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**Arlington Works, Arlington Road, St Margaret's TW1 2AZ**

**Financial Viability Assessment**

**Sharpe Refinery Service (Hydro-Carbons) Ltd**

**August 2018**

**Private & Confidential**



**Arlington Works, St Margaret's TW1 2AZ – Financial Viability Assessment – August 2018**

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## **Arlington Works, St Margaret's TW1 2AZ – Financial Viability Assessment – August 2018**

### **1. Introduction & Scope of Instructions**

- 1.1. Grimshaw Consulting Limited ('GCL') is instructed by Sharpe Refinery Service (Hydro-Carbons) Ltd ("the Applicant") to prepare a financial viability assessment of a mixed use development proposal with a total GIA of 29,364sqft (2,728sqm) and comprising demolition of existing workshops, oil recycling facilities and telecommunications mast and the retention and refurbishment of a Victorian mews for Class B1 (office) use and erection of 24 No dwellings in two buildings of between three and four storeys at Arlington Works, Arlington Road, St Margarets TW1 2AZ ('the Property' or "application site").
- 1.2. A planning application has been submitted to the London Borough of Richmond ("the Council") and this report considers the following matters, to inform the planning application process: -
  - Whether the provision of on-site affordable housing is financially viable, within the context of site-specific cost and revenue estimates and the need to provide a reasonable level of return for both the landowner and developer;
  - If it is shown that the provision of on-site affordable housing falls below the level required by the Council's adopted planning policy, the level of financial contribution in-lieu of on-site provision that a wholly Market Housing development option could generate.
- 1.3. Further information relating to the site, surrounding area and proposed development are set out at section 2. Details of our approach to the viability assessment and the planning policy context are set out at section 3. Our financial appraisal assumptions with market evidence (where applicable) are set out within section 4, together with consideration of the appropriate level of financial contribution in lieu of on-site affordable housing. We consider the appropriate viability benchmark for comparison with the proposal at section 5. Our financial appraisal outcomes and conclusions are provided at section 6 of this report.
- 1.4. This review of financial viability has been undertaken by GCL as an independent assessor. To inform our financial appraisals, we have completed our own research into the local property market and relied upon the following information received from the Applicant:
  - a) Drawings and information relating to the proposed development, prepared by Brooks Architects, Indigo Planning and other consultants retained by the Applicant to prepare planning application documents;
  - b) Order of cost estimate relating to the proposed development, prepared by Stace LLP;
  - c) Information provided by the Applicant in respect of existing leases and income produced by the existing use of the Property.
- 1.5. This report has been prepared by Robert Grimshaw – a Director of Grimshaw Consulting Limited, who has extensive experience of both client-side and consultancy roles in the residential, commercial and mixed-use development sector, gained during a career of more than 25-years.
- 1.6. This report has been prepared for planning application purposes and is provided for the sole use of the party to whom it is addressed. The report is confidential to the addressee and their professional advisors and Grimshaw Consulting Limited accepts no responsibility whatsoever to any person other than our client. The contents of this report do not constitute our opinion of Market Value (as defined by the RICS Valuation – Global Standards 2017) and should not be relied upon as such by our client or any third party under any circumstances. Neither the whole nor any part of the report, or any reference thereto may be included within any published document, circular, or statement, or published in any way, without the prior written approval of Grimshaw Consulting Limited.



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### 2. Project Details

- 2.1. The Property is located in St Margaret's, within the London Borough of Richmond. The Property has a site area of 0.73 acres (0.30 hectares) and is accessed via a roadway running between adjacent commercial and residential premises off Arlington Road. A railway line lies adjacent to the Property on the north-west boundary, with light industrial premises to the east and Twickenham Film Studios to the south. The Property is well located for local amenities and public transport links, with St Margaret's railway station located about 8 minutes' walk to the south, providing services into London Waterloo approximately every 20 minutes with a journey time of 32 minutes.
- 2.2. The Property currently comprises a range of single storey and two-storey workshop premises in varying conditions. The Property is identified as a waste management site in the West London Waste Plan, but the area of land used for waste oil recycling comprises about 17% of the total site area, within a bunded compound comprising storage containers and tanks. The Property is not located within a Conservation Area, but a terrace of Victorian cottages, located within the south-west area of the site is designated as being of Townscape Merit. A feature of the planning application is the retention and refurbishment of "the Mews" for use as offices. Further details of the existing use and premises contained within the Property are provided within section 5 of this report, where we consider the viability benchmark.
- 2.3. A full planning application has been submitted for retention and refurbishment of the Victorian Mews to provide 6,568 sqft (610sqm) GIA of Class B1 office space, the demolition of about 4,307sqft (400.1sqm) of existing dilapidated workshop premises, removal of the existing waste oil recycling facility and redevelopment to provide a total of 24 residential apartments within two buildings, with associated car parking (21 residential spaces and 2 commercial spaces). The proposed development is summarised below: -

#### Residential Use

| Unit         | Use         | Floor        | Building | Beds | NSA (sqm)    | NSA (sqft)   |
|--------------|-------------|--------------|----------|------|--------------|--------------|
| 1            | Residential | Ground       | Main     | 2    | 74           | 797          |
| 2            | Residential | Ground       | Main     | 2    | 62           | 667          |
| 3            | Residential | Ground       | Main     | 2    | 62           | 667          |
| 4            | Residential | Ground       | Main     | 1    | 51           | 549          |
| 5            | Residential | Ground       | Main     | 3    | 76           | 818          |
| 6            | Residential | First        | Main     | 3    | 76           | 818          |
| 7            | Residential | First        | Main     | 1    | 51           | 549          |
| 8            | Residential | First        | Main     | 2    | 76           | 818          |
| 9            | Residential | First        | Main     | 2    | 76           | 818          |
| 10           | Residential | First        | Main     | 1    | 51           | 549          |
| 11           | Residential | First        | Main     | 3    | 76           | 818          |
| 12           | Residential | Second       | Main     | 3    | 76           | 818          |
| 13           | Residential | Second       | Main     | 1    | 51           | 549          |
| 14           | Residential | Second       | Main     | 2    | 76           | 818          |
| 15           | Residential | Second       | Main     | 2    | 76           | 818          |
| 16           | Residential | Second       | Main     | 1    | 51           | 549          |
| 17           | Residential | Second       | Main     | 3    | 76           | 818          |
| 18           | Residential | Third        | Main     | 2    | 72           | 775          |
| 19           | Residential | Third        | Main     | 2    | 71           | 764          |
| 20           | Residential | Third        | Main     | 2    | 78           | 840          |
| 21           | Residential | Ground       | Small    | 2    | 62           | 667          |
| 22           | Residential | Ground       | Small    | 2    | 62           | 667          |
| 23           | Residential | First/Second | Small    | 3    | 101          | 1087         |
| 24           | Residential | First/Second | Small    | 3    | 101          | 1087         |
| <b>Total</b> |             |              |          |      | <b>1,684</b> | <b>18127</b> |



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### Commercial Use

| Unit         | Use               | Floor   | Building | NIA (sqm)  | NIA (sqft)  |
|--------------|-------------------|---------|----------|------------|-------------|
| C1           | Office/Commercial | Grd/1st | Mews     | 84         | 904         |
| C2           | Office/Commercial | Grd/1st | Mews     | 102        | 1098        |
| C3           | Office/Commercial | Grd/1st | Mews     | 80         | 861         |
| C4           | Office/Commercial | Grd/1st | Mews     | 76         | 818         |
| C5           | Office/Commercial | Grd/1st | Mews     | 82         | 883         |
| C6           | Office/Commercial | Grd/1st | Mews     | 98         | 1055        |
| C7           | Office/Commercial | Grd/1st | Mews     | 86         | 926         |
| <b>Total</b> |                   |         |          | <b>608</b> | <b>6545</b> |

- 2.4. The proposed design incorporates honeycomb bond feature brickwork to residential balconies and return elevations, zinc roof cladding. The building design and specification seeks to comply with the Council's sustainability requirements – BREEAM "Excellent" rating to the commercial buildings and Code for Sustainable Homes Level 3 for residential buildings and a 35% reduction in carbon emissions. The latter requirement is addressed in part, by the incorporation of 66 No. 300w photovoltaic panels, with an additional Carbon Offset Payment proposed (details within section 4). Further details of the proposed design can be found in the Design & Access Statement, prepared by Brookes Architects.
- 2.5. Overall, the completed development will be of a high quality in terms of design and specification and will make a positive contribution towards the local townscape character and assist the Council in meeting the need for employment premises aimed at SME organisations and the provision of new homes within the context of the new London Plan strategic requirement for 810 new homes per annum over the next 10-years.



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### 3. Principles of Financial Viability Assessment & Planning Policy Context

- 3.1. National Planning Policy Guidance (NPPG), published on 24<sup>th</sup> July 2018 provides a general overview of what is expected in relation to viability in both Local Plan preparation and decision-taking on individual schemes. The NPPG paragraph 007 Reference ID 10-007-20180724 states:

*“Where up-to-date policies have set out the contributions expected from development, planning applications that comply with them should be assumed to be viable. It is up to the applicant to demonstrate whether particular circumstances justify the need for a viability assessment at the application stage.*

*Such circumstances could include, for example where development is proposed on unallocated sites of a wholly different type to those used in viability assessment that informed the plan; where further information on infrastructure or site costs is required; where particular types of development are proposed which may significantly vary from standard models of development for sale (for example build to rent or housing for older people); or where a recession or similar significant economic changes have occurred since the plan was brought into force.”*

- 3.2. A site is viable if the value generated by its development exceeds the costs of developing it and provides sufficient incentive for the land to come forward and the development to be undertaken. Where the deliverability of a development may be compromised by the scale of planning obligations and other costs, a viability assessment may be necessary. This should be informed by the particular circumstances of the site and proposed development in question.

- 3.3. The NPPG confirms the principles for carrying out a viability assessment at paragraph 010 Reference ID 10-010-20180724:-

*“National Planning Guidance sets out the government’s recommended approach to viability assessment for planning. The approach supports accountability for communities by enabling them to understand the key inputs to and outcomes of viability assessment. Any viability assessment should be supported by appropriate available evidence informed by engagement with developers, landowners, and infrastructure and affordable housing providers. Any viability assessment should follow the government’s recommended approach to assessing viability as set out in this National Planning Guidance and be proportionate, simple, transparent and publicly available. In plan making and decision making viability helps to strike a balance between the aspirations of developers and landowners, in terms of returns against risk, and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission.”*

- 3.4. The NPPG defines the key inputs for viability assessments at paragraphs 011 to 013:-

- a) Gross Development Value - Gross development value is an assessment of the value of development. For residential development, this may be total sales and/or capitalised net rental income from developments. Grant and other external sources of funding should be considered. For commercial development broad assessment of value in line with industry practice may be necessary. For broad area-wide or site typology assessment at the plan making stage, average figures can be used, with adjustment to take into account land use, form, scale, location, rents and yields, disregarding outliers in the data. For housing, historic information about delivery rates can be informative. For viability assessment of a specific site or development, market evidence (rather than average figures) from the actual site or from existing developments can be used. Any market evidence used should be adjusted to take into account variations in use, form, scale, location, rents and yields, disregarding outliers. Under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan.
- b) Costs - Assessment of costs should be based on evidence which is reflective of local market conditions. As far as possible, costs should be identified at the plan making stage. Plan makers should identify where costs are unknown and identify where further viability assessment may support a planning application. Costs include:
- i. build costs based on appropriate data, for example that of the Building Cost Information Service;
  - ii. abnormal costs, including those associated with treatment for contaminated sites or listed buildings, or costs associated with brownfield, phased or complex sites. These costs should be taken into account when defining benchmark land value;
  - iii. site-specific infrastructure costs, which might include access roads, sustainable drainage systems, green infrastructure, connection to utilities and decentralised energy. These costs should be taken into account when defining benchmark land value;
  - iv. the total cost of all relevant policy requirements including contributions towards affordable housing and infrastructure, Community Infrastructure Levy charges, and any other relevant policies or standards. These costs should be taken into account when defining benchmark land value;
  - v. general finance costs including those incurred through loans;



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- vi. professional, project management, sales, marketing and legal costs incorporating organisational overheads associated with the site. Any professional site fees should also be taken into account when defining benchmark land value;
  - vii. explicit reference to project contingency costs should be included in circumstances where scheme specific assessment is deemed necessary, with a justification for contingency relative to project risk and developers return;
- c) Land Value - To define land value for any viability assessment, a benchmark land value should be established on the basis of the existing use value (EUV) of the land, plus a premium for the landowner. The premium for the landowner should reflect the minimum return at which it is considered a reasonable landowner would be willing to sell their land. The premium should provide a reasonable incentive, in comparison with other options available, for the landowner to sell land for development while allowing a sufficient contribution to comply with policy requirements. This approach is often called 'existing use value plus' (EUV+). In order to establish benchmark land value, plan makers, landowners, developers, infrastructure and affordable housing providers should engage and provide evidence to inform this iterative and collaborative process.
- d) Competitive Return to Developers - Potential risk is accounted for in the assumed return for developers at the plan making stage. It is the role of developers, not plan makers or decision makers, to mitigate these risks. The cost of complying with policy requirements should be accounted for in benchmark land value. Under no circumstances will the price paid for land be relevant justification for failing to accord with relevant policies in the plan. For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies. Plan makers may choose to apply alternative figures where there is evidence to support this according to the type, scale and risk profile of planned development. A lower figure may be more appropriate in consideration of delivery of affordable housing in circumstances where this guarantees an end sale at a known value and reduces risk. Alternative figures may also be appropriate for different development types.
- e) Competitive Return to Landowners - The premium (or the 'plus' in EUV+) is the second component of benchmark land value. It is the amount above existing use value (EUV) that goes to the landowner. The premium should provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to comply with policy requirements. Plan makers should establish a reasonable premium to the landowner for the purpose of assessing the viability of their plan. This will be an iterative process informed by professional judgement and must be based upon the best available evidence informed by cross sector collaboration. For any viability assessment data sources to inform the establishment the landowner premium should include market evidence and can include benchmark land values from other viability assessments. Any data used should reasonably identify any adjustments necessary to reflect the cost of policy compliance (including for affordable housing), or differences in the quality of land, site scale, market performance of different building use types and reasonable expectations of local landowners. Local authorities can request data on the price paid for land (or the price expected to be paid through an option agreement).
- 3.5. As explained in the RICS Guidance Note "Financial viability in planning" (1<sup>st</sup> edition, 2012), an objective assessment of financial viability for planning applications should be placed in the context of a well-established set of appraisal techniques and their applications. An accepted method of valuation of development schemes and land is set out in RICS Valuation Information Paper (VIP) 12. This approach, called the residual method, recognises that the value of a development scheme is a function of a number of elements, as explained in the NPPG and set out above. The residual approach is used for development situations where the direct comparison with other transactions is not possible due to the individuality of development projects. However, practitioners will seek to check residual development appraisals with market evidence.
- 3.6. The residual appraisal method can be used in two ways; first, to assess the level of developer return generated from the proposed development, where site cost is an input into the appraisal, and second; to establish a residual Site Value by inputting a predetermined level of developer return.
- 3.7. The financial viability assessment can use the level of developer's return or the Site Value as the benchmark for assessing the impact of planning obligations on viability. While the majority of financial viability assessments use the residual approach, there may be certain circumstances where other appraisal methodologies are appropriate and should be used by the practitioner (for example, when assessing continuing existing uses in terms of obsolescence and depreciation an investment appraisal may be more appropriate). To maintain the residual approach as a market-based exercise, as the NPPF also advocates through seeking a competitive return, it will be important to both benchmark and have regard to the available comparable market-based evidence.
- 3.8. The site is located within the London Borough of Richmond upon Thames. Planning policies relevant to the consideration of financial viability and affordable housing are contained within the following documents:
- a) The National Planning Policy Framework ("NPPF") (July 2018), as detailed at paragraphs 3.1 to 3.3 above;
  - b) The London Plan (Further Alterations 2016) and Affordable Housing and Viability SPG 2017 ("Homes for Londoners");





