



Gresham House
Specialist asset management

Development Management Services

Generating and enhancing value

Gresham House Ireland Real Estate Limited



GRESHAM HOUSE IRELAND REAL ESTATE

The Gresham House development management service covers every phase of the property development cycle from land acquisition through co-ordination of planning, scheme design, optioneering, procurement, construction, and scheme sale/lease up to delivery of a completed and sustainable property asset.

Our development experience and expertise enables landowners, investors and funders to extract value at all stages of the development cycle.

Our experienced development management team ensures the successful completion of projects allowing us to closely control the key elements of cost, quality and programme.

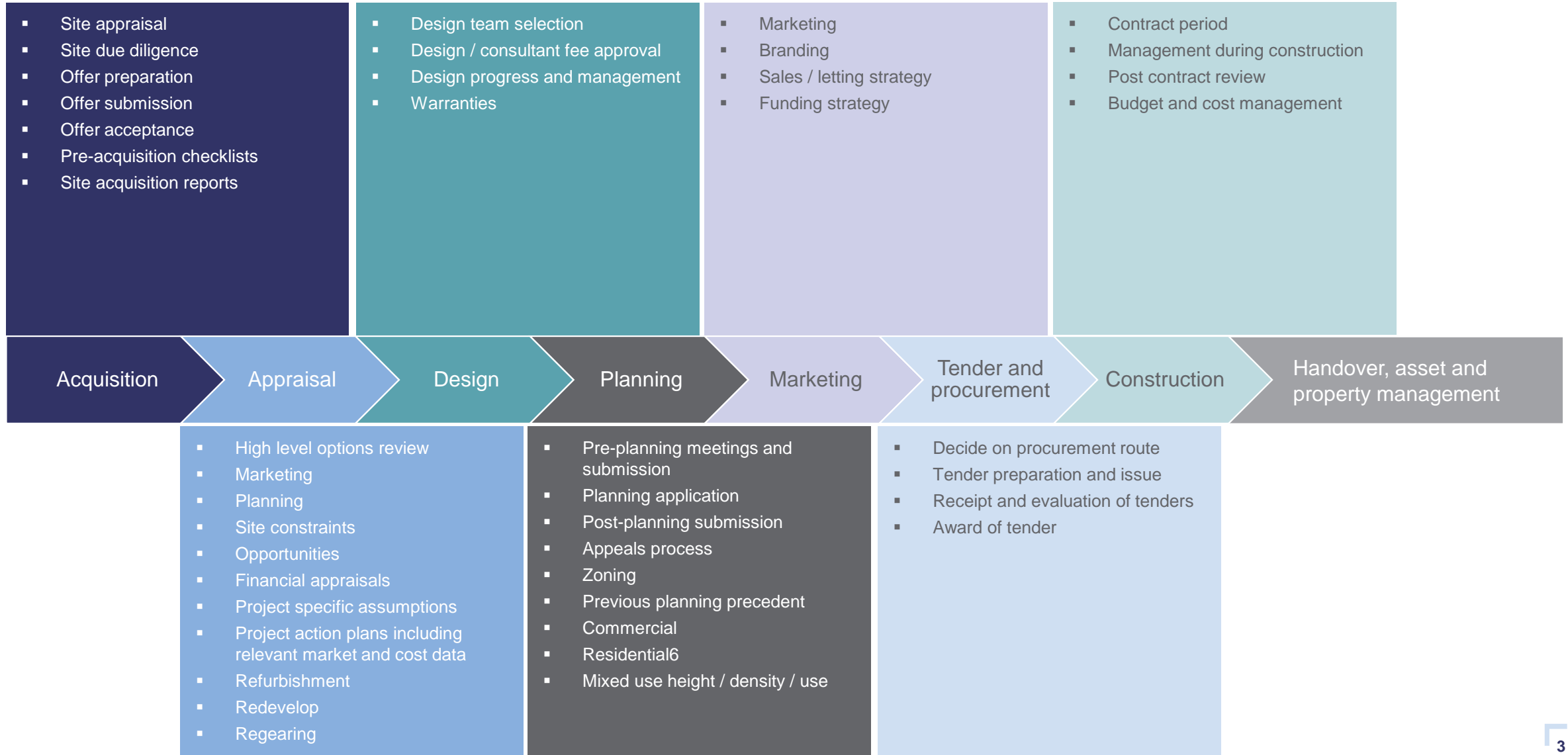
Our understanding of building refurbishment projects allows us to quickly appraise and identify the options available to improve the value and sustainability of an existing property.



