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# ANNUAL REVIEW 2015/16





INDEPENDENT CONSTRUCTION AND PROPERTY CONSULTANCY





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## WE HAVE REFRESHED OUR VISUAL IDENTITY.

G&T is proud to remain an independent construction and property consultancy with the same core values, but we are evolving our visual identity to ensure we stay market leaders and meet the ever changing needs of clients.

Our branding and logo have been carefully redrawn as an elegant reflection of our unique heritage, our standing in the industry and our focus on the next generation.

We are ready for the future.

**#GTrefresh**

*“Our core markets continued to grow and clients gave us the opportunity to contribute to some of the most exciting and transformative real estate projects in the world.”*

**SIMON JONES**  
MANAGING PARTNER

## A MESSAGE FROM SIMON JONES



G&T's 2015/16 financial year delivered another very satisfactory set of results. Turnover increased and profitability levels were maintained across all business units. Our core markets continued to grow and clients gave us the opportunity to contribute to some of the most exciting and transformative real estate projects in the world. We recruited at unprecedented levels and our books closed at the end of April 2016 with a 15% increase in turnover (£131m 2014/15: £150m 2015/16) and profits up by 30% (2014/15 £31m: 2015/16 £40.5m).

Since the end of our 2015/16 financial year Brexit hit the UK in June 2016. It raised many questions about the implications of leaving the EU for our business. Reassuringly the first few post-Brexit months have been positive and the analysis of our most recent forecasts tell us that our workload remains stable through the remainder of the calendar year.

A number of our clients are confident about the future and projects and new commissions continue as planned. Some are understandably more cautious and have adopted a “wait and see” approach which has delayed a small number of projects. This is not an immediate concern as our flexible business model allows us to adapt quickly to prevailing market conditions. However, longer term predictions remain uncertain. We anticipate that 2017 will see a slowdown in some markets. This was perhaps inevitable after several years of accelerated growth.

Brexit could also create new opportunities. The fall in sterling and price corrections in the property market create an attractive environment for international investors. Heathrow, Hinckley Point and HS2, a project G&T has been working on for the last five years, are confirmed to proceed. The Government's new £5bn cash injection for housebuilders, including the £2bn Accelerated Construction scheme to buy homes that developers cannot sell, should stimulate activity across the housing sector and encourage more innovative construction solutions.

Whatever the future brings we will continue to cut our cloth to suit our clients and the marketplace. For some time we have been refocussing on our thriving UK and US businesses. Although we continue to work selectively across the world, over the last four years we have significantly reduced our exposure across Europe, the Middle East and Far East whilst remaining active in a number of key regions outside the UK and US.

14/15	TURNOVER	£131m
15/16	TURNOVER	£150m
14/15	PROFIT	£31m
15/16	PROFIT	£40.5m

In 2016 we introduced a new Chartership Programme to build on the success of our renowned Graduate Development Scheme. We were also extremely pleased to become the first UK business in our sector to be certified BS10500:2011 for our Anti-Bribery Management System. It is yet another positive marker of our commitment to continually improving our standards and performance.

In this period of change and new beginnings we have chosen to invest in a brand refresh of our visual identity. This is a positive statement of intent. The message we are sending to clients and the market is that we are optimistic about the future and focused on continuing to deliver exceptional service levels for our clients.

I am enormously proud of the individuals who work at G&T. It is their dedication, hard work and loyalty that enables us to continue being a successful and independent firm.



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# G&T LIFE



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## INDEPENDENCE

As an independent construction and property consultancy we prioritise recruiting top talent to the firm to ensure we offer our clients consistently high quality services. We were therefore delighted to align ourselves once again with the Next Generation initiative at The London Real Estate Forum 2016. This programme supports our vision for the sustainable and long-term success of the firm, and the property and construction industry as whole, by nurturing new talent and promoting personal development through networking, knowledge-sharing and debate.





- 1 REPUTATION
- 2 PROGRESSION
- 3 ETHICAL THINKING
- 4 ENGAGEMENT



## REPUTATION

In 2016 G&T partner Tony Burton came to the end of his tenure as chairman of the Construction Industry Council (CIC) and handed over the mantle to his successor Professor John Nolan. Tony stepped back into the role of deputy for the next 12 months to complete the handover period. The CIC is the representative forum for professional bodies in the construction industry providing a single voice for professionals in all sectors of the built environment. As a senior partner on G&T's main board and chairman of the CIC, Tony has been involved with key initiatives working alongside Government to find solutions to improve the future of the UK's construction industry.

## PROGRESSION

The firm has launched its new Chartership Programme. This replaces the highly successful Graduate Development Scheme which began in 1975 and has consistently achieved APC pass rates above the RICS national average. The new programme builds on the G&T led Trailblazer Apprenticeships which saw academia, industry, RICS and the Government working together to develop a new pathway for individuals to enter the profession. The Chartership Programme now accommodates a diversity of individuals joining the firm from different backgrounds, ages and abilities by offering bespoke training routes for apprentices, graduates and career changers.

## ETHICAL THINKING

G&T is supporting the Architectural Association's (AA) Haiti Visiting School for the second year running, an annual programme set up following the catastrophic earthquake of 2010. The aim of the Visiting School is to introduce new methods and materials into the construction industry, teaching the next generation of Haitian architects alongside students and designers from across the world about the importance of finding lightweight, durable and sustainable resources. Working in partnership with the AA and the programme's director, John Naylor, G&T sponsored a Haitian architect student for the programme. In light of the recent devastating hurricane in 2016, AA extended the workshop for an extra month with the support of G&T. This allowed them to build the structure of the prototype house and also run a series of short workshops to retrofit people's homes following the hurricane.

