

# Max Bryan

RICS

**Partner, Commercial**

Head of Laboratory and Office Agency

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## Max works with pioneering innovators and tech entrepreneurs, leading our unparalleled offices and labs agency team.

Max has negotiated deals on behalf of the largest tech companies globally and supported scaling R&D businesses in the Cambridge cluster.

No-one knows the Cambridge market quite like Max. His local market knowledge leads to on and off-market deals and plays a huge part in our unbeatable track record.

At the hub of a thriving science, research and technology growth market, Max enjoys enabling cutting-edge businesses to expand, using his specialist knowledge to find the right occupiers for sought-after spaces.

With a degree in architecture, he understands buildings, but also people – he can empathise with different stakeholders, unlocking transactions only possible through his industry relationships.

### Key relevant project experience

#### Brookgate – CB1 and Cambridge North

Max has been involved on CB1 scheme for several years, initially as the lead acquiring agent on the scheme and now as leasing agent for the remaining plots on the master plan. At Cambridge North, Max is involved with master planning and agency advice and the letting of 600k sf of future new grade A office stock.

#### Trinity & Long leaseholders - Cambridge Science Park

Providing agency advice to attract science and tech occupiers to establish and scale in Cambridge. During the pandemic Max advised on transactions at the Cambridge Science Park securing more new occupiers and greater take up of space than any other Cambridge location.

#### Howard Group - 95 Regent Street and Unity Campus

Leasing agent on 95 Regent Street which was refurbished from a Lloyds Bank; fully let prior to completion of works. More recently. More recently provided agency advice on Unity Campus, a new R&D centre for Cambridge delivering the largest speculative building to complete in 2020.

#### TWI / BioMed - Granta Park

Advising TWI on the repurposing of 120k sq ft Granta Centre for R&D occupiers plus the next phase of park expansion. Involved with Granta Park since 2013 he has provided agency advice to BioMed over a period of 4 years during which he has negotiating numerous lease transactions, and 3 pre-lets were agreed and c. 350k sf of space was delivered or refurbished at the park.

#### Lonza

Advised on the largest wet lab transaction in Cambridge in 2019, with the letting of 42,000 sq ft to Lonza on their relocation and expansion to Chesterford Research Park.

#### Gartner

Completed the largest pre-let in the Thames Valley in 2019 advising Gartner on delivery of a new building to meet expansion at their UK HQ.

#### Novartis

Advised on relocation of UK HQ from Frimley to White City, one of the most significant relocations 2019, bolstering the creation of a Life Science cluster in West London.

#### Huawei

Acquired 500 acres at Sawston, South Cambridgeshire. The site provides 50 acres for commercial development where a new cleanroom, R&D and supporting accommodation will be delivered. The site will become a leading centre of R&D for Huawei in Europe.