



LONDON™
& PARTNERS

London Investment Prospectus

November 2017

London & Partners - who we are

- Official promotional company for London
- Experts on business and investment in the city
- Funded by GLA and private partners
- 6 Main Areas of Operation:
 - Leisure Tourism
 - Conventions
 - Major Events
 - Higher Education
 - Trade and Investment
 - Regeneration

Our aim is to deliver jobs and growth for London by attracting investment and visitors today and building London's reputation for tomorrow

London & Partners - what we do

- Attract capital to regeneration projects
- Help London to win overseas business
- Offer free expert advice to investors around business drivers
- Support informed business decisions
- Work with a network of partners to provide information
- Help overseas business to grow
- Facilitate business, events, congresses, students and visitors



ADDED
£1.5
Billion
TO
LONDON'S
ECONOMY



JOBS CREATED AND
SUPPORTED: **48,376**
ENOUGH TO FILL 48 TUBE TRAINS



1,893
HIGHER
EDUCATION



1,728
MAJOR
EVENTS



3,098
BUSINESS
TOURISM



11,341
LEISURE
TOURISM



30,316
TRADE AND
INVESTMENT

Why invest in London Regeneration?

LARGE SOCIO-ECONOMIC IMPACT

- Regeneration is about **building** communities and **accelerating** jobs and growth

HIGH QUALITY PIPELINE

- High quality and diverse range of **opportunities**
- **Multi £bn** worth of projects, many of which are ready for development

STRONG DEVELOPER BASE & GOVERNMENT SUPPORT

- Strong public and private-sector **support**
- Large base of **international** developers with local expertise, successful track-records and strong balance sheets
- UK ranked in the **top 3** in the European Union for dealing with construction permits
- A range of government **incentives** to encourage regeneration developments

FLEXIBLE INVESTMENT OPTIONS

- Long term investment opportunities with a range of **returns**
- **Investment** sizes from £30m to £3bn
- Various **methods** of investment available



MARKET CONTEXT

London is changing



As a global City, **London is growing.**

By 2020, the population will be 9m+ and by 2031 10m.



Increasing demand for housing within the city. Many opportunity areas offering brownfield sites ready for development. There is a growing interest in long-term rental markets – investors who build 500+ units for rent.



Huge transport improvements under construction. The Overground is driving capacity, tube upgrades and Crossrail (2018) will increase capacity by 30%.

More opportunity areas will open up with new transport nodes.



London's economic growth has remained consistently over 2.5% for the past three years, surpassing growth rates in both Europe & the US.

Brexit and its impact on London's real estate market

TERMS OF EXIT

- Five year outlook for the UK is **wholly** dependent on the terms of the exit from the EU and the agreements put in place.
- The UK is entering **unchartered** territory, where confidence is likely to ebb and flow.

OFFICES

- **Investment volumes** saw continued **momentum** during Q3 2017, with robust turnover of £4.4 billion taking total trading volumes to £12.5 billion, this is the highest total to end Q3 since 2007.
- **Take-up** volumes continued to be **strong** with take up in Q3 2017 reaching 3.3 million sq. ft., bringing the YTD total to 8.1 m sq. ft., up 18% on the 2016 total to end Q3 and ahead of the long-term average levels.
- **City and South Bank** markets performed particularly well, with activity including major lettings to Deutsche Bank and Boston Consulting Group Ltd.
- Prime rents in the City remain **unchanged** at £70 per sq. ft., although the West End has witnessed a **downward** adjustment to £110 per sq. ft.

RETAIL

- **Investment** volumes for London retail property in 2016 totaled £2.1 bn down on 2015 and 2014.
- Investment volumes for the start of 2017 remain low with £140 million transacted in Greater London up to Q2 2017
- Indicators for **long term** rental growth and resilience in London remain positive. Y-o-y footfall across the West End **increased** by 8.2% on average in the three weeks leading up to Christmas.
- London's status as a retail **powerhouse**, coupled with currency deflation, has attracted Chinese, American and UAE tourists keen to spend money.

RESIDENTIAL

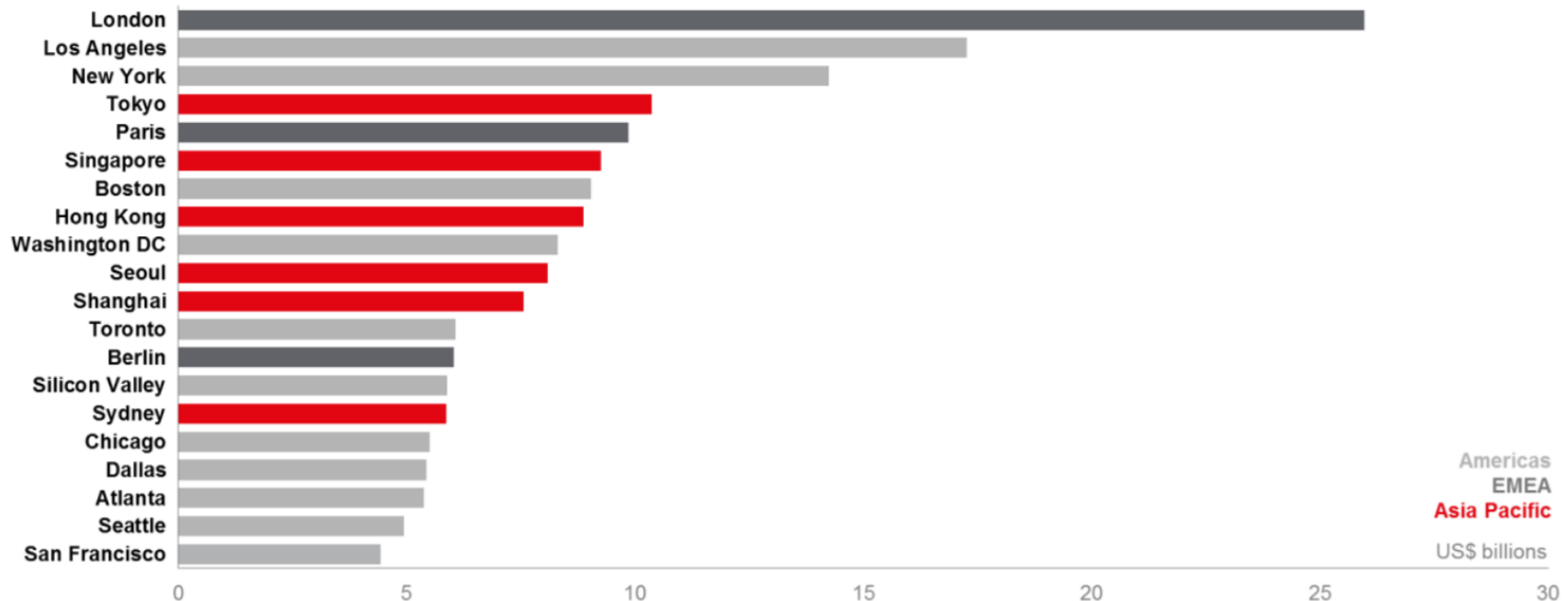
- UK housing market will be more **subdued** for 2-3 years.
- If Brexit negotiations are not too detrimental, we could see a **rebound** in London housing markets from around 2020.
- Of greatest concern is that **housebuilder** activity will slow. Rates of construction have already started to fall in London due to Brexit uncertainty.
- Prices will rise only marginally in London over the next few years as buyers exert caution during this period of uncertainty.

Direct Commercial Real Estate Investment

Top 20 Cities, Q3 2017

Key Messages - Commercial

- Investment volumes in **London** jumped 95% year-on-year in Q3 2017 as it rebounded from last year's lows, contributing to a rise of 48% over the year-to-date, overtaking the 2016 full-year total
- Los Angeles** climbed into second place with volumes up 10% to their highest level on record for the first nine months, displacing **New York**, where transactional activity fell by 58%.
- In Europe, **Berlin** has emerged as a hotspot for cross-border investment and has posted its strongest quarter on record to push investment over the year-to-date up 114%.

