





Riverbank House, Swan Lane, London EC4



## From small beginnings...

Since I founded James Andrew International in 1974 it has been an incredible journey. The market has seen booms which are inevitably followed by sharp corrections, caused by the financial markets, economic uncertainty and political turbulence.

James Andrew International has ridden these waves and is ready to face the future with confidence. Property is the most important and reliable commodity, be it your home, your business premises or an investment, it may fluctuate in value, but the bricks and mortar will always be there.

What I have enjoyed most and continue to enjoy, is meeting new clients and developing relationships which have become friendships all over the world.

Over the past 45 years I have found colleagues who share my ethos and passion for giving a personal service in the property industry and you will see on the following pages how the business of James Andrew International has flourished. I am immensely proud of the business we have created and look forward to continuing to work closely with existing and new clients.

Thank you



## Introduction

James Andrew International was formed in 1974 during the deepest property recession of the 20th century.

During the intervening 45 years we have used our expertise and market knowledge to find the right solutions for our clients' real estate needs whether owner, occupier or investor.

Our experienced team includes specialists in the Office, Logistics, Leisure, Residential and Retail sectors across the UK, Europe and the USA.

The team at James Andrew International are committed to maintaining our high standards. We will inevitably grow organically but not at the expense of the personal, focused service which our clients have come to expect and which we are proud to provide.





## Office Agency

The property industry is built on relationships, reputation and personalities. James Andrew International doesn't just work for our clients, we work with them, becoming part of the team to deliver the project successfully. The Commercial Lease Advisory team is led by the very well regarded, Mark Kleinman, who has 40 years' experience of office acquisition and disposal in London and throughout the UK and Europe. In the City the team is led by the effervescent, Lisa Moran, MRICS, who has over 15 years' experience and is assisted by Harry Blanshard, MRICS. The combined experience of the team gives them a high level insight and understanding of the dynamics of the office market. This enables them to understand our clients' requirements and implement agreed solutions with the creativity and flair that characterise the firm.





## Capital Markets

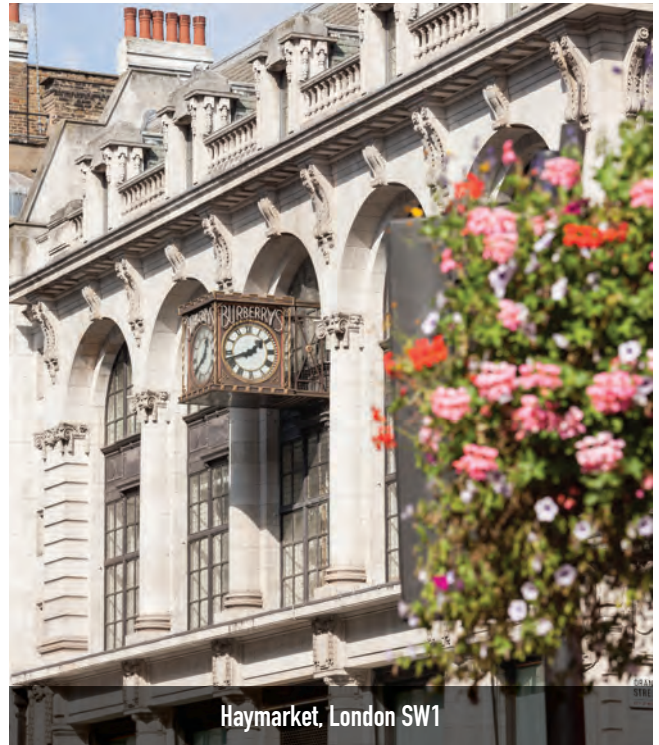
Real Estate Investment is an area where our ability to use our wealth of experience, expertise and unparalleled network of contacts is key. We use this market intelligence to enable us to identify opportunities for our clients before these are offered to the wider market. In any market conditions this is an essential resource. Shaun Farmer, MRICS and Andrew Soning principally focus on the London and regional investment markets and the UK logistics and industrial sectors on behalf of Institutions, Property Companies and Overseas clients. Jeremy Grey, MRICS and Harvey Soning focus on the Sovereign Wealth Funds, UK Property Companies, Private Investors and Overseas Investors. James Scott, MRICS, is one of the UK's leading specialists in the structuring of commercial ground rents.



