

Estates and Property Service

Capsticks



Delivering the right result

Managing property estates and completing transactions efficiently and effectively can be fraught with major headaches, even for the most experienced teams.

Negotiating the best price or terms, executing deals quickly and smoothly, hitting your own performance targets, managing your risk exposure...

The list of challenges goes on.

Meeting these challenges with confidence and peace of mind is all about engaging legal advisors with the sector expertise and commercial edge to bring real value throughout the process.

With an unparalleled wealth of experience in major healthcare and public sector property projects, Capsticks' lawyers will deliver the right results for your organisation.

No surprises

When you are working on a complex deal it is often the smallest details that cause the biggest problems.

Big dents in the budget or a missed opening date can be costly, not just in financial terms, but also in their impact on reputation and credibility.

Fortunately, Capsticks' understanding of public sector requirements, combined with our expertise in the relevant legal frameworks, provides you with the reassurance that you need.

Whether it is making all the right searches or negotiating beneficial lease terms, planning a complex site disposal or developing new facilities, we will help you anticipate potential hitches and act early to prevent unforeseen problems occurring.

Hitting your targets

Meeting your internal measures and managing the scrutiny that comes with public accountability is a tough job.

With a range of objectives that can sometimes seem conflicting, you need advisors who will quickly get to grips with the ins and outs of your targets.

Through our deep sector experience, we understand the milestones, the deadlines, the budgets and the reputational considerations that are inherent in any public project.

Our advice is guided by the need not only to get things done but to get them done properly.

Managing your costs

By working with you from the outset we ensure that our service is geared to provide the most value in the most important areas.

From attending your project meetings through to managing political and local sensitivities, or even helping you present key legal aspects and risks to your stakeholders, we structure our support to make the most of your budget.

We also know the potential costs to your organisation are not just financial. By guiding you through the regulatory compliance maze, helping you avoid or win legal challenges and providing a proactive response in a crisis situation, we ensure good management of your key risks as well.

A commercial edge

Optimising the deal and mitigating your risks. Using our time and your budgets to deliver maximum return. These are all essential to the Capsticks approach.

We dig into the critical legal issues quickly and effectively to get the best result for you. At the same time, we make sure that deals are not held up by irrelevant legal details.

By providing clear, relevant and value driven advice, we achieve the best results for our clients time and again.

Examples of our work

Releasing capital through innovative structures

Capsticks led the way on a groundbreaking sale and leaseback scheme on a Grade I listed building for an NHS Trust, releasing capital in the region of £10 million.

Addressing planning issues to greatest advantage

By obtaining planning consent prior to marketing the site and forward planning on title issues, the £53 million disposal of part of a hospital site in South West London was achieved in a very tight timescale. Favourable overage provisions were also included in the sale to protect the public sector pocket.

Securing vacant possession with a sensitive and efficient approach

We worked closely with a North East London Trust to secure the vacant possession of 15 residential properties within 6 months to allow our client to sell the surplus land that financial year.

Overcoming fundamental title defects without a delay

Selling a surplus hospital site where none of its entrances were owned by the Trust could have been a challenge, but we completed on this £47 million disposal in North East London within the agreed timescale without sacrificing any part of the sales proceeds or retaining any continuing risk.

To find out how Capsticks could deliver the right results for you and your estates team, arrange a meeting with one of our property law partners now by calling 020 8780 2211.



Hilary Blackwell
Partner

020 8780 4781
hblackwell@capsticks.co.uk



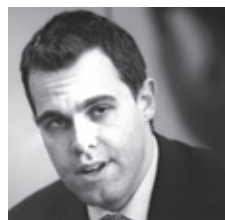
Philip Brown
Partner

020 8780 4726
pbrown@capsticks.co.uk



Suzanne Durey
Partner

020 8780 4806
sdurey@capsticks.co.uk



Mark Paget Skelin
Partner

020 8780 4920
mpagetskelin@capsticks.co.uk

Capsticks Solicitors
77/83 Upper Richmond Road
London SW15 2TT

T +44 (0)20 870 2211
F +44 (0)20 8780 1141
DX 59461 - Putney
E info@capsticks.co.uk
W capsticks.com