

SAVILLS IRELAND

Development Land Consultancy



savills



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Our people, **your vision**

Savills Development Consultancy has two defining characteristics that set it apart from the competition.

Firstly, our people. We have the largest Development Services team in the country, made up of experts in the development agency, development advisory, development management and development funding fields, meaning we are always on hand to provide expert advice.

Secondly, our experience. Combined, our team has over 100 years of industry experience, advising on development projects in every sector and at every stage of the development cycle. Having advised on over €1.5bn of development land over the last two years alone, our team have the breadth and depth of experience to adapt quickly to changing circumstances and find solutions to complex issues.

With a full spectrum of real estate services on offer, we can aid in development management, financial modelling, planning and valuation. Throughout the process, we take the time required to meet our clients individual needs, creating a tailor made service. We work closely together to find the right solution to unlock and maximise development potential.

**Delivering today.
Developing for tomorrow.**



Global presence, **local expertise**

Savills is Ireland's largest firm of chartered surveyors and valuers*, employing 393 people in Ireland through our offices in Dublin, Cork and Belfast.

We are the market leaders in the sectors which we practice in the Irish property industry, with bespoke teams for every project, specifically tailored to our client's requirements.



* By turnover

Our **services**

Our experts focus on providing tailored advice and services to landowners, developers and investors of development land.

Our services include development advice from inception through to completion, from greenfield sites through the planning process, to disposal of completed buildings. Our highly motivated and experienced team is on hand to provide comprehensive and expert advice on:

1 STRATEGY

- Feasibility studies – quantitative and qualitative analysis
- Bespoke research – sector and location specific
- Supply and demand analysis
- Residential Zoned Land Tax (RZLT)
- Land Value Sharing Tax (LVS)
- Part V – assessment and negotiation
- Legal – review and Input
- Zoning / planning advice
- ESG / full life cycle analysis
- Risk / SWOT analysis

2 FINANCIAL

- Development finance – debt modelling and funding
- Deal structuring – joint venture / License agreements/ development partnerships / AHB
- Budgeting – advise and management
- Cashflow analysis

3 PRE-PLANNING

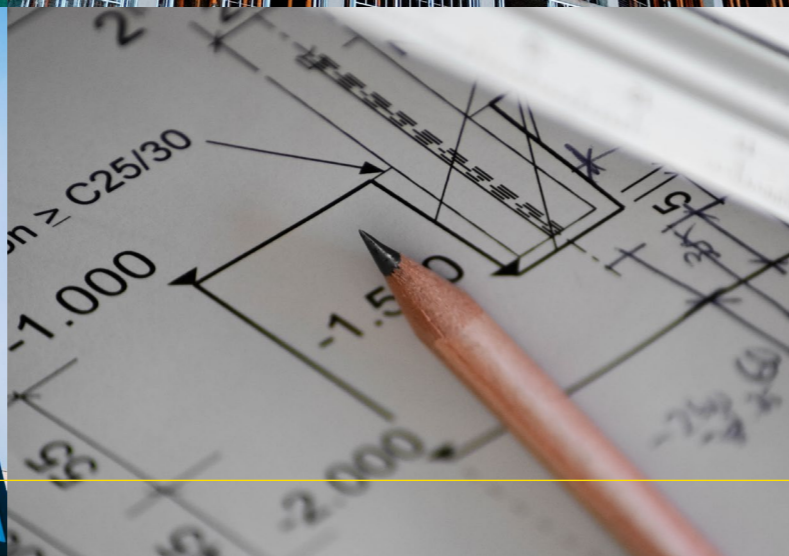
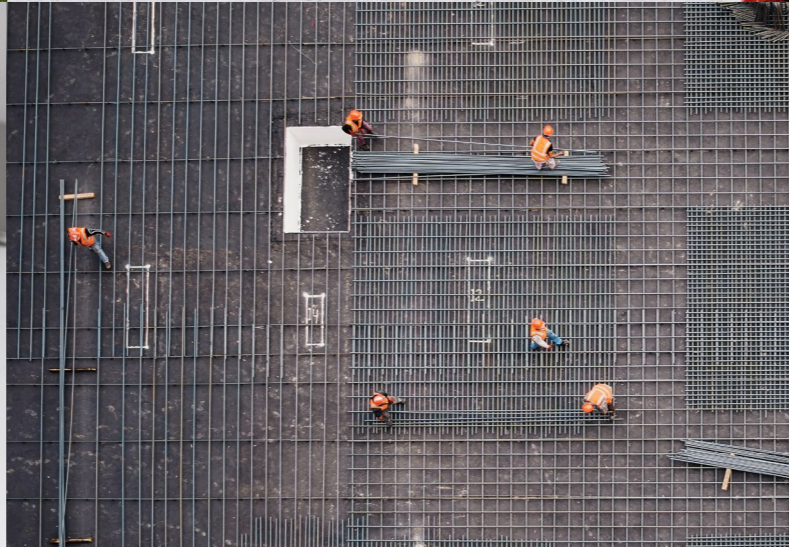
- Planning advice
- Tendering and design team procurement
- Design advise and design development
- Tendering and contractor procurement

