

Insights into certain specialist sectors

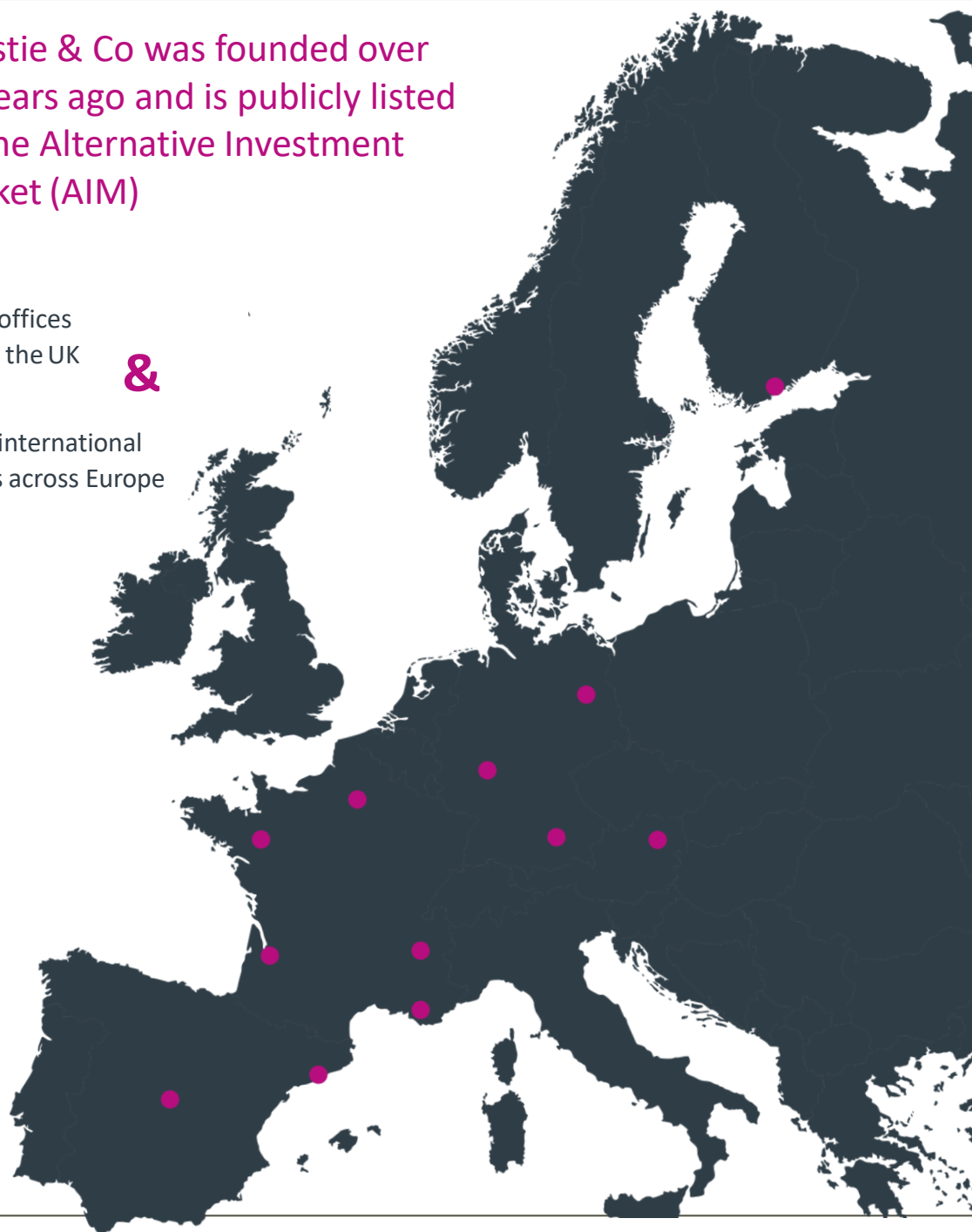
Hannah Gaskell
Director

Christie & Co was founded over 85 years ago and is publicly listed on the Alternative Investment Market (AIM)

11 offices
across the UK

&

12 international
offices across Europe
today



CHRISTIE & CO

Europe's leading transactional and advisory specialists in operational real estate

Largest specialist team of RICS registered surveyors, dealing with valuation and sales of businesses in the UK