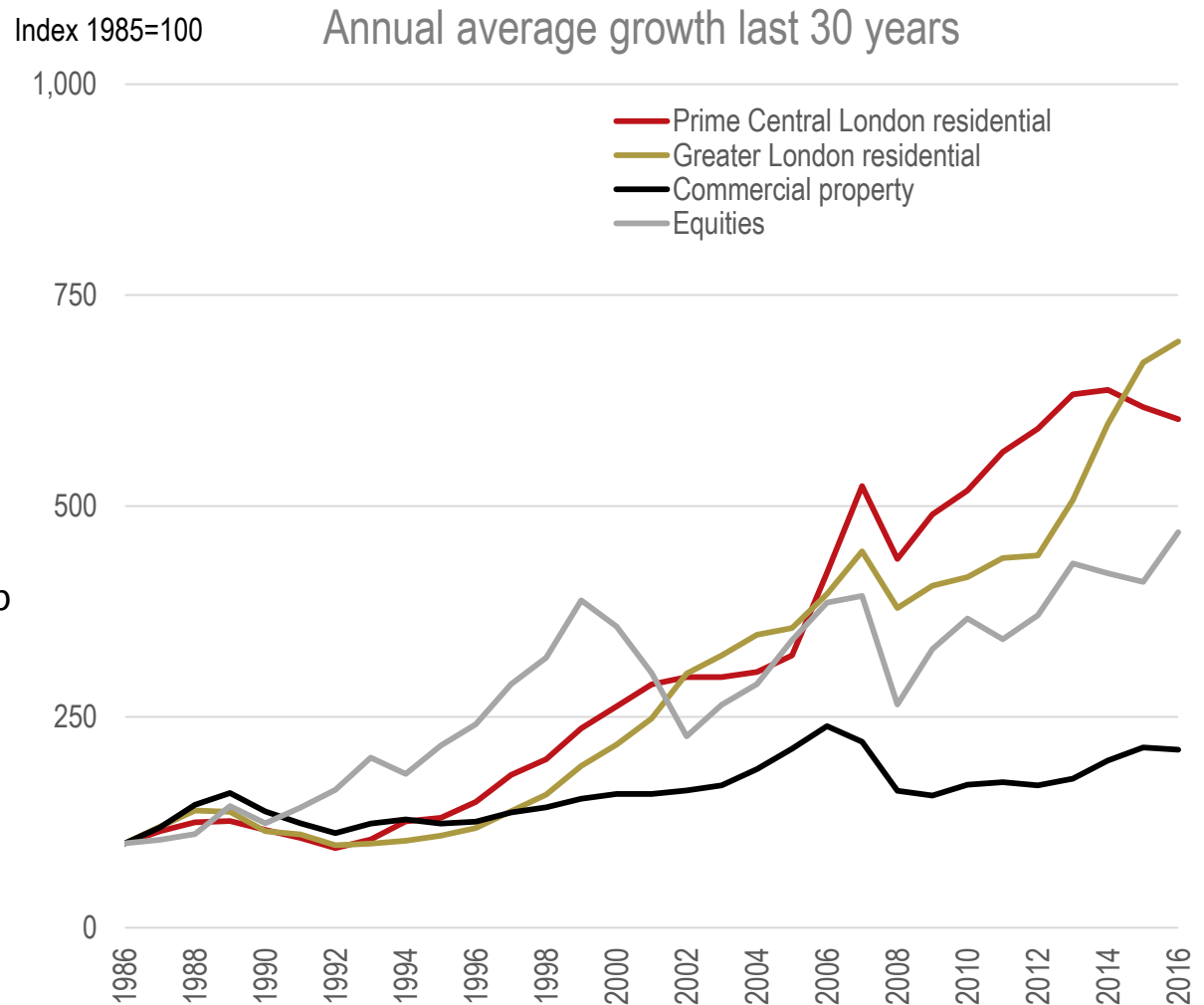


Source: JLL, October 2017

London Residential Real Estate Market Overview

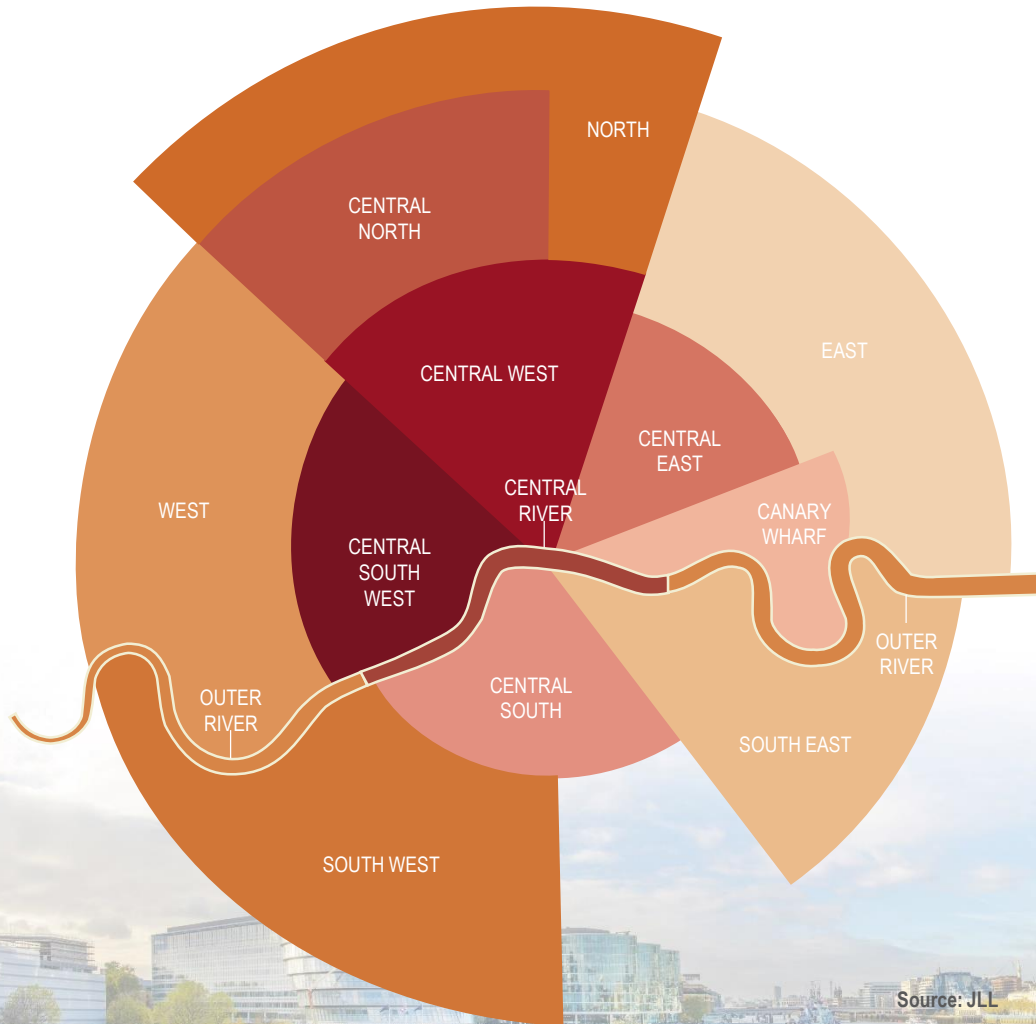
Key Messages - Residential

- UK housing markets slowing with price growth and transactions lower.
- In **Greater London**, annual price growth has slowed to circa 3% by June 2017, while transactions have been notably lower since mid-2016.
- The **Prime London** market has largely adjusted to recent stamp duty reforms but transaction levels are still well below normal.
- Expectations are for only modest price growth until end-2018 with activity levels lower than recent years.



Source: JLL, Nationwide, MSCI, FTSE

Central London areas and pricing



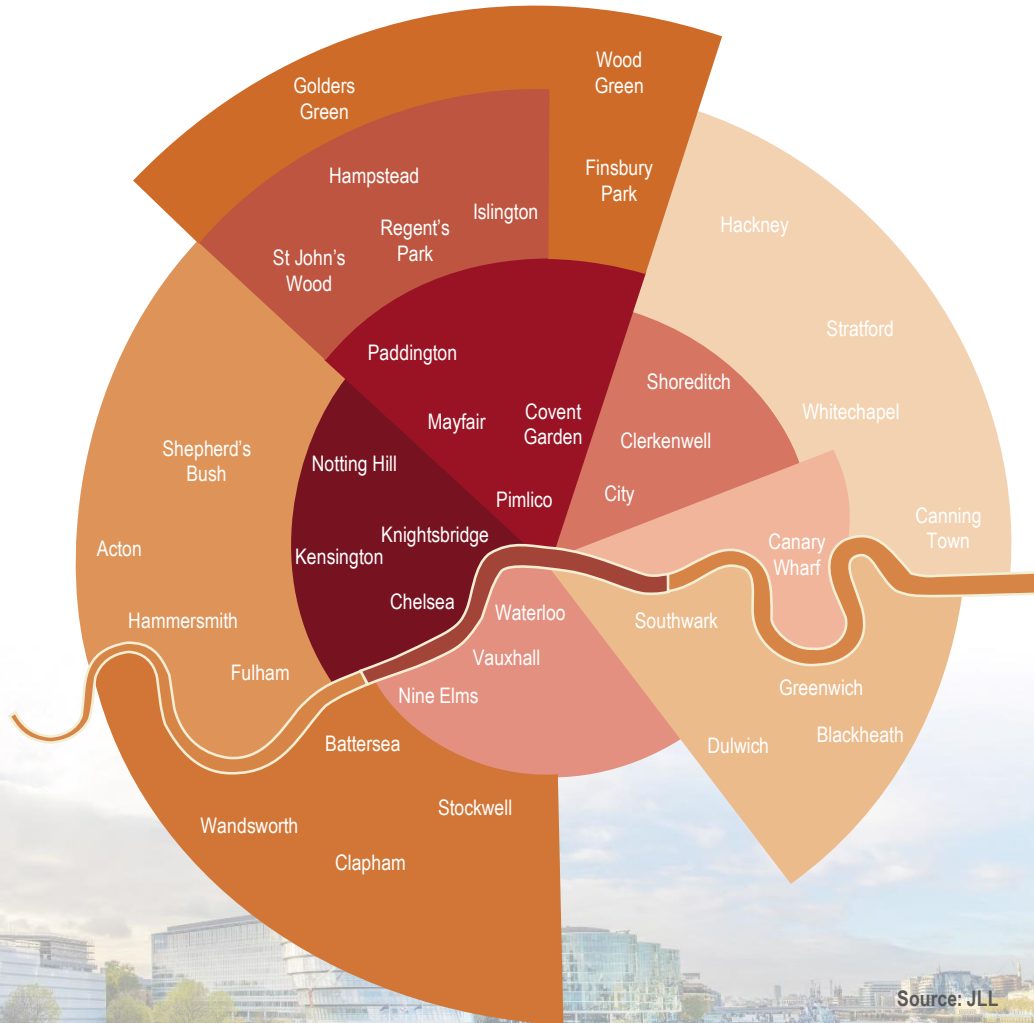
	PRICING £PSF		
	MAXIMUM	AVERAGE	MINIMUM
CENTRAL SOUTH WEST	£6,250	£1,750	£950
CENTRAL WEST	£4,000	£1,650	£900
CENTRAL RIVER	£3,500	£1,500	£1,000
CENTRAL NORTH	£2,500	£1,500	£900
CENTRAL EAST	£3,000	£1,300	£850
CENTRAL SOUTH	£3,500	£1,250	£850
CANARY WHARF	£1,500	£1,200	£850
OUTER RIVER	£1,050	£800	£550
NORTH	£1,250	£750	£550
SOUTH WEST	£1,200	£700	£550
WEST	£1,100	£675	£500
SOUTH EAST	£900	£650	£450
EAST	£850	£625	£450

