

## **IAS AWARDS 2017 - RESULTS**

### **DEAL OF THE YEAR - UNDER 75,000 SQ FT**

Sponsored by **dohertybaines**. Award presented by David O'Donovan

To determine this award, our judges weighed up the entries in terms of quality of the deal and in particular they were looking for a transaction that was innovative and rewarding for all parties. The judges were looking for a creative deal, which went beyond the ordinary. They were impressed by the vision, which was required to put this transaction together, the foresight to commit to speculatively build for the emerging mid box sector, resulting in an early commitment from the occupier. The developer then showed great flexibility to work with the tenant to offer them a bespoke unit, which required a re-design of the remaining units on the scheme.

#### **WINNER**

Unit A, Logistics City, Thurrock

Developer: Kier Property Developments

Occupier: Selco

Disposing Agents Glenny, DTRE

Acquiring Agent: Colliers

The Award was presented to Pip Prongue of Kier Property Developments

### **DEAL OF THE YEAR - 75,000 TO 250,000 SQ FT**

Sponsored by **Logicor**. Award presented by Charlie Howard

This was a very competitive category again this year and the judges were hard pressed to whittle down the large number of shortlisted entries. The judges were looking for a transaction that stood out from the others and would prove to be an excellent demonstration of deal making. After much debate the judges agreed that delivering the winning transaction was a fantastic achievement. Initially due to the complexity of promoting this brownfield site by working with the local council to resolve some sensitive ecological issues, but also handling a very complex build to deliver a truly bespoke unit for the occupier on a tight time table.

#### **WINNER**

Zenith, Popes Lane, Oldbury

Developer: Trebor Developments

Occupier: Steel & Alloy Processing

Disposing Agents: Knight Frank, Bulleys

The Award was presented to Bob Tattrie of Trebor Developments

## **IAS AWARDS 2017 - RESULTS**

### **DEAL OF THE YEAR - OVER 250,000 SQ FT**

Sponsored by **Legal & General**. Award presented by Tim Packer

The judges were looking for a transaction that best illustrated flare, creativity and commercial acumen, which was rewarding for the occupier, fund and developer. There were some strong contenders within this category, and the judges were extremely impressed not only by the scale and variety of transactions, but the bravery of all concerned. After much debate the judges were impressed by the sheer scale and technical complexity of this deal. The unique nature of the building made it stand out above its fellow nominees.

#### **WINNER**

London Distribution Park, Tilbury

Developer: Roxhill Developments

Occupier: Amazon

Disposing Agents: Knight Frank, LSH

The Award was presented to Charles Blake of Roxhill Developments

### **BEST ASSET MANAGEMENT INITIATIVE**

Sponsored by **SEGRO**. Award presented by Alan Holland

This award is to recognise the Asset Managers for their tenacity in overcoming numerous challenges and hurdles placed in front of them along the way. After much heated debate, in a category with a number of very strong contenders, the judges agreed that the winner exhibited great skill in delivering this deal. The winner showed excellent management skills by engaging with both the incumbent and prospective tenants in a complex tri-party deal. This involved significant landlord works to transform this existing unit into a fit for purpose distribution facility for the incoming tenant on a tight timetable. The asset manager was able to achieve a long lease to a new tenant and enhance the overall value of their asset without incurring a void.

#### **WINNER**

Bonehill Road, Tamworth

Asset Management: Logicor

Occupier: XPO Supply Chain

Disposing Agent: CBRE

The Award was presented to Ant McCluskie of Logicor

### **BEST ASSET MANAGEMENT INITIATIVE - HIGHLY COMMENDED**

The judges would also like to highly commend db symmetry and Barwood Capital for their Aquila development. The transactions delivered exceptional returns through entrepreneurial deal making

## **IAS AWARDS 2017 - RESULTS**

### **BEST OVERALL SCHEME - MULTI-LET INDUSTRIAL ESTATE**

Sponsored by **Montagu Evans**. Award presented by Jody Smith

The judges were looking to reward a scheme that has proven to be particularly successful considering factors such as income, design, occupancy and performance. They were looking for a scheme that stood out from the competition. The judges in this category felt that the winner provided a great example of how multi-let schemes are evolving. The winner delivered an attractive scheme with a unique mix of occupiers, ranging across different use classes - all dovetailing together on this vibrant estate. The winner also achieved record rents for the area in the process.

#### **WINNER**

Brackmills Trade Park, Northampton

Developer: Tungsten Properties/M&G Real Estate

Disposing Agents: Prop-Search, Avison Young

The Award was presented to Jeff Penman of Tungsten Properties and James Hillary of M&G Real Estate

### **BEST OVERALL SCHEME – LOGISTICS PARK**

Sponsored by **CBRE**. Award presented by Paul Farrow

In this category, similar parameters applied as the previous award with the judges considering factors such as income, design, occupancy and performance. The judges were again looking for a scheme that stood out. The winning park has had an excellent 12 months, which the judges felt stood out amongst their competitors. The developer was rewarded for their vision and commitment in delivering the infrastructure for a multi modal logistics park, resulting in market leading take up for an individual estate

#### **WINNER:**

iPort Doncaster

Developer: Verdion

Disposing Agents: Colliers, Gent Visick, CBRE

The Award was presented to John Clement of Verdion

## **IAS AWARDS 2017 - RESULTS**

### **BEST INVESTMENT TRANSACTION**

Sponsored by **DP World**. Award presented by Jeremy Cracknell

The Industrial investment market continues to go from strength to strength as investors continue to see great returns from our sector. A number of this year's entries showed some excellent agency skills in a highly competitive market. The judges felt the winner in this category showed great tenacity and courage in putting together this off market deal. This acquisition enabled the winner to unlock additional value for their investors against the pricing for up and let comparable product. A great example of deal making in this extremely competitive sector.

**WINNER:**

282k & 63k at Birch Coppice

Developer: I M Properties

Fund: Aberdeen Asset Management

Acquiring Agent: CBRE

The Award was presented to Oli Lord of Aberdeen Asset Management

### **DEVELOPER OF THE YEAR**

Sponsored by Burbage Realty. Award presented by John Burbage

The winner was the result of an online vote by IAS Members

**WINNER:**

Chancerygate

The Award was presented to Eddie Cook of Chancerygate

### **FUND / PROPERTY COMPANY OF THE YEAR**

Sponsored by JLL. Award presented by Andy Harding.

The winner was the result of an online vote by IAS Members

**WINNER:**

Logicor

The Award was presented to Charlie Howard of Logicor

## **IAS AWARDS 2017 - RESULTS**

### **OUTSTANDING CONTRIBUTION TO THE INDUSTRY**

Sponsored by Verdion. Award presented by Michael Hughes

#### **WINNER:**

Chip Mitton

The winner was selected unanimously by the judging panel and the IAS Awards Committee

33 years in the shed market is no mean achievement and if you cut him in half you would most likely find crinkly tin running through his torso. Chip has been a well-respected agent in the world of sheds - ever positive and always smiling.

He will be missed from the world of industrial agency and the Altus agency team and Altus Group would like to thank him for his contribution over the last 20 years and wish him well for the future.

The IAS would sincerely like to thank him for being such a huge part of our industry over the years. Enjoy your retirement and please keep in touch

#### **The IAS would like to thank the 2017 Awards judges who were: -**

- Kevin Ashfield of IM Properties
- Phil Sutton of Kier Property
- Ian Henderson of Wincanton
- Michael Green of Aviva Investors