## ENGAGEMENT

Getting involved in team sport is a great part of working at G&T. Sport encourages employees to communicate and collaborate with other members of the firm across all levels of the business, creating a culture of teamwork and inclusivity. Sports are played across a variety of leagues against other property and construction firms and also a few of our clients. G&T builds strong internal relationships by holding competitions and tournaments, including the annual mixed inter-floor netball tournament which draws together employees from across all parts of the business for a bit of fun and friendly competition.



# --- PROJECTS



**BATTERSEA  
POWER  
STATION,  
LONDON**

**CLIENT**

*Battersea Power  
Station Development  
Company*

**SERVICES**

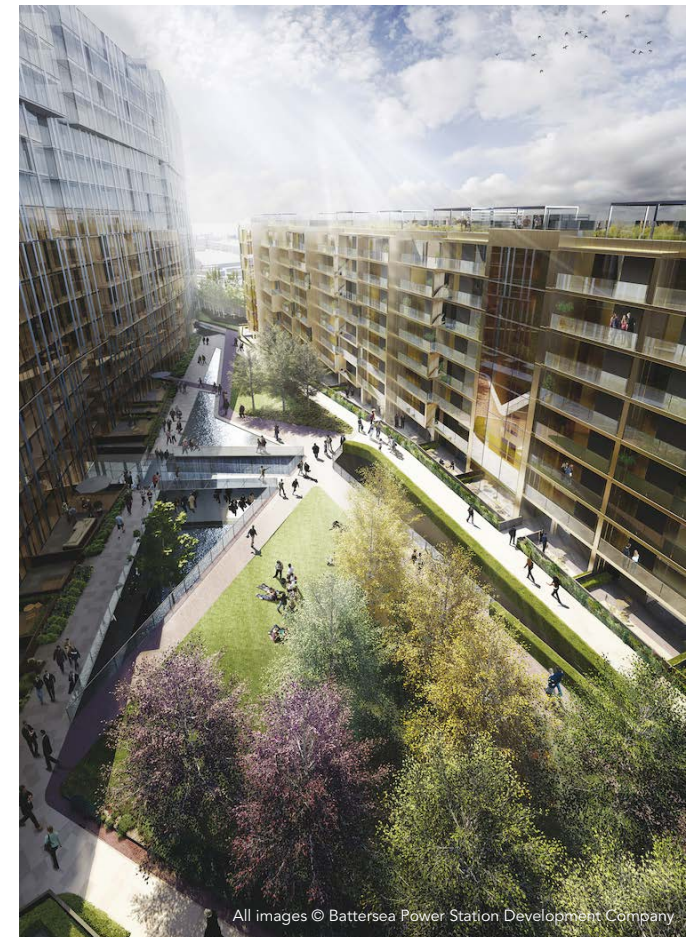
*Cost Consultancy*

**VALUE**

*Confidential*



We continue to work on the redevelopment of Battersea Power Station, a project backed by Malaysia's property development investment businesses Sime Darby, SP Setia, and Employees' Provident Fund.



All images © Battersea Power Station Development Company



## THE LANESBOROUGH, LONDON

Re-opened to guests in 2015 following a comprehensive and meticulous refurbishment overseen by designer Alberto Pinto, The Lanesborough presents bedrooms and dining rooms restored to their original Georgian splendour, into which the latest communications technologies and entertainment systems have been seamlessly woven.

### CLIENT

LML

### SERVICES

Cost Consultancy

### VALUE

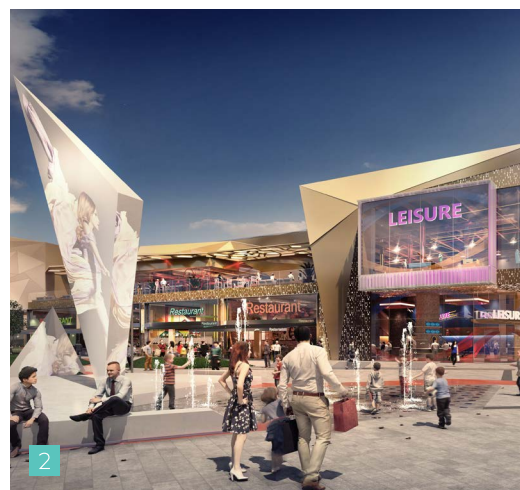
Confidential



All images © Dominic James







1

## FAENA FORUM, MIAMI

Designed by Rem Koolhaas/OMA, Faena Forum is a 50,000 sq ft groundbreaking new venue dedicated to the development of cultural programming that transcends disciplines and encourages collaborations across artistic, intellectual, and geographic boundaries.

**CLIENT**  
Faena Group  
**SERVICES**  
Project Management  
Cost Consultancy  
**VALUE**  
Confidential

2

## INTU LAKESIDE, ESSEX

A new extension delivering the latest in restaurants and leisure uses to the region. It will be fully integrated with the shopping mall reinforcing intu Lakeside as a compelling destination.

**CLIENT**  
intu Properties  
**SERVICES**  
Project Management  
Employer's Agent  
Cost Consultancy  
Principal Designer  
**VALUE**  
Confidential

3

## NO. 3 WELLINGTON PLACE, LEEDS

This is the largest building of offices constructed to date with a 135,000ft<sup>2</sup> development with a single level of basement parking. The six storey BREEAM Excellent CAT A office is treated in high quality products with stone and glass facades.