Source: JLL

Core Outer Core



Central London areas and pricing



	PRICING £PSF		
	MAXIMUM	AVERAGE	MINIMUM
● CENTRAL SOUTH WEST	£6,250	£1,750	£950
● CENTRAL WEST	£4,000	£1,650	£900
● CENTRAL RIVER	£3,500	£1,500	£1,000
● CENTRAL NORTH	£2,500	£1,500	£800
● CENTRAL EAST	£3,000	£1,300	£850
● CENTRAL SOUTH	£3,500	£1,250	£850
● CANARY WHARF	£1,500	£1,200	£850
● OUTER RIVER	£1,050	£800	£550
● NORTH	£1,250	£750	£550
● SOUTH WEST	£1,200	£700	£550
● WEST	£1,100	£675	£500
● SOUTH EAST	£900	£650	£450
● EAST	£850	£625	£450

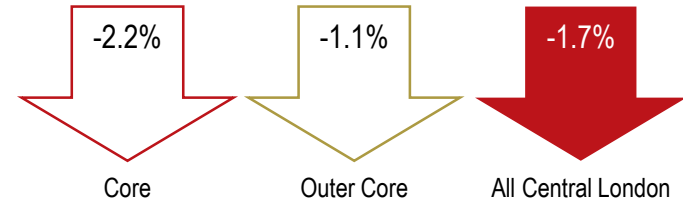
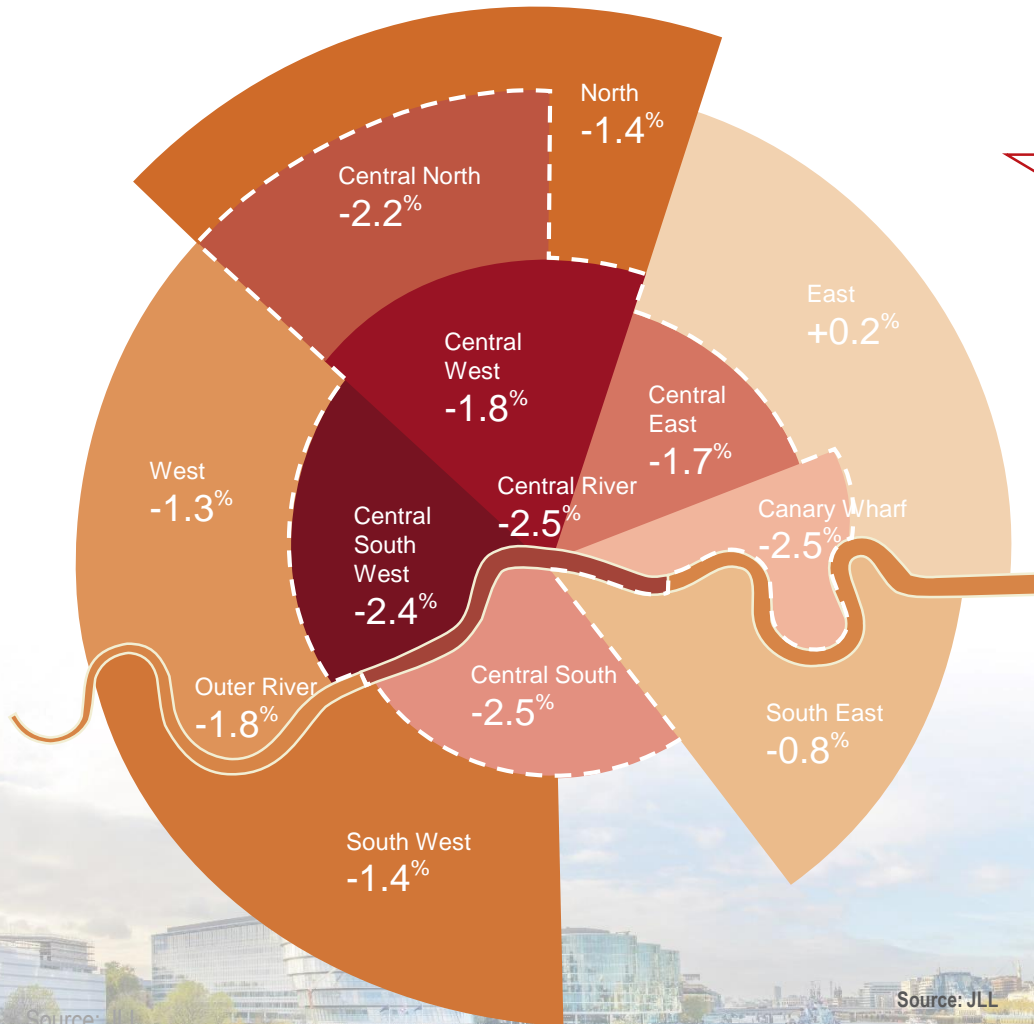


Source: JLL

● Core ● Outer Core

Central London areas and price growth

Price growth in year to Q2 2017



Source:

Source: JLL

Core Outer Core



Build to Rent (BTR)

- The make-up of the UK's housing market has evolved in recent years and BTR has grown in prominence at an unprecedented rate.
- Private rented tenure has grown from **10% to 19%** of households since 2000, whilst the proportion of renters ages between 24 and 35 years old has more than doubled.
- The Government's recent **Housing White Paper** recognised that the BTR sector was a key opportunity for improving the overall supply and quality of housing across the UK.
- Value of the UK's BTR sector is **£1 trillion** and annual lending in the sector is now topping **£25 billion**.
- There are currently **2 million** BTR tenants in London and this figure is likely to grow as the demand for housing in the Capital continues to rise. The number of purpose-built rental units with planning permission, under construction or complete in the capital is now **30,000**.



BTR in Outer London

- In a quest for yield, investors are increasingly looking towards **non-traditional** locations.
- In London, this desire to chase improved yields within the BTR market, is driving developers towards larger regeneration schemes in **Outer London**.
- A good example of this includes the **600 unit** scheme in Barking by **be:here**, which secured permission in April 2016, as well as **Greystar's** new mixed-use scheme in **Greenford**.
- Greystar's 26.5 acre site in west London will comprise **1,500 BTR** units and once complete will be the largest purpose built rental housing development created in the UK.



INFRASTRUCTURE



London Infrastructure Plan 2050

Launched by the Mayor of London, the London Infrastructure Plan 2050 is an on-going consultation process on improvements to:

- Housing
- Transport
- Green infrastructure
- Digital connectivity
- Energy
- Water
- Waste and Recycling

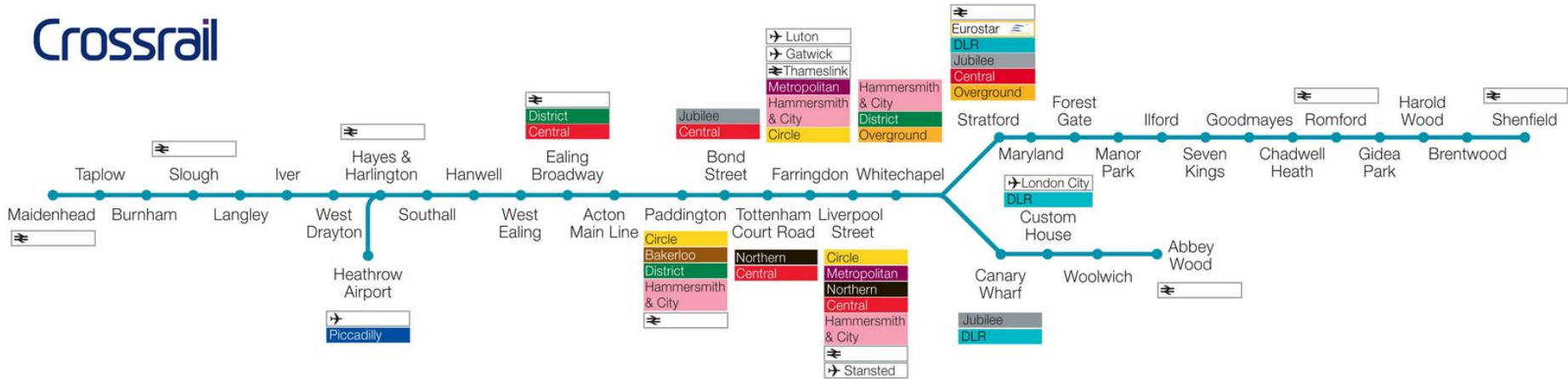
The LIP 2050 aims to set out what infrastructure London needs, how much it might cost and what funding might be available to use.

