

NHS Property Services: Investment Management Team

NHS Property Services (NHSPS)

NHS Property Services is a property owner and manager, advisor and service provider, helping to shape the NHS estate for the future. As a government-owned company we have one goal: to ensure the NHS makes the right property choices to enable excellent patient care.

Today our portfolio is one of the largest in the UK, comprising more than 3,000 Primary Care properties with 7,000 occupiers across England, accounting for approximately 10% of the NHS estate. At a total value of more than £3bn, this represents about 10% of the total NHS estate.

Purpose: what can we do for the NHS estate?

As pressure on the NHS increases there is more need than ever to run its estate as efficiently as possible, disposing of surplus land where needed and generating additional revenue where possible. There is significant cost involved in holding vacant and underutilised estate. Therefore a proactive approach to managing vacant property can achieve significant savings of taxpayers' money for running unwanted assets and generates new revenue to reinvest in the NHS estate, either creating new state-of-the-art facilities or optimising existing properties.

The team's core work is focussed on:



Surplus land disposal

Our key focus is to prepare surplus land for sale, aiming to sell properties for "best value" to generate the vital capital the NHS needs. To maximise a site's value, we undertake extensive due diligence and explore redevelopment opportunities with our town planning team to inform our strategy. We then take sites to market, handling the commercial and legal negotiation and completion.

Before going to open market, properties are listed on the Electronic Property Information Mapping Service (ePIMS) website, which allows other public-sector bodies to purchase it. Our disposal programme facilitates the release of land for housing development in line with Government policy.



NHS Open Space

NHS Open Space enables the flexible booking of clinical and non-clinical space in NHS buildings. Health and wellbeing services can now search for and book rooms on a flexible, pay-as-you-go basis through our simple online booking platform, paying only for the time and space they need.

This will help to maximise use of NHS space, offer a wider range of healthcare services to local communities, and provide clearer data for NHSPS and Health Commissioners to better manage the NHS estate with.



New Primary Care property acquisitions

Where there is an identified requirement for new healthcare premises, we work closely with Health Commissioners to identify suitable options and will negotiate with commercial landlords and developers on leasehold and freehold acquisitions.

The team also manages statutory transfers where sites are transferred from NHS providers back to NHS Property Services, involving the co-ordination of multiple workstreams with colleagues across the business.



Strategic Asset Management

In addition to developing and transacting new commercial opportunities, we are always seeking new ways to add value to our portfolio. Our Strategic Asset Managers are responsible for the development, implementation, and management of new business models that drive utilisation and new revenue generation for the portfolio. This includes working with pharmacies, food and beverage, and advertising companies to use our properties in new ways.

Proving our value



£342m

raised for the NHS
through disposal of
unwanted assets



412

properties sold
since FY2013/14



5,935

new homes developed
via release of surplus NHS
land since April 2013



Selling a surplus site for £43 million, and saving £500,000 per annum in running costs, to reinvest in the NHS estate
St George's Hospital London

Havering Clinical Commissioning Group (CCG) announced the site surplus to requirements, vacating the site in 2016. The team carried out extensive due diligence to de-risk the site, and then submitted a series of outline planning applications for a new health facility and residential units.

We secured planning permission for 290 units, including 15% affordable housing, which significantly enhanced the value of the site. We identified a preferred bidder and secured an unconditional capital receipt of £43 million in March 2018.



Selling a surplus site for £15.5 million (£7.5 million more than the original valuation), to reinvest in the NHS estate
Marie Foster Nursing Home, London

Barnet CCG announced the site surplus to requirement in 2017 (with the property being vacant since 2011). We worked with architects and town planners to design a residential scheme for the site, securing a positive pre-planning application response from Barnet Council for almost 100 residential units.

This significantly increased the site's value, and we sold it for £15.5 million in March 2019 to a private care home provider, meaning the future of the site will remain within the health and care sector. Selling the site will also save the NHS £60,000 per annum in running costs.

Meet the team

Investment Management comprises senior property professionals with strong commercial and transaction management experience.

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