4 DEVELOPMENT / PROJECT MANAGEMENT

- Client representative
- Design team management
- Program and project management
- Cost / benefit analysis and Value Engineering (VE)

5 STAKEHOLDER MANAGEMENT

- Stakeholder engagement and management
- Negotiation with third parties
- Liaison with local authority and statutory bodies



Our expertise

Whatever your property aspirations or requirements, Savills deliver insights and advice to help you make better decisions.

1 PROGRAM MANAGEMENT

We provide clients with an end to end service, taking assets from inception to completion, adding value along the way to optimise returns.

At the outset, our team devise a program with key milestones to deliver goals, on time and to budget. This includes tendering, appointing and managing a wider design team made up of architects, planners, engineers, quantity surveyors, solicitors and technical specialists to deliver enhanced value.

2 DEVELOPMENT ANALYSIS

Our team regularly complete strategic site analysis to establish best practice use, design and delivery structure for a range of sites from greenfield land to conversion of existing and protected structures.

At the early stage of pre-planning and planning, an experienced project manager with development experience is critical to ensure that the concept design is commercially viable, deliverable and desirable. This ensures that as the project matures from concept to reality and progresses through design to planning stage, that planning permission for the optimum mix and scale of development is pursued.

3 FULL SPECTRUM ADVISORY

With a variety of experts under one roof, Savills offer a comprehensive property advice service including:

- Advice on optimum scheme design, residential unit mix and typology, tenure mix, retail, commercial, crèche, community facilities, public realm and on-site amenities.
- Review and input to design and specification of buildings, typology, layouts and general estate from owner, occupier and operational perspective.
- Analyse projected costs, cashflows and appraisals from pre-planning to operational life cycle costing.
- Recommend on appropriate level of car and cycle parking standards and allocation procedures considering access to public transport.
- Develop site specific operating costs and budgets.
- Align proposals with ESG market standards and practices.



Research and **insights**

Savills empower our clients with industry-leading research and insights so you can make decisions with confidence. Click on the reports below to read in full.

Key clients

Our mission is to represent our clients diligently and through that commitment, achieve superior results.



Case study

BOLAND'S QUAY



CHALLENGE

The former Bolands Mill, Barrow Street, Dublin 4 was a disused and derelict yet prime 2.5 Ac development site which had yet to be developed despite attempts. Acting on behalf of the joint fixed charge receiver, Savills took control of the asset in 2012 and carried out a detailed strategic review, supported by significant financial modeling, benchmarking and market testing for the under-utilised site. This project required detailed business planning for a major mixed-use brownfield site in central Dublin.



SOLUTION

Following Savills appointment, our Development Land Team carried out a detailed strategic review of the brownfield site combining market analysis, planning review and strategy, bespoke financial modeling and design team management. Savills prepared a detailed business plan outlining the roadmap to redevelop the site and returns available assuming various funding structures. Planning permission was achieved for 300,000 sq ft of mixed use offices, retail and cultural accommodation including 46 residential apartments all above a 3-level basement car park.



RESULTS

In Q2 2018, the site was sold in its entirety to Google, for approximately €300 million, resulting in the largest single Dublin development sale of 2018. The transaction was completed via a "Land Sale" and "Development Agreement". The receiver completed the base build in Q2 2022 in accordance with the Development Agreement with practical completion and BCAR handover of the entire achieved on 1st April 2022. The Savills Development Land team therefore managed the entire project, from conception through to completion, to deliver what is now an iconic building on the Dublin skyline.