In July 2017 the London's Strategic Infrastructure Requirements report was released. The report updates and complements the London Infrastructure Plan 2050 and identifies ten key growth corridors across London.

Current Major Infrastructure Investment - Crossrail



Crossrail



Key Facts

- Crossrail (The Elizabeth Line) is Europe's largest construction project – work started in May 2009 and there are currently over 10,000 people working across over 40 construction sites.
- 42 km (26 miles) of new tunnels, running on a total line of 118 km (73 miles)
- Crossrail will transform rail transport in London, increasing capacity by 10%, supporting regeneration and cutting journey times across the city.
- Crossrail will support the delivery of over 57,000 new homes and 3.25 million square metres of commercial space.
- Crossrail is due to become operational in December 2018.

Future Major Infrastructure Investment

London Underground Extension



Northern Line

Key Facts

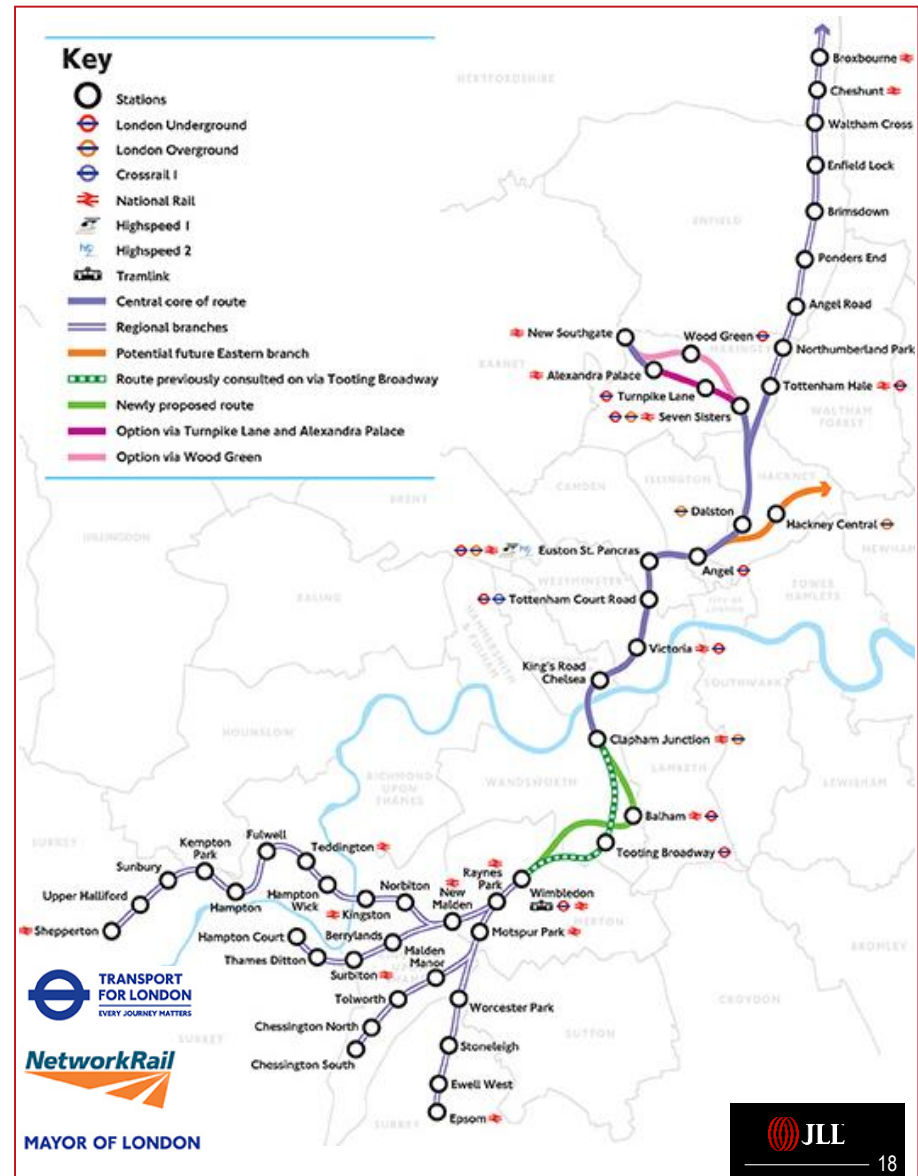
- The extension of the Northern line forms part of a wider plan to regenerate Vauxhall, Nine Elms and the Battersea area.
- Transport for London has awarded the design and build contract to Ferrovial Agroman Laing O'Rourke.
- Two new tube stations will be built, one at Battersea Power Station and another off Wandsworth Road.
- It will connect with the rest of the Northern line at Kennington and should be open by 2020.

Proposed Major Infrastructure Investment

Crossrail 2

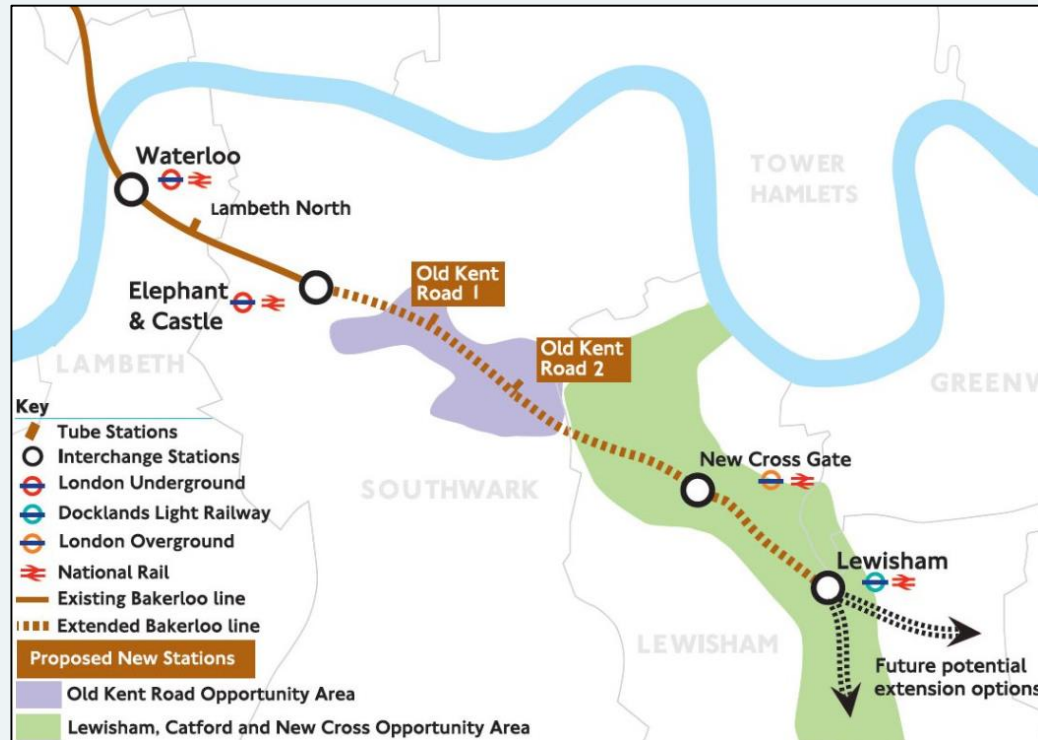
Key Facts

- Crossrail 2 is the proposed new high-frequency, high-capacity rail line running through London and into Surrey and Hertfordshire.
- It will build on Crossrail 1 to provide a north to south link through central London.
- Pending government approval construction should start in 2020 with completion proposed for 2030.
- It aims to:
 - Reduce crowding
 - Greater connectivity
 - Boost economic growth and regeneration
 - Improve transport
 - Greener journeys
 - Supports high speed rail



Proposed Major Infrastructure Investment

London Underground Extension



Bakerloo Line

Key Facts

- After a public consultation the Bakerloo line route has been confirmed. The proposed new line will extend through Old Kent Road and into Lewisham via New Cross Gate.
- The proposals include four new stations and upgrade works to the existing station at Elephant and Castle.
- If approved, construction could start in 2023 with services running by 2028/2029.



LONDON INITIATIVES

Planning and Housing Policy

Context

- **32 London Boroughs plus the City of London**
- **Greater London Authority** is a strategic regional authority that has powers over transport, policing, economic development, and fire and emergency planning.
- **London Plan** sets out its strategy and targets for London to include planning, regeneration, housing, transport, economic development and culture.
- Each London Borough and City of London has a Local Plan
- **Local Plan** focuses on Borough specific initiatives and targets.
- Often there will be **slight variances** in planning policy between the London Boroughs.

Mayor has created **Homes for Londoners** to deliver on housing priorities.

Three areas:

- Increasing housing affordability
- Increasing housing supply
- Increasing housing quality

Affordable Housing policy

- A **'threshold approach'** is currently used.
- **Minimum of 35%** of affordable housing without public subsidy .
- Failure = **'Viability Tested Route'** involves applicants submitting detailed information that will be reviewed.

Housing Zones

Why does London need Housing Zones?