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c) The Richmond Local Plan (3<sup>rd</sup> July 2018) and Affordable Housing SPD (2014)

3.9. The London Plan Policy 3.12 states:

A *The maximum amount for affordable housing should be sought when negotiating on individual private residential and mixed-use schemes, having regard to:*

- *current and future requirements for affordable housing at local and regional levels*
- *affordable housing targets adopted in line with Policy 3.11*
- *the need to encourage rather than restrain residential development*
- *the need to promote mixed and balanced communities*
- *the size and type of affordable housing needed in particular locations*
- *the specific circumstances of individual sites*

B *Negotiations on sites should take account of their individual circumstances including development viability, the availability of public subsidy, the implications of phased development including provisions for re-appraising the viability of schemes prior to implementation ('contingent obligations'), and other scheme requirements*

3.10. LB Richmond Local Plan Policy LP36 – Affordable Housing states:

A. *The Council expects:*

- a. *50% of all housing units will be affordable housing, this 50% will comprise a tenure mix of 40% of the affordable housing for rent and 10% of the affordable intermediate housing.*
- b. *the affordable housing mix should reflect the need for larger rented family units and the Council's guidance on tenure and affordability, based on engagement with a Registered Provider to maximise delivery.*

*Where on-site provision is required, an application should be accompanied by evidence of meaningful discussions with a Registered Provider which have informed the proposed tenure, size of units and design to address local priorities and explored funding opportunities.*

B. *A contribution towards affordable housing will be expected on all housing sites. The following requirements apply:*

- a. *on all former employment sites at least 50% on-site provision. Where possible, a greater proportion than 50% affordable housing on individual sites should be achieved.*
  - b. *on all other sites capable of ten or more units gross 50% on-site provision. Where possible, a greater proportion than 50% affordable housing on individual sites should be achieved.*
  - c. *on sites below the threshold of 'capable of ten or more units gross', a financial contribution to the Affordable Housing Fund commensurate with the scale of development, in line with the sliding scales set out in the Affordable Housing SPD.*
- C. *In accordance with A and B, the Council will seek the maximum reasonable amount of affordable housing when negotiating on individual private residential and mixed-use schemes. The Council will have regard to:*

- a. *economic viability;*
- b. *individual site costs;*
- c. *the availability of public subsidy; and*





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- d. the overall mix of uses and other planning benefits.*
  
- D. Where a reduction to an affordable housing contribution is sought from the requirements in A and B on economic viability grounds, developers should provide a development appraisal to demonstrate that schemes are maximising affordable housing. The developer will be required to underwrite the costs of a Council commissioned economic viability assessment. The Council will rigorously evaluate such appraisals and:*
  - a. assess if the maximum reasonable amount of affordable housing is based on delivering the appropriate tenure, unit sizes and types that address local needs.*
  
  - b. consider whether it is necessary to secure provision for re-appraising the viability of a scheme prior to implementation to secure contingent obligations.*
  
  - c. in most circumstances the Existing Use Value plus a premium (EUV+) approach to assessing benchmark land value in development appraisals and viability assessments should form the primary basis for determining the benchmark land value.*

3.11. We have had regard to the policies and guidance available at national, regional and local levels and provided by the RICS when preparing this financial viability assessment.



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### **4. Financial Appraisal Assumptions**

- 4.1. We have prepared financial appraisals for the development proposal using Argus Developer – industry recognised software for the provision of development viability models. Our appraisal inputs and supporting evidence relating to the revenue and costs are detailed in the paragraphs below. The financial appraisals provided within the Appendices have been set up to generate a Residual Land Value (“RLV”), with Developer Profit set as a cost.
- 4.2. We have tested the following development scenarios:-
- The provision of 4 No. dwellings at London Affordable Rent levels, within the small residential block. This level of provision equates to 17% of total dwellings and 19% of total residential NSA and habitable rooms;
  - The provision of 4 No dwellings within the small residential block, for sale on a Shared Ownership basis, in line with affordability criteria set out in London Plan AMR13 (August 2017) – i.e. where annual housing costs are no greater than 40% of net household income and where gross annual income is a maximum of £90,000.
  - All 24 residential dwellings are provided for Market Sale.
- 4.3. Development Revenue – Market Housing To inform our financial appraisals (Appendices 1, 2 & 3), we have undertaken research using HM Land Registry data relating to completed residential sales of comparable new build and second-hand apartments in the TW1 postal code area. A total of 39 sales of new build 1-bedroom, 2-bedroom and 3-bedroom apartments have completed in the TW1 postal code area since June 2016 and these are detailed at Appendix 5. A summary of developments considered to inform pricing for the proposed development is provided below:-
- Wharf House, Brewery Lane, TW1 1AX – a development of the former post office site by Berkeley Group. There were 16 completed sales in June / July 2016 at an average of £834 per sqft. Average selling prices ranged from £450,000 (1-bed flats) to £634,231 (2-bed flats) and £872,500 (3-bed flats).
  - Sovereign House, London Road, TW1 3RR – conversion of office premises. There were 7 completed sales between June and November 2016 at an average of £766 per sqft. Average selling prices for 1-bedroom flats ranged from £379,950 to £495,000.
  - Twickenham House, Heath Road, TW1 4BH – a development by Portdevon. There were 16 completed sales between January and March 2017 at an average of £725 per sqft. Average selling prices were £402,075 for 1-bedroom flats and £529,777 for 2-bedroom flats.
  - Overall Average Selling Prices for Sample:- an average of £781 per sqft, with 1-bedroom flats @ £418,243; 2-bedroom flats @ £591,498 and 3-bedroom flats @ £872,500.
- 4.4. We have also considered the sale of second-hand flats within the TW1 2 postal code area between June 2017 and June 2018. A sample of 25 comparable flats have been considered and details are provided at Appendix 5. The average sale price of flats within the sample equates to £787 per sqft, with 1-bedroom flats averaging £446,357; 2-bedroom flats averaging £593,104 and 3-bedroom flats averaging £758,222.
- 4.5. Within the context of these comparable transactions, we consider that the apartments proposed at Arlington Works would sell at an average of £800 per sqft, with 1-bedroom flats priced at an average of £445,000; 2-bedroom flats at an average of £622,059 and 3-bedroom flats at an average of £850,000 and we have input these assumptions into our financial appraisals.
- 4.1. Development Revenue – Residential Ground Rents - Whilst there is some uncertainty about the Government's emerging policy in respect of ground rents charged on leasehold property, we have assumed that annual rents of £350 per private flat will apply and have included this within our Argus Developer financial appraisal. The gross annual income has been capitalised at an all risks yield of 5.0%.
- 4.2. Development Revenue – Affordable Housing – in scenarios that include on-site affordable housing, we have made the following revenue assumptions:-
- London Affordable Rent – weekly rents of £152.73 for 2-bedroom flats and £169.70 for 3-bedroom flats, inclusive of service charges of £20 per week. RP annual revenue costs (management, maintenance, voids & bad debts, sinking fund provision) of approximately 17% of gross annual rent. Net rental income capitalised at an all risks yield of 5.00% and RP “on-costs” deducted at 5.00% of gross capital value. Estimated selling price equates to £129 per sqft, assuming no public sector grant funding.



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- Shared Ownership – initial equity sales of 25% of estimated Market Value, with annual rent equating to between 1.65% (3-bedroom flats) and 2.75% (2-bedroom flats) of retained equity. Annual rent capitalised at an all risks yield of 5.00% and RP “on-costs” deducted at 5.00% of gross capital value. Estimated selling price equates to £425 per sqft and gross household income requirement would be £71,833 for 2-bedroom flats and £89,145 for 3-bedroom flats.

4.3. Development Revenue – Commercial Premises – to inform our financial appraisal assumptions, we have reviewed information provided by EGi Radius Data Exchange and discussed the proposal with the Richmond office of Featherstone Leigh estate agents. The following occupational and investment deals are considered to be relevant to the proposed development:-

- Crescent Court, 102 Victor Road, Teddington TW11 8SS – a 660sqft office, let on 23<sup>rd</sup> January 2018 at a rent of £15,000 pa (£22.73 per sqft). Milestone Commercial acted for the landlord.
- 7, Plough Lane, Teddington TW11 9BN – a 689sqft office, let on 6<sup>th</sup> October 2017 at a rent of £11,000 pa (£15.97 per sqft). Snellers Commercial acted for the landlord.
- Railshead Road, Isleworth TW7 7EP – a range of new build office suites with NIA of between 597sqft and 5,101sqft, currently being marketed in shell and core condition by Houston Lawrence at rents reflecting £25 per sqft;
- Unit 6, Crane Mews, 32 Gould Road, Twickenham TW2 6RS – an office suite with a NIA of 1,020sqft, purchased by STM Property Holdings Ltd on 7<sup>th</sup> June 2017 at a price of £415,000. The selling price equates to £407 per sqft.
- 7a York Street, Twickenham TW1 3JZ – an office with a NIA of 1,139sqft, sold on 15<sup>th</sup> March 2017 to MW Trustees Ltd at a price of £400,000 (£351 per sqft);

4.4. Based on the comparable transactions summarised above and the advice of Featherstone Leigh, we have assumed that the proposed commercial premises would be let at a rent of £25 per sqft, with an allowance for tenant incentives equating to 3-months Rent-Free. The total estimated annual income of £171,392 has been capitalised at an all risks yield of 6.50% to produce a capital value for the commercial premises of £2,595,612, equating to £386 per sqft.

4.5. Development Costs

4.6. Based on our market research and advice from Stace LLP, who have prepared the Order of Cost Estimate, we have assumed the following programme for the completion of the development, including the sale period: -

| Development Stage               | Start Date   | End Date      | Duration (months) |
|---------------------------------|--------------|---------------|-------------------|
| Purchase                        | June 2018    | June 2018     | 1                 |
| Pre-construction                | July 2018    | December 2018 | 6                 |
| Construction                    | January 2019 | June 2020     | 18                |
| Sale                            | July 2020    | December 2020 | 6                 |
| <b>Total Development Period</b> |              |               | <b>31</b>         |

4.7. Construction Costs – The Order of Cost Estimate prepared by Stace LLP is provided at Appendix 4 and sets out the construction costs relating to the proposed development. Total estimated construction costs for the proposal are £7,769,404, equating to £265 per sqft (£2,848.02 per sqm) on the GIA. A summary of costs relating to the various elements of the proposed development is provided below:-

| Element Summary              | Gross Internal Area   | Cost per sqm | Cost per sqft | Total Estimate    |
|------------------------------|-----------------------|--------------|---------------|-------------------|
| Mews Office (Units C1 to C4) | 352sqm (3,789sqft)    | £2,126       | £197          | £748,181          |
| Mews Office (Units C5 to C7) | 272sqm (2,928sqft)    | £1,919       | £178          | £522,096          |
| Residential (Small Block)    | 381sqm (4,101sqft)    | £2,274       | £211          | £866,569          |
| Residential (Main Block)     | 1,723sqm (18,547sqft) | £2,174       | £202          | £3,746,081        |
| External Works               |                       |              |               | £904,477          |
| Remediation Allowance        |                       |              |               | £982,000          |
| <b>Total</b>                 |                       |              |               | <b>£7,769,404</b> |

4.8. The estimated construction costs include allowances for design development risk at a rate of 2.50% of the building works estimate and construction risk contingencies of 5.0% for refurbishment of the Mews Offices and 2.5% for new build elements. Allowance for site remediation is estimated, based on a Phase 1 Site Investigation. The cost estimate includes an allowance of £100,000 within the External Works element for demolition of existing buildings with a GIA of 400.1sqm.



## Arlington Works, St Margaret's TW1 2AZ – Financial Viability Assessment – August 2018

- 4.9. Other Development Costs – our financial appraisals include other costs relating to the development and our input assumptions are set out below. The draft National Planning Practice Guidance (March 2018) recommends that “...where viability assessment is submitted to accompany a planning application this should be based upon and refer back to the viability assessment that informed the plan...” accordingly, in the table below we compare our appraisal assumptions with those used by Adams Integra to prepare the Whole Plan Viability Assessment (December 2016) used to inform the preparation of the Council’s Local Plan Review:-

| Item   | GCL Assumption  | LB Richmond Whole Plan Viability Assumption<br>(Adams Integra December 2016) |
|--|---|--|
| Acquisition Costs – SDLT                             | As HMLR Rates   | As HMLR Rates  |
| Acquisition Costs – Agent Fee                        | 1% of Residual Land Value   | 1% of Residual Land Value  |
| Acquisition Costs – Legal Fee                        | 0.50% of Residual Land Value  | 0.75% of Residual Land Value   |
| Base Construction Costs                              | As per Order of Cost Estimate   | allowances for sustainability, etc   |
| External Works                                       | As per Order of Cost Estimate (15.37% of Base Construction Costs)       | 12% of BCIS Median Cost Rate   |
| Remediation Costs                                    | As per Order of Cost Estimate   | No allowance   |
| Noise & Vibration Mitigation                         | £175,000 estimated by Stace LLP based on Aulos Acoustics advice         | No allowance (site specific cost)  |
| Contingency  | 5% of Construction Cost (new build); 7.5% of Construction Cost (refurb) | 5% of Construction Cost  |
| Mayoral CIL Contributions                            | Estimated in accordance with CIL Charging Schedule                      | Schedule   |
| Carbon Off-set Payment                               | £45,950 as calculated by Sustainability consultant                      | No allowance stated  |
| Professional Fees                                    | 12% of Construction Costs (inc. town planning & survey costs)           | 12% of Construction Cost   |
| Marketing Costs                                      | 1% of Gross Development Value   | 3% of sales revenue (inc Agent Fee)  |
| Letting Agent Fee                                    | 15% of Net Rent at Sale   | No allowance stated  |
| Letting Legal Fee                                    | 5% of Net Rent at Sale  | No allowance stated  |
| Purchaser’s Costs                                    | 6.50% of Commercial & Ground Rent Investment Sales                      | No allowance stated  |
| Sales Agent Fees                                     | 1.00% of Gross Development Value  | 1.00% of Gross Development Value   |
| Sales Legal Fee (Residential)                        | £700 per dwelling   | £700 per dwelling  |
| Sales Legal Fee (Commercial)                         | 0.50% of selling price (commercial and ground rents)                    | No allowance stated  |
| Finance Debit Rate                                   | 6.50% (including all arrangement & exit fees)                           | 6.75%  |
| Developer Profit (Market Residential)                | 20% of Gross Development Value  | 20% of Gross Development Value   |
| Developer Profit (Affordable Housing)                | 6% of Gross Development Value   | 6% of Gross Development Value  |
| Developer Profit (Commercial/Ground Rent Investment) | 15% of Gross Development Value  | No allowance stated  |

- 4.10. Our financial appraisal cost inputs generally correspond with those used by Adams Integra to inform the LB Richmond Whole Plan Viability Assessment (December 2016), with the main difference being in construction costs, which have been assessed on a site-specific basis, rather than reliance on BCIS data. The financial appraisal results for each scenario tested are summarised in section 6.



