

CV of Trevor M Watson BSc MBA FRICS

Name	Trevor Martin Watson
Position	Director 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 - Former Member This committee was responsible for RICS policy on all matters relating to secured lending valuations and securitisation valuations. UK Hospitality – Property Group – Member 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. RICS – Trading Related Valuation Group - Former Member 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. RICS – Contributor to proposed updated guidelines on the valuation of trading entities – February 2020. RICS – Expert Witness Certificate RICS – Registered Valuer

Field of Expertise 35 years' experience in practice specialising in Licensed leisure business and property valuations:

- Public Houses
- Restaurants
- Private Members Clubs
- Nightclubs
- Theatres
- Other licensed leisure establishments
- Other leisure establishments
- Care homes and children's' nurseries
- Dental practices

UK experience and expertise. Particular expertise in central and Greater London and the Southeast.

Current Role

Until 2022, I led 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 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.£1.0 billion to major single asset valuations up to £150 million to small individual businesses and assets worth £100,000.

Since 2022, I am a member of this team on a part time basis.

Memberships

RICS – Consultee on RICS valuation guidelines and standards for trade related property valuations – 2020 to date (ongoing)

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
HSBC
Coutts
Metro
Lloyds TSB Group
Habib Bank
Clydesdale
Goldman Sachs
JP Morgan
Octopus Capital
Nomura
Allica
Together Finance
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

Operators (cont.)

Heartstone Inns
Optima Coffee
Ricker Restaurants
Alan Yau
Bourne Capital
Caskade Group
GRS Inns
London & Regional
London Fine Dining Ltd
Mint Group
HMV Plc / MAMA Group
Cuba Bars
D&D Restaurants
Black n Blue
Gold Brick Pub Co
We Are Bar
Soho Bars
Columbo Group
Eclectic Bars
Hilton Hotels
Frank Truman
Theatres Trust
Drake & Morgan
Barworks
Kout Food Group
Antic

Private Equity

Lloyds Development Capital

Brewhouse and Kitchen	Downing
Craft Beer Company	TDR
Brasserie Bar Company	Roundshield
Corbin and King	Mayfair Capital Partners
Amsric	Next Wave
Draffhouse	Inflexion
Caprice Holdings	Legal & General Ventures
Sir Terrance Conran	Alchemy Partners
Food and Fuel	Risk Capital Partners
ETM Group	ESO Capital
Kidzania	First Merchant

Ping Pong

Sushi Samba

Casual Dining Group

Cirrus Inns

SME Group

Thai Square

Lighterman Inns

Others

West Berkshire County Council
Royal Borough of Greenwich

Oxford City Council

Dover District Council

Stratford upon Avon District Council

Transport for London

Bromley Council

Brent Council

Grosvenor Estates

Henderson Investors

St George's Housing

Capital & Counties

Minerva

CBREi

**Recent Expert
Appointments**

- **Mayfair**
Retrospective valuation advice in respect of a prime high profile restaurant
- **Yorkshire**
Valuation advice and loss of earnings advice in respect of a public house
- **South London**
Valuation advice in respect of a leasehold nightclub
- **South London**
Assessment of loss of profits for a café on behalf of Thames Water following flood damage
- **Mayfair**
Valuation advice on major private members club
- **West End**
Single Joint Expert Appointment on the value of a member's club and restaurant with rooms
- **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 leasehold 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