Appold Street, London EC2



Fleet Place, London EC4



Haymarket, London SW1



## Commercial Property Asset Management

Perhaps the most important aspect of property investment, after purchase, is the ongoing management and professional work. James Andrew International take an individual approach. By treating each property under management as if it were our own, we always conduct a detailed analysis to ensure we not only get to know the tenants and their business but also learn how the building works and what is necessary to maintain it. Personal service remains a top priority in our relationship with both clients and occupiers along with professionalism, expertise and most importantly, the integrity that clients and occupiers expect from their property adviser. The commercial management division is led by Geoffrey Warner, FRICS and Jeremy Grey, MRICS from our offices in North London and the City of London.



## Residential Management

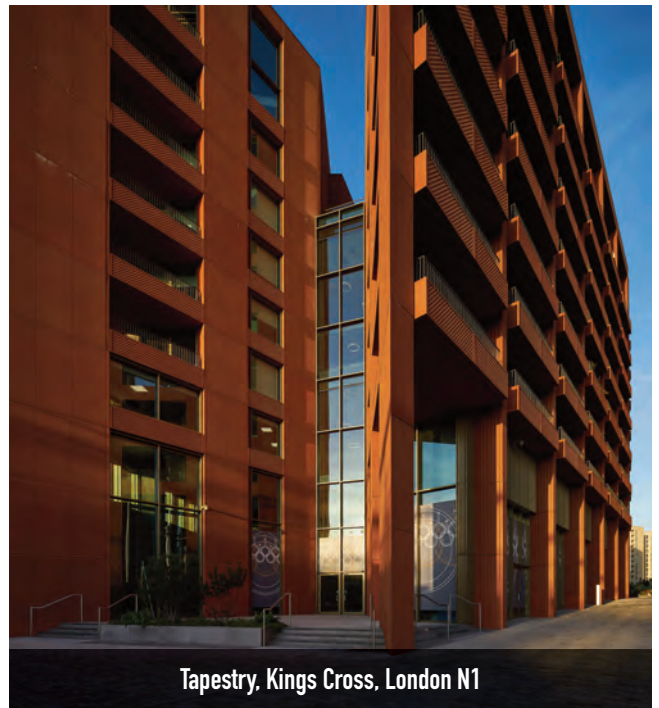
Established over 5 years ago, James Andrew Residential is a dynamic operator in an industry led by large national companies and full of smaller management companies associated with High Street estate agents. At James Andrew Residential we embrace the future. Collaborating with our clients, we combine innovation with experience, optimising building performance from initial design to implementation and beyond. We provide a personalised and comprehensive range of services that are tailored to address the individual needs of each client. From property maintenance to luxury concierge services, our team, led by Fiona Docherty, are dedicated to providing an unrivalled residential management service. James Andrew Residential has over 4,000 luxury units under management across the London area.



**Chapter House, Parker Street, London WC2**



**Queens Park Place, Queens Park, London NW6**



**Tapestry, Kings Cross, London N1**



## Retail Hotels and Leisure

Acting in both advisory and transactional roles, James Andrew International offers a high level of expertise and vision when assisting our clients with their requirements or existing ownerships. This expertise and our very extensive network of contacts enables us to advise in both existing and emerging markets. We continually monitor sites and buildings across the retail, hotel and leisure sectors, identifying opportunities and creating strategies to maximise returns. Led by Nicholas Marks who has 24 years' experience in this area, the team has had considerable success in these subsectors, advising clients upon acquisitions and disposals in the UK, Europe and further afield.



The Westbury Hotel, London W1



Seven Dials Market, Covent Garden, London WC2



Portman House, Oxford Street, London W1



Resorts World, Birmingham



## International

Since the inception of James Andrew International in 1974 we have been doing business internationally, predominantly in the USA and Europe. Our team in the USA, led by Ronald Cohen and Julian Josephs, FRICS, have acquired real estate investments and undertaken development management projects in New York, Washington, San Francisco, Seattle and Phoenix, amongst many other cities. Across Europe, the team, led by Mark Kleinman, have acquired offices in Madrid, Amsterdam, Prague, Düsseldorf, Hanover, Copenhagen and other European cities on behalf of investors and occupiers.



Heron Tower, Manhattan, New York



Rios, Rosas 26, Madrid



Boren Avenue, Seattle



# JAMES ANDREW INTERNATIONAL

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