## Arlington Works, St Margaret's TW1 2AZ – Financial Viability Assessment – August 2018

### 5. Viability Benchmark

- 5.1. As explained in section 3, financial viability assessments can use the level of developer's return or the Site Value as the benchmark for assessing the impact of planning obligations on viability.
- 5.2. The NPPF states that viability assessments should consider “*competitive returns to a willing landowner and willing developer to enable the development to be deliverable.*” This return will vary significantly between projects to reflect the size and risk profile of the development and the risks to the project. A rigid approach to assumed profit levels should be avoided and comparable schemes or data sources reflected wherever possible. A competitive return for the land owner is the price at which a reasonable land owner would be willing to sell their land for the development. The price will need to provide an incentive for the land owner to sell in comparison with the other options available. Those options may include the current use value of the land or its value for a realistic alternative use that complies with planning policy.
- 5.3. Paragraph 013 of the NPPG on Viability confirms that BLV should be established on the basis of the existing use value (EUV) of the land, plus a premium for the landowner. Paragraph 014 of the NPPG sets out the factors that should be considered to establish benchmark land value. BLV should:
- Be based upon existing use value;
  - Allow for a premium to landowners;
  - Reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees; and
  - Be informed by market evidence including current uses, costs and values wherever possible.
- 5.4. Paragraph 015 defines EUV as “...the value of the land in its existing use together with the right to implement any development for which there are policy compliant extant planning consents, including realistic deemed consents, but without regard to alternative uses.” Paragraph 015 confirms “Existing use value is not the price paid and should disregard hope value”. The current use of the site is for waste oil recycling and workshops / offices and we have based our calculation of the Viability Benchmark on this as Existing Use Value (“EUV”). Examination of Business Rates records for the existing premises indicates that the Property provides the following accommodation:-

| Business Rates Records, Arlington Works       |                                      |                  |                   |                |               |
|---|--------------------------------------|------------------|-------------------|----------------|---------------|
| Address                                       | Use                                  | Total Area (sqm) | Total Area (sqft) | Rateable Value |               |
| Unit 1, Arlington Works TW1 2AZ               | Workshop                             | 55.43            | 597               | £              | 3,050         |
| Unit 2, Arlington Works TW1 2AZ               | Workshop                             | 56.46            | 608               | £              | 3,100         |
| Unit 3, Arlington Works TW1 2AZ               | Workshop                             | 37.02            | 398               | £              | 2,225         |
| Unit 5, Arlington Works TW1 2AZ               | Workshop                             | 37.24            | 401               | £              | 3,050         |
| Unit 6 & 7, Arlington Works TW1 2AZ           | Workshop                             | 126.35           | 1360              | £              | 6,700         |
| Unit 8, Arlington Works TW1 2AZ               | Workshop                             | 55.15            | 594               | £              | 3,050         |
| Unit C, Arlington Works TW1 2AZ               | Workshop                             | 29.2             | 314               | £              | 2,000         |
| Unit H, Arlington Works TW1 2AZ               | Workshop                             | 24.46            | 263               | £              | 1,675         |
| Unit I, Arlington Works TW1 2AZ               | Workshop                             | 8.5              | 91                | £              | 470           |
| Unit J, Arlington Works TW1 2AZ               | Workshop                             | 27.2             | 293               | £              | 1,875         |
| Unit L, Arlington Works TW1 2AZ               | Workshop & Premises                  | 39.5             | 425               | £              | 1,400         |
| Unit O, Arlington Works TW1 2AZ               | Workshop                             | 25.22            | 271               | £              | 1,725         |
| Unit M & N, Arlington Works TW1 2AZ           | Workshop                             | 34.51            | 371               | £              | 2,375         |
| Unit U, Arlington Works TW1 2AZ               | Workshop                             | 26.1             | 281               | £              | 1,800         |
| Unit P, Q & R, Arlington Works TW1 2AZ        | Workshop & Premises                  | 52.65            | 567               | £              | 2,250         |
| Units A & B, D-F & S, Arlington Works TW1 2AZ | Factory & Premises                   | 119.4            | 1285              | £              | 10,500        |
| Unit T, Arlington Works TW1 2AZ               | Workshop & Premises                  | 8.25             | 89                | £              | 570           |
| Unit X, Arlington Works TW1 2AZ               | Workshop & Premises                  | 19.75            | 213               | £              | 840           |
| Unit V & W, Arlington Works TW1 2AZ           | Workshop & Premises                  | 34.78            | 374               | £              | 1,475         |
| Orange Transmitter Mast                       | Communication Station & Premises     | 0                | 0                 | £              | 7,800         |
| Car Parking (inc Unit 4) x 11 Spaces          | Car Parking Spaces, store & premises | 0                | 0                 | £              | 5,000         |
| Container                                     | Store & Premises                     | 13.87            | 149               | £              | 960           |
| Units G & K, Arlington Works TW1 2AZ          | Workshop & Premises                  | 37.05            | 399               | £              | 1,450         |
| <b>Total</b>                                  |                                      | <b>868.09</b>    | <b>9344</b>       | <b>£</b>       | <b>65,340</b> |



## **Arlington Works, St Margaret's TW1 2AZ – Financial Viability Assessment – August 2018**

- 5.5. We understand that the existing premises are generally let on terms of 5 years, with annual rent reviews at RPI and the majority of existing leases expire in 2021 or 2022. The Applicant receives income totalling £125,469 per annum, detailed as follows:-
- Workshops / Offices (9,344sqft) - £58,867 (equating to £6.30 per sqft)
  - Car Parking, etc - £14,752
  - Telecommunications Mast - £8,810
  - Container Ground Rent - £3,782
  - Plant & equipment hire and Oil Recycling - £39,258
  - Total - £125,469
- 5.6. In order to estimate the Existing Use Value (“EUV”) of the premises, we have capitalised the annual income received from tenants and business activities directly associated with the Premises at an all risks yield of 8.50%. This yield assumption is the same as used by Adams Integra to calculate commercial EUV’s in higher value areas when preparing the LB Richmond Whole Plan Viability Assessment in December 2016. We therefore assess the EUV of the Premises after deduction of Purchaser Costs at a rate of 6.16% to be £1,385,182.
- 5.7. The Premises have been owned and operated by the Applicant in connection with their main business since 8<sup>th</sup> April 1981. The family that own and manage Sharpe Refinery Service (Hydro-Carbons) Ltd now wish to retire and would quite rightly expect to receive a Landowner Premium above the EUV of the Premises, which should reflect a reasonable level of return. When considering the level of landowner return that would be reasonable, we have considered the assumptions used by Adams Integra in setting viability thresholds from existing uses within their Whole Plan Viability Assessment (referred to above). Adams Integra indicate at 8.15 of the Whole Plan Viability Assessment, that the mid-range viability threshold for employment sites (including landowner premium) would be in the region of £6,000,000 per hectare.
- 5.8. Having considered the approach taken by Adams Integra in the Whole Plan Viability Assessment, we propose a landowner premium to EUV of 30%, which produces a Viability Benchmark of approximately **£1,800,000** (£6.07m per hectare).





## Arlington Works, St Margaret's TW1 2AZ – Financial Viability Assessment – August 2018

### 6. Financial Appraisal Outcomes & Conclusion

- 6.1. To inform discussions between the Applicant and the Council in respect of the provision of on-site affordable housing as part of the proposed redevelopment of Arlington Works, Arlington Road, St Margaret's TW1 2AZ to provide 24 residential dwellings and 6,568sqft (GIA) of commercial (Class B1 Use) space within the retained Victorian Mews, Grimshaw Consulting Limited has undertaken an independent assessment the financial viability. Our assessment has been completed in accordance with the guidance on viability in planning provided by National Planning Policy Framework (July 2018), National Planning Policy Guidance (July 2018) and RICS Guidance Note "Financial viability in planning" (1st edition, 2012).
- 6.2. We have tested three development scenarios and a summary of our Financial Appraisal Outcomes is provided below:-

| Arlington Works - Financial Appraisal Outcomes |                                 |                                |                                     |
|--|---------------------------------|--------------------------------|-------------------------------------|
| Development Cost / Revenue                     | Scenario 1 - 4 No               | Scenario 2 - 4 No              | Scenario 3 - 100%<br>Market Housing |
|  | Units London<br>Affordable Rent | Units Shared<br>Ownership      |                                     |
| Development Revenue - Market Housing           | £ 11,720,000                    | £ 11,720,000                   | £ 14,500,000                        |
| Development Revenue - Affordable Housing       | £ 450,000                       | £ 1,490,000                    | £ -                                 |
| Development Revenue - Residential Ground Rents | £ 140,000                       | £ 140,000                      | £ 168,000                           |
| Development Revenue - Commercial Units         | £ 2,595,612                     | £ 2,595,612                    | £ 2,595,612                         |
| <b>Total Development Revenue</b>               | <b>£ 14,905,612</b>             | <b>£ 15,945,612</b>            | <b>£ 17,263,612</b>                 |
| Acquisition Costs – SDLT                       | £ 62,793                        | £ 107,136                      | £ 138,546                           |
| Acquisition Costs – Agent Fee                  | £ 11,134                        | £ 18,996                       | £ 24,565                            |
| Acquisition Costs – Legal Fee                  | £ 5,567                         | £ 9,498                        | £ 12,282                            |
| Base Construction Costs                        | £ 5,882,925                     | £ 5,882,925                    | £ 5,882,925                         |
| External Works                                 | £ 904,477                       | £ 904,477                      | £ 904,477                           |
| Remediation Costs                              | £ 982,000                       | £ 982,000                      | £ 982,000                           |
| Noise & Vibration Mitigation                   | £ 175,000                       | £ 175,000                      | £ 175,000                           |
| Contingency                                    | included                        | included                       | included                            |
| Mayoral CIL Contributions                      | £ 89,000                        | £ 89,000                       | £ 115,000                           |
| Borough CIL Contributions                      | £ 395,000                       | £ 395,000                      | £ 510,000                           |
| Carbon Off-set Payment                         | £ 45,950                        | £ 45,950                       | £ 45,950                            |
| Professional Fees                              | £ 953,328                       | £ 953,328                      | £ 953,328                           |
| Marketing Costs                                | £ 143,156                       | £ 143,156                      | £ 143,156                           |
| Letting Agent Fee                              | £ 25,709                        | £ 25,709                       | £ 25,709                            |
| Letting Legal Fee                              | £ 8,570                         | £ 8,570                        | £ 8,570                             |
| Purchaser's Costs                              | £ 174,258                       | £ 174,258                      | £ 176,042                           |
| Sales Agent Fees                               | £ 223,584                       | £ 239,184                      | £ 258,954                           |
| Sales Legal Fee (Residential)                  | £ 16,800                        | £ 16,800                       | £ 16,800                            |
| Sales Legal Fee (Commercial)                   | £ 13,678                        | £ 13,678                       | £ 13,818                            |
| Finance Costs                                  | £ 899,427                       | £ 1,018,266                    | £ 1,105,380                         |
| Developer Profit                               | £ 2,779,897<br>(18.65% of GDV)  | £ 2,843,103<br>(17.83% of GDV) | £ 3,314,614<br>(19.20% of GDV)      |
| <b>Total Development Costs</b>                 | <b>£ 13,792,253</b>             | <b>£ 14,046,034</b>            | <b>£ 14,807,116</b>                 |
| Residual Land Value                            | £ 1,113,359                     | £ 1,899,578                    | £ 2,456,496                         |
| Viability Benchmark                            | £ 1,800,000                     | £ 1,800,000                    | £ 1,800,000                         |
| <b>Viability Surplus / (Deficit)</b>           | <b>-686,641</b>                 | <b>99,578</b>                  | <b>656,496</b>                      |





**Arlington Works, St Margaret's TW1 2AZ – Financial Viability Assessment – August 2018**

- 6.3. Our assessment of a reasonable Viability Benchmark is £1,800,000. This opinion has been based on the Existing Use Value of the Premises, assuming current passing rents from tenants capitalised at an all risks yield of 8.50% and a landowner premium of 30%.
- 6.4. Our financial appraisals indicate that the maximum reasonable amount of affordable housing that can be provided on site, is 4 No apartments (2 No 2-bedroom and 2-No 3-bedroom) for sale on a shared ownership basis. This development scenario would generate a viability surplus of £99,578 and in addition, would generate a total of £529,950 in CIL and Carbon Off-set contributions. The on-site affordable housing provision of 4 No units within the smaller residential block, equates to 17% of total dwellings and 19% of residential habitable rooms and floor area (NSA).

**Robert Grimshaw**  
**Director**  
**Grimshaw Consulting Limited**  
**2<sup>nd</sup> August 2018**



## **Arlington Works, St Margaret's TW1 2AZ – Financial Viability Assessment – August 2018**

### **7. Appendices**



**Arlington Works, St Margaret's TW1 2AZ – Financial Viability Assessment – August 2018**

**Appendix 1 – Financial Appraisal – 4 units London Affordable Rent**

Arlington Works (4 No LAR)  
Arlington Road, St Margarets TW1 2AZ  
Sharpes Refinery Service (Hydro-Carbons) Ltd

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Development Appraisal  
Prepared by Robert Grimshaw  
Grimshaw Consulting Limited  
13 July 2018

Arlington Works (4 No LAR)  
 Arlington Road, St Margarets TW1 2AZ  
 Sharpes Refinery Service (Hydro-Carbons) Ltd

**Summary Appraisal for Part 1**

Currency in £

**REVENUE**

| Sales Valuation                      | Units     | ft²           | Sales Rate ft² | Unit Price | Gross Sales       |
|--------------------------------------|-----------|---------------|----------------|------------|-------------------|
| Market Residential (Main Block)      | 20        | 14,618        | 801.75         | 586,000    | 11,720,000        |
| London Affordable Rent (Small Block) | 4         | 3,509         | 128.24         | 112,500    | 450,000           |
| <b>Totals</b>                        | <b>24</b> | <b>18,127</b> |                |            | <b>12,170,000</b> |

**Rental Area Summary**

|                          | Units     | ft²          | Rent Rate ft² | Initial MRV/Unit | Net Rent at Sale | Initial MRV    |
|--------------------------|-----------|--------------|---------------|------------------|------------------|----------------|
| Mews Offices (C1 to C7)  | 7         | 6,717        | 25.52         | 24,485           | 171,392          | 171,392        |
| Residential Ground Rents | 20        |              |               | 350              | 7,000            | 7,000          |
| <b>Totals</b>            | <b>27</b> | <b>6,717</b> |               |                  | <b>178,392</b>   | <b>178,392</b> |

**Investment Valuation**

**Mews Offices (C1 to C7)**

|                   |         |            |         |         |           |
|-------------------|---------|------------|---------|---------|-----------|
| Market Rent       | 171,392 | YP @       | 6.5000% | 15.3846 |           |
| (3mths Rent Free) |         | PV 3mths @ | 6.5000% | 0.9844  | 2,595,612 |

**Residential Ground Rents**

|              |       |      |         |         |                  |
|--------------|-------|------|---------|---------|------------------|
| Current Rent | 7,000 | YP @ | 5.0000% | 20.0000 | 140,000          |
|              |       |      |         |         | <b>2,735,612</b> |

**GROSS DEVELOPMENT VALUE**

**14,905,612**

**NET REALISATION**

**14,905,612**

**OUTLAY**

**ACQUISITION COSTS**

|  |  |       |  |           |           |
|--|--|-------|--|-----------|-----------|
| Residualised Price (0.73 Acres 1,525,149.80 pAcre) |  |       |  | 1,113,359 | 1,113,359 |
| Stamp Duty   |  | 5.64% |  | 62,793    |           |
| Agent Fee  |  | 1.00% |  | 11,134    |           |
| Legal Fee  |  | 0.50% |  | 5,567     |           |
|  |  |       |  |           | 79,494    |

**CONSTRUCTION COSTS**

| Construction                 | ft²    | Build Rate ft² | Cost      |
|------------------------------|--------|----------------|-----------|
| Construction Costs           | 29,364 | 200.34         | 5,882,925 |
| External Works               |        |                | 904,477   |
| Remediation                  |        |                | 982,000   |
| Noise & Vibration Mitigation |        |                | 175,000   |
| Mayoral CIL                  |        |                | 89,000    |
| Borough CIL                  |        |                | 395,000   |
| Carbon Off-set Payment       |        |                | 45,950    |
|                              |        |                | 2,591,427 |

**PROFESSIONAL FEES**

|                   |        |         |         |
|-------------------|--------|---------|---------|
| Professional Fees | 12.00% | 953,328 | 953,328 |
|-------------------|--------|---------|---------|

**MARKETING & LETTING**

|                   |        |         |         |
|-------------------|--------|---------|---------|
| Marketing         | 1.00%  | 143,156 |         |
| Letting Agent Fee | 15.00% | 25,709  |         |
| Letting Legal Fee | 5.00%  | 8,570   |         |
|                   |        |         | 177,435 |

**DISPOSAL FEES**

|                                   |       |            |         |
|-----------------------------------|-------|------------|---------|
| Purchaser's Costs                 |       |            | 174,258 |
| Effective Purchaser's Costs Rate  |       | 6.37%      |         |
| Sales Agent Fee                   |       | 1.50%      | 223,584 |
| Residential Sales Legals          | 24 un | 700.00 /un | 16,800  |
| Commercial Investment Sale Legals |       | 0.50%      | 13,678  |
|                                   |       |            | 428,321 |