“ Savills have consistently provided solutions for complex issues on several of our major mixed use development sites. Their local and national expertise paired with international reach has provided us with a truly universal advisor.

**JOHN MCCARTHY, HEAD OF CORPORATE FINANCE
NAMA** ”

CLIENT:
NAMA

USE:
300,000 sq ft offices and 46 residential units

LOCATION:
Dublin 2

DATE:
Q2 2024



Case study

LDA (Cherry Orchard, Dublin 10; St Teresa Garden's, Dublin 8; Digital Hub, Liberties; Dundrum Central, Dublin 14; Castlelands, Balbriggan; Dyke Road, Galway)



CHALLENGE

The client required a strategic advisor to advise on a range of uses and disciplines to input into delivery of new residential led communities in a holistic and sustainable manner, including new homes sales, residential lettings, retail, hotels, offices, property management and investments.



SOLUTION

Through our in-depth market knowledge and leading research, the Savills Team were in a position to provide extensive market demographics and pipeline analysis, as well as advice on the optimum design, layout, mix and quantity of units.

Working in conjunction with the LDA and appointed design team. Savills input into commercial unit demand, phasing, value engineering, amenity and operational management considerations.



RESULTS

Savills provided strategic advice to the LDA for consideration in their planning applications on each of these major development schemes. To date, Savills have advised the LDA on nearly 9,000 residential units across the country.

“

The Savills team are an integral part in the design development delivery for these projects and we have found them to be responsive, with well researched data and report outputs at critical project milestones. The team, led by Ebba Mowat, have been professional, adept at providing markets updates and contactable at all junctures.

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**CLARE FOX, SENIOR DEVELOPMENT MANAGER
LAND DEVELOPMENT AGENCY**

CLIENT:

Land Development Agency (LDA)

USE:

Residential and supporting commercial

LOCATION:

Dublin 8, 10, 14 and Co. Dublin

DATE:

Q1 2021 - ongoing



Case study

FINGLAS REGENERATION



CHALLENGE

FL Partners required an advisor to provide strategic land input on their industrial land holding in north Finglas. The role required both residential and commercial development consultancy and agency to oversee the masterplanning of the lands.



SOLUTION

Savills, working in conjunction with neighbouring landowners, the appointed design team and planning authority, provided end-to-end advice on scheme use, unit mix, layouts, typologies, values and supporting community space to deliver a concise and collaborative masterplan. Savills have added value through financial modelling, feasibility testing, internal and external risk analysis and agency negotiation advice throughout the project.



RESULTS

The lands now form part of Phase 1 of the 43 Ha Jamestown Masterplan, adopted by Dublin City Council with potential for 3,800 homes and 138,000 sqm of employment space. Savills continue to work with FL Partners to promote the lands for future development through planning permission.



FL Partners have worked with Savills for over several years, covering various projects consistently providing highly relevant advice and adding significant value to investment outcomes.

Ebba in particular has led a large professional team, providing key consultancy advice on strategy, financials and program management, enabling us to progress our vision for major mixed-used landbanks. Ebba and the team have proven very professional, diligent and insightful, adding value to our project. I would not hesitate to recommend.

**NEILL HUGHES, DIRECTOR
FL PARTNERS**



CLIENT:
FL Partners

LOCATION:
North Dublin

USE:
650 residential units, 10,500 sq m commercial

DATE:
2021 - present



Case study

HORSE RACING IRELAND PORTFOLIO



CHALLENGE

Savills is appointed to advise Horse Racing Ireland (HRI) on their portfolio, in particular the creation of a Masterplan for the 290 Ac Leopardstown Racecourse Campus. Savills provided advice in conjunction with members of HRI and external teams. As Leopardstown Racecourse is an operational racetrack and leisure campus, any masterplan must maximise the development potential of the site while being flexible to allow for changes in existing operations, market conditions and developer requirements.



SOLUTION

Savills managed the delivery of the first phase Scoping Report, followed by the second phase, Masterplan, including appointment and management of the wider design team, programme management and budget. Savills Development Land and Urban Design teams collaborated to build a Masterplan for Leopardstown Racecourse including future development of a sprint track, residential blocks and event space, among other uses.



