

Your introduction to lease advisory





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Unlock **value** across your lease portfolio

What is lease advisory?

We help manage and negotiate lease events for the NHS – helping you identify and implement savings opportunities, increase rental income, and reduce void space.

Lease events can include rent reviews, leases coming to an end, break clauses and renewals. We can also support new acquisitions to ensure value for money, including 3PD schemes. We can partner with you to **achieve the best outcomes and support your long-term estates strategy**.



650 headleases

in NHS portfolio managed plus documented subtenants



c.1,000

transactions per annum



>£40m

value unlocked in NHSPS portfolio since 2023



Current Partnerships with

10 ICBs



Customer value unlocked 2024/25

£27m

Why is lease advisory important for the NHS?

Understanding your lease or portfolio and strategically planning for lease events is key, especially when it comes to long term healthcare planning.

Negotiating better lease terms can generate substantial savings for both your portfolio and individual properties. This includes **reducing rental expenses and securing funding for efficiency enhancements**, ultimately leading to long-term cost reductions.



Learn more about how we can help you unlock investment in our funding guide.

[Learn more >>](#)



What makes us different?

Our team is one of the largest nationally dedicated to leasing of healthcare estate. Because we're part of the NHS, we have a unique understanding of how the system works. This position enables us to negotiate with landlords to support healthcare estate planning both now and in the future.

When you're managing complex lease issues, it can sometimes feel like you're on the back foot with your estate. Over time, if not proactively managed, these issues can make your lease portfolio inefficient and costly – ultimately making it harder for you to realise your future estate plans.

As your lease advisory partner, **we can offer a bird's eye view across your portfolio.**

Helping to spot opportunities that best support your estate strategy and drive down your costs. We're also able to help with specific needs - whether you're looking to extend, break or exit a lease, or reduce void space. **All the while best supporting your long-term interests, and the NHS.**

We'll help you to:



Manage lease liabilities including rent reviews and dilapidations



Acquire new leases



Reduce void space and associated costs



Negotiate exits and break clauses



Renew or re-gear a lease during its term



Manage commercial occupations such as retail pharmacies and telecoms.



Why choose us?

Unlocking value:

Our inside understanding of the NHS and strong relationships with landlords across England have led to us **saving over £67 million** for the NHS since the team's inception in 2023. One break clause we managed for Guy's and St Thomas NHS Foundation Trust led to them **saving £16 million over five years**.

Applying best practice to your estate:

Due to our local reach and national scale, we can often take benefits we've secured in one region – like **rent-free periods, and landlord capital / fitout contributions** – and apply them to your leases, too.

Value retained in the NHS:

Because we're part of the NHS, **every penny stays within the health system and is reinvested across the NHS**. We provide our professional service at cost to our NHS partners, including GP's.





How we're supporting you to **achieve the three strategic shifts**

We act on behalf of ICBs, Trusts, GP practices and the wider health system. So we can support you in achieving the three shifts set out by the government.

Analogue to digital

We can help you **collate and verify your estate data** – identifying cost saving opportunities and the potential to get better lease terms. This data will better support your strategic estate decisions and cost saving plans.

Acute to community

We know that every commissioner or occupier may not have dedicated lease advisory expertise. That's why we **provide end-to-end strategic estate reviews** to enable you to utilise space efficiently and reduce void space costs. We can negotiate on your behalf and help you **achieve the best outcome**, for example, securing funding for estate improvements from landlords.

Sickness to prevention

Adapting the estate to **support prevention of common diseases** like cancer and diabetes has been a long-term focus of ours for many years. We're **working with customers to unlock funding** and navigate leases for community diagnostic centres (CDCs) and social prescribing hubs, particularly in areas of high deprivation to **improve health outcomes in the community**.

How else can we support you

Negotiating for flexibility

We are already working across the health system, and can work with you, to build in more flexibility to leases so that you can adapt more easily to what your community needs, **so your estate works better for you and your patients.**

Service charge reviews

We can help you review your service charges to **make sure you're getting value for money.** Not only that, but we can help make sure your lease is set up in a way that you can challenge costs in the right way and limit your liabilities – **protecting your interests.**

Support for increasing energy efficiency

With the drive towards a **net zero NHS by 2040**, we know that costs to improve energy efficiency in your buildings is a worry. We can **help you negotiate on your lease** so the responsibility isn't all on you – agreeing terms with your landlord to share costs.



Case studies

South East London ICB

The ICB was looking to make significant savings across their estate and identified lease reviews as a key area to cut costs.

We worked with South East London ICB to:



Conduct a comprehensive review of the ICB's entire portfolio, **identifying areas for better utilisation** and potential disposal of surplus sites



Collate accurate data to support a detailed **overview of the whole estate**



Identify outstanding and upcoming lease events that could present **savings or income opportunities**.

As a result, we identified **£18m worth of savings** and we're working with the ICB to deliver these. We're also **continuing to update and review the estate data** to ensure that it continues to support the delivery of their long-term estate strategy.

Greater Manchester ICB and associated occupiers

The ICB were reviewing their estate resource requirements and outlined a broad range of current and future service requirements. This presented opportunities for negotiating better lease terms to support their aims and delivery of their infrastructure strategy.

Since we started working with Greater Manchester ICB in 2024 we've:



Renegotiated a lease for a GP practice in Rochdale to **allow greater flexibility and protection** against rent increases



Reduced the service charge for a multi-occupied building in Salford and negotiated a new 20-year lease with better terms



Secured **£85k towards energy efficient upgrades** to reduce running costs in a GP practice through renegotiating a lease.



Want to know more?

If you'd like to know more about how we can help you with lease advisory, please contact our Customer Service Centre on:



0808 196 2045



customer.service@property.nhs.uk



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The Lease Advisory team have been an **excellent support to our practice in our lease negotiations**. The process may have felt overwhelming for the partners had we not had this input as the negotiations have not been straight forward. Lease negotiations are a specialist area. They are in the **unique position of understanding the practice position and the ICB position** which is also important. I hope this support continues for practices in the future.”

”

Lisa Fox
Practice Manager at Borough Practice
in Middlesbrough



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