- London has a growing population of approximately 100,000 people a year which poses a significant housing challenge.
- Demand is high but housing supply remains way below London's requirements for **49,000** homes to be built a year. Around half that number are actually being built annually.

What are Housing Zones?

- These are designed to be areas where home building will be accelerated by working in innovative partnerships with boroughs, land owners, investors and builders.
- The aim of these Zones is to unblock and accelerate the provision of housing in an approach that meets the specific needs of an area.

Designated Housing Zones

- **31 Zones** have now been announced by the Mayor of London and collectively these will provide:
 - More than **£30bn** of investment
 - Over **150,000** construction jobs
 - Over **77,000** new homes

Housing Zones - Key Facts

Boost housing supply in London by delivering over 75,000 homes over a period of 10 years.

£600million available, at least half of which will be in the form of repayable investment with the remainder in a flexible funding form, potentially as grants.

31 Zones identified across London.

Meridian Water, Enfield

Major regeneration programme creating **10,000** new homes and **6,700** new jobs, with a Gross Development Value of **£6 billion**.

The Housing Zone will support the first phase of development promoting up to **3,650** new homes and **3,000** new jobs by 2026.

Housing Zone will also contribute to the cost of improving public transport, energy infrastructure as well as social and community infrastructure.



City in the West

The City in the West plan promotes the development of the western part of Greater London as an integrated part of the Capital. The total potential of these sites is estimated to provide the following:



210,000
NEW HOMES



300,000
NEW JOBS



540,000
NEW RESIDENTS

- Promotes development in the West as part of the wider city
- Collaborative project, developed in partnership between the GLA, TfL, local borough councils and other public and private stakeholders
- Major Development Opportunities include Croydon, Kingston, Old Oak Park Royal, Southall, Vauxhall Nine Elms Battersea (VNEB), White City and Hayes
- The GLA works with local authorities to undertake Development Infrastructure Funding Studies (DIFS) for Opportunity Areas within City in the West

City in the East

City in the East is a new Mayor led initiative looking to spot underutilised Development Areas and Opportunity Areas in the East of London. The total potential of these sites is estimated to provide the following:



200,000

NEW HOMES



280,000

NEW JOBS



600,000

NEW RESIDENTS

- Promotes development in the East as part of the wider city
- Strategic locations between the city of London and major ports in the East of Essex and Kent
- Major Development Opportunities include Barking Riverside, Silvertown Quays, Greenwich Peninsula, the Olympic Park and Meridian Water amongst others
- Studies being undertaken to identify critical support required and to explore viability of developments





MedCity

MedCity is a collaboration between the Mayor of London and leading Academic Health Science Centres promoting life-science investment, entrepreneurship and industry growth.

- Connecting the 'Golden Triangle' in the South East of England between Oxford, Cambridge and London.
- Delivering economic growth in the sector by supporting businesses from fledglings to multinationals

Investments in the region include:

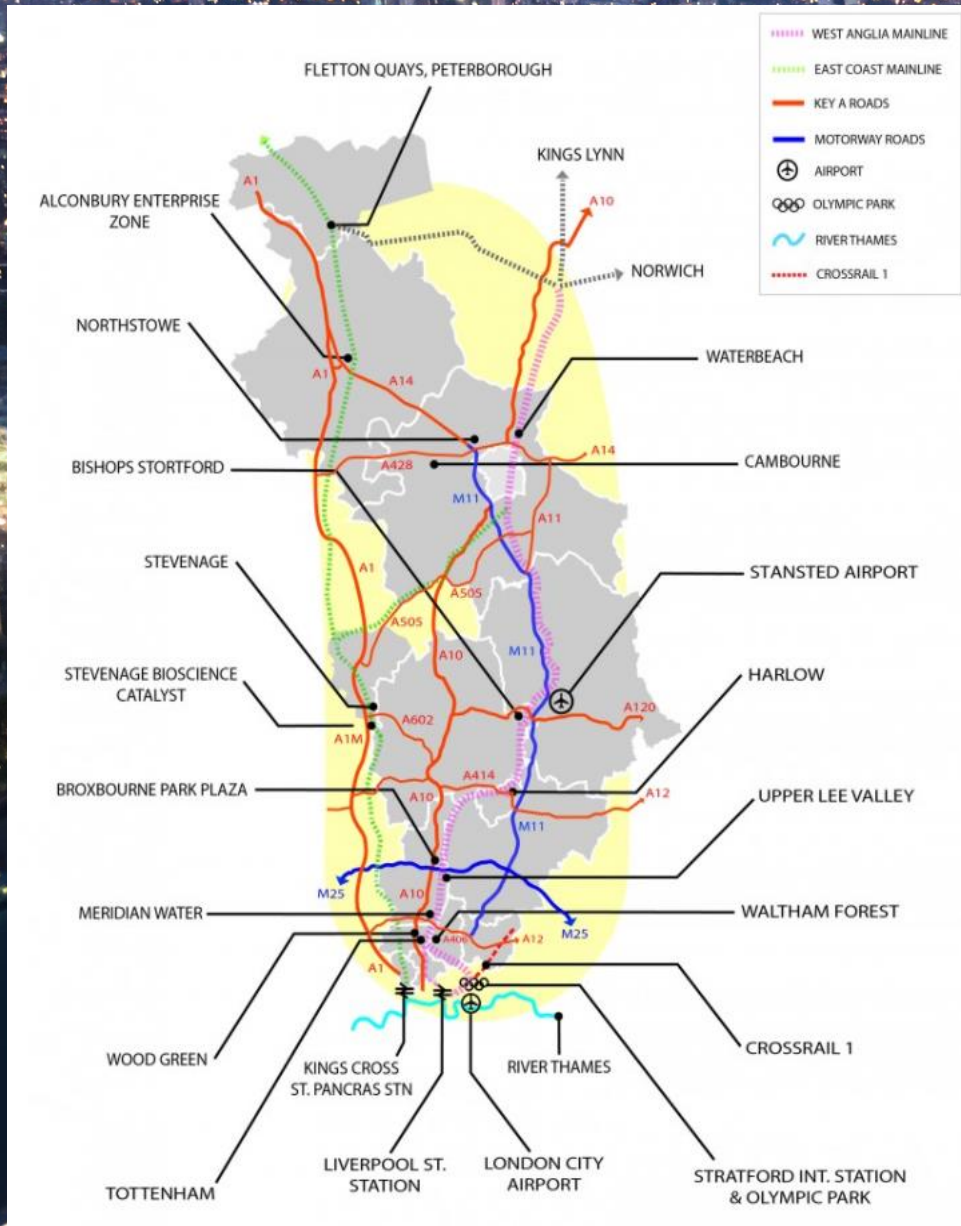
- The Francis Crick Institute, Kings Cross
- Imperial West, White City
- UCL East, Stratford
- Queen Mary University of London Life Sciences Institute, Whitechapel
- Cell Therapy Catapult manufacturing centre, Stevenage

An aerial photograph of a modern city street intersection. The scene is dominated by tall, modern glass skyscrapers. In the foreground, a roundabout is visible with a blue and white structure. The street is busy with cars and has clear lane markings. The overall atmosphere is that of a vibrant, high-tech urban environment.

Tech City

Tech City is a publicly funded non-profit initiative supporting the London Tech Cluster known as Silicon Roundabout.

- £2.2bn of funding annually invested in programmes and policy informing
- Offering support to digital entrepreneurs across Britain
- Accelerating progress of start ups, enabling them to drive debate and policies
- Creating ideal conditions in which to start and grow enterprise by bringing together Government, Education, Finance and Business
- Creating a place for business to thrive in