**CLIENT**  
MEPC  
**SERVICES**  
Cost Consultancy  
Employer's Agent  
**VALUE**  
£22m

4

## SHERATON PARK LANE HOTEL, LONDON

The refurbishment of a celebrated Art Deco hotel in the heart of Mayfair, London designed by interior architectural design company MKV Design.

**CLIENT**  
Genesta / Starwood  
**SERVICES**  
Cost Consultancy  
Principal Designer  
**VALUE**  
Confidential



## KING'S CROSS, LONDON

We continue to work on the development at King's Cross transforming 67 acres of disused goods yards into vibrant neighbourhoods of homes, shops, offices, galleries, bars, restaurants, schools and a university.



### CLIENT

*King's Cross Central  
Limited Partnership*

### SERVICES

*Cost Consultancy  
Employer's Agent  
Project Management  
Life Cycle Costing*

### VALUE

*Confidential*



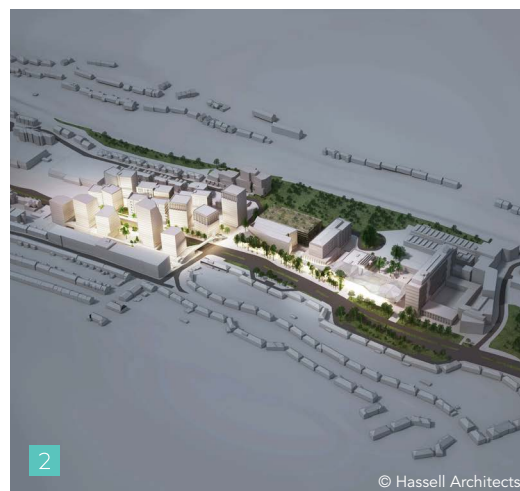
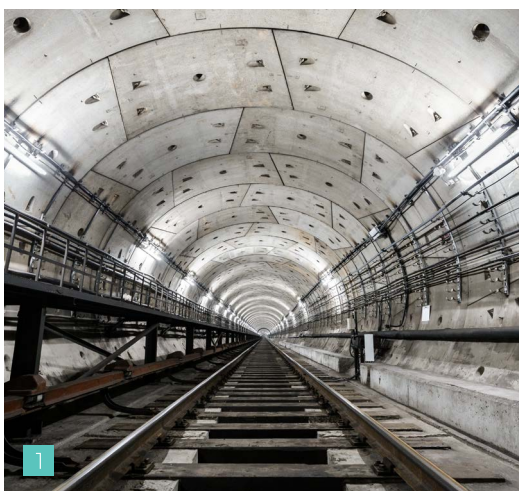


**EDINBURGH  
ST JAMES****CLIENT***TH Real Estate***SERVICES***Cost Consultancy**Project Management**CDM Advisor**Capital Allowances***VALUE***£500m*

Redevelopment of St James shopping centre and the former Scottish Office to create a new retail-led mixed-use development. The project will transform the site with a landmark development that will include an iconic destination to re-affirm Edinburgh as one of the major retail destinations in the UK.







1

## CROSSRAIL, LONDON

Crossrail 1 provides eight new stations and 42km of rail tunnels under London and is Europe's largest construction project. It is over 75% complete and remains on budget and on programme to open in late 2018. Our infrastructure team is now in its 15th year of continuous support for Crossrail. The team is also supporting Crossrail 2 in its early development stages.

### CLIENT

*Crossrail*

### SERVICES

*Cost Consultancy  
Procurement  
Cost Modelling  
Risk Analysis*

### VALUE

*£14.8bn*

2

## MOULSECOOMB, EAST AND WEST, BRIGHTON

Masterplanning and redevelopment of the sites adjacent to the Preston Barracks site forming part of the University's plans to invest significantly in its Moulsecoomb campus over the next five years.

### CLIENT

*University of Brighton*

### SERVICES

*Cost Consultancy*

### VALUE

*£150m*

3

## NORTHUMBRIA SPECIALIST EMERGENCY CARE HOSPITAL

The hospital provides specialist emergency care for seriously ill and injured patients from across Northumberland and North Tyneside. It is England's first purpose-built specialist emergency care hospital, with specialist consultants on site 24 hours a day, seven days a week.

### CLIENT

*Northumbria  
Healthcare NHS  
Foundation Trust*

### SERVICES

*Project Coordination  
Employer's Agent  
CDM Coordination  
Cost Consultancy  
Whole Life Costing*

### VALUE

*£75m*

4

## NORTH WEST CAMBRIDGE

The vision for the North West Cambridge development is to create a new district and extension to the city, centred around a mixed academic and urban community: a place that is sustainable, long lasting and ambitious.

Development of the 150 hectare site will include 1,500 homes for university and college key workers, 1,500 homes for sale, 2,000 post graduate units, 100,000m<sup>2</sup> of commercial and academic research facilities, community facilities and 50 hectares of parkland.

### CLIENT

*University of Cambridge*

### SERVICES

*Cost Consultancy*

### VALUE

*£1bn*





## 20 OLD BAILEY, LONDON

A comprehensive modernisation and upgrade scheme to provide 240,000 sq ft of high-specification Cat A office accommodation.

