

SIMON QUINTON SMITH BSC FRICS DIP BMM MI HORT

EXPERIENCE AND NOTABLE ACHIEVEMENTS

I am the most experienced Chartered Surveyor in the country providing property and business management advice to the garden centre and horticultural industry throughout the United Kingdom for nearly 30 years.

When one considers the value of both large garden centres and horticultural nurseries, there are in general, relatively few purchasers for any one specific opportunity. Therefore, detailed knowledge of the industry is important in order to understand who could be interested because in certain parts of the country some garden centres will be very difficult, if not impossible, to sell except at highly reduced values just due to lack of demand. The majority of valuers, no matter from which company, will just not have this knowledge and experience.

I commenced working in property in 1976 and in the garden centre and horticultural industry in 1986 forming Quinton Edwards in 1989.

I am an Associate Member of the Horticultural Trades Association and Garden Centre Association and have attended all the Garden Centre Association Conferences since 1990.

We currently sponsor the Garden Retail of the Year Awards, Grower of the Year Awards, British Association of Landscape Industry Awards plus the FARMA Annual Awards and the Garden Centre Association Annual Dinner.

I highlight below some of the activities that I have been involved in:

- 1995 Launched All Seasons Insurance, a bespoke garden centre and nursery insurance policy backed by Commercial Union

- 1998-1999 Sold 26 garden centres/plant centres which sat on a total of 142 acres with 395,000 sq.ft. of heated covered accommodation, 101,500 sq.ft. unheated covered accommodation and with a combined turnover of £18.4M, concessionary income of £384,800 for a total price of £24,450,000

- 2000 Formed the Q Garden Company – acquired four garden centres (two freehold and two leasehold) and ran them as Managing Director.

- 2005 Valued all 114 Wyevale Garden Centres

- 2006 Valued 28 Wyevale Garden Centres for Klondyke

- 2006 Valued Dobbies Garden Centres and Klondyke/Strikes Garden Centres (40 plus), these being the second and third largest groups in the country respectively and continue to do all the work for Klondyke/Strikes.

- 2007 Acquired Peter Barratt's three garden centres for £28M
Acquired Sanders Garden World for £13M
Sold Old Barn Nursery and Garden Centre for £7.5M
- 2008 Appointed to acquire farm shops for Country Food & Dining
- 2009 Valued all World of Water outlets, the largest specialist water garden company in the country
- 2010 Sold the four largest nurseries to come to the market for some time (including Europa Nursery in Kent and Donaldsons Flowers in Chichester) for circa £20M
- 2011 Sold Oaktree Nursery and Garden Centre, 26 acres in Berkshire for a substantial sum
- 2011 In regard to garden centres – acquired one in Essex, Scotland and the Midlands for circa £8M plus other smaller ones
- 2011 Let a large tomato nursery in Southern Spain, one of 16 transactions
- 2011 Undertook the valuation of all 28 of Klondyke/Strikes Garden Centres
- 2012 Advised Terra Firma on their acquisition of The Garden Centre Group (£274M)
- 2012 Valued part of Thanet Earth, Kent
- 2012 Appointed by Cherry Lane Garden Centres, part of QD Stores Group, to acquire a number of garden centres
- 2012 Sold Hilltop Garden Centre to The Hillview Group (their second centre).
- 2013 Sold Highway Garden & Leisure, Norfolk
- 2013 Sold Crabtree Garden Centre (Warwickshire), Bow Garden & Aquatic Centre (Devon), Chestnut Garden Centre (Lincolnshire), Jacksons Nursery (Cambridgeshire), Shallowmead Nursery (Hampshire) and Springfield Nursery (South Wales) for circa £15M.
- 2014 Valued all of Thanet Earth, Kent.
- 2015 Advised Aberdeen Asset Management on their close run second place in the purchase of the £110 million sale and leaseback portfolio of eight garden centres sold to Black Rock and then the £91 million opportunity of a further 8 garden centres.
- 2015 In our last financial year, 98 valuations were undertaken at a total value of £268 million