**Arlington Works (4 No LAR)**  
**Arlington Road, St Margarets TW1 2AZ**  
**Sharpes Refinery Service (Hydro-Carbons) Ltd**

**FINANCE**

Debit Rate 6.750%, Credit Rate 0.000% (Nominal)

|                    |         |         |
|--------------------|---------|---------|
| Land               | 170,959 |         |
| Construction       | 569,596 |         |
| Other              | 158,871 |         |
| Total Finance Cost |         | 899,427 |

**TOTAL COSTS****12,125,715****PROFIT****2,779,897****Performance Measures**

|                              |        |
|------------------------------|--------|
| Profit on Cost%              | 22.93% |
| Profit on GDV%               | 18.65% |
| Development Yield% (on Rent) | 1.47%  |
| Gross Initial Yield%         | 6.52%  |

|  |                         |
|--|-------------------------|
| Capitalised Rent per Net ft <sup>2</sup> | 407.00 /ft <sup>2</sup> |
| Cost per Net ft <sup>2</sup>             | 488.00 /ft <sup>2</sup> |

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**Arlington Works (4 No LAR)**  
**Arlington Road, St Margarets TW1 2AZ**  
**Sharpes Refinery Service (Hydro-Carbons) Ltd**

| Project Timescale                  |           |
|------------------------------------|-----------|
| Project Start Date                 | Jun 2018  |
| Project End Date                   | Dec 2020  |
| Project Duration (Inc Exit Period) | 31 months |

**Phase 1**



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Arlington Works (4 No LAR)  
Arlington Road, St Margarets TW1 2AZ  
Sharpes Refinery Service (Hydro-Carbons) Ltd

## Grouped Cash Flow Part 1

Page A 1

|                                     | 001:Jun 2018       | 002:Jul 2018    | 003:Aug 2018    | 004:Sep 2018     | 005:Oct 2018     | 006:Nov 2018     |
|-------------------------------------|--------------------|-----------------|-----------------|------------------|------------------|------------------|
| Monthly B/F                         | 0                  | (1,253,866)     | (1,312,973)     | (1,384,611)      | (1,685,404)      | (1,984,290)      |
| <b>Land Purchase</b>                |                    |                 |                 |                  |                  |                  |
| Residualised Price                  | (1,113,359)        | 0               | 0               | 0                | 0                | 0                |
| Stamp Duty                          | (62,793)           | 0               | 0               | 0                | 0                | 0                |
| Agent Fee                           | (11,134)           | 0               | 0               | 0                | 0                | 0                |
| Legal Fee                           | (5,567)            | 0               | 0               | 0                | 0                | 0                |
|                                     | <b>(1,192,853)</b> | <b>0</b>        | <b>0</b>        | <b>0</b>         | <b>0</b>         | <b>0</b>         |
| <b>Construction Costs</b>           |                    |                 |                 |                  |                  |                  |
| Construction Cost                   | 0                  | 0               | 0               | 0                | 0                | 0                |
| Road/Site Works                     | 0                  | 0               | 0               | (245,500)        | (245,500)        | (245,500)        |
| Statutory/LA                        | 0                  | 0               | 0               | 0                | 0                | 0                |
|                                     | <b>0</b>           | <b>0</b>        | <b>0</b>        | <b>(245,500)</b> | <b>(245,500)</b> | <b>(245,500)</b> |
| <b>Professional Fees</b>            |                    |                 |                 |                  |                  |                  |
| Professional Fees                   | (61,013)           | (59,106)        | (57,200)        | (55,293)         | (53,386)         | (51,480)         |
|                                     | <b>(61,013)</b>    | <b>(59,106)</b> | <b>(57,200)</b> | <b>(55,293)</b>  | <b>(53,386)</b>  | <b>(51,480)</b>  |
| <b>Other Cost</b>                   |                    |                 |                 |                  |                  |                  |
| Sales Agent Fee                     | 0                  | 0               | 0               | 0                | 0                | 0                |
| Sales Legal Fee                     | 0                  | 0               | 0               | 0                | 0                | 0                |
|                                     | <b>0</b>           | <b>0</b>        | <b>0</b>        | <b>0</b>         | <b>0</b>         | <b>0</b>         |
| <b>Marketing/Letting</b>            |                    |                 |                 |                  |                  |                  |
| Marketing                           | 0                  | 0               | 0               | 0                | 0                | 0                |
| Letting Agent Fee                   | 0                  | 0               | 0               | 0                | 0                | 0                |
| Letting Legal Fee                   | 0                  | 0               | 0               | 0                | 0                | 0                |
|                                     | <b>0</b>           | <b>0</b>        | <b>0</b>        | <b>0</b>         | <b>0</b>         | <b>0</b>         |
| <b>Capitalisation</b>               |                    |                 |                 |                  |                  |                  |
| Unit Sales                          | 0                  | 0               | 0               | 0                | 0                | 0                |
| Capitalised Rent                    | 0                  | 0               | 0               | 0                | 0                | 0                |
| Purchaser's Costs                   | 0                  | 0               | 0               | 0                | 0                | 0                |
| <b>Net Cash Flow Before Finance</b> | <b>(1,253,866)</b> | <b>(59,106)</b> | <b>(57,200)</b> | <b>(300,793)</b> | <b>(298,886)</b> | <b>(296,980)</b> |
| Debit Rate 6.750%                   | 6.750%             | 6.750%          | 6.750%          | 6.750%           | 6.750%           | 6.750%           |
| Credit Rate 0.000%                  | 0.000%             | 0.000%          | 0.000%          | 0.000%           | 0.000%           | 0.000%           |
| Finance Costs (All Sets)            | 0                  | (7,053)         | (7,385)         | (7,788)          | (9,480)          | (11,162)         |
| <b>Net Cash Flow After Finance</b>  | <b>(1,253,866)</b> | <b>(66,159)</b> | <b>(64,585)</b> | <b>(308,581)</b> | <b>(308,367)</b> | <b>(308,141)</b> |
| Cumulative Net Cash Flow Monthly    | (1,253,866)        | (1,320,026)     | (1,384,611)     | (1,693,192)      | (2,001,559)      | (2,309,700)      |

Arlington Works (4 No LAR)  
Arlington Road, St Margarets TW1 2AZ  
Sharpes Refinery Service (Hydro-Carbons) Ltd

## Grouped Cash Flow Part 1

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| 007:Dec 2018<br>(2,309,700) | 008:Jan 2019<br>(2,604,773) | 009:Feb 2019<br>(3,258,035) | 010:Mar 2019<br>(3,522,336) | 011:Apr 2019<br>(3,824,376) | 012:May 2019<br>(4,198,816) | 013:Jun 2019<br>(4,699,289) | 014:Jul 2019<br>(5,184,599) |
|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    |
| 0                           | (63,916)                    | (145,815)                   | (218,157)                   | (280,942)                   | (334,172)                   | (377,844)                   | (411,961)                   |
| (245,500)                   | (11,728)                    | (26,756)                    | (40,030)                    | (51,551)                    | (61,318)                    | (69,332)                    | (75,592)                    |
| 0                           | (529,950)                   | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| <b>(245,500)</b>            | <b>(605,595)</b>            | <b>(172,571)</b>            | <b>(258,187)</b>            | <b>(332,494)</b>            | <b>(395,490)</b>            | <b>(447,176)</b>            | <b>(487,553)</b>            |
| (49,573)                    | (47,666)                    | (45,760)                    | (43,853)                    | (41,946)                    | (40,040)                    | (38,133)                    | (36,226)                    |
| <b>(49,573)</b>             | <b>(47,666)</b>             | <b>(45,760)</b>             | <b>(43,853)</b>             | <b>(41,946)</b>             | <b>(40,040)</b>             | <b>(38,133)</b>             | <b>(36,226)</b>             |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| <b>(295,073)</b>            | <b>(653,261)</b>            | <b>(218,331)</b>            | <b>(302,040)</b>            | <b>(374,440)</b>            | <b>(435,530)</b>            | <b>(485,309)</b>            | <b>(523,779)</b>            |
| 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                      |
| 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                      |
| (12,992)                    | (14,652)                    | (18,326)                    | (19,813)                    | (21,512)                    | (23,618)                    | (26,434)                    | (29,163)                    |
| <b>(308,065)</b>            | <b>(667,913)</b>            | <b>(236,657)</b>            | <b>(321,853)</b>            | <b>(395,952)</b>            | <b>(459,148)</b>            | <b>(511,743)</b>            | <b>(552,943)</b>            |
| (2,617,765)                 | (3,285,678)                 | (3,522,336)                 | (3,844,189)                 | (4,240,141)                 | (4,699,289)                 | (5,211,032)                 | (5,763,975)                 |

Arlington Works (4 No LAR)  
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Sharpes Refinery Service (Hydro-Carbons) Ltd

## Grouped Cash Flow Part 1

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| 015:Aug 2019<br>(5,708,378) | 016:Sep 2019<br>(6,347,024) | 017:Oct 2019<br>(6,913,813) | 018:Nov 2019<br>(7,485,142) | 019:Dec 2019<br>(8,166,397) | 020:Jan 2020<br>(8,712,877) | 021:Feb 2020<br>(9,229,966) | 022:Mar 2020<br>(9,853,221) |
|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    |
| (436,521)                   | (451,524)                   | (456,972)                   | (452,862)                   | (439,197)                   | (415,975)                   | (383,196)                   | (340,861)                   |
| (80,099)                    | (82,852)                    | (83,851)                    | (83,097)                    | (80,590)                    | (76,329)                    | (70,314)                    | (62,546)                    |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| <b>(516,619)</b>            | <b>(534,376)</b>            | <b>(540,823)</b>            | <b>(535,959)</b>            | <b>(519,786)</b>            | <b>(492,303)</b>            | <b>(453,510)</b>            | <b>(403,407)</b>            |
| (34,320)                    | (32,413)                    | (30,507)                    | (28,600)                    | (26,693)                    | (24,787)                    | (22,880)                    | (20,973)                    |
| <b>(34,320)</b>             | <b>(32,413)</b>             | <b>(30,507)</b>             | <b>(28,600)</b>             | <b>(26,693)</b>             | <b>(24,787)</b>             | <b>(22,880)</b>             | <b>(20,973)</b>             |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| <b>(550,939)</b>            | <b>(566,789)</b>            | <b>(571,329)</b>            | <b>(564,559)</b>            | <b>(546,479)</b>            | <b>(517,090)</b>            | <b>(476,390)</b>            | <b>(424,380)</b>            |
| 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                      |
| 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                      |
| (32,110)                    | (35,702)                    | (38,890)                    | (42,104)                    | (45,936)                    | (49,010)                    | (51,919)                    | (55,424)                    |
| <b>(583,049)</b>            | <b>(602,491)</b>            | <b>(610,219)</b>            | <b>(606,663)</b>            | <b>(592,415)</b>            | <b>(566,100)</b>            | <b>(528,308)</b>            | <b>(479,804)</b>            |
| (6,347,024)                 | (6,949,515)                 | (7,559,734)                 | (8,166,397)                 | (8,758,813)                 | (9,324,912)                 | (9,853,221)                 | (10,333,025)                |

**Arlington Works (4 No LAR)**  
**Arlington Road, St Margarets TW1 2AZ**  
**Sharpes Refinery Service (Hydro-Carbons) Ltd**

**Grouped Cash Flow Part 1**

| 023:Apr 2020<br>(10,277,601) | 024:May 2020<br>(10,638,661) | 025:Jun 2020<br>(11,098,170) | 026:Jul 2020<br>(11,298,662) | 027:Aug 2020<br>(9,143,602) | 028:Sep 2020<br>(7,587,122) | 029:Oct 2020<br>(5,875,760) | 030:Nov 2020<br>(4,164,622) |
|------------------------------|------------------------------|------------------------------|------------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|
| 0                            | 0                            | 0                            | 0                            | 0                           | 0                           | 0                           | 0                           |
| 0                            | 0                            | 0                            | 0                            | 0                           | 0                           | 0                           | 0                           |
| 0                            | 0                            | 0                            | 0                            | 0                           | 0                           | 0                           | 0                           |
| 0                            | 0                            | 0                            | 0                            | 0                           | 0                           | 0                           | 0                           |
| <b>0</b>                     | <b>0</b>                     | <b>0</b>                     | <b>0</b>                     | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    |
| (288,970)                    | (227,522)                    | (156,518)                    | 0                            | 0                           | 0                           | 0                           | 0                           |
| (53,024)                     | (41,749)                     | (28,720)                     | 0                            | 0                           | 0                           | 0                           | 0                           |
| 0                            | 0                            | 0                            | 0                            | 0                           | 0                           | 0                           | 0                           |
| <b>(341,994)</b>             | <b>(269,271)</b>             | <b>(185,238)</b>             | <b>0</b>                     | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    |
| (19,067)                     | (17,160)                     | (15,253)                     | 0                            | 0                           | 0                           | 0                           | 0                           |
| <b>(19,067)</b>              | <b>(17,160)</b>              | <b>(15,253)</b>              | <b>0</b>                     | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    |
| 0                            | 0                            | 0                            | (33,120)                     | (26,370)                    | (26,370)                    | (26,370)                    | (35,160)                    |
| 0                            | 0                            | 0                            | (2,240)                      | (2,464)                     | (2,688)                     | (2,912)                     | (3,136)                     |
| <b>0</b>                     | <b>0</b>                     | <b>0</b>                     | <b>(35,360)</b>              | <b>(28,834)</b>             | <b>(29,058)</b>             | <b>(29,282)</b>             | <b>(38,296)</b>             |
| 0                            | 0                            | 0                            | (17,580)                     | (17,580)                    | (17,580)                    | (17,580)                    | (23,440)                    |
| 0                            | 0                            | 0                            | 0                            | 0                           | 0                           | 0                           | 0                           |
| 0                            | 0                            | 0                            | 0                            | 0                           | 0                           | 0                           | 0                           |
| <b>0</b>                     | <b>0</b>                     | <b>0</b>                     | <b>(17,580)</b>              | <b>(17,580)</b>             | <b>(17,580)</b>             | <b>(17,580)</b>             | <b>(23,440)</b>             |
| 0                            | 0                            | 0                            | 2,208,000                    | 1,758,000                   | 1,758,000                   | 1,758,000                   | 2,344,000                   |
| 0                            | 0                            | 0                            | 0                            | 0                           | 0                           | 0                           | 0                           |
| 0                            | 0                            | 0                            | 0                            | 0                           | 0                           | 0                           | 0                           |
| <b>(361,060)</b>             | <b>(286,431)</b>             | <b>(200,491)</b>             | <b>2,155,060</b>             | <b>1,711,586</b>            | <b>1,711,362</b>            | <b>1,711,138</b>            | <b>2,282,264</b>            |
| 6.750%                       | 6.750%                       | 6.750%                       | 6.750%                       | 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                      |
| 0.000%                       | 0.000%                       | 0.000%                       | 0.000%                       | 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                      |
| (57,812)                     | (59,842)                     | (62,427)                     | (51,135)                     | (41,544)                    | (32,789)                    | (23,162)                    | (10,241)                    |
| <b>(418,872)</b>             | <b>(346,273)</b>             | <b>(262,919)</b>             | <b>2,103,925</b>             | <b>1,670,042</b>            | <b>1,678,573</b>            | <b>1,687,976</b>            | <b>2,272,023</b>            |
| (10,751,897)                 | (11,098,170)                 | (11,361,089)                 | (9,257,164)                  | (7,587,122)                 | (5,908,549)                 | (4,220,573)                 | (1,948,550)                 |

**Arlington Works (4 No LAR)**  
**Arlington Road, St Margarets TW1 2AZ**  
**Sharpes Refinery Service (Hydro-Carbons) Ltd**

**Grouped Cash Flow Part 1**

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031:Dec 2020  
(1,948,550)

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0  
0  
0  
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**0**