### CLIENT

*Blackstone*

### SERVICES

*Project Management*

*Employer's Agent*

*Principal Designer*

*CDM Advisor*

### VALUE

*£59m*





## TEN TRINITY SQUARE, LONDON

Restoration of Grade II\* Listed former London Port Authority building into a luxury hotel, club and residences, including 100 bed Four Seasons Hotel, 41 super-prime apartments, exclusive private members club, two fine dining restaurants, spa and two retail units.

### CLIENT

*Reignwood  
Investments UK*

### SERVICES

*Project Management  
Employer's Agent  
Cost Consultancy  
Contract Administration*

### VALUE

*Confidential*



## STRATFORD WATERFRONT, LONDON

### CLIENT

*London Legacy  
Development  
Corporation*

### SERVICES

*Cost Management  
Design Team Management*

### VALUE

*c £850m*

Stratford Waterfront is one of two sites that make up 'Culture and Education District' situated next to the London Aquatics Centre – an amazing new cultural and higher education district in Queen Elizabeth Olympic Park, providing a showcase for innovation across arts, education, science and technology.





**77 MAYFAIR,  
LONDON**

**CLIENT**  
*Luxlo*

**SERVICES**  
*Cost Consultancy  
Project Management  
Employer's Agent  
Principal Designer*  
**VALUE**  
*Confidential*

The first new build residential building to complete in Mayfair for over 15 years.



**425 PARK AVENUE,  
NEW YORK**

**CLIENT**  
*L&L Holding  
Company*

**SERVICES**  
*Cost Consultancy  
Project Management*  
**VALUE**  
*Confidential*

The first office development in half a century on this historic stretch of New York's Park Avenue.





## SQUARESPACE, NEW YORK

### CLIENT

*Squarespace Inc.*

### SERVICES

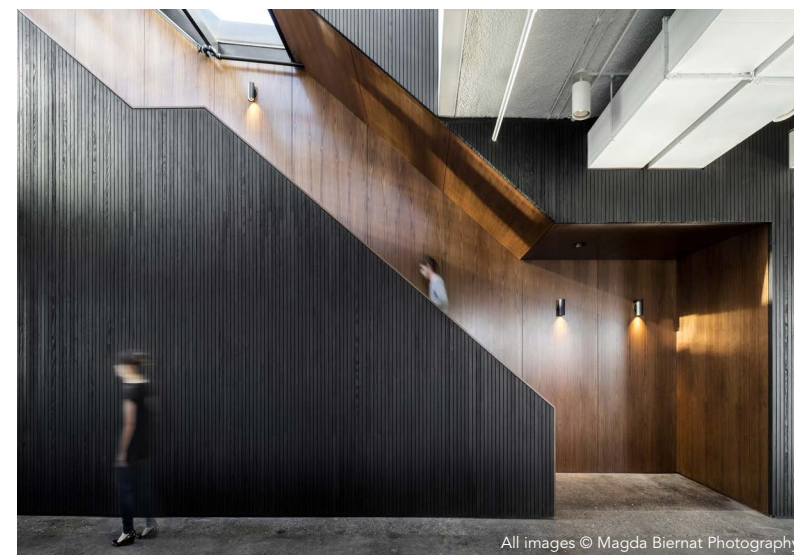
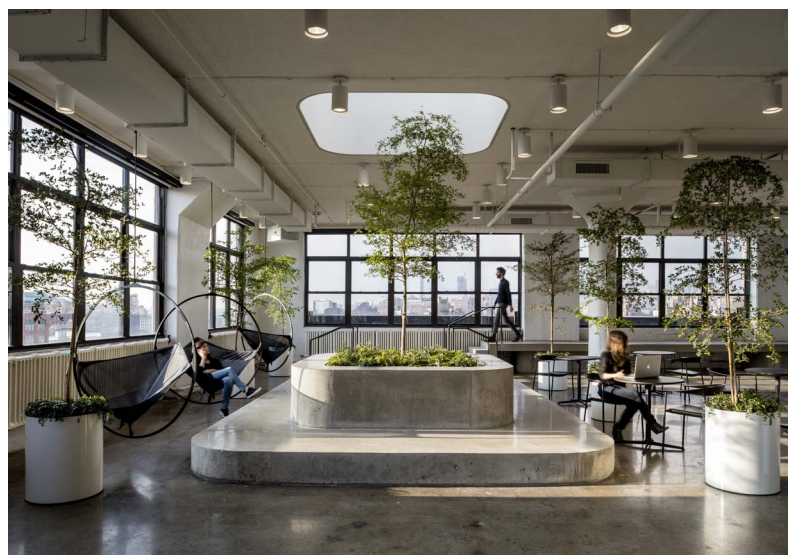
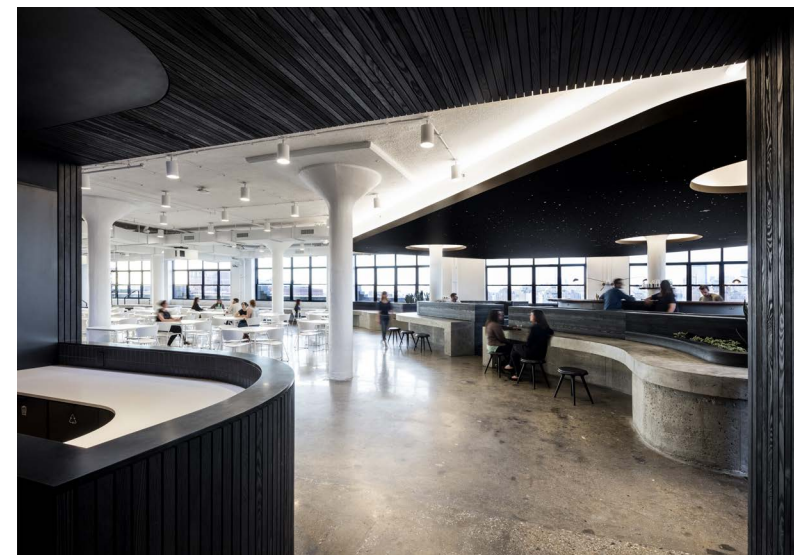
*Project Management*

