



Rent Reform



# COMPANY BROCHURE

LEASE RESTRUCTURING SPECIALISTS



## ABOUT US

Rent Reform is a unique and innovative company that specialises in lease restructuring and is the UK's principal firm in negotiating between landlord and tenant. Rent Reform's objective is to provide our clients with expert lease advice and to reduce their fixed property costs.

With an unrivalled team of property professionals and a proven track record of achieving savings in all market sectors, the team at Rent Reform are confident we will be able to assist your business in improving its lease terms.

**Our services include: lease renewals, rent reductions, lease re-gearing, rent reviews and insolvency advice.**

Lease restructuring will be at the forefront of the property industry for the foreseeable future and Rent Reform is proud to be a leading specialist in this field.

Rent Reform operates a 'No Saving – No Fee' policy, meaning there are no upfront charges, deposits or hidden costs.

**Success drives Rent Reform.**

## OUR SERVICES

### LEASE RENEWALS

Rent Reform has a pioneering approach to lease renewals. If a lease has ended or is coming to an end within three to four years, the team at Rent Reform are able to create extremely favourable renewal packages for tenants.

By sourcing local comparable evidence and potential alternative premises along with the various financial incentives being offered, Rent Reform is able to negotiate the most competitive lease renewal packages for clients.

In return for offering landlords added security by extending the current lease term, Rent Reform will aim to achieve the following financial incentives for tenants:

- Significant rent free periods
- Short/medium term reductions in passing rent
- Nil increase in passing rent for the new lease
- Capital contributions from landlords to improve the premises



## RENT REDUCTIONS

Rent Reform provides a unique rent reduction service for commercial tenants who are able to demonstrate a genuine need for financial assistance within their business.

Institutional leases in the UK are generally subject to upward only rent reviews. This situation has resulted in tenants having little or no ability to reduce their rents.

With our team of highly qualified negotiators who consistently work around these inflexible, draconian lease terms, Rent Reform is able to successfully reduce the rental overheads of commercial tenants.

Our approach to rent reductions is to deal with each case on an individual basis and our team of restructuring advisers will take all matters into consideration including the nature of the business, the current financial standing and the future plans of the business.

We have achieved a large number of rental concessions for our clients ranging from 9 month rent free periods to 25% reductions in the passing rent for the remainder of long term leases.

## LEASE RE-GEARING

Lease re-gearing is a positive way to help both the landlord and tenant achieve their goals. A lease can be varied at any time, however rent reviews and break dates offer specifically good opportunities for tenants to explore the possibilities of restructuring their lease.

Rent Reform can negotiate immediate upfront rent concessions in return for the tenants continued commitment to occupy the premises. Faced with the prospect of no tenant at all and the liability for empty property business rates, UK landlords will often decide that a reduction in the passing rent is a better option than vacant premises.

The flexibility of lease re-gearing allows Rent Reform to consider the requirements of the landlord as well as the tenant in order to produce a 'win – win situation'.



## OUR SERVICES

### RENT REVIEWS

Rent review clauses are a prominent feature of most commercial leases. Rent Reform believes that the key to optimal success for our clients is ensuring the tenant's ability to meet their rental obligations. Detailed local market knowledge and the analysis of market trends is necessary within any review. However a review at an open market rent is not always the best way to guarantee the longevity of a tenant's occupation, which is of no benefit to either landlord or tenant.

Rent Reform carry out rent reviews on behalf of both landlord and tenant in an innovative and practical manner. Through open dialogue and face to face discussions, Rent Reform is able to reduce time consuming and laborious letter writing. This approach allows us to swiftly and effectively conclude outstanding and upcoming rent reviews which meet our clients' objectives.

### INSOLVENCIES

In the current economic climate, insolvencies have become a routine part of day to day trading. Rent Reform works with a number of insolvency practitioners and corporate recovery teams providing assistance and advice in relation to lease restructuring.

Whilst insolvency is a particularly challenging time for any company or management team, it does provide an opportunity to deal with problematic properties or leases with rents that are simply not viable. Rent Reform provides a service that allows genuine mediation between landlords and tenants to solve debt problems and other conflicts at a time which is particularly strenuous for all concerned.



## WORKING TOGETHER

Please find below some of the occupiers who have benefited from our services:

Anjoman Saffron, Aptus Solutions, Beds Direct, Balls Brothers, Bio Care, Coffee Republic, Contract Glass, Davy's, Elma UK, Evolutions, Etrusca, Feltham Coachworks, Intertain, Snappy Snaps, Subway, Superdrug, Taylor Bloxham, Tisettanta.

## CONTACT US

For a confidential discussion, to become a client or simply to learn more about Rent Reform, please contact us on:

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