One Pembroke, Ballsbridge



DEVELOPMENT LIFE CYCLE



SUSTAINABILITY

Sustainability and energy efficiency is now a key driver of the design of any property development or refurbishment.

The measurement of how sustainable/low energy any building is has become an ever-changing landscape over the last few years.

Factors to be considered beyond the normal building regulations are;

- Building Energy Rating (BER) targets
- Building carbon neutral targets including embodied carbon and operational carbon targets
- International sustainability rating systems such as LEED and BREEAM



KEY DEVELOPMENT MANAGEMENT PERSONNEL



Niall Kavanagh

Development Director

Before joining Gresham House, Niall worked at Treasury Holdings from 2005 to 2012 as Development Director where he was responsible for the delivery of a number of large and complex development projects. These projects included Spencer Dock, Central Park and Ballymun Town Centre. Current projects include the rejuvenation of the Frascati Centre in Blackrock and the development of the One Pembroke office scheme in Ballsbridge.

Niall is a chartered member of the Institution of Engineers of Ireland and has a degree in Engineering from Trinity College, Dublin.

Supported by:



John Bruder

Managing Director, Real Estate, Ireland

John has over 35 years experience in property and investment management and was previously Managing Director of Treasury Holdings Ireland having joined the company in 2000. Before that he was Head of Property with AIB Investment Managers Ltd.

In 2001 he served as President of the Society of Chartered Surveyors in Ireland (SCSI). He is a Fellow of the SCSI and of the Royal Institution of Chartered Surveyors. He has an MBA from University College Dublin and was the Chairman of the Urban Land Institute Ireland.



Brian Murray

Development Manager

Brian graduated with a BSc in Property Studies from GMIT in 2009. He has worked with Gresham House since 2015 on a variety of development and refurbishment projects.

Recent projects include the refurbishment of the Lumen Office Building on Baggot Street, the CHC Building on Dame Court and the design, delivery of planning and sale of a 120-apartment scheme in Deansgrange, South Dublin.



Steven Fagan

Director of Property and Asset Management

Steven has 12 years' experience in the real estate sector and specialises in large scale office management and retail shopping centres.

Before joining Gresham House he worked in CBRE from 2006 to 2015 and was responsible for the office property management team, managing many high profile instructions including Central Park Sandyford.

Steven is a Chartered Surveyor (MRICS) and has an honours degree in Property Economics & Estate Management from the University of Reading, UK.



Case studies

FRASCATI

Client: Invesco

Development Value: €100mn

Sector: Retail/Residential

The challenge

Design a scheme to keep the existing shopping centre trading while doubling its size from 90,000 to 180,000 sq. ft.

In addition, add an apartment complex on the roof of the new portion of the shopping centre.

Secure planning for further residential development and introduce leisure and medical uses to make Frascati a truly mixed-use scheme.

The solution

We planned the design of the new shopping centre and managed the contractor during construction and through a complex phasing plan. We managed the surrender of a number of exiting retail units to allow the new shopping area to be 'stitched' into the existing shopping centre. We also managed the existing centre and tenants so that there were no trading days lost during construction. Our team managed the marketing and leasing of the new shopping centre. Originally a restaurant was designed at level 2 of the centre but we changed the design to 3 levels of apartments (45 apts), secured planning permission for the change and managed a difficult build above a trading shopping centre. This change added significant value to the scheme. Planning has now been granted for a further 120 apartments on the property.



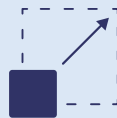
0 DAYS

trading lost by the existing shopping centre tenants during 2-year build period



80%

of new shopping units let prior to new shopping centre completion



90,000 sq ft

increase in lettable size



100

apartments added to design

ONE PEMBROKE

Client: Orion

Development Value: €125mn

Sector: Office

Scheme description

Demolition of an existing office block and construction of 136,000 ft² of new modern office space, boasting the best green credentials of any office building in Dublin City.



Gresham House Real Estate services

Full Development Management services through planning, construction, leasing and stabilisation of the asset.

Current Stage

Planning for the new office scheme has been granted by Dublin City Council which subsequently was appealed to ABP (Irish independent planning authority).



LUMEN

Client: Private

Refurbishment Value: €4mn

Sector: Office/Retail

The challenge

We were asked to transform a dated 1980s office building into a modern and sustainable office space and then lease up the building.

The solution

We managed the refurbishment and rebranding of LUMEN delivering fresh modern office space, new reception, new welfare facilities including showers, locker rooms and secure bike parking and materially improving the Building Energy Rating (BER) by introducing a number of initiatives including a solar powered hot water system.