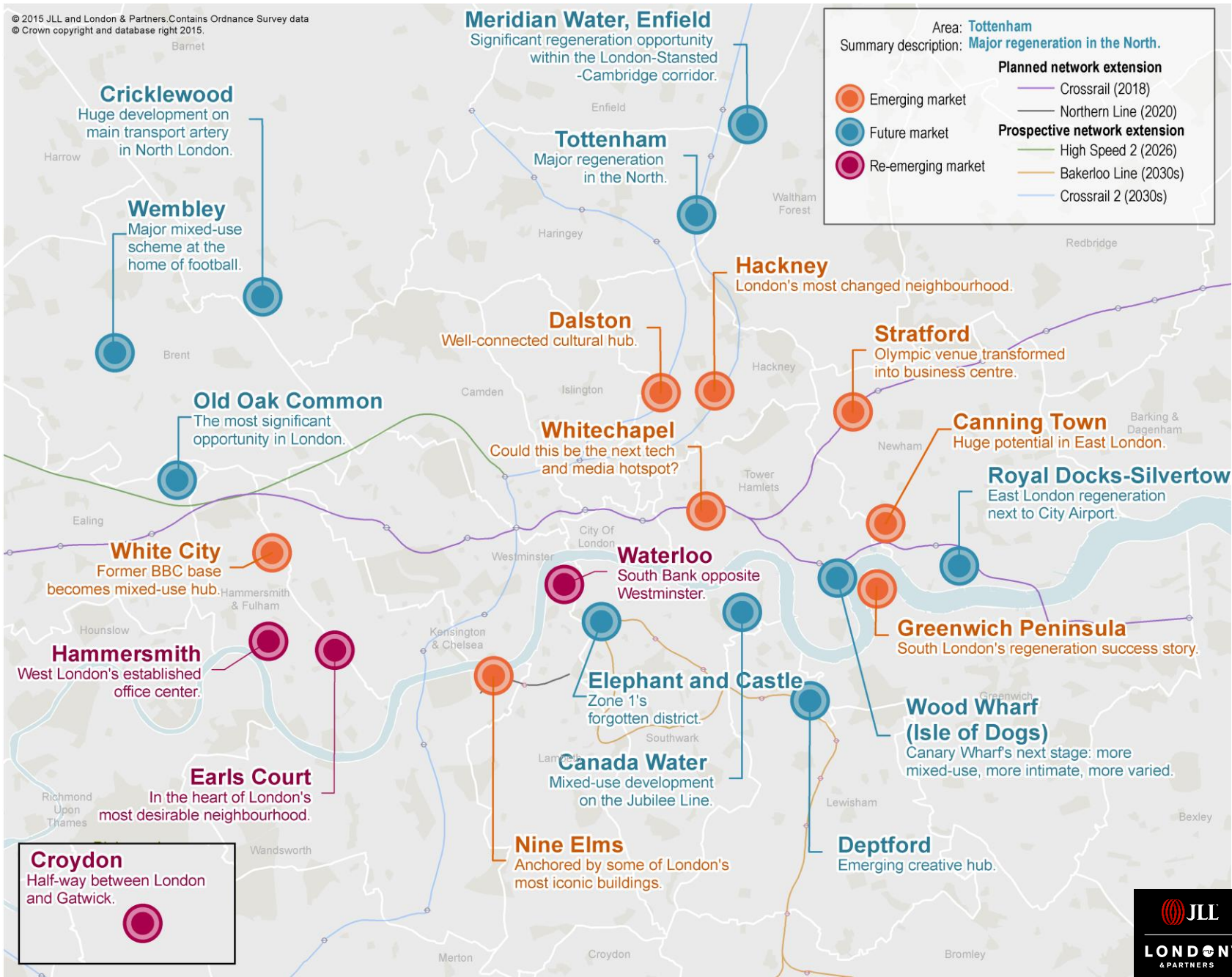
The Innovation Corridor

- Britain's sci-tech superhighway – the London Stansted Cambridge Corridor - a pioneering hub of innovation and enterprise where cutting-edge ideas shape the future
- Dynamic fast-growing industry clusters connecting London to Cambridge, this is advanced technology and bioscience at its finest - the pinnacle of global excellence. Fastest growing region in UK + space for further growth
- Tech City, GSK, Google, Cambridge University, UCL, Raytheon, Wellcome and Microsoft - world leaders powered by the brightest thinking to turbocharge the new knowledge economy. 53,000 knowledge intensive firms, 300,000 knowledge workers.
- International connections - Stansted Airport - one of fastest growing in Europe, St Pancras International, London City Airport, Proximity to London and European business hubs

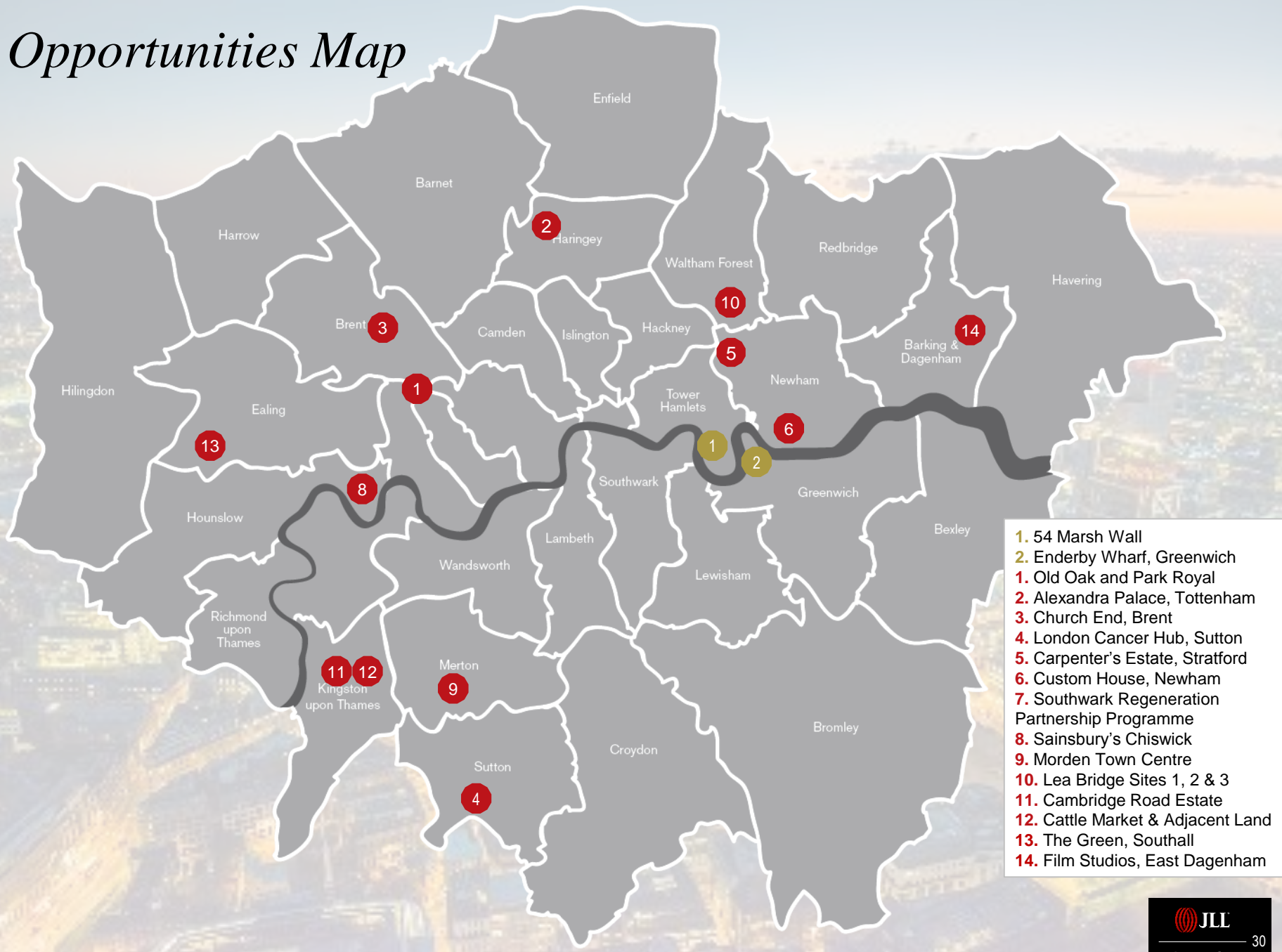


THE OPPORTUNITIES

Emerging London Centres



Opportunities Map



- 1. 54 Marsh Wall
- 2. Enderby Wharf, Greenwich
- 3. Old Oak and Park Royal
- 4. Alexandra Palace, Tottenham
- 5. Church End, Brent
- 6. London Cancer Hub, Sutton
- 7. Carpenter's Estate, Stratford
- 8. Custom House, Newham
- 9. Southwark Regeneration Partnership Programme
- 10. Sainsbury's Chiswick
- 11. Morden Town Centre
- 12. Cambridge Road Estate
- 13. Cattle Market & Adjacent Land
- 14. The Green, Southall
- 15. Film Studios, East Dagenham



54 MARSH WALL LONDON E14

1

Key Facts

- **Location:** Canary Wharf, east London
- **Project Owner:** Privately owned UK investor
- **Investment Type:** Developer
- **Gross Development Value:** c. £150m
- **Land price:** c. £25m
- **Development Cost:** c. £100m
- **Planning:** Planning permission approved Q1 2017
- **Completion:** c. 2 years

Site:

Located immediately to the south of the Canary Wharf Estate. The site is currently occupied by a three storey office building which is to be demolished to make way for the consented residential scheme.

Opportunity:

To develop a high-quality residential scheme of 216 apartments (156 private and 60 affordable) within two towers of 41 and 16 storeys, designed by Rolfe Judd Architects. The consented scheme is designed alongside a landscaped courtyard and will provide resident amenity space as well as 22 secure basement car parking spaces.

Likely to go to the market in Q4 2017.

Investment Return:

This development will create apartments for sale into the established and vibrant Canary Wharf market which has experienced rapid growth in demand and residential values over recent years, as the increasing provision of retail and leisure facilities, alongside the existing quantum of office accommodation, creates a genuinely mixed-use neighbourhood.

Enderby Wharf Greenwich

2

Key Facts

- **Location:** Enderby Wharf, Greenwich
- **Project Owner:** Two private sector companies
- **Investment Type:** Freehold disposal
- **Gross Development Value:** £300m +
- **Guide price:** £50m
- **Development Cost:** £200m +
- **Planning:** Planning permission approved Q4 2015
- **Completion:** c. 3 years

Site:

This is a c. 1.95 acre site located on the banks of the River Thames in Greenwich. The site has been cleared, a new access road constructed and service connections made so that development can commence immediately.

Opportunity:

The site has detailed planning consent for 402 private residential units, 75 affordable units and 1,637 sq ft of retail and leisure space. The development also requires the delivery of a new London City Cruise Port.

The residential apartments are located within three towers of 21, 26 and 29 storeys and will benefit from panoramic views across a wide aspect of the River Thames, Canary Wharf, Greenwich, The City of London

Unconditional offers are invited for the Freehold interest.