*Cost Consultancy*

### VALUE

*Confidential*

G&T worked with design and technology company Squarespace on the interior fit-out of its New York office. Design is very important to them and our role was to collaborate with the client and consultant team to bring the architect's incredibly unique, creative, intricate design to fruition on time and within Squarespace's budget.



All images © Magda Biernat Photography



## L'ORÉAL TERMINAL STORES, NEW YORK

### CLIENT

L'Oréal

### SERVICES

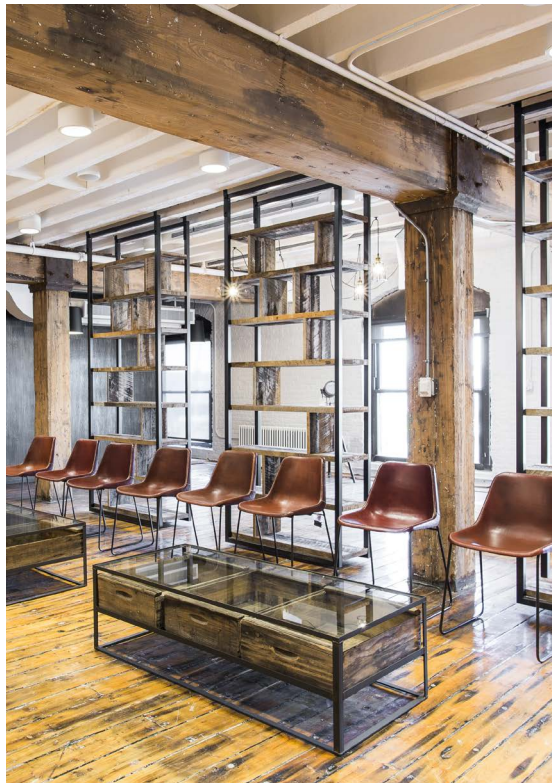
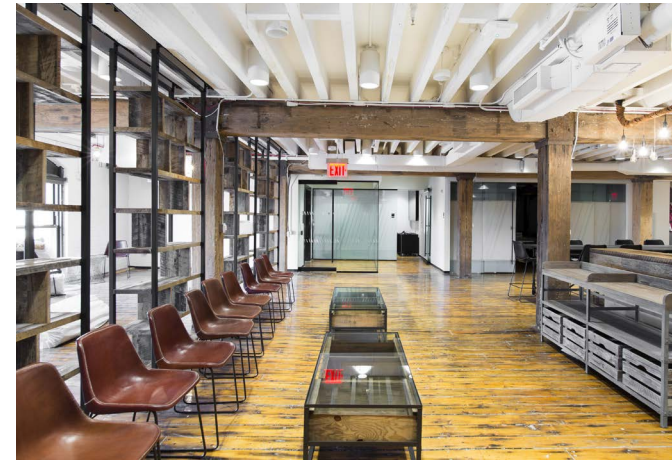
Project Management

Cost Consultancy

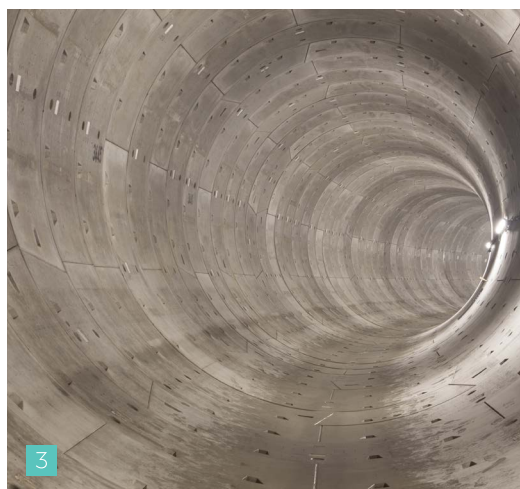
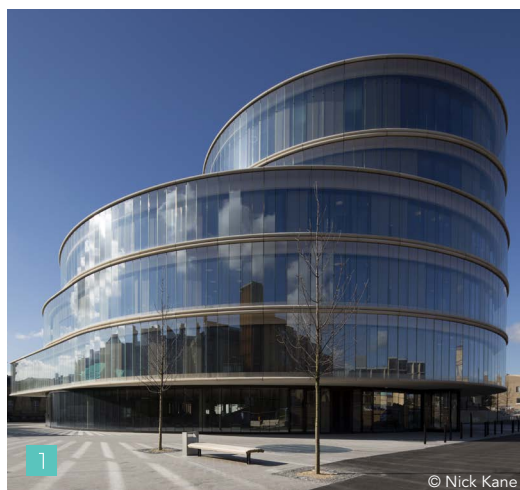
### VALUE

Confidential

Following on from our work with L'Oréal on the relocation of its New York City headquarters to Hudson Yards, we are also working on the interior renovation and build-out of new office space at the Terminal Warehouse buildings within the Landmarked West Chelsea Historic District. This space will be used to co-locate L'Oréal's US Creative Teams into a single location, with easy access to Hudson Yards a few blocks away.