London-based Consultancy team providing national insights

Unrivalled market reach driven by our sectorised business model and regional set-up

Overall reach and activity extending across the independent, multiple, corporate and capital markets (including institutional capital, private equity, sector specialist funds & opportunity funds)

THE POWER OF OUR REGIONAL NETWORK

Our regional office network assures detailed knowledge of local markets and a wide network of contacts to find the right buyer

Our data shows that 70% of non corporate buyers acquire from within 50 miles of their location, therefore, our regionally based experts are able to access the widest possible pool of buyers and leverage longstanding personal relationships to:

- Provide the best advice
- Drive maximum returns
- Deliver a smooth process with the right buyer or buyers

This extensive reach is fully integrated using our Salesforce CRM system, enabling us to run highly complex processes and provide accurate, real-time reporting



PROPORTION OF BUYERS
FROM WITHIN 50 MILES OF
THE ACQUIRED PROPERTY

+80%



50%



Christie & Co Offices

RANGE OF SECTORS

Eight core sectors with multiple sub-sectors



Hotels



Restaurants



Pubs



Retail



Leisure



Care



Childcare



Medical

Hospitality

Hotels

B&Bs

Hostels

Care-hotels

Pubs

Restaurants

Nightclubs

Retail

Supermarkets

Convenience Stores

Post Offices

Petrol Filling Stations

Garden Centres

Holiday Parks

Funeral Directors

Leisure

A very wide range...

Care

Care Homes

Care & Retirement Villages

Extra Care

Specialist Care

Hospitals

Specialist Hospitals / Rehab

Childcare

Specialist Childcare

Children's Day Nurseries

Independent Schools

SEN Schools

Medical

Pharmacy

Dental Practices

GP's

Orthodontics

RANGE OF SERVICES

Agency & Brokerage

- Sales and PR Strategy
- Maximise Pricing
- Marketing of the Asset
- Manage Deliverability
- Disposal Process Control

Consultancy & Advisory Services

- Operational/Performance Review
- Strategic Advice
- Commercial Due Diligence
- Market Studies & Feasibility Advice
- Fully RICS Compliant Valuations
- Investment & Leasing Advice

Investment & Development

- Securing Forward Funding and Forward Sales
- PropCo/OpCo/JV Structures
- Lease, Franchise, Management Contracts
- Investment Sales & Acquisition
- Operator Search and Selection
- Site Sales & Acquisitions

CONSULTANCY SERVICES

Our consultants provide an integrated suite of services designed to support clients through every stage of their investment

1. Opportunity Search and Evaluation

- Research commissions
- Market screening
- Feasibility and needs analysis
- Mystery shopping
- Brand / operator identification
- Acquisition target search

2. Acquisition Advice

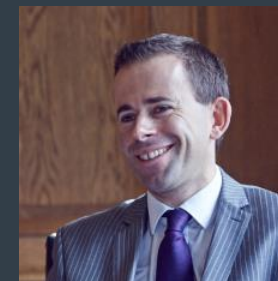
- Commercial due diligence
- Sector / market review
- Operational performance analysis
- Head office review
- Trading performance review
- Benchmarking
- Business plan review
- Forecasting
- Opportunity evaluation
- Strategic planning
- Pricing advice
- RICS valuation

4. Disposal Advice

- Disposal strategy formulation
- Pricing advice
- Vendor due diligence
- PropCo/OpCo/JV structures
- Sell-side mandates
- Sales collateral preparation
- Management presentation preparation
- Sales and PR strategy
- Data-room management

3. Investment Advice

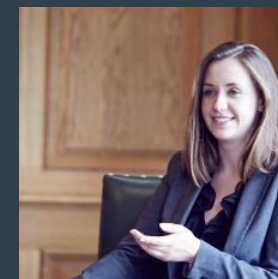
- Strategic reviews and options analysis
- Performance monitoring
- Revenue and cost optimisation
- Lease consultancy
- Contract negotiations
- Repositioning advice
- Capex review
- Operator search and selection



MICHAEL HODGES
Managing Director
Healthcare Consultancy



Christie & Co's Consultancy proposition is unique. We pride ourselves on being able to respond quickly and deliver advice which is bespoke, innovative, high quality and adds real value to our clients.

