



# QuoinStone

INVESTMENT MANAGEMENT

Strategic Asset  
Management



## Strategic Asset Management Services



At QuoinStone, we work with our clients to provide bespoke asset management solutions, tailored to suit both portfolio and asset level real estate strategy.

We add value by establishing potential; be it development, extension or refurbishment. We rationalise capital and maintenance expenditure, manage occupier relationships and improve returns.

We have cross-sector experience and long established relationships built up over a combined 43 years in the industry, which enables us to access a wealth of specialist professional advice.



## Our expertise extends across multiple sectors, including retail, office, industrial and alternatives.

A summary of services is outlined below:

### Strategic Advice

- Property level asset review – market commentary, competitor analysis, threats and opportunities.
- Identification of potential value enhancement initiatives – development and extension capacity studies, town planning assessment, alternative use options and repositioning prospects.
- Creation of strategic business plans at both asset and portfolio level.
- High level and detailed investment cashflow analysis, development appraisals and business plan option evaluation including sensitivity analysis.

### Asset Business Plans & Reporting

- Structured business plan review process.
- Tenancy audit, rental cashflow analysis, capex modelling.
- Portfolio analysis of income streams across properties to highlight income voids.
- Exit timing and assessment of corporate v property exit options.
- Identification of options to optimise asset performance.

### Development & Asset Repositioning

- Management of development and repositioning initiatives.
- Identify, instruct and manage full professional team to assist with all necessary technical matters.
- Proven track record of delivering complex refurbishment projects to budget and to high standards.

### Lease Strategy

- Advise on lease surrenders, renewals and vacancy solutions to enhance cashflow, capital value and returns.
- Repositioning of vacant premises and leading on leasing and refurbishment strategy.
- Manage legal process, oversee dilapidations procedure prior to lease expiry and tenant fitout works at lease start.
- Develop and maintain occupier relationship throughout business plan.

### Property Management

- Building maintenance assessment and planning to enhance asset value and operational performance.
- Assess management options and suggest improvements or alternative management solutions.
- Review of energy saving initiatives and other building performance options.
- Identify services (e.g. concierge) to enhance tenant satisfaction.

### Acquisition due diligence

- Assemble and manage professional team.
- Assess property opportunity and risk mitigation.
- Presentation of business plan and strategy.
- Structuring and management of legal and corporate process.
- Provide debt solutions to match business plan objectives.
- Provide full investment memorandum pack for acquisition.



## Track record

### Previous Projects



#### Telephone House, Shoreditch, EC2



**Formerly privately owned, 120,000 sq ft former BT warehouse offering high quality multi-let office space.**

QuoinStone were mandated to manage the building at a strategic and asset level.

We implemented a change to the property management strategy to enhance the quality of the common areas and to enable new services to be introduced.

A rebranding exercise was undertaken to refresh the image of the building to keep it competitive within its local peer group.

Options to improve and extend the reception space by utilising underused areas of outside landscaping were carefully considered.

We continuously reviewed development and extension options for the building to identify opportunities to enhance the income stream and maximise the capital value without exposing the owners to high risk.



#### 79-81 Paul Street, Shoreditch



**79-81 Paul Street is a classic Shoreditch warehouse style building with an abundance of character.**

Brockton Everlast bought the vacant building that adjoins their existing holding of Telephone House to gain control over the wider investment. QuoinStone were appointed as asset managers to initiate and manage the refurbishment and leasing.

The property is now fully let to 6 high quality occupiers from the tech, finance and property sectors.



## Seacourt Tower and Retail Park, Oxford



**Seacourt Tower is a high quality office and retail location within a hyper-connected business park situated at Oxford's Western Gateway.**

Brockton Everlast bought the income producing investment and appointed QuoinStone as asset managers to oversee refurbishment projects, re-let vacant parts and to manage the estate.

QuoinStone constantly review and implement asset management opportunities to maintain and improve income across the estate.



## Creechurch Street, EC3



**An existing block of 12 serviced apartments in need of full refurbishment to bring up to modern competitive standards.**

We were instructed by ING's Lionbrook Property Fund to appraise the asset and recommend the best way to maximise the return from the building.

The approval was given to undertake a full strip out and refurbishment programme so that the building could be put back into economic use in the shortest possible time-frame.

In order to manage risk, following a competitive bidding process, a management agreement was agreed with GoNative prior to start on site.

We managed the team and full refurbishment works having let the construction contract through a single stage competitive tender process.

The building was handed back on time and has since outperformed expected occupancy and rents.



Management Team

Tim Struth

**Co-founder &  
Chief Executive Officer**



Tim is responsible for project execution and his specialism is the cashflow appraisal and analysis of property investments and to manage the risks and the processes that deliver value.

Prior to co-founding QuoinStone, Tim established SB2Property, a private property investment and development business.

The business was built up to become a prolific investor and developer of a diverse range of properties across multiple sectors including offices, hotels, retail and residential.

Tim sourced, funded and managed property transactions worth more than £275m, with major projects including Helix, a 36 storey, dual tower residential scheme of 414 units in Canary Wharf and Pocket Hotel, an 8 storey, 213 bed hotel in the heart of Shoreditch.

Many projects were secured off-market and managed directly by Tim who oversaw the acquisition, planning, development and sale process delivering exceptional profits to investor shareholders.

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22  
years



36m  
sq ft



£12bn  
GDV



Steve Howling

**Co-founder &  
Chief Investment Officer**



Steve is responsible for asset management and his specialism is in investment and business plan strategy, delivering commercial objectives across properties.

Prior to co-founding QuoinStone, Steve has been responsible for managing in excess of £1bn of commercial real estate assets over the last 10 years on behalf of numerous major corporate and local authority pension fund clients.

Steve joined Fidelity to grow their nascent Real Estate Fund taking it from less than £100m AUM to over £500m AUM.

He was responsible for deal origination and execution, portfolio and business plan strategy and asset management, across all UK regions.

He formulated the strategy for capital raising, new business origination and real estate product development, winning new business from the Middle East and many UK corporations.

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21  
years



1.5m  
sq ft



£1bn  
AUM



“

The cornerstone of a property provides both structural integrity and aesthetic appeal. We believe that integrity is fundamental to success. By taking an honest approach to all aspects of real estate we create appealing outcomes.

“

Property  
should  
be your  
cornerstone

**QuoinStone**

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