1

## BLAVATNIK SCHOOL OF GOVERNMENT, OXFORD

Designed to support the School's mission of inspiring and promoting better government around the world, the building became operational at the end of 2015 and was officially opened by HRH The Duke of Cambridge in May 2016. The project was shortlisted for the RIBA Stirling Prize and highly commended as the BCI project of the year.

**CLIENT**  
*University of Oxford*

**SERVICES**  
*Project Management  
Contract Administration*

**VALUE**  
*Confidential*

2

## LONDON POWER TUNNELS

In February 2011 National Grid embarked on a project over a seven year period to rewire London via deep underground tunnels in order to meet increasing electricity demand and help London access the energy of the future.

**CLIENT**  
*National Grid  
Electricity  
Transmission Plc*

**SERVICES**  
*Commercial Management  
Cost Consultancy*

**VALUE**  
*£1bn*

3

## THAMES TIDEWAY, LONDON

Our role has expanded with the award of the three main works contracts on the Thames Tideway Tunnel project, which will be the biggest infrastructure project ever undertaken by the UK water industry. Tideway is delivering a major new sewer which will upgrade London's sewerage system to cope with the demands of the city and prevent the frequent pollution of the River Thames.

**CLIENT**  
*Thames Water*

**SERVICES**  
*Procurement  
Supply Chain Management  
Contract Administration*

**VALUE**  
*£4.2bn*

4

## GLOBAL HEADQUARTERS FIT-OUT, GLASGOW

30,000 sq ft global headquarters fit-out at 100 Queen Street, Glasgow for Edrington, the Parent Company of premium spirit brands The MacAllan, Brugal, The Famous Grouse, Highland Park, Cutty Sark and Snow Leopard.

**CLIENT**  
*Edrington*

**SERVICES**  
*Project Management*

**VALUE**  
*Confidential*





**VICEROY  
L'ERMITAGE,  
BEVERLY HILLS**

Renovation of the 'all  
suite' 5 Star 5 Diamond  
hotel in Beverly Hills.

**CLIENT**

*Viceroy L'Ermitage,  
Beverly Hills*

**SERVICES**

*Cost Consultancy  
Project Management*

**VALUE**

*Confidential*





1

## MIDDLEWOOD LOCKS, SALFORD

The 24-acre scheme, located at the western gateway to Manchester's central business district, will deliver a new mixed-use neighbourhood providing 2,215 new homes and more than 900,000 sq ft of commercial development space.

**CLIENT**  
*Scarborough Group International*

**SERVICES**  
*Cost Consultancy  
Project Management*

**VALUE**  
*£1bn*

2

## SOUTHBANK PLACE, LONDON

Large scale redevelopment of the former Shell Centre site on the South Bank. G&T is acting for the funders of the residential buildings.

**CLIENT**  
*Barclays Bank PLC*

**SERVICES**  
*Development Monitoring*

**VALUE**  
*Confidential*

3

## PORSCHE EXPERIENCE CENTER, LOS ANGELES

This 50,000 sq ft Porsche Experience Center, on a 53 acre former landfill site, includes a driver development track with seven driving event modules, event spaces, dining options, driving simulators, retail store, and a business center, and is also the new home of Porsche Motorsports North America.

**CLIENT**  
*Porsche Cars North America*

**SERVICES**  
*Project Management  
Cost Consultancy*

**VALUE**  
*Confidential*

4

## CABLE & WIRELESS FM INTEGRATION, UK WIDE

Following Vodafone's acquisition of Cable & Wireless Worldwide, we supported the UK property team with planning and negotiating the transfer of the existing FM arrangements at C&WW into the Vodafone TFM management and delivery model.

**CLIENT**  
*Vodafone*

**SERVICES**  
*Contract Negotiation*

**VALUE**  
*£15m per annum increasing to £35m*



**ST JOHN'S  
REDEVELOPMENT,  
MANCHESTER****CLIENT**

*Allied London and  
Manchester City  
Council*

**SERVICES**

*Cost Consultancy*

**VALUE**

*£800m*

St John's is the name of Manchester City Centre's newest neighbourhood for culture, enterprise and living. The scheme includes nine high-rise residential towers providing 2,800 apartments, three hotels and 350,000 sq ft of new offices. Also within the site is a new £110m arts centre named The Factory which will be the home of the Manchester International Festival and part of the Northern Powerhouse Initiative.







1

### THE NATIONAL LIBRARY OF SCOTLAND, EDINBURGH

Scotland's largest library, The National Library of Scotland, is one of five legal deposit libraries in the UK and contains several collections of world class importance. The library is undergoing major refurbishment works of its most important public sites to ensure the continued protection of the collections from the elements.

#### CLIENT

*The National Library  
of Scotland*

#### SERVICES

*Cost Consultancy  
Project Management  
Principal Designer*

#### VALUE

*Confidential*

2

### BANQUETING HOUSE, LONDON

Banqueting House is currently undergoing phased conservation, repair and representation works. G&T is appointed by Historic Royal Palaces on phase 1 of the project. The works have primarily focused on the external facades and fabric to stop the gradual deterioration of the building and the installation of a mist fire suppression system to provide protection to the magnificent ceiling painted by Peter Paul Rubens for Charles I.

