

The logo for Rapleys, featuring the word "RAPLEYS" in white, bold, uppercase letters. The text is set against a background that is split diagonally from the bottom-left to the top-right. The upper-left portion is green, and the lower-right portion is blue.

RAPLEYS

0370 777 6292 | www.rapleys.com

THE ROADSIDE SERVICE AREA PROPERTY SPECIALISTS

“Our broad based property and planning consultancy and acknowledged market specialism means that Rapleys is uniquely positioned to provide a wide range of property related services to the roadside service area sector.”



FOREWORD

PHIL BLACKFORD | phil.blackford@rapleys.com | 07836 367322



Rapleys has been at the forefront of the UK roadside market for over 40 years. Throughout this period the emergence of composite developments including petrol filling stations with convenience stores, drive-thru restaurants, coffee, bakery, sandwich and pizza offers and new family based pubs has transformed the sector.

The market has moved on considerably from the former countrywide domination of the Little Chef and Happy Eater diner chains and is now driven by a host of new roadside operators that have traditionally focused on the high street and shopping centre food courts.

Roadside operator requirements are driven today by a more sophisticated consumer base wanting convenience, cleanliness and choice.

Branding and innovation is now the key element to driving sales, yet the old maxim of “location, location, location” remains as important today as it has always been.

The sector has expanded rapidly in recent years and understanding what will make a roadside development “tick”, whatever its size, is the key to enhancing value and driving profit. It has never been more important to keep a watchful eye on emerging trends.

Our broad based property and planning consultancy and acknowledged market specialism means that Rapleys is uniquely positioned to provide a wide range of services to roadside developers, occupiers and investors.

We provide a seamless “one-stop-shop” package and deliver our services efficiently, professionally, affordably and honestly.

The following pages identify our co-ordinated approach and full coverage of property issues that a roadside developer, occupier or investor are likely to encounter.

For more information on how Rapleys can help you, please get in touch on 0370 777 6292.



ACQUISITIONS AND DISPOSALS

MARK FROSTICK | mark.frostick@rapleys.com | 07785 522958



Rapleys advise on the acquisition and development of roadside developments throughout the UK, be it developer/investor led or acquiring for an occupier or multiple occupiers.

Our acquisition and development services include:

- Initial site sourcing
- Identifying occupier interest
- Appraisal and valuation advice
- Project design strategy
- A full development manager role

Through our extensive knowledge and database we are able to quickly and very cost effectively “tap” into the occupier demand to identify complementary uses that make a composite roadside development successful.

Rapleys see the development process through from inception to completion and once a scheme has been identified we are able to secure planning permission, proceed to tender and then project manage the entire development through to practical completion.

We advise on appropriate rental values, franchisee agreements and other lease terms, including rent review structure, lease re-gears, repairing and landlord & tenant obligations with a view to creating an optimum investment value.

From a small single occupier site to an extensive land holding, we are able to quickly appraise strengths and weaknesses and advise on an appropriate strategy to move a project forward quickly and efficiently to generate value.

Rapleys advise on the development of roadside developments throughout the UK



TOWN PLANNING

ROBERT CLARKE | robert.clarke@rapleys.com | 07767 381986



We advise on planning applications to develop or upgrade existing facilities on a large number of roadside developments throughout the UK.

Our knowledge and record of success in this sector has allowed our clients to efficiently develop and open new roadside developments to meet the demands of consumers in today's continuing evolving market.

Rapleys provide a comprehensive range of planning related services and our knowledge and experience of the planning issues relevant to the roadside market is second to none.

We work closely with developers and occupiers to deliver a successful scheme to meet and exceed the ever changing demands of customers.

Our services include:

- Securing planning permission for new roadside developments on greenfield or previously developed sites
- Securing the necessary consents to upgrade, improve and extend existing facilities
- Policy monitoring and where appropriate, representations on emerging planning policy with the aim of facilitating future development
- Site finding via emerging plan policy.

Our knowledge and experience of planning issues relevant to the roadside market is second to none



BUILDING CONSULTANCY & PROJECT MANAGEMENT

PAUL ADAMS | paul.adams@rapleys.com | 07510 942875



Roadside developments need expertise in a construction, design and specification capacity. Whether it is designing a scheme or assessing a suitable tenant mix and operational layout in line with ground conditions, the costs of poor advice can be substantial.

We have dealt with a wide variety of roadside development throughout the UK and we have project managed the full construction process from tender through to practical completion. In recent years we have found that by combining our skills in site acquisition, planning and construction, we have been able to deliver new roadside developments to the market in a timely, efficient and well co-ordinated manner.

One of our major strengths is the high level of senior staff involvement as we believe that the additional experience ensures that the best results are achieved.

Our services are extensive and include:

- Building surveys
- Schedules of Condition
- Dilapidations
- Party Wall and neighbourly issues
- Defects Analysis
- Building refurbishment/fit out
- Contract administration
- Project Management
- Development monitoring
- CDM 2015 Regulations
- Feasibility Studies
- Licence for Alterations
- Planned Maintenance
- Insurance Reinstatement Valuations

We deliver new roadside developments to the market in a timely, efficient and well co-ordinated manner.



INVESTMENT

MARTIN CAREY | martin.carey@rapleys.com | 07774 112146



Rapleys provide advice to a wide range of clients on the sale, purchase and funding of roadside investment property.

We advise on value and analyse properties for purchase and exit strategies. Whilst the majority of our work is transactional, we also work with our clients on portfolio strategy and maximising value and returns through active asset management.

Our understanding of capital markets and commercial real estate means we are able to deliver increased tangible results. From small single occupier sites to extensive land holdings, we are able to quickly appraise strengths and weaknesses to advise on an appropriate strategy to generate value.

Our broad client base is testament to our strength and depth of experience in this sector. Over the past five years Rapleys has transacted on over £200m of roadside related investments.

Our Services include:

- Investment transactions
- Sale & leaseback guidance
- Institutional Funding (Forward Commitments & Full Fundings)
- Advising on lease renewals and surrenders
- Portfolio reviews
- Due diligence for business acquisitions

Over the past five years Rapleys has transacted on over £200m of roadside retail related investments

VALUATIONS

PETER NICHOLAS | peter.nicholas@rapleys.com | 07879 487646



Rapleys is at the forefront of the roadside sector for providing valuation advice in the roadside development process such as;

- Project evaluation
- Development appraisal
- Acquisition
- Disposal
- Financial statements
- Secured lending

We tailor our services to the requirements of the client, from informal “desktop” advice at one end of the scale to a full in-depth “Red Book” report in accordance with the strict requirements of the Royal Institution of Chartered Surveyors, at the other.

Location and accessibility has a material impact upon asset performance, as does tenant mix and configuration. Add to that age, competition, planning policy, highways, market demand and this highlights the importance of using valuers in the valuation process who are active in the market.

Our valuers have a full appreciation of what makes a successful roadside scheme, the current trends in the market, occupational and investor demand and a comprehensive database of transactional evidence, all of which leads to clients being given accurate, positive and constructive valuation advice.

Our valuers have a full appreciation of what makes a successful roadside development





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ROADSIDE SERVICE AREA SPECIALISTS

Property & Planning Consultants

Rapleys' culture is one of professionalism, accountability and innovation.

We believe the skills and individual expertise we bring to every project will give our clients the kind of service they have the right to expect.

We pride ourselves on our ability to form strong partnerships with our clients in order to understand their business objectives whilst maintaining close contact at a senior level and reacting rapidly to their instructions.

Contact us today...

For more information on how we can help your business, please get in touch:

t: 0370 777 6292

e: info@rapleys.com

w: rapleys.com