Investment Return:

Strong investment returns can be realised through sale of development upon completion and income derived from commercial and residential lettings.

OLD OAK COMMON LONDON

1



Key Facts

- **Location:** West London
- **Project Owner:** Old Oak and Park Royal Development Corporation (OPDC)
- **Investment Type:** Developer, Investor
- **Significant rail investment** including the HS2, Great West Main Line and Crossrail super-hub stations, and proposed London Overground stations nearby.
- **Planning Status:** Pre planning design stage
- **Completion:** c. 25 - 30 years

Site:

The OPDC area spans a total of 650 hectares, with 134 hectares of core development area. The site is located in West London will be a sustainable New Town built on brownfield land in the centre of London amidst the opportunity areas of Earls Court and White City. Old Oak and Park Royal. With enhanced rail connectivity the site will be 10 minutes from Heathrow, 10 minutes from the West End and 38 minutes from Birmingham, and within an hour from five of the UK's international airports.

Opportunity:

Launched 1st April 2015, OPDC is the Mayor's second mayoral development corporation and is responsible for the UK's largest regeneration scheme. This ground-breaking project aims to create 25,500 new homes and 65,000 new jobs. It will be a centre for innovation and growth that will shape west London and strengthen London's role as a global city. A new commercial hub with cultural uses, alongside a diverse network of vibrant neighbourhoods, will create a London destination recognised as exemplar in large-scale housing and employment led regeneration.

Investment Return:

Investment returns can be realised through sale of development upon completion and income derived from commercial and residential lettings. The development has the potential to absorb the rising demand for Central London space.

ALEXANDRA PALACE HARINGEY

2



Key Facts

- **Location:** North London
- **Current Owner:** Alexandra Park and Palace Charitable Trust
- **Investment Type:** Developer / Funding partner
- **Gross Development Value:** Multi-million £ investment opportunity
- **Development Cost:** Multi million £
- **Planning Status:** A long term Strategic Vision is being developed, due for completion in 2018, for the whole of the site to identify further opportunities to develop new facilities and attractions, a hotel and other cultural and leisure opportunities.
- **Completion:** c. 15 years

Site:

Attracting 3.2 million visitors a year Alexandra Park and Palace is an iconic Grade II listed London landmark vested in a Charitable Trust. It is situated 10 minutes from King's Cross and 20 minutes from the City. The building is 35,940 sq. m (382,101 sq. ft.) in size, with a footprint that covers approximately 3.04 hectares (7.5 acres) and is surrounded by a 79.32 hectare (196 acre) Grade II listed park.

A detailed masterplan was approved for development on the East Wing to bring the Victorian Theatre and East Court back into use and develop a new visitor attraction based on the unique television history of the site. A £27m construction programme is currently underway and is due to complete in summer 2018.

Opportunity:

Approximately 40% of the building is closed to the public due to its condition. Residential development is not permitted by the Act of Parliament under which the Palace operates. Detailed master planning has been undertaken on the site, focussing in particular on a potential hotel development behind the Grade II listed south-western façade.

Investment Return:

Investment returns can be generated through income producing hospitality, leisure, tourism and entertainment activities.

CHURCH END BRENT

3

Key Facts

- **Location:** Church End, NW10
- **Project Owner:** London Borough Of Brent
- **Investment Type:** Development partner
- **Gross Development Value:** c. £300m
- **Land price:** Multi-million £
- **Development Cost:** c. £250m
- **Planning:** Granted/Designated
- **Completion:** 2026

Site:

Church End is one of five growth areas in Brent and a priority neighbourhood designated in the Borough Local Plan.

The area is well connected with Harlesden Bakerloo Line and Neasden Jubilee Line Tube stations within walking distance. There is also good road access via the A406 North Circular Road.

Opportunity:

The site is being promoted by Brent Council for mixed use regeneration, set around the economic revitalisation of the local centre, and residential development.

Around eight hectares of brownfield land in multiple ownership will provide space for at least 800 new homes and key additional infrastructure by 2026.

Investment Return:

Investment returns can be realised through the sale of development upon completion and income derived from commercial and residential lettings.

LONDON CANCER HUB SUTTON

4



Key Facts

- **Location:** Sutton, south London
- **Project Owner:** London Borough of Sutton, in partnership with the Institute of Cancer Research and supported by the Royal Marsden Hospital
- **Investment Type:** Developer / Funding partner
- **Development Cost:** Multi million £
- **Planning Status:** Pre-planning
- **Completion:** OJEU process expected to commence Q1 2018 with phased completion of 5 – 10 years.

Site:

This project aims to create a new world leading life sciences hub in London. Strongly supported by the London Borough of Sutton (LBS) the core site comprises surplus land owned by Epsom and St Helier Trust that is being acquired by LBS. The wider site is formed of the existing campus of the Institute of Cancer Research (ICR) and the Royal Marsden Hospital (TRMH), which is already in the top five global cancer research and treatment facilities.

Opportunity:

The ICR and TRMH are recognised as leading institutes and this reputation provides an ideal platform to build a new life sciences quarter in London. The first phase of the site will deliver over 500,000 sq ft of commercial business space with the wider Hub delivering more than 13,000 new jobs and will bring together a community of 10,000 scientists, clinical and support staff.

Discussions are ongoing for LBS to acquire land to the north east of the site. Once achieved this will extend the wider site to deliver a life science cluster specialising in cancer research, diagnosis, treatment, education and biotech commercialisation.

Investment Return:

Life sciences is currently the third largest UK growth sector where there is clear demand that is unsatisfied through existing supply. Current returns on this investment opportunity are to be defined prior to launch in Q1 2018.

CARPENTER'S ESTATE STRATFORD

5



Key Facts

- **Location:** Stratford, East London
- **Project Owner:** Newham Council
- **Investment Type:** Development partner sought
- **Gross Development Value:** Multi-million £
- **Development Cost:** Multi-million £
- **Planning Status:** Pre-planning design stage
- **Completion:** Phased completion

Site:

This 9.3 hectare (23 acres) brownfield freehold site offers a unique opportunity to deliver a residential led development located in central Stratford. The site benefits from excellent transport links including the DLR, Central Line, Jubilee Line, London Overground, National Rail and Crossrail (2018).

This site offers potential to deliver something of significant scale, exceeding anything in the vicinity or wider area.

Opportunity:

Newham Council are looking for a development partner for the delivery of up to 3,500 homes.

The Council will seek a partner through an OJEU competitive dialogue process that is due to be launched in H2 2017.

Investment Return:

Very strong investment returns can be realised through sale of development upon completion and income derived from commercial and residential lettings.

CUSTOM HOUSE NEWHAM

6

Key Facts

- **Location:** Newham
- **Project Owner:** London Borough of Newham
- **Investment Type:** Development Partner
- **Gross Development Value:** Multi-million £
- **Development Cost:** c. £550 m
- **Planning Status:** Not Granted
- **Completion:** Phased completion

Site:

The site is ideally located with Canning Town to the west and the Royal Docks immediately to the south. Major regeneration of the area is underway, with more than 20,000 homes planned over the next 20 years. Custom House has excellent transport links including a direct Crossrail east-west link due to start running from December 2018; Docklands Light Railway (DLR) serving the City and London City airport.

Opportunity:

The regeneration of Custom House is supported by a masterplan and planning policy setting out proposals to deliver a residential-led, mixed use phased development of 2,000 to 3,000 new homes, new public realm with integrated bus interchange and public access to Custom House Crossrail station capitalising on major development sites beyond within the Royal Docks.

The council has taken the lead in commencing rehousing, community engagement and property acquisitions in the area and has secured a number of 'early win' sites. Newham Council wishes to work with partners to comprehensive and high quality scheme come forward in the area that delivers genuinely affordable housing and a long term revenue stream.

A development partner is likely to be sought via an OJEU competitive dialogue process.

Investment Return:

Newham is currently updating the financial information for this project.



Key Facts

- **Location:** Multiple locations across 8 sites in Southwark
- **Project Owner:** London Borough of Southwark
- **Investment Type:** Development Partner
- **Gross Development Value:** Dependant upon number of sites bid on
- **Development Cost:** Dependant upon number of sites bid on
- **Planning Status:** All of the sites have a pre-application statement from the planners. Planning applications are expected to be submitted for Lot A.
- **Completion:** c. 2023

Opportunity

Developers will be invited to tender via the OJEU. The PQQ was submitted at the end of March 2017 and the ITT is was launched in August 2017.

Southwark are hoping to complete the OJEU process and make award/s by January 2018. Bidders can bid for one or more sites.

The eight sites are expected to deliver 381 residential units. It is expected that the sites will deliver a minimum of 35% affordable housing across social rented and intermediate rented tenures.

The deadline to register interest in this opportunity is 4 September 2017.

SAINSBURY'S CHISWICK

HOUNSLOW



Key Facts

- **Location:** Chiswick
- **Current Owner:** Sainsbury's
- **Investment Type:** Developer/Investor
- **Gross Development Value:** Multi-million £
- **Development Cost:** Multi-million £
- **Land Cost:** Multi-million £
- **Planning Status:** Potential Site – no planning applications made yet. Town Centre, mixed use.
- **Completion:** Depends on type of development

Site:

This 1.77 hectare (4.22 acres) site is located in Chiswick, an affluent area of west London. Chiswick Park Station is to the north west of the site, served by the District Line (Ealing Broadway branch). The site is very close to Chiswick High Road, a busy, vibrant retail destination and benefits from a strong footfall of customers.

