

CURRICULUM VITAE

NAME Simon Edward Quinton Smith

BUSINESS ADDRESS Bartholomew House
38 London Road
Newbury
Berkshire RG14 1JX

Tel: 01635 551441
Fax: 01635 551440
Email: simon@quintons.co.uk
Mobile: 07785 732460

HOME ADDRESS Frogmore
Frog Lane
Great Bedwyn
Wiltshire SN8 3PB

Tel: 01672 870156
Fax: 01672 870146

DIRECTORSHIPS Quintons (Newbury) Limited
Quintons (Commercial) Limited

QUALIFICATIONS BSc FRICS Dip BMM MI Hort

Fellow of the Royal Institution of Chartered Surveyors (RICS)

Diploma in Business Management & Marketing from Reading University & Henley Management College

Registered Valuer and Business Valuer

Certified Expert Witness

BACKGROUND / EXPERIENCE Advise and act for the majority of the garden centre groups and major independents plus top end horticulturists plus many smaller businesses/individuals throughout the UK.

Have valued some of the largest garden centres in the UK to include Bents, Webbs of Wychbold and garden centre groups to include Dobbies, Hurrans, Klondyke/Strikes and Wyevale (124 centres).

Have also valued some of the largest horticultural nurseries in the country to include John Baarda, Coletta & Tyson and Humber VHB.

Have also valued World of Water, the largest specialist water gardening and tropical aquatic company.

Buy, sell and lease more garden centres, horticultural properties, businesses and associated businesses than any other UK company.

Garden centre and horticultural valuer for the main clearing banks and other financial lenders to include the Agricultural Mortgage Corporation.

Author of the Chapter on the valuation of garden centres within "The Law & Valuation of Leisure Property Edition 2" published by the Estates Gazette and within the Royal Institution of Chartered Surveyors (RICS) Book online.

CURRENT AND PREVIOUS POSITIONS

1989-Present

Set up Quintons/Quinton Edwards and grew the company to three offices (23 staff) and in 1997 went to one office (9 staff).

Quinton Edwards are leading consultants offering property and business management advice to the garden centre and horticultural industry throughout the United Kingdom, Ireland and a little into Europe.

Areas of expertise: garden centres, horticultural nurseries, soft fruit, top fruit, vineyards, mushroom farms, landscape businesses, pets and aquatic businesses, farm shops and pick your own.

Services offered: acquisition, disposal, valuations, rating, appeals, lease renewals, rent reviews, raising finance, project monitoring, business consultancy, marketing and act as independent expert witness providing reports and court attendance.

Quintons are commercial property consultants and chartered surveyors offering a full range of commercial property services.

Quintons (Newbury) Limited – family property investment and development company.

In 2000 – formed The Q Garden Company and acquired four garden centres (two freehold and two leasehold) and ran them as Managing Director for four years.

1986-1989

Worked as a commercial chartered surveyor for Three Thames Valley surveying companies, promoted to run five offices, then being promoted to Managing Director dealing with commercial and investment property and garden centre and horticultural property and businesses.

1976-1986

Worked in London as a commercial chartered surveyor for four separate practices working throughout the United Kingdom undertaking work within general commercial and investment property plus specialist areas (motor trade, petrol filling stations, hotels and restaurants).

OTHER POSITIONS

Associate Member of the Garden Centre Association (GCA)

Associate Member of the Horticultural Trades Association (HTA)

Associate Member of FARMA

Horticultural and Landscape advice lines for the HTA

CHARITABLE POSITIONS

Chairman of Newbury & West Berkshire

Young Enterprise – 6 years

Committee – 4 years

Wooden Spoon Children's Charity

Committee Member - Marlborough Region

Chairman of the Fundraising Committee

Greenfingers Charity (installs gardens into children's hospices)

NOTABLE ACHIEVEMENTS

Please refer to separate document attached.

PERSONAL

Married with five children

Interests: family, travel, sport, food/wine, gardening, natural history and antiques

QUINTON SMITH BSC FRICS DIP BMM MI HORT

EXPERIENCE AND NOTABLE ACHIEVEMENTS

(Please also refer to my Curriculum Vitae attached)

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 over 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 £15 million.
- 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
- 2016 We advised on the acquisition of Clifton Nurseries in West London, one of the most iconic plant centres in the country.
- 2016 We sold Bybrook Barn in Ashford, Kent to Long Acres at a premium price and we undertook a number of Expert Witness Reports.
- 2016 Wrote the rating document for Farma Members
- 2017 Sold a Scottish garden centre but in addition we sold a new biomass boiler generating money from the grid for an additional substantial sum.

- 2017 Produced a very large valuation for one of the largest hydroponic salad growers in the country.
- 2018 Achieved an exceptional price for a garden centre on the periphery of the country.
- 2018 Currently advising on the acquisition of 17 Wyevale Garden Centres
- Dec 2018 We undertook valuations of 88 Wyevale garden centres at a total value of circa £250 million.
- June 2020 Valued Petersham Nurseries with Michelin Star Restaurant