0  
0  
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**0**

0  
**0**

(76,194)  
(17,038)  
**(93,232)**

(49,396)  
(25,709)  
(8,570)  
**(83,675)**

2,344,000  
2,735,612  
(174,258)

---

**4,728,447**  
6.750%  
0.000%  
0  
**4,728,447**  
2,779,897

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**Arlington Works, St Margaret's TW1 2AZ – Financial Viability Assessment – August 2018**

**Appendix 2 – Financial Appraisal – 4 units Shared Ownership**

Arlington Works (4 No SO)  
Arlington Road, St Margarets TW1 2AZ  
Sharpes Refinery Service (Hydro-Carbons) Ltd

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Development Appraisal  
Prepared by Robert Grimshaw  
Grimshaw Consulting Limited  
13 July 2018



Arlington Works (4 No SO)  
 Arlington Road, St Margarets TW1 2AZ  
 Sharpes Refinery Service (Hydro-Carbons) Ltd

**Summary Appraisal for Part 1**

Currency in £

**REVENUE**

| Sales Valuation                 | Units     | ft²           | Sales Rate ft² | Unit Price | Gross Sales       |
|---------------------------------|-----------|---------------|----------------|------------|-------------------|
| Market Residential (Main Block) | 20        | 14,618        | 801.75         | 586,000    | 11,720,000        |
| Shared Ownership (Small Block)  | 4         | 3,509         | 424.62         | 372,500    | 1,490,000         |
| <b>Totals</b>                   | <b>24</b> | <b>18,127</b> |                |            | <b>13,210,000</b> |

**Rental Area Summary**

|                          | Units     | ft²          | Rent Rate ft² | Initial MRV/Unit | Net Rent at Sale | Initial MRV    |
|--------------------------|-----------|--------------|---------------|------------------|------------------|----------------|
| Mews Offices (C1 to C7)  | 7         | 6,717        | 25.52         | 24,485           | 171,392          | 171,392        |
| Residential Ground Rents | 20        |              |               | 350              | 7,000            | 7,000          |
| <b>Totals</b>            | <b>27</b> | <b>6,717</b> |               |                  | <b>178,392</b>   | <b>178,392</b> |

**Investment Valuation**

**Mews Offices (C1 to C7)**

|                   |         |            |         |         |           |
|-------------------|---------|------------|---------|---------|-----------|
| Market Rent       | 171,392 | YP @       | 6.5000% | 15.3846 |           |
| (3mths Rent Free) |         | PV 3mths @ | 6.5000% | 0.9844  | 2,595,612 |

**Residential Ground Rents**

|              |       |      |         |         |                  |
|--------------|-------|------|---------|---------|------------------|
| Current Rent | 7,000 | YP @ | 5.0000% | 20.0000 | 140,000          |
|              |       |      |         |         | <b>2,735,612</b> |

**GROSS DEVELOPMENT VALUE**

**15,945,612**

**NET REALISATION**

**15,945,612**

**OUTLAY**

**ACQUISITION COSTS**

|  |  |       |           |  |           |
|--|--|-------|-----------|--|-----------|
| Residualised Price (0.73 Acres 2,602,162.38 pAcre) |  |       | 1,899,579 |  | 1,899,579 |
| Stamp Duty   |  | 5.64% | 107,136   |  |           |
| Agent Fee  |  | 1.00% | 18,996    |  |           |
| Legal Fee  |  | 0.50% | 9,498     |  |           |
|  |  |       |           |  | 135,630   |

**CONSTRUCTION COSTS**

| Construction                 | ft²    | Build Rate ft² | Cost      |                  |
|------------------------------|--------|----------------|-----------|------------------|
| Construction Costs           | 29,364 | 200.34         | 5,882,925 | <b>5,882,925</b> |
| External Works               |        |                | 904,477   |                  |
| Remediation                  |        |                | 982,000   |                  |
| Noise & Vibration Mitigation |        |                | 175,000   |                  |
| Mayoral CIL                  |        |                | 89,000    |                  |
| Borough CIL                  |        |                | 395,000   |                  |
| Carbon Off-set Payment       |        |                | 45,950    |                  |
|                              |        |                |           | 2,591,427        |

**PROFESSIONAL FEES**

|                   |  |        |         |  |         |
|-------------------|--|--------|---------|--|---------|
| Professional Fees |  | 12.00% | 953,328 |  | 953,328 |
|-------------------|--|--------|---------|--|---------|

**MARKETING & LETTING**

|                   |  |        |         |  |         |
|-------------------|--|--------|---------|--|---------|
| Marketing         |  | 1.00%  | 143,156 |  |         |
| Letting Agent Fee |  | 15.00% | 25,709  |  |         |
| Letting Legal Fee |  | 5.00%  | 8,570   |  |         |
|                   |  |        |         |  | 177,435 |

**DISPOSAL FEES**

|                                   |       |            |         |  |         |
|-----------------------------------|-------|------------|---------|--|---------|
| Purchaser's Costs                 |       |            | 174,258 |  |         |
| Effective Purchaser's Costs Rate  |       | 6.37%      |         |  |         |
| Sales Agent Fee                   |       | 1.50%      | 239,184 |  |         |
| Residential Sales Legals          | 24 un | 700.00 /un | 16,800  |  |         |
| Commercial Investment Sale Legals |       | 0.50%      | 13,678  |  |         |
|                                   |       |            |         |  | 443,921 |

**Arlington Works (4 No SO)**  
**Arlington Road, St Margarets TW1 2AZ**  
**Sharpes Refinery Service (Hydro-Carbons) Ltd**

**FINANCE**

Debit Rate 6.750%, Credit Rate 0.000% (Nominal)

|                    |         |           |
|--------------------|---------|-----------|
| Land               | 291,685 |           |
| Construction       | 569,596 |           |
| Other              | 156,984 |           |
| Total Finance Cost |         | 1,018,266 |

**TOTAL COSTS****13,102,509****PROFIT****2,843,103****Performance Measures**

|                              |        |
|------------------------------|--------|
| Profit on Cost%              | 21.70% |
| Profit on GDV%               | 17.83% |
| Development Yield% (on Rent) | 1.36%  |
| Gross Initial Yield%         | 6.52%  |

|  |                         |
|--|-------------------------|
| Capitalised Rent per Net ft <sup>2</sup> | 407.00 /ft <sup>2</sup> |
| Cost per Net ft <sup>2</sup>             | 527.00 /ft <sup>2</sup> |

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**Arlington Works (4 No SO)**  
**Arlington Road, St Margarets TW1 2AZ**  
**Sharpes Refinery Service (Hydro-Carbons) Ltd**

| Project Timescale                  |           |
|------------------------------------|-----------|
| Project Start Date                 | Jun 2018  |
| Project End Date                   | Dec 2020  |
| Project Duration (Inc Exit Period) | 31 months |

**Phase 1**



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Arlington Works (4 No SO)  
Arlington Road, St Margarets TW1 2AZ  
Sharpes Refinery Service (Hydro-Carbons) Ltd

## Grouped Cash Flow Part 1

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|                                     | 001:Jun 2018       | 002:Jul 2018    | 003:Aug 2018    | 004:Sep 2018     | 005:Oct 2018     | 006:Nov 2018     |
|-------------------------------------|--------------------|-----------------|-----------------|------------------|------------------|------------------|
| Monthly B/F                         | 0                  | (2,096,221)     | (2,155,328)     | (2,236,442)      | (2,537,236)      | (2,836,122)      |
| <b>Land Purchase</b>                |                    |                 |                 |                  |                  |                  |
| Residualised Price                  | (1,899,579)        | 0               | 0               | 0                | 0                | 0                |
| Stamp Duty                          | (107,136)          | 0               | 0               | 0                | 0                | 0                |
| Agent Fee                           | (18,996)           | 0               | 0               | 0                | 0                | 0                |
| Legal Fee                           | (9,498)            | 0               | 0               | 0                | 0                | 0                |
|                                     | <b>(2,035,208)</b> | <b>0</b>        | <b>0</b>        | <b>0</b>         | <b>0</b>         | <b>0</b>         |
| <b>Construction Costs</b>           |                    |                 |                 |                  |                  |                  |
| Construction Cost                   | 0                  | 0               | 0               | 0                | 0                | 0                |
| Road/Site Works                     | 0                  | 0               | 0               | (245,500)        | (245,500)        | (245,500)        |
| Statutory/LA                        | 0                  | 0               | 0               | 0                | 0                | 0                |
|                                     | <b>0</b>           | <b>0</b>        | <b>0</b>        | <b>(245,500)</b> | <b>(245,500)</b> | <b>(245,500)</b> |
| <b>Professional Fees</b>            |                    |                 |                 |                  |                  |                  |
| Professional Fees                   | (61,013)           | (59,106)        | (57,200)        | (55,293)         | (53,386)         | (51,480)         |
|                                     | <b>(61,013)</b>    | <b>(59,106)</b> | <b>(57,200)</b> | <b>(55,293)</b>  | <b>(53,386)</b>  | <b>(51,480)</b>  |
| <b>Other Cost</b>                   |                    |                 |                 |                  |                  |                  |
| Sales Agent Fee                     | 0                  | 0               | 0               | 0                | 0                | 0                |
| Sales Legal Fee                     | 0                  | 0               | 0               | 0                | 0                | 0                |
|                                     | <b>0</b>           | <b>0</b>        | <b>0</b>        | <b>0</b>         | <b>0</b>         | <b>0</b>         |
| <b>Marketing/Letting</b>            |                    |                 |                 |                  |                  |                  |
| Marketing                           | 0                  | 0               | 0               | 0                | 0                | 0                |
| Letting Agent Fee                   | 0                  | 0               | 0               | 0                | 0                | 0                |
| Letting Legal Fee                   | 0                  | 0               | 0               | 0                | 0                | 0                |
|                                     | <b>0</b>           | <b>0</b>        | <b>0</b>        | <b>0</b>         | <b>0</b>         | <b>0</b>         |
| <b>Capitalisation</b>               |                    |                 |                 |                  |                  |                  |
| Unit Sales                          | 0                  | 0               | 0               | 0                | 0                | 0                |
| Capitalised Rent                    | 0                  | 0               | 0               | 0                | 0                | 0                |
| Purchaser's Costs                   | 0                  | 0               | 0               | 0                | 0                | 0                |
| <b>Net Cash Flow Before Finance</b> | <b>(2,096,221)</b> | <b>(59,106)</b> | <b>(57,200)</b> | <b>(300,793)</b> | <b>(298,886)</b> | <b>(296,980)</b> |
| Debit Rate 6.750%                   | 6.750%             | 6.750%          | 6.750%          | 6.750%           | 6.750%           | 6.750%           |
| Credit Rate 0.000%                  | 0.000%             | 0.000%          | 0.000%          | 0.000%           | 0.000%           | 0.000%           |
| Finance Costs (All Sets)            | 0                  | (11,791)        | (12,124)        | (12,580)         | (14,272)         | (15,953)         |
| <b>Net Cash Flow After Finance</b>  | <b>(2,096,221)</b> | <b>(70,898)</b> | <b>(69,323)</b> | <b>(313,373)</b> | <b>(313,158)</b> | <b>(312,933)</b> |
| Cumulative Net Cash Flow Monthly    | (2,096,221)        | (2,167,119)     | (2,236,442)     | (2,549,815)      | (2,862,974)      | (3,175,907)      |

**Arlington Works (4 No SO)**  
**Arlington Road, St Margarets TW1 2AZ**  
**Sharpes Refinery Service (Hydro-Carbons) Ltd**

**Grouped Cash Flow Part 1**

| 007:Dec 2018<br>(3,175,907) | 008:Jan 2019<br>(3,470,980) | 009:Feb 2019<br>(4,124,241) | 010:Mar 2019<br>(4,403,159) | 011:Apr 2019<br>(4,705,199) | 012:May 2019<br>(5,079,639) | 013:Jun 2019<br>(5,594,977) | 014:Jul 2019<br>(6,080,286) |
|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    |
| 0                           | (63,916)                    | (145,815)                   | (218,157)                   | (280,942)                   | (334,172)                   | (377,844)                   | (411,961)                   |
| (245,500)                   | (11,728)                    | (26,756)                    | (40,030)                    | (51,551)                    | (61,318)                    | (69,332)                    | (75,592)                    |
| 0                           | (529,950)                   | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| <b>(245,500)</b>            | <b>(605,595)</b>            | <b>(172,571)</b>            | <b>(258,187)</b>            | <b>(332,494)</b>            | <b>(395,490)</b>            | <b>(447,176)</b>            | <b>(487,553)</b>            |
| (49,573)                    | (47,666)                    | (45,760)                    | (43,853)                    | (41,946)                    | (40,040)                    | (38,133)                    | (36,226)                    |
| <b>(49,573)</b>             | <b>(47,666)</b>             | <b>(45,760)</b>             | <b>(43,853)</b>             | <b>(41,946)</b>             | <b>(40,040)</b>             | <b>(38,133)</b>             | <b>(36,226)</b>             |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| <b>(295,073)</b>            | <b>(653,261)</b>            | <b>(218,331)</b>            | <b>(302,040)</b>            | <b>(374,440)</b>            | <b>(435,530)</b>            | <b>(485,309)</b>            | <b>(523,779)</b>            |
| 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                      |
| 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                      |
| (17,864)                    | (19,524)                    | (23,199)                    | (24,768)                    | (26,467)                    | (28,573)                    | (31,472)                    | (34,202)                    |
| <b>(312,938)</b>            | <b>(672,785)</b>            | <b>(241,530)</b>            | <b>(326,808)</b>            | <b>(400,907)</b>            | <b>(464,103)</b>            | <b>(516,781)</b>            | <b>(557,981)</b>            |
| (3,488,844)                 | (4,161,630)                 | (4,403,159)                 | (4,729,967)                 | (5,130,874)                 | (5,594,977)                 | (6,111,758)                 | (6,669,739)                 |

Arlington Works (4 No SO)  
Arlington Road, St Margarets TW1 2AZ  
Sharpes Refinery Service (Hydro-Carbons) Ltd

## Grouped Cash Flow Part 1

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| 015:Aug 2019<br>(6,604,065) | 016:Sep 2019<br>(7,257,826) | 017:Oct 2019<br>(7,824,615) | 018:Nov 2019<br>(8,395,944) | 019:Dec 2019<br>(9,092,570) | 020:Jan 2020<br>(9,639,049) | 021:Feb 2020<br>(10,156,138) | 022:Mar 2020<br>(10,795,022) |
|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|------------------------------|------------------------------|
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                            | 0                            |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                            | 0                            |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                            | 0                            |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                            | 0                            |
| <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                     | <b>0</b>                     |
| (436,521)                   | (451,524)                   | (456,972)                   | (452,862)                   | (439,197)                   | (415,975)                   | (383,196)                    | (340,861)                    |
| (80,099)                    | (82,852)                    | (83,851)                    | (83,097)                    | (80,590)                    | (76,329)                    | (70,314)                     | (62,546)                     |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                            | 0                            |
| <b>(516,619)</b>            | <b>(534,376)</b>            | <b>(540,823)</b>            | <b>(535,959)</b>            | <b>(519,786)</b>            | <b>(492,303)</b>            | <b>(453,510)</b>             | <b>(403,407)</b>             |
| (34,320)                    | (32,413)                    | (30,507)                    | (28,600)                    | (26,693)                    | (24,787)                    | (22,880)                     | (20,973)                     |
| <b>(34,320)</b>             | <b>(32,413)</b>             | <b>(30,507)</b>             | <b>(28,600)</b>             | <b>(26,693)</b>             | <b>(24,787)</b>             | <b>(22,880)</b>              | <b>(20,973)</b>              |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                            | 0                            |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                            | 0                            |
| <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                     | <b>0</b>                     |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                            | 0                            |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                            | 0                            |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                            | 0                            |
| <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                     | <b>0</b>                     |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                            | 0                            |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                            | 0                            |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                            | 0                            |
| <b>(550,939)</b>            | <b>(566,789)</b>            | <b>(571,329)</b>            | <b>(564,559)</b>            | <b>(546,479)</b>            | <b>(517,090)</b>            | <b>(476,390)</b>             | <b>(424,380)</b>             |
| 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                       | 6.750%                       |
| 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                       | 0.000%                       |
| (37,148)                    | (40,825)                    | (44,013)                    | (47,227)                    | (51,146)                    | (54,220)                    | (57,128)                     | (60,722)                     |
| <b>(588,087)</b>            | <b>(607,614)</b>            | <b>(615,343)</b>            | <b>(611,786)</b>            | <b>(597,625)</b>            | <b>(571,309)</b>            | <b>(533,518)</b>             | <b>(485,102)</b>             |
| (7,257,826)                 | (7,865,440)                 | (8,480,783)                 | (9,092,570)                 | (9,690,195)                 | (10,261,504)                | (10,795,022)                 | (11,280,124)                 |

