



Long Income & Funding Solutions

Finding creative funding solutions to achieve goals of investor, developer and public sector clients.

In the current economic and political environment, our clients are facing significant challenges in achieving their strategic objectives. JLL has formed a dedicated team to advise clients on innovative financing options as well as transactional advice on existing and future development opportunities.



Our capabilities

Adopting funding solutions to assist both the public and private sectors, JLL have an established track record of delivery across all commercial and residential use classes. We help our clients to achieve their strategic objectives in:

- Delivering mixed use regeneration and development opportunities;
- Promoting economic development and housing delivery;
- Restructuring existing assets;
- Delivering funding requirements from the private sector into projects;
- Addressing social need; and
- Creating opportunities to generate income.

JLL's Long Income & Funding Solutions team have:

- An unrivalled understanding of pricing mechanisms;
- Access to Capital from established funds and new entrants;
- Bespoke Financial Analysis and Modelling Expertise;
- Track record in new funding structures;
- Strong public sector relationships including Local Authorities, Universities and NHS clients.

The Services we provide include but are not limited to:

- Identification of suitable funding structures;
- Detailed pricing analysis;
- Private market funding coverage;
- Specialist occupational sector advice;
- Viability, Income and Cost analysis; and
- Brokerage services.

With full UK coverage our dedicated team of professionals has:



Transacted on
£4.4bn of assets
in the last 5 years



Were involved in
55% of all annuity
transactions in 2021



Advised on the
structuring, funding
or transaction of
93 projects
over 5 years



£2.4bn worth
of regeneration and strategic
development opportunities
in the pipeline.

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Case studies



The Charter, Gravesend

Size: 242 Private and Discounted Rental Units

Parties	Local Authority & Developer
Sector	Residential (PRS) and Car Park
Structure	PWLB
Value	c£80m
Benefit	Town Centre Regeneration, LA control and delivery of affordable homes
JLL Involvement	Advising Local Authority



South-East

79 Residential Units (Discounted and Market Rent)

Parties	Local Authority, Fund & Developer
Sector	Residential (PRS) and Affordable Housing
Structure	40-year Income Strip
Value	£35m
Benefit	Delivery of homes (private and affordable), LA Control
JLL Involvement	Advising Funder



North-West

Size: 500 Residential Units (Private & Residential)

Parties	Local Authority, Fund & Developer
Sector	Residential (PRS) and Affordable Housing
Structure	50 year Income Strip
Value	c£120m
Benefit	Delivery of homes (private and affordable), LA Control
JLL Involvement	Advising Funder

Case studies



The Forum, Gloucester
Size: 350,000sqft



Gateshead Arena
Size: 12,500 seat Arena & 150,000sqft



Milburngate, Durham
Size: 112,000 sqft office, leisure, 153 apts and Hotel

Parties	Gloucester City Council & REEF
Sector	Office, Hotel, MSCP, Hospitality & Residential
Structure	Phase 1 - PWLB
Value	Phase 1 & 2 £110m
Benefit	Town centre regeneration, revenue generation, Economic Development opportunity
JLL Involvement	Advising JV

Parties	Gateshead Council & Ask
Sector	Arena, Conference Centre, Hotels
Structure	Lease Wrapper / PWLB
Value	£220m
Benefit	Regeneration, Income generation, Accelerate Development.
JLL Involvement	Advising Developer

Parties	Durham County Council, Arlington & LaSalle
Sector	Office, leisure, retail, residential, hotel and car park
Structure	35 year Income Strip Lease
Value	c£120m
Benefit	Economic Generation, Income Generation and the Delivery of an unviable scheme
JLL Involvement	Advising Purchaser