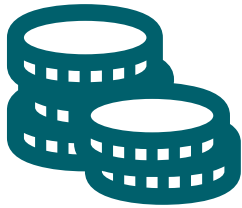


HANNAH GASKELL
Director & Analytics Lead
Healthcare Consultancy



Our team of data and research experts enable us to provide quantifiable advice and insightful outputs, leveraging the knowledge of the team across the business

THE TRANSACTIONAL MARKET



Cost pressures



Deal timeframes



Interest rates



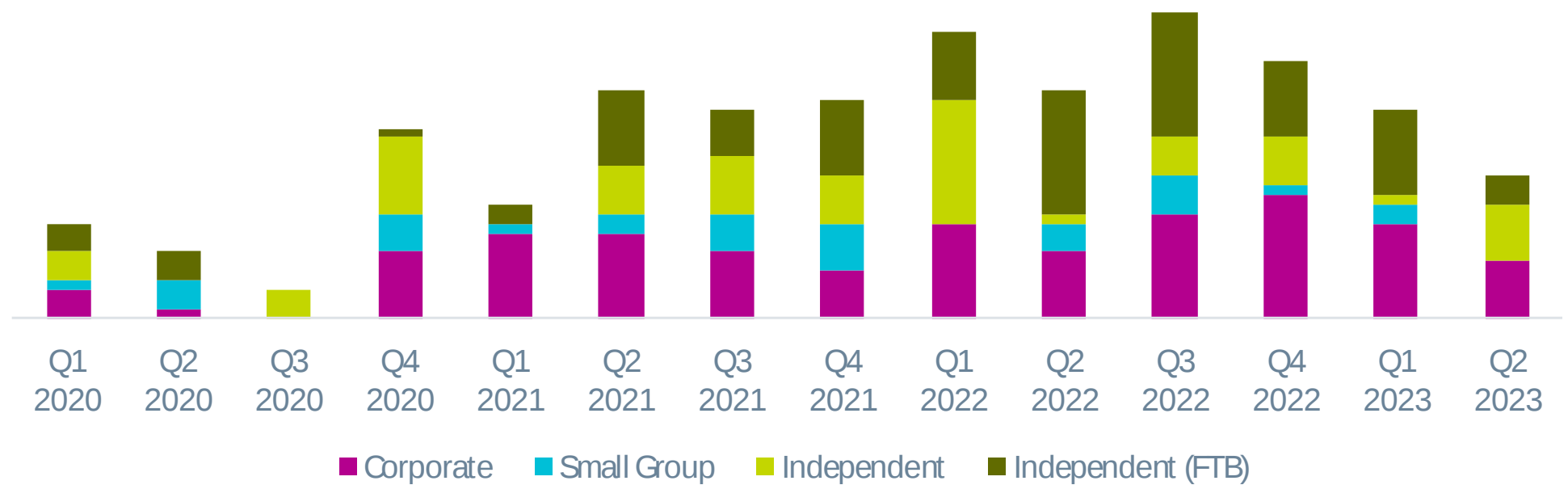
Workforce



**Deals are
happening**

