

RICHARD ADAM BOYLE MSc MRICS

42 The Oval
Harrogate
HG2 9BA

07944 578499
richardboyle@laburnum-re.co.uk

A commercially orientated real estate and finance professional, MRICS qualified, with a proven track record in origination, restructuring and recovery as well as an in depth understanding of the development process. Passionate and experienced in building successful teams, culture and businesses. Ability to accommodate and assess complex strategic, financial and technical issues to deliver successful solutions. Proven relationship builder and team player, who combines a strong work ethic with a clear focus on results.

Education and Qualifications

Royal Institute of Chartered Surveyors – MRICS 2014

University of Northumbria - September 2010 to April 2012
MSc in Real Estate Management (RICS accredited)

University of Durham - October 2007 to July 2010
College of St Hild & St Bede
2:1 BA (Hons) degree in Combined Social Sciences Degree; Key modules Economics, Geography and Politics

Ashville College, Harrogate - 2000 to 2007
A levels: Grade A passes in Economics; Geography; Physical Education
GCSE's: Grade A or A* passes in nine subjects

Employment History

Laburnum Real Estate November 2022 to Present

Laburnum Real Estate is an independent real estate consultancy. They specialise in solving problems to unlock the value in real estate. With experience across multiple sectors they focus on helping clients understand their options in complex situations and expertly negotiate great results.

Managing Director – Leading a new real estate consultancy in order to get back to the core of my skillset – solving problems and delivering results for clients. Acting for land owners, developers, occupiers, investors and lenders to maximise value.

BC Invest – October 2020 to November 2022

BC Invest is a financial services company providing buy to let mortgage finance for non-resident buyers of UK Residential property. Part of BC Investment Group which is a global financial services firm offering a range of property finance and asset management services across APAC and the UK.

With a particular focus on the new build residential development market, BC invest adopts a property focused underwriting approach using detailed, data led analysis of the property market to make lending decisions. This has ensured continued development of my network and regular dialogue with top UK developers such as Ballymore, Berkeley Group, FEC and Renaker with whom I have built successful relationships.

Executive Director

- Head of the UK business with full P&L responsibility.
- Started the UK business from the point of its incorporation.
- Built a book of over £160m originations in 18 months with a further pipeline of over £200m.
- Over £80m of transactions with Berkeley Group and currently planning a joint marketing campaigns with one of the Group's brands in London.
- In depth understanding of the residential development market through our mortgage programme – regular engagement with UK developers as well as using our own in house data analysis model in order to spot trends and understand where and why success is achieved in residential developments.
- Recruited and managed a team servicing all UK activities – Chartered Surveyors; Business Development Managers;; Sales & Marketing and Conveyancing/Transaction Management.
- Negotiated and executed a structured finance deal with Credit Suisse for a £255m warehouse facility. Currently negotiating with three other institutional lenders for similar facility to service domestic BTL and bridging product lines.
- Launched commercial property lending platform and identified growth opportunities through new product lines and M&A opportunities. Currently running these alongside growth of the existing business.
- Designed and implemented processes prior to launching the UK product to ensure that high volumes could be serviced from the outset. This was a combination of sector specific knowledge and practical solutions.
- The UK office is part of an international business with teams in Hong Kong, China, Australia, Singapore and Kuala Lumpur. This requires an international mindset to understand and work effectively with different cultures, different time zones and remote relationships.
- Strong problem-solving approach required in order to ensure international teams work and communicate effectively together.
- Ran marketing and PR campaigns to launch the UK business and ensure continued growth.
- Built close relationships with UK's largest finance brokers and residential property developers to ensure growth of our brand and significant referral based growth.
- Public face of the business with appearances in trade press and at expos.

The Gap Partnership - August 2019 to October 2020.

The Gap Partnership is world's leading negotiation consultancy. Advising and assisting clients in the planning and execution of their negotiations.

Negotiation Consultant

- Completed a 3 month induction to ensure I was an expert in the theory of negotiation and The Gap Partnership methodology.
- Delivered negotiation projects for clients across multiple industries including:
 - negotiating equity sale of a technology business to a private equity investor;
 - negotiating a contract on behalf of a publisher with the world's largest online book retailer; and
 - advising a large accountancy firm to protect and grow their fees during the Covid-19 crisis to help them manage relationships whilst growing revenue
- Outside of project work I was responsible for business development across all sectors outside of Retail and FMCG. This allowed me to develop my existing client network and add to it.
- During my time at the Gap Partnership coaching and advising clients I further developed my skills in problem solving, strategy and commercial acumen.