Opportunity:

Sainsbury's have identified this site for redevelopment to provide a larger enhanced replacement store of approximately 50,000 sq. ft. sales area as part of a high quality and density, mixed use redevelopment scheme.

Within this opportunity Sainsbury's have suggested the site could also provide for residential uses within any redevelopment proposals. There is a huge opportunity here to redevelop an under-utilised space to deliver residential development. The redevelopment of the site will also enhance the character of the area, from a site dominated by a large open car park, to a modern, high quality development with significant improvements to the public realm. Due to the site's highly sustainable and accessible location within the town centre a mix of retail and residential use is proposed.

Investment Return:

This site has the potential to generate investment return through the sale of the development upon completion.

MORDEN TOWN CENTRE MERTON

9

Key Facts

- **Location:** Merton
- **Project Owner:** London Borough of Merton and TfL. Multiple short-term leases under Freehold.
- **Investment Type:** Development partner sought
- **Gross Development Value:** £800m
- **Development Cost:** £625m
- **Planning Status:** Pre planning design stage
- **Completion:** Phased over 5-8 years

Site:

This 5.5 hectare town centre site includes Morden Underground Station, the southern end of the Northern Line. Journey times: Bank 30 mins, Waterloo 25 min. Adjacent to the site are two parks; The National Trust's Morden Hall Park and Morden Park and Leisure Centre. The 14-storey Civic Centre building, accommodates Merton Council's staff.

Opportunity:

In October 2015 the Mayor of London designated the site as a Housing Zones and made £42million available in loan funding, to assist in the delivery of the more than 1,200 new homes, an improved retail offer and public realm improvements.

Recent public consultation has shown that there is strong local support for the regeneration of Morden town centre. This is a unique opportunity for a precedent setting development for many other outer-London town centres, which are served by Underground stations.

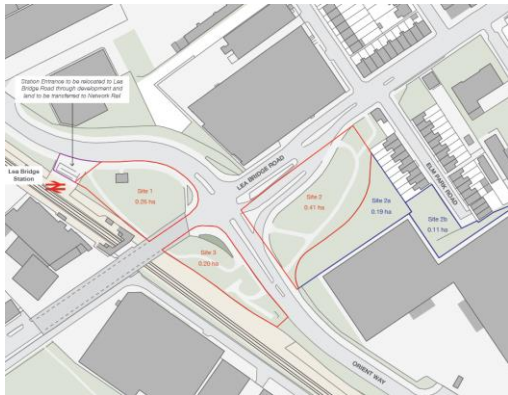
A development partner is likely to be sought via an OJEU competitive dialogue process.

Investment Return:

Investment returns can be realised through sale of development upon completion and income derived from commercial and residential lettings.

LEA BRIDGE SITES 1, 2 & 3 WALTHAM FOREST

10



Key Facts

- **Location:** Lea Bridge Road
- **Project Owner:** London Borough of Waltham Forest
- **Investment Type:** Investor, Developer
- **Gross Development Value:** Multi-million £
- **Development Cost:** Multi-million £
- **Planning Status:** Sites available August 2017. All three sites have designation as Highways Land.
- **Invitations for Development Partner Bids:** OJEU 'Prior Information Notice' was published in August 2017. Full OJEU notice expected to be released in October 2017.
- **Development completion:** TBC

Site:

The Council owns three development sites immediately adjacent to the new Lea Bridge Rail station. The station provides better and faster connections to some of London's crucial transport and employment hubs. The sites are close to Walthamstow Wetlands, Lea Valley Regional Park, Queen Elizabeth Olympic Park, and Leyton Jubilee Park.

Opportunity:

The Council is seeking to dispose of these three sites, with a Development Agreement and 250 year Building Lease, to create a new mixed use location. This approach is subject to review.

A new 300 home residential scheme has started at 97 Lea Bridge Road and the Council is now seeking a development partner for high quality housing-led mixed-use developments, including town centre uses, community uses and a potential major health hub. A Development Brief reflecting aspirations for this gateway location has been issued with the OJEU Notice.

Investment Return:

Investment returns can be realised through the sale of the development upon completion and income derived from commercial and residential lettings.

CAMBRIDGE ROAD ESTATE KINGSTON

11

Key Facts

- **Location:** Kingston
- **Project Owner:** The Royal Borough of Kingston upon Thames
- **Investment Type:** Investor, Developer
- **Gross Development Value:** c.£850m
- **Development Cost:** Multi-million £
- **Planning Status:** A master plan is being developed, due for completion in 2019.
- **Development completion:** TBC, work commencement on site early 2020. OJEU Notice was published in July 2017 and a joint venture partner is expected to be selected by summer 2018.

Site:

The 8.6 hectare Cambridge Road Estate, located close to Kingston Town Centre and both Norbiton and Kingston train stations, has the largest concentration of council housing in the Borough.

Opportunity:

To regenerate the Cambridge Road Estate, providing high quality homes for current tenants and leaseholders wishing to remain on the estate as well as providing much-needed additional homes for the area.

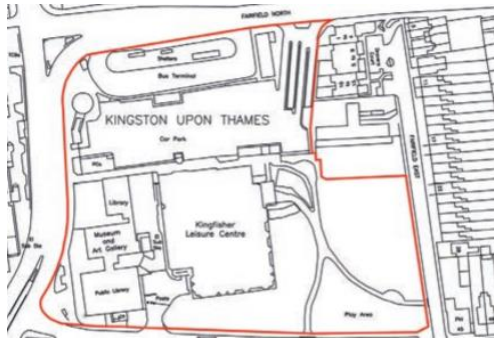
The current strategy outlines plans for the development of circa 2,000 residential units, new community facilities and green spaces.

Investment Return:

The regeneration of the Cambridge Road Estate provides the opportunity to deliver high quality homes for the residents. Investment returns can be realised through sale of development upon its completion.

CATTLE MARKET & ADJACENT LAND KINGSTON

12



Key Facts

- **Location:** Kingston
- **Project Owner:** The Royal Borough of Kingston upon Thames
- **Investment Type:** Investor, Developer
- **Gross Development Value:** Multi-million £
- **Development Cost:** Multi-million £
- **Planning Status:** Planning guidelines for the site are included in the Eden Quarter Development Brief Supplementary Planning Document, adopted March 2015.
- **Development completion:** TBC

Site:

The 1.9 hectare Cattle Market is located in Kingston town centre and affords easy access to the retail, cultural and leisure offer of this vibrant metropolitan area and has excellent bus and rail links.

The site currently encompasses a bus station, car park, leisure centre, Carnegie library, museum and green space.

Opportunity:

This site provides a major opportunity to improve this entry point to Kingston. A new building on this site should provide active ground floor frontage to Wheatfield Way and Fairfield North and could be sufficiently large enough to accommodate a significant retail or leisure use. There is scope for hotel, residential, office or institutional use on the site.

Investment Return:

The regeneration of the Cattle Market provides the opportunity to deliver a mixed use development scheme in the centre of Kingston. Investment returns can be realised through sale of development upon its completion.

THE GREEN, SOUTHALL EALING

13

Key Facts

- **Location:** Southall, Ealing
- **Project Owner:** London Borough Of Ealing
- **Investment Type:** Development partner
- **Gross Development Value:** multi-million
- **Land price:** multi-million
- **Development Cost:** multi-million
- **Planning:** Pre-planning design stage
- **Completion:** c. 5 – 10 years

Site:

This is a 5.5 acre site in Southall town centre. The site currently comprises a surface car park and light industrial units. The site is a 300m walk from Southall Station.

Opportunity:

This site offers the opportunity to provide a residential led scheme which could deliver in the region of 500 residential units alongside commercial space, public realm and community space.

It is understood that the Council requires the re-provision of 90-100 car parking spaces for public use to support the local shops and services.

Southall will benefit from improved transport links from 2019 with the opening of Crossrail.

Investment Return:

Strong investment returns can be realised through sale of development upon completion and income derived from commercial and residential lettings.

Film Studios, Dagenham East Barking and Dagenham

14

Key Facts

- **Location:** Dagenham East, Barking and Dagenham
- **Project Owner:** Be First (LBBD's regeneration company) & private land owners
- **Investment Type:** Development / funding partner / operator
- **Gross Development Value:** multi-million
- **Land price:** multi-million
- **Development Cost:** £150m +
- **Planning:** Pre-planning design stage
- **Completion:** c. 10 - 15 years

Site:

This is a c. 20 acre site located to the east of Dagenham East station. The site was historically owned and occupied by Sanofi (Global Pharmaceutical company). The site is vacant and cleared.

The site has undergone extensive remediation works and has been signed off for employment use and above ground residential use.

Opportunity:

This site offers the opportunity to provide film / TV stage sets and workshops up to 200,000 sq ft, TV studios with audiences and associated work spaces alongside leisure and retail uses.

There is scope for residential development to achieve a truly mixed use development.

www.befirst.london

Investment Return:

Strong investment returns can be realised through sale of development upon completion and income derived from commercial and residential lettings.



Contact



KATIE KOPEC
Principal Advisor for Regeneration
and Development
kkopec@londonandpartners.com



CHRIS WALTERS
Head of Development
cwalters@londonandpartners.com



JENNIFER NEWSHAM
Consultant – Regeneration and
Development
jnewsham@londonandpartners.com