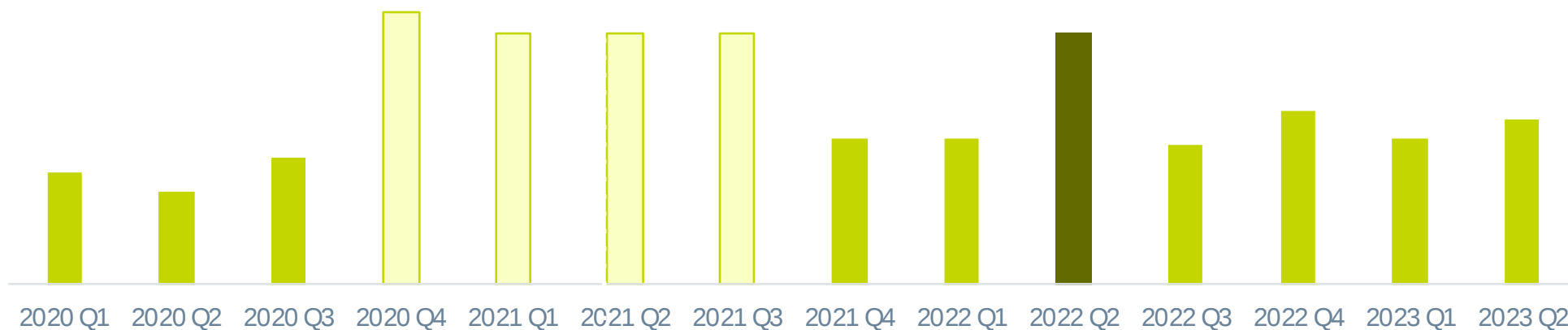
DENTAL

Christie & Co Transactions, by Quarter and buyer type



PHARMACY

Christie & Co Transactions, by Quarter



UK Ownership Changes 2022-23

-0.3%
change in total
Pharmacy
numbers in the UK

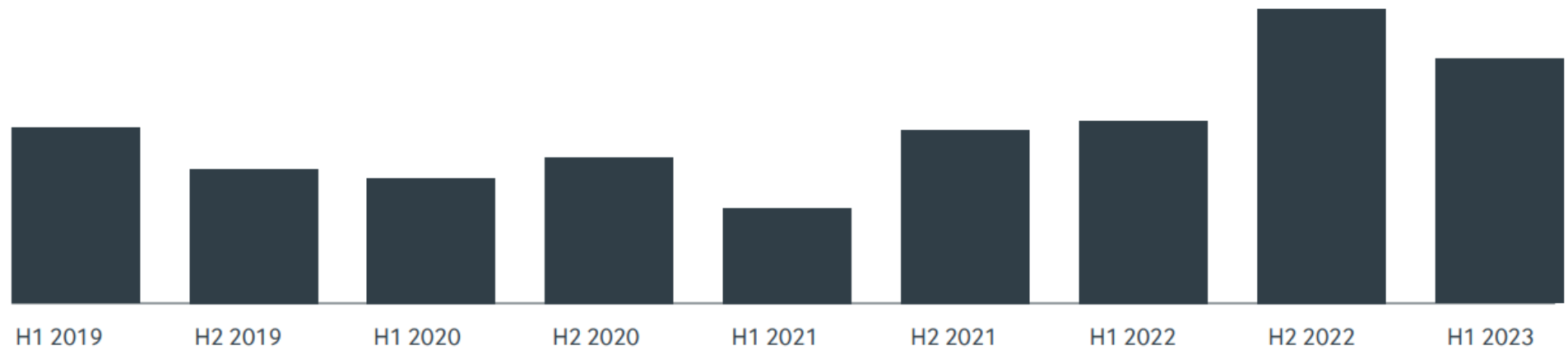
-13.7%
corporate
ownership

+41.1%
large group
ownership

+14.8%
small group
ownership

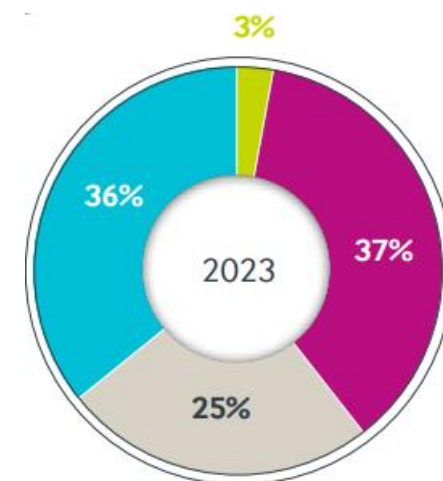
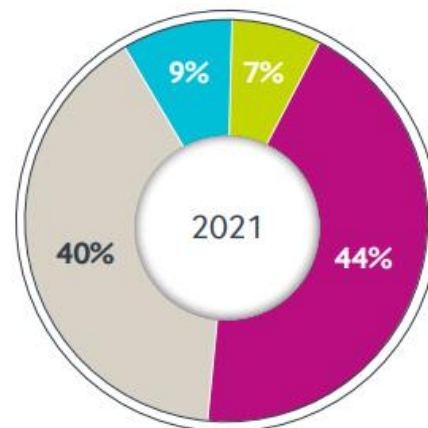
ELDERLY CARE

