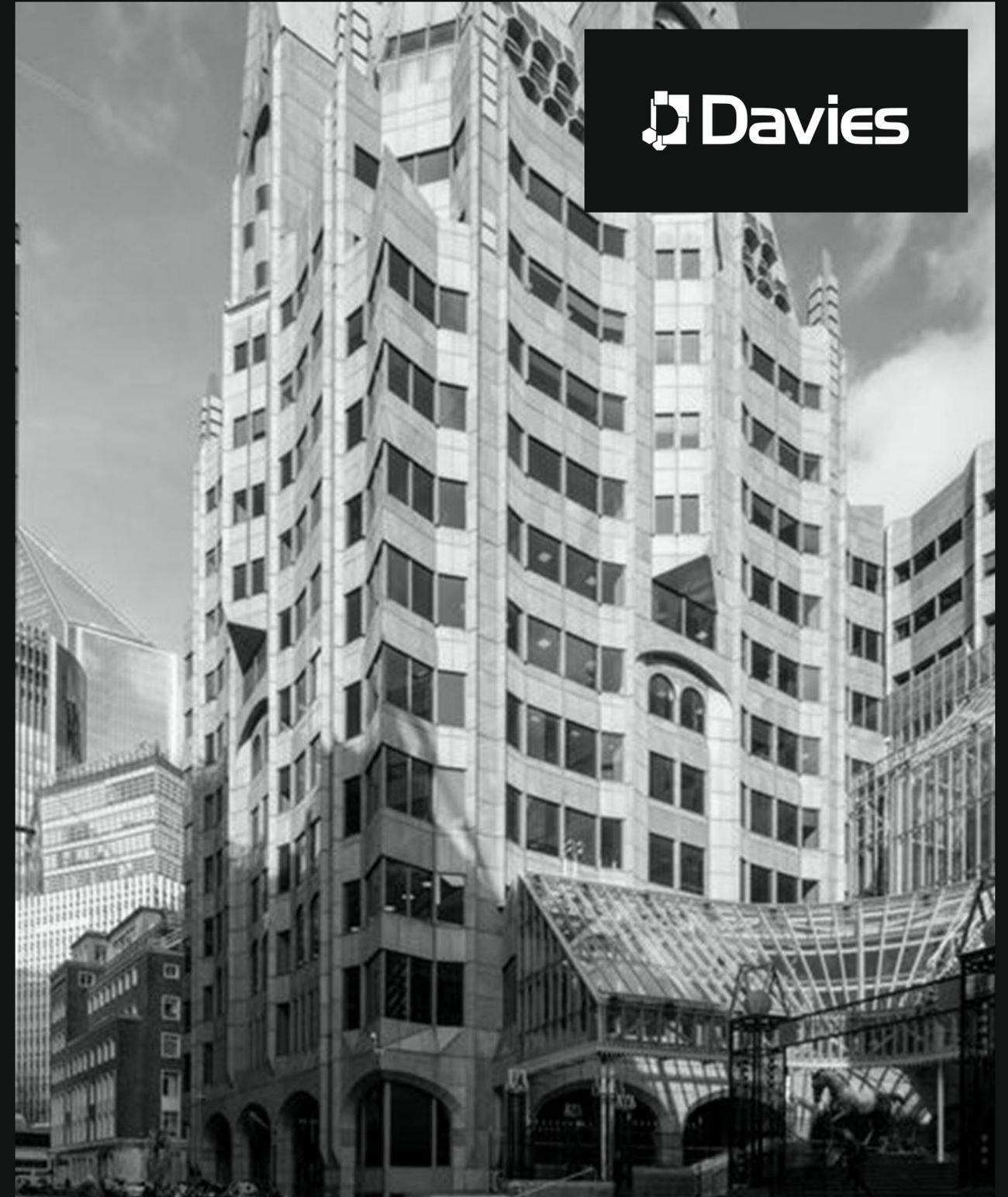
Mincing lane, London

Property Type: **Office**

Property Size: **8,585 sq ft**

Services: **Lease restructuring
Break clause negotiation**

Achieved: **Utilised break clause to leverage savings
Mitigated future double property overheads by aligning break clauses with other London offices**



26 Offices, spread across the United Kingdom

HUMAN SUPPORT GROUP

Various Addresses

Property Type:

