

DELANCEY AND SANDAIRE LAUNCH MOUNT KENDAL - A BRAND NEW BUSINESS WITH A COLLABORATIVE APPROACH TO REAL ESTATE ADVISORY SERVICES



MOUNT KENDAL™

APRIL 2017

Mount Kendal, a brand new specialist real estate investment advisor, launches today 27 January 2017, as a collaboration between international family investment office Sandaire and specialist real estate advisory company Delancey.

The combined firms bring over 45 years of experience to Mount Kendal, which was established to deliver acquisition strategies and innovative asset management initiatives. Ultimately it seeks to create and protect value across a myriad of multi-sector, single asset or asset portfolio investments; from office, retail, residential and logistics; to healthcare, education, equity reversions and more.

Matching investment performance with individual client focus, Mount Kendal will consider transactions of all sizes with a UK geographic focus; provide knowledgeable services and strategic solutions across investment acquisitions, disposals, development and asset management.

The Company's broad skill set will respond to client objectives and provide tailored investment strategies, enabling a focussed approach to each transaction or investment type, whether related to a pool of capital or a portfolio of assets.

Jamie Ritblat, Founder and Chairman of Delancey commented: "The launch of Mount Kendal in collaboration with Sandaire, is an exciting step forward in delivering bespoke solutions for private clients. The real estate investment sector continues to demonstrate resilience and we firmly believe that our combined experience will provide Mount Kendal with the characteristics required to effectively access the UK real estate market."

Alexander Scott, Founder and Chairman of Sandaire commented: "I welcome this connection between our businesses. Our collaboration offers an enhanced service to family office clients and real estate investors who require access to specialist expertise with powerful performance credentials. The spirit of collaboration runs strongly through our culture. We look forward to working for the benefit of Mount Kendal's clients, to crystallise our vision, and to create a substantive company."

For further information,
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Notes to Editors

About Mount Kendal

Mount Kendal is a collaboration between Delancey and Sandaire, two well-established companies with 45 years' combined experience, providing unique insight and an intelligent, respected approach to real estate advisory services.

Both companies are committed to providing a considered, individual approach to each investment, whilst establishing significant benefits for the communities and environment they work within.

www.mountkendal.com

About Delancey

Delancey is a specialist real estate investment, development and advisory company with over 25 years' experience.

Delancey has been involved in a diverse portfolio of retail, residential, office and corporate assets across London and the UK, including the Alpha Plus Group, Elephant & Castle Shopping Centre and 185 Park Street on the South Bank. Delancey is also a pioneer in the private rented sector and has spent much of the last few years bringing the legacy of the London 2012 Olympics to life. Delivering over 3,000 homes for rent at the award-winning East Village, the former London 2012 Athletes Village, and revealing the UK's leading creative and digital hub at Here East, the former Olympic Press and Broadcast Centre, which will provide over 4,500 jobs on-site and an expected additional 2,000 jobs in the local area.

Delancey is a Registered Investment Advisor with the SEC, and is authorised and regulated by the UK Financial Conduct Authority.

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About Sandaire

Sandaire was originally founded in London in 1996 by Alexander Scott to manage the wealth of the Scott family following the sale of Provincial Insurance and Exeter Bank, and to provide this same service to other families and foundations. This service was extended to families in Asia with the opening of Sandaire Singapore in 2012.

In 2014, Sandaire joined forces with Lord North Street Private Investment Office, a similar multi-family office pioneer that had been established in 2000. Operating as Sandaire, the enlarged firm has offices in London and Singapore, and provides independent investment management services to relatively few families with large fortunes and substantial endowment funds, including Oxford and Cambridge Colleges.

Sandaire is a founding member of the Wigmore Association, an organisation of eight family offices and multi-family offices across the world, which share ideas and investment research relevant to the dynamics of family wealth.

Both Sand Aire Limited and Lord North Street Limited are authorised and regulated by the UK Financial Conduct Authority.

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