Arlington Works (4 No SO)  
Arlington Road, St Margarets TW1 2AZ  
Sharpes Refinery Service (Hydro-Carbons) Ltd

## Grouped Cash Flow Part 1

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| 023:Apr 2020<br>(11,219,402) | 024:May 2020<br>(11,580,462) | 025:Jun 2020<br>(12,055,865) | 026:Jul 2020<br>(12,256,356) | 027:Aug 2020<br>(9,076,896) | 028:Sep 2020<br>(7,524,965) | 029:Oct 2020<br>(5,813,603) | 030:Nov 2020<br>(4,102,465) |
|------------------------------|------------------------------|------------------------------|------------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|
| 0                            | 0                            | 0                            | 0                            | 0                           | 0                           | 0                           | 0                           |
| 0                            | 0                            | 0                            | 0                            | 0                           | 0                           | 0                           | 0                           |
| 0                            | 0                            | 0                            | 0                            | 0                           | 0                           | 0                           | 0                           |
| 0                            | 0                            | 0                            | 0                            | 0                           | 0                           | 0                           | 0                           |
| <b>0</b>                     | <b>0</b>                     | <b>0</b>                     | <b>0</b>                     | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    |
| (288,970)                    | (227,522)                    | (156,518)                    | 0                            | 0                           | 0                           | 0                           | 0                           |
| (53,024)                     | (41,749)                     | (28,720)                     | 0                            | 0                           | 0                           | 0                           | 0                           |
| 0                            | 0                            | 0                            | 0                            | 0                           | 0                           | 0                           | 0                           |
| <b>(341,994)</b>             | <b>(269,271)</b>             | <b>(185,238)</b>             | <b>0</b>                     | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    |
| (19,067)                     | (17,160)                     | (15,253)                     | 0                            | 0                           | 0                           | 0                           | 0                           |
| <b>(19,067)</b>              | <b>(17,160)</b>              | <b>(15,253)</b>              | <b>0</b>                     | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    |
| 0                            | 0                            | 0                            | (48,720)                     | (26,370)                    | (26,370)                    | (26,370)                    | (35,160)                    |
| 0                            | 0                            | 0                            | (2,240)                      | (2,464)                     | (2,688)                     | (2,912)                     | (3,136)                     |
| <b>0</b>                     | <b>0</b>                     | <b>0</b>                     | <b>(50,960)</b>              | <b>(28,834)</b>             | <b>(29,058)</b>             | <b>(29,282)</b>             | <b>(38,296)</b>             |
| 0                            | 0                            | 0                            | (17,580)                     | (17,580)                    | (17,580)                    | (17,580)                    | (23,440)                    |
| 0                            | 0                            | 0                            | 0                            | 0                           | 0                           | 0                           | 0                           |
| 0                            | 0                            | 0                            | 0                            | 0                           | 0                           | 0                           | 0                           |
| <b>0</b>                     | <b>0</b>                     | <b>0</b>                     | <b>(17,580)</b>              | <b>(17,580)</b>             | <b>(17,580)</b>             | <b>(17,580)</b>             | <b>(23,440)</b>             |
| 0                            | 0                            | 0                            | 3,248,000                    | 1,758,000                   | 1,758,000                   | 1,758,000                   | 2,344,000                   |
| 0                            | 0                            | 0                            | 0                            | 0                           | 0                           | 0                           | 0                           |
| 0                            | 0                            | 0                            | 0                            | 0                           | 0                           | 0                           | 0                           |
| <b>(361,060)</b>             | <b>(286,431)</b>             | <b>(200,491)</b>             | <b>3,179,460</b>             | <b>1,711,586</b>            | <b>1,711,362</b>            | <b>1,711,138</b>            | <b>2,282,264</b>            |
| 6.750%                       | 6.750%                       | 6.750%                       | 6.750%                       | 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                      |
| 0.000%                       | 0.000%                       | 0.000%                       | 0.000%                       | 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                      |
| (63,109)                     | (65,140)                     | (67,814)                     | (50,672)                     | (41,169)                    | (32,439)                    | (22,813)                    | (9,891)                     |
| <b>(424,170)</b>             | <b>(351,571)</b>             | <b>(268,306)</b>             | <b>3,128,788</b>             | <b>1,670,417</b>            | <b>1,678,923</b>            | <b>1,688,325</b>            | <b>2,272,373</b>            |
| (11,704,294)                 | (12,055,865)                 | (12,324,170)                 | (9,195,382)                  | (7,524,965)                 | (5,846,042)                 | (4,157,717)                 | (1,885,344)                 |



Arlington Works (4 No SO)  
Arlington Road, St Margarets TW1 2AZ  
Sharpes Refinery Service (Hydro-Carbons) Ltd

## Grouped Cash Flow Part 1

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031:Dec 2020  
(1,885,344)

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0  
0  
0  
0  
**0**

0  
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0  
**0**

(76,194)  
(17,038)  
**(93,232)**

(49,396)  
(25,709)  
(8,570)  
**(83,675)**

2,344,000  
2,735,612  
(174,258)

---

**4,728,447**

6.750%

0.000%

0

**4,728,447**

2,843,103

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**Arlington Works, St Margaret's TW1 2AZ – Financial Viability Assessment – August 2018**

**Appendix 3 - Financial Appraisal – 100% Market Housing**

Arlington Works (100% Market Housing)  
Arlington Road, St Margarets TW1 2AZ  
Sharpes Refinery Service (Hydro-Carbons) Ltd

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Development Appraisal  
Prepared by Robert Grimshaw  
Grimshaw Consulting Limited  
13 July 2018

Arlington Works (100% Market Housing)  
 Arlington Road, St Margarets TW1 2AZ  
 Sharpes Refinery Service (Hydro-Carbons) Ltd

**Summary Appraisal for Part 1**

Currency in £

**REVENUE**

| Sales Valuation                 | Units     | ft²           | Sales Rate ft² | Unit Price | Gross Sales       |
|---------------------------------|-----------|---------------|----------------|------------|-------------------|
| Market Residential (Main Block) | 20        | 14,618        | 801.75         | 586,000    | 11,720,000        |
| Market Housing (Small Block)    | 4         | 3,509         | 792.25         | 695,000    | 2,780,000         |
| <b>Totals</b>                   | <b>24</b> | <b>18,127</b> |                |            | <b>14,500,000</b> |

**Rental Area Summary**

|                          | Units     | ft²          | Rent Rate ft² | Initial MRV/Unit | Net Rent at Sale | Initial MRV    |
|--------------------------|-----------|--------------|---------------|------------------|------------------|----------------|
| Mews Offices (C1 to C7)  | 7         | 6,717        | 25.52         | 24,485           | 171,392          | 171,392        |
| Residential Ground Rents | 24        |              |               | 350              | 8,400            | 8,400          |
| <b>Totals</b>            | <b>31</b> | <b>6,717</b> |               |                  | <b>179,792</b>   | <b>179,792</b> |

**Investment Valuation**

**Mews Offices (C1 to C7)**

|                   |         |            |         |         |           |
|-------------------|---------|------------|---------|---------|-----------|
| Market Rent       | 171,392 | YP @       | 6.5000% | 15.3846 |           |
| (3mths Rent Free) |         | PV 3mths @ | 6.5000% | 0.9844  | 2,595,612 |

**Residential Ground Rents**

|              |       |      |         |         |                  |
|--------------|-------|------|---------|---------|------------------|
| Current Rent | 8,400 | YP @ | 5.0000% | 20.0000 | 168,000          |
|              |       |      |         |         | <b>2,763,612</b> |

**GROSS DEVELOPMENT VALUE**

**17,263,612**

**NET REALISATION**

**17,263,612**

**OUTLAY**

**ACQUISITION COSTS**

|  |  |       |           |  |           |
|--|--|-------|-----------|--|-----------|
| Residualised Price (0.73 Acres 3,365,062.75 pAcre) |  |       | 2,456,496 |  | 2,456,496 |
| Stamp Duty   |  | 5.64% | 138,546   |  |           |
| Agent Fee  |  | 1.00% | 24,565    |  |           |
| Legal Fee  |  | 0.50% | 12,282    |  |           |
|  |  |       |           |  | 175,394   |

**CONSTRUCTION COSTS**

| Construction                 | ft²    | Build Rate ft² | Cost      |                  |
|------------------------------|--------|----------------|-----------|------------------|
| Construction Costs           | 29,364 | 200.34         | 5,882,925 | <b>5,882,925</b> |
| External Works               |        |                | 904,477   |                  |
| Remediation                  |        |                | 982,000   |                  |
| Noise & Vibration Mitigation |        |                | 175,000   |                  |
| Mayoral CIL                  |        |                | 115,000   |                  |
| Borough CIL                  |        |                | 510,000   |                  |
| Carbon Off-set Payment       |        |                | 45,950    |                  |
|                              |        |                |           | 2,732,427        |

**PROFESSIONAL FEES**

|                   |  |        |         |  |         |
|-------------------|--|--------|---------|--|---------|
| Professional Fees |  | 12.00% | 953,328 |  | 953,328 |
|-------------------|--|--------|---------|--|---------|

**MARKETING & LETTING**

|                   |  |        |         |  |         |
|-------------------|--|--------|---------|--|---------|
| Marketing         |  | 1.00%  | 143,156 |  |         |
| Letting Agent Fee |  | 15.00% | 25,709  |  |         |
| Letting Legal Fee |  | 5.00%  | 8,570   |  |         |
|                   |  |        |         |  | 177,435 |

**DISPOSAL FEES**

|                                   |       |            |         |  |         |
|-----------------------------------|-------|------------|---------|--|---------|
| Purchaser's Costs                 |       |            | 176,042 |  |         |
| Effective Purchaser's Costs Rate  |       | 6.37%      |         |  |         |
| Sales Agent Fee                   |       | 1.50%      | 258,954 |  |         |
| Residential Sales Legals          | 24 un | 700.00 /un | 16,800  |  |         |
| Commercial Investment Sale Legals |       | 0.50%      | 13,818  |  |         |
|                                   |       |            |         |  | 465,614 |

**Arlington Works (100% Market Housing)**  
**Arlington Road, St Margarets TW1 2AZ**  
**Sharpes Refinery Service (Hydro-Carbons) Ltd**

**FINANCE**

Debit Rate 6.750%, Credit Rate 0.000% (Nominal)

|                    |         |           |
|--------------------|---------|-----------|
| Land               | 377,201 |           |
| Construction       | 583,631 |           |
| Other              | 144,548 |           |
| Total Finance Cost |         | 1,105,380 |

**TOTAL COSTS****13,948,999****PROFIT****3,314,614****Performance Measures**

|                              |        |
|------------------------------|--------|
| Profit on Cost%              | 23.76% |
| Profit on GDV%               | 19.20% |
| Development Yield% (on Rent) | 1.29%  |
| Gross Initial Yield%         | 6.51%  |

|  |                         |
|--|-------------------------|
| Capitalised Rent per Net ft <sup>2</sup> | 411.00 /ft <sup>2</sup> |
| Cost per Net ft <sup>2</sup>             | 561.00 /ft <sup>2</sup> |

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**Arlington Works (100% Market Housing)**  
**Arlington Road, St Margarets TW1 2AZ**  
**Sharpes Refinery Service (Hydro-Carbons) Ltd**

| Project Timescale                  |           |
|------------------------------------|-----------|
| Project Start Date                 | Jun 2018  |
| Project End Date                   | Dec 2020  |
| Project Duration (Inc Exit Period) | 31 months |

**Phase 1**



CONFIDENTIAL

Arlington Works (100% Market Housing)  
Arlington Road, St Margarets TW1 2AZ  
Sharpes Refinery Service (Hydro-Carbons) Ltd

## Grouped Cash Flow Part 1

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|                                     | 001:Jun 2018       | 002:Jul 2018    | 003:Aug 2018    | 004:Sep 2018     | 005:Oct 2018     | 006:Nov 2018     |
|-------------------------------------|--------------------|-----------------|-----------------|------------------|------------------|------------------|
| Monthly B/F                         | 0                  | (2,692,903)     | (2,752,009)     | (2,839,836)      | (3,140,629)      | (3,439,516)      |
| <b>Land Purchase</b>                |                    |                 |                 |                  |                  |                  |
| Residualised Price                  | (2,456,496)        | 0               | 0               | 0                | 0                | 0                |
| Stamp Duty                          | (138,546)          | 0               | 0               | 0                | 0                | 0                |
| Agent Fee                           | (24,565)           | 0               | 0               | 0                | 0                | 0                |
| Legal Fee                           | (12,282)           | 0               | 0               | 0                | 0                | 0                |
|                                     | <b>(2,631,890)</b> | <b>0</b>        | <b>0</b>        | <b>0</b>         | <b>0</b>         | <b>0</b>         |
| <b>Construction Costs</b>           |                    |                 |                 |                  |                  |                  |
| Construction Cost                   | 0                  | 0               | 0               | 0                | 0                | 0                |
| Road/Site Works                     | 0                  | 0               | 0               | (245,500)        | (245,500)        | (245,500)        |
| Statutory/LA                        | 0                  | 0               | 0               | 0                | 0                | 0                |
|                                     | <b>0</b>           | <b>0</b>        | <b>0</b>        | <b>(245,500)</b> | <b>(245,500)</b> | <b>(245,500)</b> |
| <b>Professional Fees</b>            |                    |                 |                 |                  |                  |                  |
| Professional Fees                   | (61,013)           | (59,106)        | (57,200)        | (55,293)         | (53,386)         | (51,480)         |
|                                     | <b>(61,013)</b>    | <b>(59,106)</b> | <b>(57,200)</b> | <b>(55,293)</b>  | <b>(53,386)</b>  | <b>(51,480)</b>  |
| <b>Other Cost</b>                   |                    |                 |                 |                  |                  |                  |
| Sales Agent Fee                     | 0                  | 0               | 0               | 0                | 0                | 0                |
| Sales Legal Fee                     | 0                  | 0               | 0               | 0                | 0                | 0                |
|                                     | <b>0</b>           | <b>0</b>        | <b>0</b>        | <b>0</b>         | <b>0</b>         | <b>0</b>         |
| <b>Marketing/Letting</b>            |                    |                 |                 |                  |                  |                  |
| Marketing                           | 0                  | 0               | 0               | 0                | 0                | 0                |
| Letting Agent Fee                   | 0                  | 0               | 0               | 0                | 0                | 0                |
| Letting Legal Fee                   | 0                  | 0               | 0               | 0                | 0                | 0                |
|                                     | <b>0</b>           | <b>0</b>        | <b>0</b>        | <b>0</b>         | <b>0</b>         | <b>0</b>         |
| <b>Capitalisation</b>               |                    |                 |                 |                  |                  |                  |
| Unit Sales                          | 0                  | 0               | 0               | 0                | 0                | 0                |
| Capitalised Rent                    | 0                  | 0               | 0               | 0                | 0                | 0                |
| Purchaser's Costs                   | 0                  | 0               | 0               | 0                | 0                | 0                |
| <b>Net Cash Flow Before Finance</b> | <b>(2,692,903)</b> | <b>(59,106)</b> | <b>(57,200)</b> | <b>(300,793)</b> | <b>(298,886)</b> | <b>(296,980)</b> |
| Debit Rate 6.750%                   | 6.750%             | 6.750%          | 6.750%          | 6.750%           | 6.750%           | 6.750%           |
| Credit Rate 0.000%                  | 0.000%             | 0.000%          | 0.000%          | 0.000%           | 0.000%           | 0.000%           |
| Finance Costs (All Sets)            | 0                  | (15,148)        | (15,480)        | (15,974)         | (17,666)         | (19,347)         |
| <b>Net Cash Flow After Finance</b>  | <b>(2,692,903)</b> | <b>(74,254)</b> | <b>(72,680)</b> | <b>(316,767)</b> | <b>(316,552)</b> | <b>(316,327)</b> |
| Cumulative Net Cash Flow Monthly    | (2,692,903)        | (2,767,157)     | (2,839,836)     | (3,156,603)      | (3,473,156)      | (3,789,483)      |