BNP Paribas Real Estate – 2012 to 2019

BNPPRE is a commercial property consultancy with a presence in 32 countries. It is a wholly owned subsidiary of the global Bank, BNP Paribas.

Director - Head of Corporate Coverage (October 2018 to July 2019)

- Management of all BNP Paribas banking group's Corporate Clients in a Real Estate capacity.
- Provide Real Estate solutions for CFO's and Heads of Property's business requirements at FTSE 100 companies. Leading teams to provide holistic real estate and financing solutions alongside colleagues from BNP Paribas bank.
- Working closely with BNPPRE CEO and heads of business lines to ensure an effective approach and further revenue growth through existing clients.
- Experience in all Real Estate sectors and asset classes in order to provide strategic advice.
- Key clients include:
 - Eurostar, First Group/Greyhound, National Grid, E.On, Tesco, Dixons Carphone.

Sales and Strategy Manager (February 2016 to October 2018)

- Sales and Strategy Manager for BNPPRE's largest client, National Grid.
- Responsible for strategy and delivery of sales and leasing for their surplus property portfolio. Unlocking, preserving and adding value on often very challenging sites due to their industrial legacy.
- 250 sites totalling over 1,000 acres under management across the UK.
- Developed my breadth of experience, knowledge and network across all asset classes thanks to the nature of the portfolio which included residential redevelopment, care homes, retail and continued industrial opportunities.
- Co-ordinated BNPPRE's national agency network and implemented:
 - Private treaty sales – £15m of assets sold.
 - Auction sales - £5m of assets sold via auction.
 - Portfolio sales – packages of appropriate sites e.g. 6 challenging developments site sold for £1.3m to Land Value Alliances with 20 years of overage clauses.
 - Leasing of sites to be held or as part of asset management strategy prior to being sold as investments
- Managed the business planning to ensure delivery of sales within their remediation programme over a 10 year cycle.

Recovery & Restructuring (July 2013 to February 2016)

- Managed approximately 40 cases at once in a variety of distressed property situations including Receiverships, administration and consensual sales.
- Responsible for the options analysis and strategy implementation to maximise value.
- Dealt with a total asset value of over £250 million on a variety of cases and asset classes.
- Individually contributed approximately £500,000 in fees by pitching for new business.

Key Cases:

- Opal Student Housing Portfolio – Asset management and sale of key London asset, Tuffnell Park. Sold to Greystar for £92m within a £317m student housing portfolio.
- Harrington Court, Kensington – 49 serviced apartments and 12 retail units. Sold for in excess of £55 million to a private investor.
- Bisonworks – 15 acre prefabricated concrete production site in Leeds. Handled lease renewal negotiation ultimately leading to the break (including penalty of £165k) and sale of the property to the occupier for £3.11m
- Bargate Shopping Centre in Southampton – Asset management role under tight financial constraints followed by loan sale from Cerberus to Tellon Capital with Receivers in situ.

- Ashworth House – Permitted Development opportunity. Maximised value for administrators by improving upon offer of £1.875m through expedited marketing campaign selling to a Paradigm Land for £2.05m and driving them to complete in very short timescales.

Seconded at Nationwide Commercial - August 2015 to January 2016

Whilst working in BNPPRE's Recovery and Restructuring team I took on a 6 month secondment role to gain experience in commercial lending and improve the firms' professional relationship.

- Provided strategy advice across several departments including new lending, core business, restructuring and recoveries.
Developed my understanding of all property finance across all asset classes and banking procedures.
- Business generation which widened my client network further.

Professional Rugby Player at Newcastle Falcons - July 2011 to June 2012

Having played in the Academy for several years I signed professional terms in 2011.

Aside from training and playing duties, I was required to appear at weekly corporate events, establishing links with local businesses and engaging in the local community through coaching and fund raising.

I was offered a two year extension to the professional contract but having deferred the original role at BNPPRE I decided to take up this position to focus on longer term career aspirations whilst playing semi-professional rugby at Rosslyn Park RFC.

Extra Curricular Achievements

Successful solo Channel Swim crossing in 2020 raising over £20,000 for Alzheimer's and Parkinson's charities.

Rugby Union: Rosslyn Park RFC 1st XV 2012 - 2017; Tynedale RFC 1st XV 2010 - 2012; Two tours with England Counties XV 2010&11; Newcastle Falcons 'A' Team; England Students; Captain North England Students; England Students 7s; Harrogate RUFC 1st XV; Durham University 1st XV; Newcastle Falcons u20 XV; Durham County senior XV 2008-10; Captain Durham County u20 XV 2008.