#### CLIENT

*Historic Royal Palaces*

#### SERVICES

*Construction Management*

#### VALUE

*Confidential*

3

### HS2, LONDON

We continue to perform key roles in support of the iconic HS2 project. The project is entering an exciting period with the Hybrid Bill for Phase One (between London and Birmingham) anticipated to achieve Royal Assent in the coming months. Phase 2A (Birmingham to Crewe) being prepared for Bill submission next year and an announcement on the route of Phase 2B (serving Manchester and Leeds) due later this year.

#### CLIENT

*HS2*

#### SERVICES

*Cost Estimating  
Cost Consultancy  
Cost Assurance  
Procurement  
Supply Chain Management  
Project Controls*

#### VALUE

*Confidential*

4

### THE QUEEN'S HOUSE, LONDON

G&T was appointed by Historic Royal Palaces to oversee the restoration and conservation of both Queen's House and the Bell Tower at The Tower of London. The project included the cleaning, repair and replacement of existing ancient stone and brickwork, structural repairs to the ancient timber roof and repair and decoration of existing windows to this Grade I Listed building.

#### CLIENT

*Historic Royal Palaces*

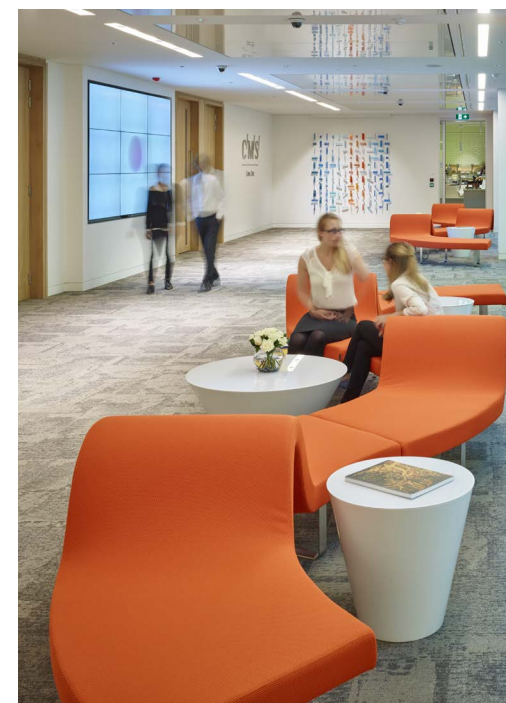
#### SERVICES

*Construction Management*

#### VALUE

*Confidential*





### CMS FIT-OUT, LONDON

G&T provided CDM, Project and Cost Management services in the successful delivery of the new fit-out for CMS. The fit-out is in a new state of the art office space at Cannon Place, above Cannon Street Station. It consisted of 14,000m<sup>2</sup> over three levels which featured two interconnecting stairs, open plan working areas, client facing space and a restaurant.

The CMS project was the winner of the British Council for Offices (BCO) Award for Fit-Out of Workplace 2016 for the London and South-East region.



### CLIENT

CMS

### SERVICES

Cost Consultancy  
Project Management  
CDM Advisor

### VALUE

£18m





© Forbes Massie

## COAL DROPS YARD, LONDON

### CLIENT

*King's Cross Central  
Limited Partnership*

### SERVICES

*Cost Consultancy  
Employer's Agent  
Life Cycle Cost  
Consultancy*

### VALUE

*Confidential*

Part of the King's Cross Development site, the project involves the restoration and refurbishment of the existing Eastern and Western Coal Drops building. Our analysis supported the achievement of the BREEAM 2014 Man02 credits for the development. This included working with the design team to achieve the most advantageous blend of construction and asset life cycle costs in relation to the unconventional roof features and paving to pedestrian areas.

## PHYSICAL SCIENCES AND ENGINEERING, LEEDS

### CLIENT

*The University of Leeds*

### SERVICES

*Cost Consultancy*

### VALUE

*£96m*

The University of Leeds is delivering an ambitious new campus developments programme which sets out a vision for its campus over the coming decade and will see a significant £520m invested.

One of the most considerable elements of this programme will see the delivery of a new building in the north east quarter of the campus. An investment of £96m in Physical Sciences and Engineering will bring together the schools in the Faculty of Engineering, with those in Physical Sciences, involving the relocation of the Schools of Computing and Physics and Astronomy. The facility will include first-class laboratory and specialised teaching spaces, enabling cutting-edge research, and outstanding student experience, whilst enhancing the University's research power and strengthening collaboration with industry.







© Andrew Holt

## BRENT CROSS SOUTH, LONDON

### CLIENT

*Argent Related and  
the London Borough  
of Barnet*

### SERVICES

*Cost Consultancy*

### VALUE

*Confidential*

The Brent Cross South masterplan includes 6,700 homes and workspace for over 25,000 jobs, a new high street with local shops and restaurants, improved transport connections with the new station and better walking and cycle routes together with new parks, squares and community facilities.



## NOVA, VICTORIA, LONDON

### CLIENT

*Land Securities PLC*

### SERVICES

*Cost Consultancy*

*Project Management*

*Employer's Agent*

*Capital Allowances*

*VAT*

### VALUE

*Confidential*

A major transformation project, dramatically reshaping the area between Victoria station and the Royal Parks.





## URBAN ESCAPE, STOCKHOLM

### CLIENT

*AMF Fastigheter*

### SERVICES

*Cost Consultancy*

### VALUE

*Confidential*

We continue to work on this landmark redevelopment of an existing quarter in the heart of the city which will create 130,000m<sup>2</sup> of office, hotel, conference, retail and restaurant facilities whilst maintaining trading of the city's busiest shopping centre.