Arlington Works (100% Market Housing)  
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## Grouped Cash Flow Part 1

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| 007:Dec 2018<br>(3,789,483) | 008:Jan 2019<br>(4,084,556) | 009:Feb 2019<br>(4,878,817) | 010:Mar 2019<br>(5,168,882) | 011:Apr 2019<br>(5,470,923) | 012:May 2019<br>(5,845,363) | 013:Jun 2019<br>(6,373,621) | 014:Jul 2019<br>(6,858,931) |
|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    |
| 0                           | (63,916)                    | (145,815)                   | (218,157)                   | (280,942)                   | (334,172)                   | (377,844)                   | (411,961)                   |
| (245,500)                   | (11,728)                    | (26,756)                    | (40,030)                    | (51,551)                    | (61,318)                    | (69,332)                    | (75,592)                    |
| 0                           | (670,950)                   | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| <b>(245,500)</b>            | <b>(746,595)</b>            | <b>(172,571)</b>            | <b>(258,187)</b>            | <b>(332,494)</b>            | <b>(395,490)</b>            | <b>(447,176)</b>            | <b>(487,553)</b>            |
| (49,573)                    | (47,666)                    | (45,760)                    | (43,853)                    | (41,946)                    | (40,040)                    | (38,133)                    | (36,226)                    |
| <b>(49,573)</b>             | <b>(47,666)</b>             | <b>(45,760)</b>             | <b>(43,853)</b>             | <b>(41,946)</b>             | <b>(40,040)</b>             | <b>(38,133)</b>             | <b>(36,226)</b>             |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           | 0                           |
| <b>(295,073)</b>            | <b>(794,261)</b>            | <b>(218,331)</b>            | <b>(302,040)</b>            | <b>(374,440)</b>            | <b>(435,530)</b>            | <b>(485,309)</b>            | <b>(523,779)</b>            |
| 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                      |
| 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                      |
| (21,316)                    | (22,976)                    | (27,443)                    | (29,075)                    | (30,774)                    | (32,880)                    | (35,852)                    | (38,581)                    |
| <b>(316,389)</b>            | <b>(817,237)</b>            | <b>(245,774)</b>            | <b>(331,115)</b>            | <b>(405,214)</b>            | <b>(468,410)</b>            | <b>(521,161)</b>            | <b>(562,361)</b>            |
| (4,105,872)                 | (4,923,108)                 | (5,168,882)                 | (5,499,998)                 | (5,905,212)                 | (6,373,621)                 | (6,894,783)                 | (7,457,143)                 |



Arlington Works (100% Market Housing)  
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## Grouped Cash Flow Part 1

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| 015:Aug 2019<br>(7,382,710) | 016:Sep 2019<br>(8,049,610) | 017:Oct 2019<br>(8,616,400) | 018:Nov 2019<br>(9,187,729) | 019:Dec 2019<br>(9,897,715) | 020:Jan 2020<br>(10,444,195) | 021:Feb 2020<br>(10,961,284) | 022:Mar 2020<br>(11,613,755) |
|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|------------------------------|------------------------------|------------------------------|
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                            | 0                            | 0                            |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                            | 0                            | 0                            |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                            | 0                            | 0                            |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                            | 0                            | 0                            |
| <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                     | <b>0</b>                     | <b>0</b>                     |
| (436,521)                   | (451,524)                   | (456,972)                   | (452,862)                   | (439,197)                   | (415,975)                    | (383,196)                    | (340,861)                    |
| (80,099)                    | (82,852)                    | (83,851)                    | (83,097)                    | (80,590)                    | (76,329)                     | (70,314)                     | (62,546)                     |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                            | 0                            | 0                            |
| <b>(516,619)</b>            | <b>(534,376)</b>            | <b>(540,823)</b>            | <b>(535,959)</b>            | <b>(519,786)</b>            | <b>(492,303)</b>             | <b>(453,510)</b>             | <b>(403,407)</b>             |
| (34,320)                    | (32,413)                    | (30,507)                    | (28,600)                    | (26,693)                    | (24,787)                     | (22,880)                     | (20,973)                     |
| <b>(34,320)</b>             | <b>(32,413)</b>             | <b>(30,507)</b>             | <b>(28,600)</b>             | <b>(26,693)</b>             | <b>(24,787)</b>              | <b>(22,880)</b>              | <b>(20,973)</b>              |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                            | 0                            | 0                            |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                            | 0                            | 0                            |
| <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                     | <b>0</b>                     | <b>0</b>                     |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                            | 0                            | 0                            |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                            | 0                            | 0                            |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                            | 0                            | 0                            |
| <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                     | <b>0</b>                     | <b>0</b>                     |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                            | 0                            | 0                            |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                            | 0                            | 0                            |
| 0                           | 0                           | 0                           | 0                           | 0                           | 0                            | 0                            | 0                            |
| <b>(550,939)</b>            | <b>(566,789)</b>            | <b>(571,329)</b>            | <b>(564,559)</b>            | <b>(546,479)</b>            | <b>(517,090)</b>             | <b>(476,390)</b>             | <b>(424,380)</b>             |
| 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                       | 6.750%                       | 6.750%                       |
| 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                       | 0.000%                       | 0.000%                       |
| (41,528)                    | (45,279)                    | (48,467)                    | (51,681)                    | (55,675)                    | (58,749)                     | (61,657)                     | (65,327)                     |
| <b>(592,467)</b>            | <b>(612,068)</b>            | <b>(619,796)</b>            | <b>(616,240)</b>            | <b>(602,154)</b>            | <b>(575,838)</b>             | <b>(538,047)</b>             | <b>(489,707)</b>             |
| (8,049,610)                 | (8,661,679)                 | (9,281,475)                 | (9,897,715)                 | (10,499,869)                | (11,075,708)                 | (11,613,755)                 | (12,103,462)                 |

Arlington Works (100% Market Housing)  
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## Grouped Cash Flow Part 1

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| 023:Apr 2020<br>(12,038,135) | 024:May 2020<br>(12,399,195) | 025:Jun 2020<br>(12,888,413) | 026:Jul 2020<br>(13,088,905) | 027:Aug 2020<br>(8,638,795) | 028:Sep 2020<br>(7,086,509) | 029:Oct 2020<br>(5,375,147) | 030:Nov 2020<br>(3,664,009) |
|------------------------------|------------------------------|------------------------------|------------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|
| 0                            | 0                            | 0                            | 0                            | 0                           | 0                           | 0                           | 0                           |
| 0                            | 0                            | 0                            | 0                            | 0                           | 0                           | 0                           | 0                           |
| 0                            | 0                            | 0                            | 0                            | 0                           | 0                           | 0                           | 0                           |
| 0                            | 0                            | 0                            | 0                            | 0                           | 0                           | 0                           | 0                           |
| <b>0</b>                     | <b>0</b>                     | <b>0</b>                     | <b>0</b>                     | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    |
| (288,970)                    | (227,522)                    | (156,518)                    | 0                            | 0                           | 0                           | 0                           | 0                           |
| (53,024)                     | (41,749)                     | (28,720)                     | 0                            | 0                           | 0                           | 0                           | 0                           |
| 0                            | 0                            | 0                            | 0                            | 0                           | 0                           | 0                           | 0                           |
| <b>(341,994)</b>             | <b>(269,271)</b>             | <b>(185,238)</b>             | <b>0</b>                     | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    |
| (19,067)                     | (17,160)                     | (15,253)                     | 0                            | 0                           | 0                           | 0                           | 0                           |
| <b>(19,067)</b>              | <b>(17,160)</b>              | <b>(15,253)</b>              | <b>0</b>                     | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    | <b>0</b>                    |
| 0                            | 0                            | 0                            | (68,070)                     | (26,370)                    | (26,370)                    | (26,370)                    | (35,160)                    |
| 0                            | 0                            | 0                            | (2,240)                      | (2,464)                     | (2,688)                     | (2,912)                     | (3,136)                     |
| <b>0</b>                     | <b>0</b>                     | <b>0</b>                     | <b>(70,310)</b>              | <b>(28,834)</b>             | <b>(29,058)</b>             | <b>(29,282)</b>             | <b>(38,296)</b>             |
| 0                            | 0                            | 0                            | (17,580)                     | (17,580)                    | (17,580)                    | (17,580)                    | (23,440)                    |
| 0                            | 0                            | 0                            | 0                            | 0                           | 0                           | 0                           | 0                           |
| 0                            | 0                            | 0                            | 0                            | 0                           | 0                           | 0                           | 0                           |
| <b>0</b>                     | <b>0</b>                     | <b>0</b>                     | <b>(17,580)</b>              | <b>(17,580)</b>             | <b>(17,580)</b>             | <b>(17,580)</b>             | <b>(23,440)</b>             |
| 0                            | 0                            | 0                            | 4,538,000                    | 1,758,000                   | 1,758,000                   | 1,758,000                   | 2,344,000                   |
| 0                            | 0                            | 0                            | 0                            | 0                           | 0                           | 0                           | 0                           |
| 0                            | 0                            | 0                            | 0                            | 0                           | 0                           | 0                           | 0                           |
| <b>(361,060)</b>             | <b>(286,431)</b>             | <b>(200,491)</b>             | <b>4,450,110</b>             | <b>1,711,586</b>            | <b>1,711,362</b>            | <b>1,711,138</b>            | <b>2,282,264</b>            |
| 6.750%                       | 6.750%                       | 6.750%                       | 6.750%                       | 6.750%                      | 6.750%                      | 6.750%                      | 6.750%                      |
| 0.000%                       | 0.000%                       | 0.000%                       | 0.000%                       | 0.000%                      | 0.000%                      | 0.000%                      | 0.000%                      |
| (67,715)                     | (69,745)                     | (72,497)                     | (48,099)                     | (38,704)                    | (29,973)                    | (20,346)                    | (7,425)                     |
| <b>(428,775)</b>             | <b>(356,176)</b>             | <b>(272,989)</b>             | <b>4,402,011</b>             | <b>1,672,882</b>            | <b>1,681,389</b>            | <b>1,690,792</b>            | <b>2,274,839</b>            |
| (12,532,237)                 | (12,888,413)                 | (13,161,402)                 | (8,759,391)                  | (7,086,509)                 | (5,405,120)                 | (3,714,329)                 | (1,439,490)                 |

Arlington Works (100% Market Housing)  
Arlington Road, St Margarets TW1 2AZ  
Sharpes Refinery Service (Hydro-Carbons) Ltd

## Grouped Cash Flow Part 1

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031:Dec 2020  
(1,439,490)

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0  
0  
0  
0  
**0**

0  
0  
0  
**0**

0  
**0**

(76,614)  
(17,178)  
**(93,792)**

(49,396)  
(25,709)  
(8,570)  
**(83,675)**

2,344,000  
2,763,612  
(176,042)

---

**4,754,103**

6.750%

0.000%

0

**4,754,103**

3,314,614

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**Arlington Works, St Margaret's TW1 2AZ – Financial Viability Assessment – August 2018**

**Appendix 4 – Order of Cost Estimate – Proposed Development**

## Order of Cost Estimate

|             |   |
|-------------|---|
| Project     | Redevelopment of Arlington Works              |
| Client      | Sharpes Refinery Service (Hydro-Carbons) Ltd. |
| Date        | 28 June 2018                                  |
| Prepared by | Paul Burns / Monica Kadandara                 |

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| 4.00 Overall Summary                             | 7        |
| 5.00 Estimate                                    |          |
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| 5.06 Extra over for Remediation                  | 16       |
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| 7.00 Notes                                       | 19       |
| 8.00 Exclusions and Risk Commentary              | 20 - 21  |

Comp' Checked

Approved

## 1.00 Document Issue Register

|    | Document Name            | Rev | Issue Date | Issued to                   |
|----|--------------------------|-----|------------|-----------------------------|
| .1 | Order of Cost Estimate 1 |     | 28/06/18   | Grimshaw Consulting Limited |

### Comments

First Issue

## 2.00 Introduction

- .1 This document represents an Order of Cost Estimate for the proposed redevelopment of the Arlington Works site, Twickenham.
- .2 The proposed scheme comprises of the construction of two new residential building blocks, the conversion of existing Victorian mews to provide new office spaces and associated external works. Further allowances have been provided for the additional cost of Site remediation.
- .3 Order of Cost Estimates are produced as an intrinsic part of Royal Institute of British Architects (RIBA) Work Stage 1. The core objectives of this RIBA stage as described in the RIBA Plan of Work 2013 is as follows: -
  - Stage 1 Preparation and Brief - Develop project objectives, including quality objectives and project outcomes, sustainability aspirations, project budget, other parameters or constraints and develop initial project brief. Undertake feasibility studies and review of site information.
- .4 The purpose of an Order of Cost Estimate is to establish a realistic cost limit for the building project. The cost limit being the maximum expenditure that the Client is prepared to make in relation to the completed building project, which will be managed by the project team (i.e. authorised budget).
- .5 Stace Order of Cost Estimates use industry benchmarking data to provide an order of cost typically expected of a project of this type The benchmarking data takes into account the nature/specification of the project, the expected method of construction, the location and defined uses.
- .6 The data considered in providing the benchmarking Order of Cost Estimate relates to second quarter 2018 (2Q18) and has been sourced from:
  - Stace Projects
  - BCIS data
  - Industry published cost data
- .7 This Order of Cost Estimate is based on information noted in Section 6.0
- .8 We draw your attention to the notes in Section 7.0
- .9 We draw your attention to the exclusions in Section 8.0
- .10 Increased cost projections are excluded.
- .11 The costs are based on the assumption of a single stage competitive tender to main contractors using the design and build form of contract. It should be noted that an alternative form of procurement would require a review of the budget.
- .12 Fees are excluded.
- .13 VAT is excluded.



## 2.00 Introduction

- .14 Estimating works to existing buildings introduce many sources of uncertainty and these can affect the scope of the works, the cost and the programme. The risks include:
- The availability of information about the buildings original design and construction including the existence of unrecorded alterations
  - The condition of the existing building, the quality of the original construction and the effects of settlement, wear and tear
  - The effects of demolition, alterations and temporary works on the progress of the works and the retained fabric
  - The scale of anticipated temporary works and protection
  - The presence of existing occupiers within the building

| RIBA Work Stage                        | 0                     | 1                      | 2                  | 3                  | 4                   | 5            | 6             | 7      |
|--|-----------------------|------------------------|--------------------|--------------------|---------------------|--------------|---------------|--------|
| RICS Estimate Stage/<br>Stace Document | Preparation and Brief | Order of Cost Estimate | Formal Cost Plan 1 | Formal Cost Plan 2 | Pre-Tender Estimate | Cost Reports | Final Account | In Use |

### 3.00 Schedule of Areas

|  |              | Units<br>nr | NSA<br>m <sup>2</sup> | GIA<br>m <sup>2</sup> ft <sup>2</sup> |               |
|--|--------------|-------------|-----------------------|---------------------------------------|---------------|
| <u>Office B1(A) Units C1 - C4</u>                  |              |             |                       |                                       |               |
| .1   | Ground Floor | 4           | 171                   | 176                                   | 1,894         |
| .2   | First Floor  |             | 171                   | 176                                   | 1,894         |
| Total GIA Office B1(A) Units C1 - C4               |              | 4           | 342                   | 352                                   | 3,788         |
| <u>Office B1(A) Units C5 - C7</u>                  |              |             |                       |                                       |               |
| .3   | Ground Floor | 3           | 134                   | 136                                   | 1,464         |
| .4   | First Floor  |             | 134                   | 136                                   | 1,464         |
| Total GIA Office B1(A) Units C5 - C7               |              | 3           | 268                   | 272                                   | 2,928         |
| <u>Residential Main Building</u>                   |              |             |                       |                                       |               |
| .5   | Ground Floor | 5           | 325                   | 480                                   | 5,167         |
| .6   | First Floor  | 6           | 406                   | 479                                   | 5,156         |
| .7   | Second Floor | 6           | 406                   | 479                                   | 5,156         |
| .8   | Third Floor  | 3           | 221                   | 285                                   | 3,068         |
| Total GIA Residential Main Building                |              | 20          | 1,358                 | 1,723                                 | 18,547        |
| <u>Residential Small Block</u>                     |              |             |                       |                                       |               |
| .9   | Ground Floor | 2           | 125                   | 154                                   | 1,658         |
| .10  | First Floor  | 2           | 115                   | 138                                   | 1,485         |
| .11  | Second Floor |             | 87                    | 89                                    | 958           |
| Total GIA Residential Small Building               |              | 4           | 327                   | 381                                   | 4,101         |
| <b>Grand Total Gross Internal Floor Area (GIA)</b> |              |             |                       | <b>2,728</b>                          | <b>29,364</b> |

Notes:

The above areas have been taken or interpolated from Brookes Architects drawings.