RESULTS

Savills created a Masterplan which had the future of horse racing at Leopardstown at its heart, with diversification of commercial and residential developments to future proof the campus, supported by detailed appraisals on all development areas. The Masterplan included incorporation of key racecourse requirements, ESG best practice and Savills development advice on maximising use. The final Masterplan and Implementation Strategy underpin the delivery of a feasible future strategy which received board approval from HRI.

“

HRI have a very strong working relationship with the Savills team. We have utilised their broad range of industry experts to advise us on critically important business decisions from non-race day business opportunities, tenancies and most notably in the production of a Masterplan for Leopardstown Racecourse. They are commercially savvy, knowledgeable and impactful.

”

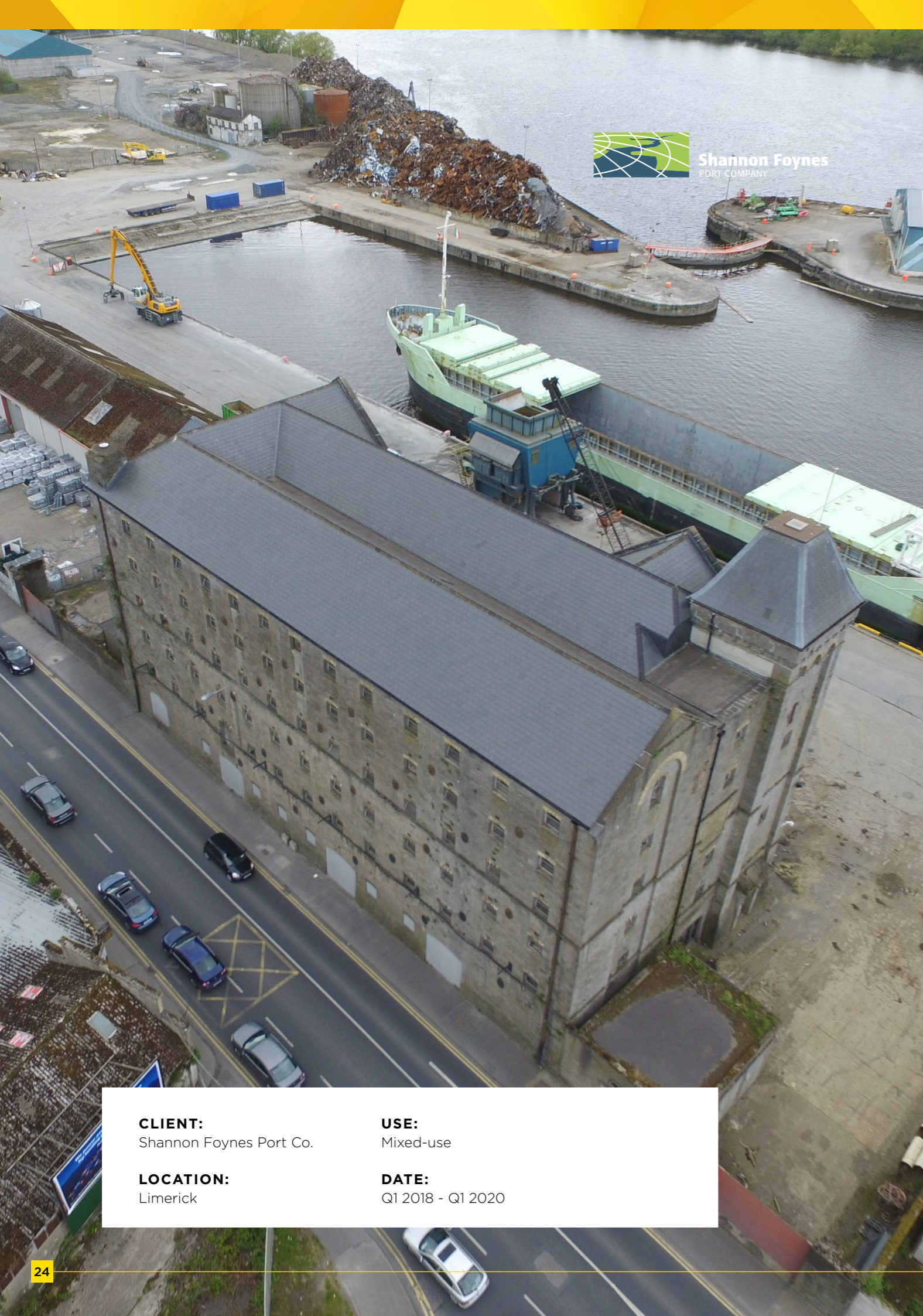
**PAUL DERMODY, CEO
HORSE RACING IRELAND**