1

#### CARDIFF LANE/ LIME STREET DEVELOPMENT, DUBLIN

The site strategy for this significant city centre site located in a prime business district of Dublin 2 proposes circa 420,000 sq ft of high grade residential/office and public realm space including a range of supporting amenities.

**CLIENT**  
New Generation  
**SERVICES**  
Cost Consultancy  
Project Management  
**VALUE**  
€150m

2

#### GATEWAY STUDENT ACCOMMODATION, LINCOLNSHIRE

This new build 518 bed student accommodation development provides a range of high quality student residences as well as ground level commercial space.

**CLIENT**  
Jackson & Jackson  
Developments  
**SERVICES**  
Cost Consultancy  
**VALUE**  
£20m

3

#### COVENTRY UNIVERSITY SCARBOROUGH CAMPUS

A new purpose built Higher Education facility as part of a sports and education village on a brownfield site on the edge of the town centre.

**CLIENT**  
Coventry University  
Group  
**SERVICES**  
Cost Consultancy  
Project Management  
**VALUE**  
£14m

4

#### APOLLOVEJ, COPENHAGEN

We continue to work on the redevelopment of a 20,500m<sup>2</sup> retail park with residential modules, leisure and landscaping areas built off the uppermost desk of the retail space. There is a further 16,000m<sup>2</sup> of residential accommodation.

**CLIENT**  
Solstra Capital  
Partners  
**SERVICES**  
Cost Consultancy  
Schedule Consultancy  
**VALUE**  
Confidential





**Fairway, our dispute resolution specialist business, had another very successful year. The headline figures show strong turnover and profit levels across the business.**

Fairway's UK business focus is on quantum, planning and project management based disputes in all market sectors. Expert witness and claims advice remain at the centre of its work.

There continues to be a good balance of work emanating from the UK, as well as from an international setting. The client base has been

very varied and includes private individuals and large multinational companies, as well as property developers.

They have settled well into their new London office at 265 Tottenham Court Road and the team has continued to grow with a number of strategic senior recruitments during the last 12 months.

Fairway's German business continues to be successful in providing commercial management and dispute consultancy services

to a number of major German international engineering companies. The demand for our services from these clients remains strong.

The Fairway team remains one of the most talented and respected in the market place, which is the primary reason why the business has been and continues to be extraordinarily successful in this specialised section of the construction, engineering and property market.





# FINANCIAL RESULTS

## TURNOVER BY REGION (£000s)

	2015/16		2014/15	
LONDON	90,831	24 %	73,487	35 %
OTHER UK OFFICES	23,853	16 %	20,625	10 %
G&T FAIRWAY	9,028	(3)%	9,267	3 %
UK TURNOVER	123,712	20 %	103,379	26 %
USA	21,925	5 %	20,979	14 %
CENTRAL & EASTERN EUROPE	81	(90)%	836	(61)%
IRELAND	1,390	(13)%	1,594	9 %
CHINA & INDIA	437	(4)%	454	(46)%
SCANDINAVIA	1,774	10 %	1,610	24 %
MIDDLE EAST	1,465	(37)%	2,341	(19)%
OVERSEAS TURNOVER	27,072	(3)%	27,814	(2)%
GROUP TURNOVER	150,784	15 %	131,193	19 %

## TURNOVER BY TYPE (£000s)

	2015/16		2014/15	
COST MANAGEMENT	62,719	13 %	55,588	18 %
PROJECT MANAGEMENT	51,983	18 %	44,146	19 %
CONSTRUCTION MANAGEMENT	4,954	27 %	3,898	64 %
CDM/PRINCIPAL DESIGNER	1,697	26 %	1,346	26 %
RAIL & INFRASTRUCTURE	7,095	27 %	5,590	29 %
DEVELOPMENT MONITORING	2,359	51 %	1,564	25 %
TAX CONSULTANCY	873	14 %	767	33 %
FACILITIES MANAGEMENT	1,013	42 %	714	(32)%
DISPUTE RESOLUTION	9,028	(3)%	9,267	3 %
FEES EARNED	141,721	15 %	122,880	18 %
ADD SUB-CONSULTANTS	9,063	9 %	8,313	28 %
FEES DECLARED	150,784	15 %	131,193	19 %

## PROFIT EARNED & DISTRIBUTED (£000s)

	2015/16		2014/15	
DISTRIBUTED PROFIT	40,512	30 %	31,194	35 %



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# ABOUT GARDINER & THEOBALD

G&T is an independent construction and property consultancy working across all sectors of the built environment. We focus on minimising risk and creating opportunities to maximise the value of our clients' developments and property assets.

We deliver Project Leadership, Commercial Success, Construction Excellence and Specialist Consultancy working across all sectors of the built environment.

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## PROJECT LEADERSHIP

- Project Management
- Portfolio & Programme Management
- Programme & Project Controls
- Development Management

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## COMMERCIAL SUCCESS

- Cost Planning
- Cost Management
- Life Cycle Costing

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## CONSTRUCTION EXCELLENCE

- BIM
- Construction Management
- Contract Administration
- Employer's Agent
- Principal Designer & CDM Consultancy

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## SPECIALIST CONSULTANCY

- Construction & Property Tax Advice
- Development Monitoring
- Dispute Resolution & Expert Witness
- Strategic Asset & FM Consultancy
- Procurement
- Supply Chain Management
- Sustainability



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