

TREVOR M WATSON BSc MBA FRICS EXPERT WITNESS CV

Name	Trevor Martin Watson
Position	Executive Director
Company	Davis Coffey Lyons 52 Portland Place London W1B 1NH
Qualifications	BSc (Hons) – Land Management MBA – Master of Business Administration FRICS – Fellow of the Royal Institution of Chartered Surveyors
Other Roles	RICS – Secured Lending & Securitisation Committee <i>Former Member</i> <i>This committee was responsible for RICS policy on all matters relating to secured lending valuations and securitisation valuations.</i> UK Hospitality – Property Group <i>This committee is responsible for UK Hospitality policy and lobbying on all matters relating to leisure and licensed property matters in the UK. It is ‘the voice of the hospitality industry in the country and represents all pub, bar, restaurant and hotel operators throughout the UK.</i> RICS – Trading Related Valuation Group <i>Former Member</i> <i>This group was responsible for RICS policy on all trading related property issues, i.e. valuation standards and methodology for pubs, restaurants, nightclubs, bars, hotels, health care, etc.</i> RICS – Contributor to proposed updated guidelines on the valuation of trading entities – February 2020.
Field of Expertise	30 years’ experience in practice specialising in Licensed leisure business and property valuations: <ul style="list-style-type: none">• Restaurants• Public Houses• Nightclubs• Theatres• Other licensed leisure establishments• Other leisure establishments• Care homes and children’s’ nurseries• Dental practices UK experience and expertise. Particular expertise in London and the South East.
Current Role	I lead a team of four Chartered Surveyor Registered Valuers, all of whom are specialist valuers in the hospitality and care sectors in the UK and only undertake formal valuation work. The vast majority of instructions are in respect of leisure properties or leisure businesses. I am responsible for management of the team and have overall responsibility for valuation standards and activities within the department. The department issues more than 500 formal valuation reports each year. The department undertakes trade related valuations as well as investment valuations, and development appraisals.

The department also provides viability advice on leisure properties and businesses usually for planning purposes.

Our advice ranges from large portfolio valuations up to c.£1Bn to major single asset valuations up to £150m to small individual businesses and assets worth £100k.

Memberships

RICS – Consultee on RICS valuation guidelines and standards for trade related property valuations - 2020

UK Hospitality – Member of UKH Property Group

ELF (Entertainment and Leisure Forum)

This is a by invitation only forum comprising 26 leading specialists and professional valuers of leisure properties and businesses in the UK and internationally.

LPF (Leisure Property Forum)

Networking organisation for leisure property professionals

RPAS – Restaurant Property Advisors Society – founder member

AVLP – Association of Licensed Property Valuers – former member

Conferences and Presentations

I am a regular contributor and speaker at industry events and conferences, including:

CGA/DCL – Virtual Conference May 2020

CGA Future of Finance Conference June 2019

RICS Commercial Valuation Conference 2015

Propel Club and Bar Conference 2015

M&C Restaurant Conference 2015

Clients

Banks

Barclays
RBS/Nat West
Santander
HSBC
Coutts
Metro
Lloyds TSB Group
Habib Bank
Clydesdale
Goldman Sachs
JP Morgan
Octopus Capital
Nomura
AIB
Cynergy
Oaknorth
Shawbrook
West One Loans
Thincats

Operators

Mosaic Pub Group
Imbiba Oakman Inns
David Lloyd Leisure
Stonegate
Cubitt House
Bel and the Dragon
BFI
Craft Beer Company
Brasserie Bar Company
Corbin and King
Amsric
Draffhouse
Caprice Holdings
Sir Terrance Conran
Food and Fuel
ETM Group
Kidzania
Cascade
Ping Pong
Sushi Samba
Casual Dining Group
Cirrus Inns
SME Group

Operators

Black n Blue
Gold Brick Pub Co
We Are Bar
Soho Bars
Columbo Group
Eclectic Bars
Peyton & Byrne
Galvin Brothers
Hilton Hotels
Frank Truman
Theatres Trust
Drake & Morgan
Barworks
Kout Food Group
Antic

Thai Square
Lighterman Inns
Heartstone Inns
Optima Coffee
Ricker Restaurants
Alan Yau
Bourne Capital
Cascade Group
SME Group
GRS Inns
London & Regional
London Fine Dining Ltd
Mint Group
HMV Plc / MAMA Group
Cuba Bars
D&D Restaurants

Private Equity

Lloyds Development Capital
Downing
TDR
Roundshield
Mayfair Capital Partners
Next Wave
Inflexion
Legal & General Ventures
Alchemy Partners
Risk Capital Partners
ESO Capital
First Merchant

Others

Royal Borough of Greenwich
Transport for London
Bromley Council
Brent Council
West Berkshire Council
Grosvenor Estates
Henderson Investors
St George's Housing
West Berkshire County Council
Capital & Counties
Minerva
CBREi

**Recent Expert
Appointments**

- **Soho**
Partnership dispute in respect of valuation of nightclub
- **North London**
Alleged solicitor negligence in respect of a venue/club
- **Hampshire**
Breach of covenant action in respect of ice-skating rink
- **Greater London Restaurant**
Alleged Valuer negligence
- **Home Counties restaurant**
Alleged valuer negligence
- **Central London prime restaurant**
User clause dispute
- **3 Adult Gaming Centres and 1 Nightclub**
Alleged valuer negligence in providing a loan security valuation

- **Ten tied pubs**
Alleged valuer negligence
- **North east restaurant**
Alleged valuer negligence
- **Major West Country leisure development**
Alleged valuer negligence
- **Southwest London restaurant**
Business interruption/business dispute
- **South London nightclub**
Loss of profit calculation on extinguishment of the business
- **North London bar**
Surrender value of lease
- **Two City fringe nightclubs**
Quantification of losses to bank on defective lending on leasehold security
- **Hampshire pub**
Diminution in value of pub, adjacent hotel development site and rear land
- **North London take-away restaurant**
Loss of Profit calculation
- **Pizza restaurant portfolio**
Loss of earnings from potential roll out of restaurant chain
- **River Thames permanently moored boats**
Diminution in business value (licensed bars and party venues)
- **Franchised pizza restaurant chain**
Calculation of goodwill
- **Fulham – Italian restaurant**
Calculation of loss of profits – extinguishment of business
- **North London - Park Cafe**
Market Rental Valuation Advice
- **Covent Garden restaurant**
Diminution in value arising from introduction of break clause
- **South West London**
Loss of profit and diminution in value arising from defective premises