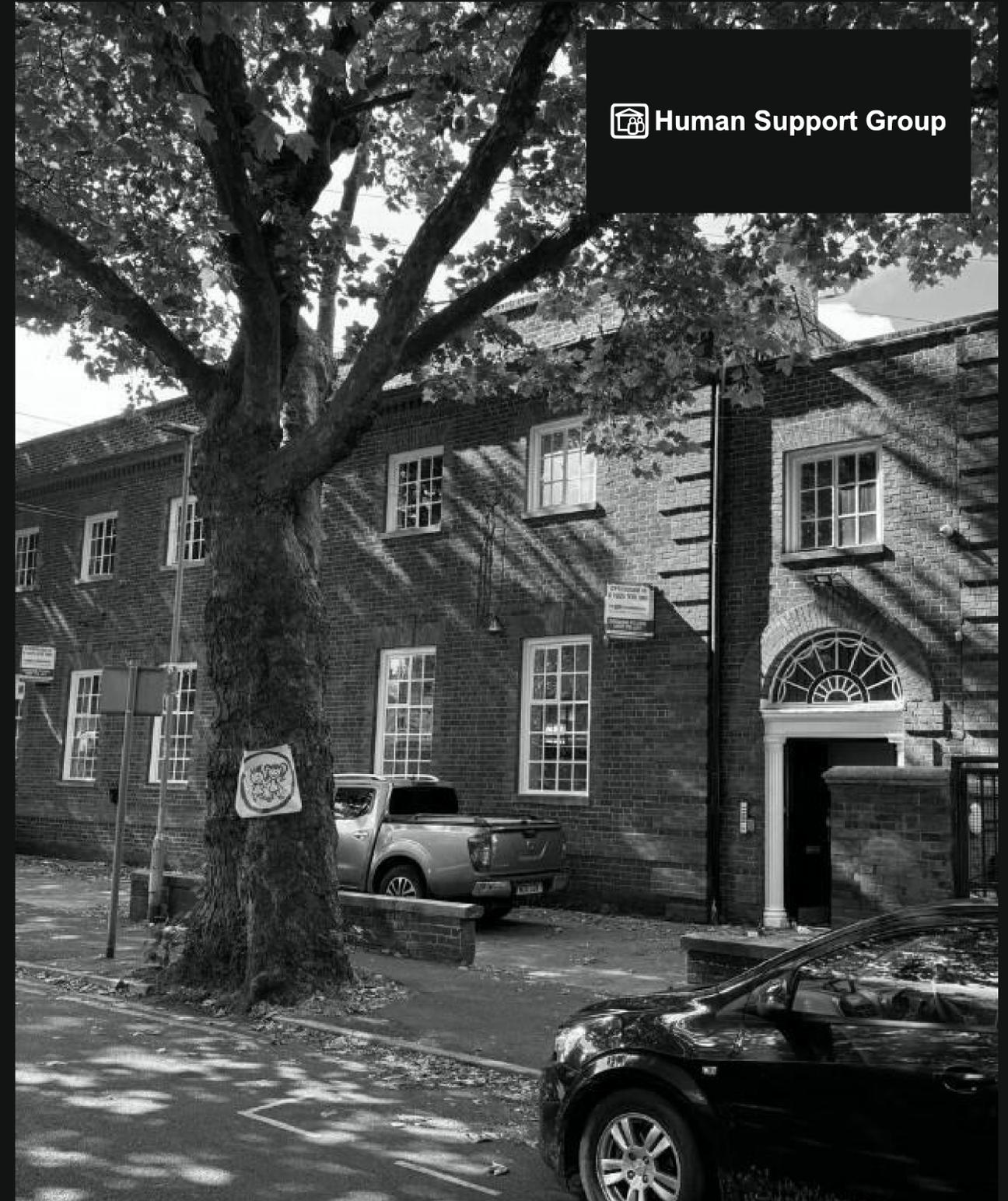
Office, Retail, Training facilities

Property Size:

1,000 - 8,000 sq ft

Services:

Acquisitions
Rent review
Lease renewals
Lease disposals
Service charge review



 Human Support Group



Industrial Leasehold Acquisition

Progressive Parts

Unit 3, Hammond Trade Centre, Stockport

Property Type: **Industrial Leasehold Agreement**

Property Size: **12,000 sq ft**

Services: **Search & Acquisition**

Achieved: **Search & Acquisition**

Concession package Secured

Schedule of Condition mitigating client's reinstated liability on exit

Flexible terms to support client's growth



Industrial Land & Forward Purchase Agreement

John Mason International Movers

Stropgate Lane, Simonswood

Property Type:

Land & Industrial

Infographics:

Search for a client to purchase their own building
Negotiated a hybrid development agreement on a plot of land

Developer to design a new build unit & fund the build for the client

Market rent and market value advice

Client to purchase the building at the market value on practical completion



Retail/Leisure Lease Renewal Negotiations

Pot Kettle Black

Barton Arcade, Manchester

Property Type:

Leisure

Property Size:

1,900 sq ft

Services:

Lease Renewal Negotiations

Infographics:

Partnership-led negotiation with the landlord
Concession package secured to enable refit of
the space

20% rent reduction

10 year lease secured and a long-term home for
the business



Reclaim Valuable Time By Outsourcing Your Commercial Property Matters

By delegating acquisitions, reviews, restructuring

Save Significant Costs

via lease renewals, negotiations and strategic lease restructuring

With A Single Touch-Point

MRICS certified, chartered surveyor firm

Avoid expensive mistakes.





Ready To Make Your First Move?

Let's Chat

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