CLIENT:
Horse Racing Ireland

USE:
Racing facilities, residential and commercial

LOCATION:
Dublin

DATE:
2020- ongoing



Shannon Foynes
PORT COMPANY

Case study

BANNATYNE MILL



CHALLENGE

Shannon Foynes Port Company (SFPC) has an extensive portfolio of assets in Limerick Docklands and following a strategic review of the SFPC portfolio, Savills identified Bannatyne Mills as surplus to requirements and advised SFPC on how best to realise value from their asset.

Bannatyne Mills is a vacant protected structure, used for industrial and storage purposes. At the time of instruction there was a S.57 planning application pending for restoration works.



SOLUTION

Savills advised that the optimum return was to secure planning permission for change of use to commercial offices. The input assured that the design was as flexible as possible to meet the widest range of occupier demands as possible, with due consideration to the potential mechanical, electrical, public health and vertical transportation scheme design required.



RESULTS

Savills tendered for the provision of Lead Consultant and Architectural Services (Inclusive of Conservation Architect) to enable the change of use and occupation of the building for offices, which are flexible and can be adjusted in the future to accommodate changes in market requirements and/or business conditions.

A preferred supplier was selected and Savills managed the design team process to prepare a planning application for conversion.

Bannatyne Mills was designed as a multi-tenanted building with floor by floor lettings served off a common ground floor reception/lobby. The optimum layout and specification was determined and a planning application was submitted to Limerick City Council in October 2019 and granted in December 2019.

CLIENT:
Shannon Foynes Port Co.

USE:
Mixed-use

LOCATION:
Limerick

DATE:
Q1 2018 - Q1 2020

Why **Savills?**

For over 160 years, we've been helping people thrive through places and spaces. With more than 40,000 professionals dedicated to commercial and prime residential real estate across 70 countries, no matter where you are, we have the expertise to bring your vision to life.

Making a positive impact is at the heart of our partnerships. From the way we advise you to the work we do directly, we're committed to adding value while always honouring our responsibility to protect the environment, support local communities and foster an inclusive culture.

Whether you're a corporate looking to expand, an investor seeking to sustainably optimise your portfolio or a family trying to find a new home, we bring a truly personal approach to every project, delivering best-in-class insights and advice to help you make better property decisions.

At Savills Ireland, our clients benefit from our experience. Our scale gives us wide-ranging specialist and local knowledge, and we take pride in providing best-in-class advice to help people thrive.

We are unique in the Irish property sector in our ability to draw on the expertise of a full-service property consultancy ranging from debt advisory, planning and valuations to research and marketing. This ensures that our advice is informed by up-to-date market requirements, enhanced by a variety of market leading expertise in other fields. This collaborative approach is the true Savills difference when it comes to our service offered.



Development land **agency**

Savills has the largest development services team in Ireland, with more than 100 years of combined experience, meaning we are always on hand to provide expert advice.

Our Development Agency team regularly provide disposal, acquisition, licencing and joint venture structuring advice to clients to realise sites full development potential and extract maximum value whilst minimising deal execution risk throughout the transaction.

Working closely with our Development Consultancy, Planning and New Home Sales and Commercial Agency colleagues within Savills ensures that our advice is constantly informed by the latest market requirements. This allows us to tailor transactional strategies to meet the evolving requirements of our clients.

SERVICES PROVIDED:

- Site acquisition searches
- Disposal strategy
- Structuring advice
- PR and marketing
- Valuation and financial modelling
- Licence agreements



John Swarbrigg

Director, Development Land



Wider **Savills services**

Our specialists bring expertise across the global property markets. They combine in-depth local knowledge with sector insights and always offer informed advice to help you realise value or plan your next move.

Meet the **team**

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