The refurbished building is now fully occupied.



E1 to A3*

BER improved *(average floor)



significant increase in
rent roll/value



980 sq ft

increase in lettable size



1 GEORGE'S DOCK

Client: Catella

Refurbishment Value: €7mn

Sector: Office

The challenge

1 Georges Dock is a high-profile building in the Dublin docklands and formerly the Headquarters of Morgan Stanley Bank.

At lease expiry the building needed a substantial refurbishment in order to secure a re-letting of the office space.

The solution

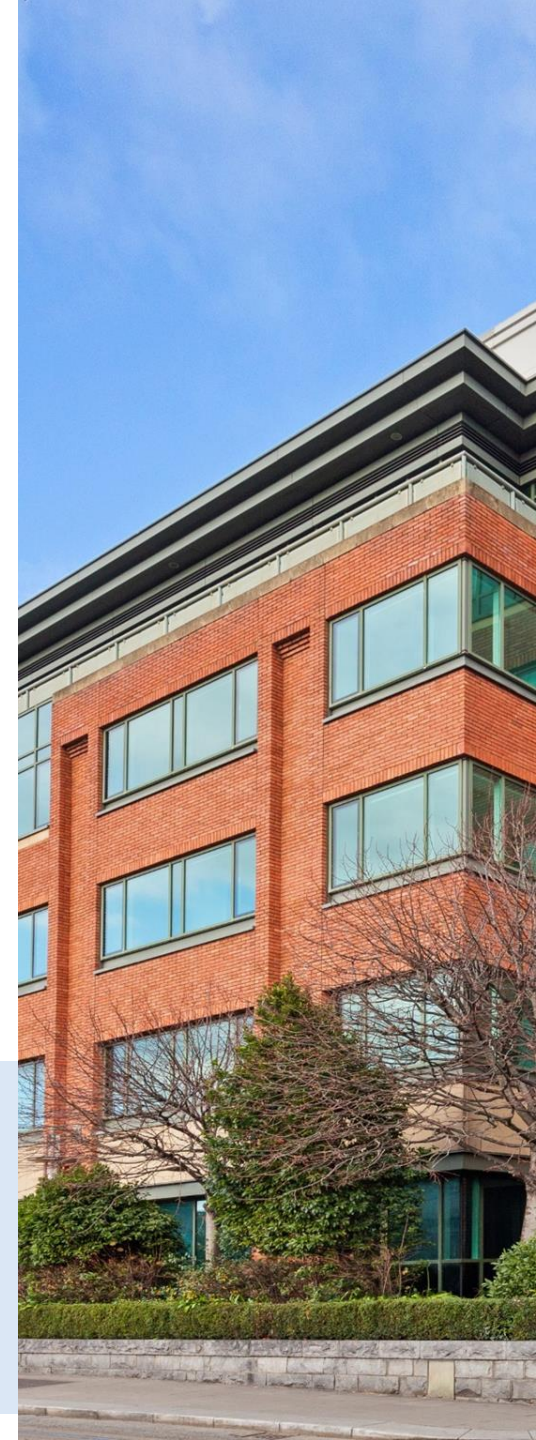
We carried out a series of 'Optioneering' exercises to tailor the refurbishment to meet the agreed main project goals which were;

- Refurbish the building so that it would attract the widest spectrum possible of potential tenants.
- Achieve a minimum LEED GOLD rating
- Achieve a minimum B2 Building Energy Rating

We successfully managed the design team and contractor to completely refurbish the building and secure the necessary and improved sustainability credentials.

Our team is currently managing the lease up process.

Gresham House is also the building's Property Manager.



DEANSGRANGE RESIDENTIAL DEVELOPMENT

Client: Private

Development Value: €60mn

Sector: Residential

The challenge

To appraise the former Hyundai car sales and servicing site at Deansgrange, Dublin and assess if there was a higher value use for the land.

The solution

We identified a residential scheme that would significantly improve the site value. We appointed a design team and sought and secured planning permission for a 120 apartment development. Once planning was secured we then managed the sale of the site and realised the additional value created. Scheme is currently under construction.



BALLYCOOLIN LOGISTICS UNITS

Client: Private

Development Value: €15M

Sector: Logistics

The challenge

To design and construct a modern and sustainable logistics scheme of approximately 100,000 sq.ft

The solution

Assembling a design team and deliver a modern scheme which will have the widest appeal to the Industrial Market. Important factors will be the costs of construction and the buildings sustainability credentials.