Christie & Co Transactions, by Half



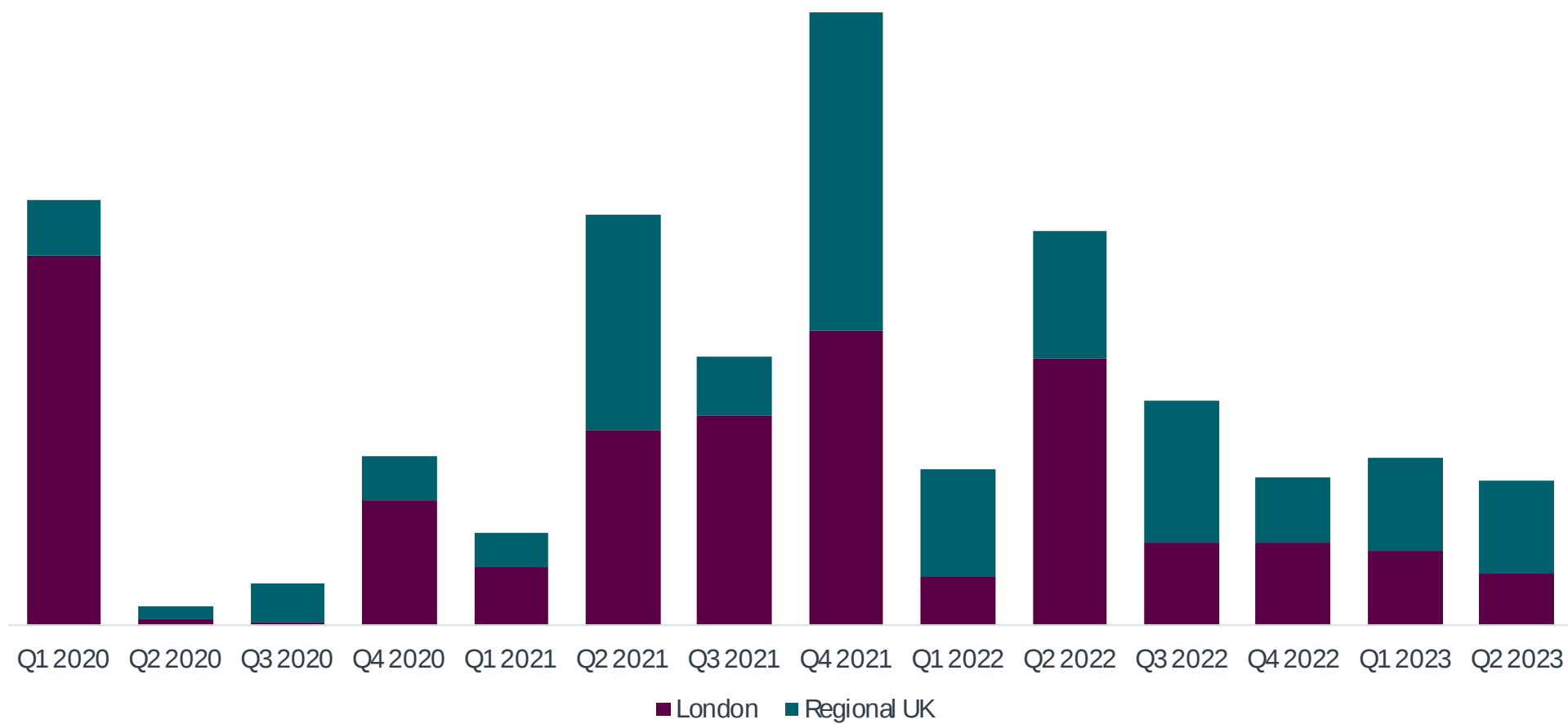
Christie & Co Buyer Types

- First-Time Buyers
- Independent
- Regional Mutliples
- National Providers/Funds



HOTELS

Christie & Co Transactions, by Quarter



RETAIL

Petrol Filling Stations

Trading well



Focus on retail F&B sales + car washing



ASDA making significant acquisitions in the market



demand is greater than supply



Net zero by 2050

Supermarkets



Growth stunted by inflationary pressures and competition from discounters



Using fuel to stay afloat

50% OFF!

Discounters – conditioned growth and eating into market share (Aldi 4th largest supermarket now)

Convenience multiples



Co-op in turmoil – no new acquisitions, divestments, franchising



Supermarkets trying to buy market share by acquisition & growth in independent wholesale

Garden Centres



Significant independent ownership prevails



Trading fundamentals good



Deal landscape healthy

Holiday / Residential Caravan Parks



Post covid bubble has burst



Many parks hitting market



Cost of Living crisis is affecting mid-market parks

THANK YOU

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