The above areas should be considered approximate.

The above areas have been measured to the internal face of the perimeter walls at each floor level in accordance with the RICS Code of Measuring Practice (6th edition).

## 4.00 Overall Summary

| Ref                                    | Element Summary            | Area m <sup>2</sup>        | £/m <sup>2</sup><br>£ | £/ft <sup>2</sup><br>£ | Total<br>£       |
|--|----------------------------|----------------------------|-----------------------|------------------------|------------------|
| .1                                     | Office B1(A) Units C1 - C4 | 352                        | 2,126                 | 197.47                 | 748,181          |
| .2                                     | Office B1(A) Units C5 - C7 | 272                        | 1,919                 | 178.32                 | 522,096          |
| .3                                     | Residential Small Block    | 381                        | 2,274                 | 211.30                 | 866,569          |
| .4                                     | Residential Main Building  | 1,723                      | 2,174                 | 201.99                 | 3,746,081        |
| .5                                     | External Works             |                            |                       |                        | 904,477          |
| .6                                     | Extra over for Remediation |                            |                       |                        | 982,000          |
| <b>Total Order of Cost Estimate</b>    |                            | <b>2,728 m<sup>2</sup></b> |                       | <b>£</b>               | <b>7,769,404</b> |
| <b>Aggregate Cost / m<sup>2</sup></b>  |                            |                            |                       | <b>£</b>               | <b>2,848.02</b>  |
| <b>Aggregate Cost / ft<sup>2</sup></b> |                            |                            |                       | <b>£</b>               | <b>264.59</b>    |

## 5.01 Office B1(A) Units C1 - C4

GIA      m<sup>2</sup>      ft<sup>2</sup>  
352      3,788

| Ref                                  | Item   | Qty | Unit           | Rate  | Total            | £/m <sup>2</sup> | £/ft <sup>2</sup> |
|--------------------------------------|--|-----|----------------|-------|------------------|------------------|-------------------|
|                                      |  |     |                |       | £                | £                | £                 |
| .1                                   | Demolition and alterations                                       |     |                |       |                  |                  |                   |
|                                      | Remove roof coverings and structure                              | 128 | m <sup>2</sup> | 100   | 12,800           | 36.36            | 3.38              |
|                                      | Remove stair cases   | 3   | nr             | 500   | 1,500            | 4.26             | 0.40              |
|                                      | Demolish external walls  | 93  | m <sup>2</sup> | 75    | 6,975            | 19.82            | 1.84              |
|                                      | Demolish internal walls  | 60  | m <sup>2</sup> | 50    | 3,000            | 8.52             | 0.79              |
|                                      | Remove telephone mast  |     | item           |       | 5,000            | 14.20            | 1.32              |
|                                      | Remove windows and make good opening                             | 12  | nr             | 250   | 3,000            | 8.52             | 0.79              |
|                                      | Remove external doors and make good opening                      | 2   | nr             | 300   | 600              | 1.70             | 0.16              |
|                                      | Remove unit front and make good opening                          | 2   | nr             | 500   | 1,000            | 2.84             | 0.26              |
|                                      | General stripping out including redundant M&E                    | 256 | m <sup>2</sup> | 50    | 12,800           | 36.36            | 3.38              |
| .2                                   | Substructure; new foundations to extension                       | 48  | m <sup>2</sup> | 450   | 21,600           | 61.36            | 5.70              |
| .3                                   | Frame & )  |     |                |       |                  |                  |                   |
| .4                                   | Upper Floors; to extension )                                     | 96  | m <sup>2</sup> | 300   | 28,800           | 81.82            | 7.60              |
| .5                                   | Allowance for isolated structural repairs                        |     | item           |       | 25,000           | 71.02            | 6.60              |
|                                      | Allowance for Waterproofing works                                |     | item           |       | 25,000           | 71.02            | 6.60              |
| .6                                   | Roof; pitched roof with slate coverings                          | 176 | m <sup>2</sup> | 175   | 30,800           | 87.50            | 8.13              |
| .7                                   | Stairs; new stairs assumed timber                                | 4   | nr             | 3,000 | 12,000           | 34.09            | 3.17              |
| .8                                   | External Walls; new external walls                               | 139 | m <sup>2</sup> | 300   | 41,700           | 118.47           | 11.01             |
| .9                                   | External Walls; clean, repoint & dry line                        | 309 | m <sup>2</sup> | 140   | 43,260           | 122.90           | 11.42             |
| .10                                  | Windows and External Doors                                       | 69  | m <sup>2</sup> | 500   | 34,500           | 98.01            | 9.11              |
| .11                                  | Internal Walls and Partitions                                    | 352 | m <sup>2</sup> | 60    | 21,120           | 60.00            | 5.58              |
| .12                                  | Internal Doors   | 352 | m <sup>2</sup> | 25    | 8,800            | 25.00            | 2.32              |
| .13                                  | Wall Finishes  | 352 | m <sup>2</sup> | 20    | 7,040            | 20.00            | 1.86              |
| .14                                  | Floor Finishes   | 352 | m <sup>2</sup> | 60    | 21,120           | 60.00            | 5.58              |
| .15                                  | Ceiling Finishes   | 352 | m <sup>2</sup> | 50    | 17,600           | 50.00            | 4.65              |
| .16                                  | Furniture, Furnishings and Equipment                             | 4   | nr             | 5,000 | 20,000           | 56.82            | 5.28              |
| .17                                  | Mechanical & Electrical Installations incl solar panel allowance | 352 | m <sup>2</sup> | 500   | 176,000          | 500.00           | 46.46             |
| .18                                  | Builders work in connection                                      |     |                | 5%    | 8,800            | 25.00            | 2.32              |
|                                      |  |     |                |       | 589,815          | 1,675.59         | 155.71            |
| .19                                  | Preliminaries, Overheads and Profit                              |     |                | 18.0% | 106,167          | 301.61           | 28.03             |
| <b>Total Building Works Estimate</b> |  |     |                |       | <b>£ 695,982</b> | <b>1,977.20</b>  | <b>183.74</b>     |

5.01 Office B1(A) Units C1 - C4

GIA      m<sup>2</sup>      ft<sup>2</sup>  
352      3,788

| Ref | Item  | Qty | Unit | Rate | Total            | £/m <sup>2</sup> | £/ft <sup>2</sup> |
|-----|---|-----|------|------|------------------|------------------|-------------------|
|     |   |     |      |      | £                | £                | £                 |
|     | <b>Total Building Works Estimate</b>                            |     | B/F  |      | <b>695,982</b>   | <b>1,977.20</b>  | <b>183.74</b>     |
| .20 | Risk allowance estimate:  |     |      |      |                  |                  |                   |
|     | • Design Development Risks Estimate                             |     |      | 2.5% | 17,400           | 49.43            | 4.59              |
|     | • Construction Risks Estimate                                   |     |      | 5.0% | 34,799           | 98.86            | 9.19              |
|     | • Employer Change Risks Estimate                                |     |      |      | Excluded         |                  |                   |
|     | • Employer Other Risks Estimate                                 |     |      |      | Excluded         |                  |                   |
|     | <b>Total Building Works Estimate incl. Risk</b>                 |     |      |      | <b>£ 748,181</b> | <b>2,125.49</b>  | <b>197.52</b>     |
| .21 | Inflation estimate  |     |      |      | Excluded         |                  |                   |
|     | <b>Total Building Works Estimate incl. Risk &amp; Inflation</b> |     |      |      | <b>£ 748,181</b> | <b>2,125.49</b>  | <b>197.52</b>     |

5.02 Office B1(A) Units C5 - C7

GIA      m<sup>2</sup>      ft<sup>2</sup>  
272      2,928

| Ref                                  | Item   | Qty | Unit           | Rate  | Total            | £/m <sup>2</sup> | £/ft <sup>2</sup> |
|--------------------------------------|--|-----|----------------|-------|------------------|------------------|-------------------|
|                                      |  |     |                |       | £                | £                | £                 |
| .1                                   | Demolition and alterations                                       |     |                |       |                  |                  |                   |
|                                      | Remove roof coverings and structure                              | 129 | m <sup>2</sup> | 100   | 12,900           | 47.43            | 4.41              |
|                                      | Remove stair cases   | 3   | nr             | 500   | 1,500            | 5.51             | 0.51              |
|                                      | Demolish external walls  | 27  | m <sup>2</sup> | 75    | 2,025            | 7.44             | 0.69              |
|                                      | Remove windows and make good opening                             | 8   | nr             | 250   | 2,000            | 7.35             | 0.68              |
|                                      | Remove external doors and make good opening                      | 2   | nr             | 300   | 600              | 2.21             | 0.20              |
|                                      | Remove unit front and make good opening                          | 2   | nr             | 500   | 1,000            | 3.68             | 0.34              |
|                                      | General stripping out including redundant M&E                    | 258 | m <sup>2</sup> | 50    | 12,900           | 47.43            | 4.41              |
| .2                                   | Substructure; Allowance for foundation works                     |     | item           |       | 5,000            | 18.38            | 1.71              |
| .3                                   | Frame  |     | )              |       |                  |                  |                   |
| .4                                   | Upper Floors   |     | )              |       |                  |                  |                   |
| .5                                   | Allowance for isolated structural repairs                        |     | item           |       | 15,000           | 55.15            | 5.12              |
|                                      | Allowance for Waterproofing works                                |     | item           |       | 20,000           | 73.53            | 6.83              |
| .6                                   | Roof; pitched roof with slate coverings                          | 136 | m <sup>2</sup> | 175   | 23,800           | 87.50            | 8.13              |
| .7                                   | Stairs; new stairs assumed timber                                | 3   | nr             | 3,000 | 9,000            | 33.09            | 3.07              |
| .8                                   | External Walls; allowance for new external walls                 |     | item           |       | 3,000            | 11.03            | 1.02              |
| .9                                   | External Walls; clean, repoint & dry line                        | 422 | m <sup>2</sup> | 140   | 59,080           | 217.21           | 20.18             |
| .10                                  | Windows and External Doors                                       | 55  | m <sup>2</sup> | 500   | 27,500           | 101.10           | 9.39              |
| .11                                  | Internal Walls and Partitions                                    | 272 | m <sup>2</sup> | 60    | 16,320           | 60.00            | 5.57              |
| .12                                  | Internal Doors   | 272 | m <sup>2</sup> | 25    | 6,800            | 25.00            | 2.32              |
| .13                                  | Wall Finishes  | 272 | m <sup>2</sup> | 20    | 5,440            | 20.00            | 1.86              |
| .14                                  | Floor Finishes   | 272 | m <sup>2</sup> | 60    | 16,320           | 60.00            | 5.57              |
| .15                                  | Ceiling Finishes   | 272 | m <sup>2</sup> | 50    | 13,600           | 50.00            | 4.64              |
| .16                                  | Furniture, Furnishings and Equipment                             | 3   | nr             | 5,000 | 15,000           | 55.15            | 5.12              |
| .17                                  | Mechanical & Electrical Installations incl solar panel allowance | 272 | m <sup>2</sup> | 500   | 136,000          | 500.00           | 46.45             |
| .18                                  | Builders work in connection                                      |     |                | 5%    | 6,800            | 25.00            | 2.32              |
|                                      |  |     |                |       | 411,585          | 1,513.19         | 140.54            |
| .19                                  | Preliminaries, Overheads and Profit                              |     |                | 18.0% | 74,085           | 272.37           | 25.30             |
| <b>Total Building Works Estimate</b> |  |     |                |       | <b>£ 485,670</b> | <b>1,785.56</b>  | <b>165.84</b>     |

## 5.02 Office B1(A) Units C5 - C7

GIA      m<sup>2</sup>      ft<sup>2</sup>  
272      2,928

| Ref | Item  | Qty | Unit       | Rate | Total            | £/m <sup>2</sup> | £/ft <sup>2</sup> |
|-----|---|-----|------------|------|------------------|------------------|-------------------|
|     |   |     |            |      | £                | £                | £                 |
|     | <b>Total Building Works Estimate</b>                            |     | <b>B/F</b> |      | <b>485,670</b>   | <b>1,785.56</b>  | <b>165.84</b>     |
| .20 | Risk allowance estimate:  |     |            |      |                  |                  |                   |
|     | • Design Development Risks Estimate                             |     |            | 2.5% | 12,142           | 44.64            | 4.15              |
|     | • Construction Risks Estimate                                   |     |            | 5.0% | 24,284           | 89.28            | 8.29              |
|     | • Employer Change Risks Estimate                                |     |            |      | Excluded         |                  |                   |
|     | • Employer Other Risks Estimate                                 |     |            |      | Excluded         |                  |                   |
|     | <b>Total Building Works Estimate incl. Risk</b>                 |     |            |      | <b>£ 522,096</b> | <b>1,919.48</b>  | <b>178.28</b>     |
| .21 | Inflation estimate  |     |            |      | Excluded         |                  |                   |
|     | <b>Total Building Works Estimate incl. Risk &amp; Inflation</b> |     |            |      | <b>£ 522,096</b> | <b>1,919.48</b>  | <b>178.28</b>     |

### 5.03 Residential Small Block

GIA      m<sup>2</sup>      ft<sup>2</sup>  
381      4,101

| Ref   | Item  | Qty | Unit           | Rate           | Total            | £/m <sup>2</sup> | £/ft <sup>2</sup> |       |
|---|---|-----|----------------|----------------|------------------|------------------|-------------------|-------|
|   |   |     |                |                | £                | £                | £                 |       |
| .1  | Substructure; piled/suspended                               | 171 | m <sup>2</sup> | 400            | 68,400           | 179.53           | 16.68             |       |
| .2  | Frame   | )   |                |                |                  |                  |                   |       |
| .3  | Upper Floors  | )   | 393            | m <sup>2</sup> | 250              | 98,250           | 257.87            | 23.96 |
| .4  | Roof; zinc roof construction and covering                   | 125 | m <sup>2</sup> | 225            | 28,125           | 73.82            | 6.86              |       |
| .5  | Stairs; flights to stair core                               | 1   | nr             | 8,000          | 8,000            | 21.00            | 1.95              |       |
| .6  | Stairs; timber stairs to duplex                             | 2   | nr             | 3,000          | 6,000            | 15.75            | 1.46              |       |
| .7  | External Walls; facing brickwork                            | 276 | m <sup>2</sup> | 275            | 75,900           | 199.21           | 18.51             |       |
| .8  | External Walls; metal cladding                              | 143 | m <sup>2</sup> | 450            | 64,350           | 168.90           | 15.69             |       |
| .9  | EO for acoustics due to railway                             |     |                |                | Incl             |                  |                   |       |
| .10   | Windows and External Doors                                  | 87  | m <sup>2</sup> | 550            | 47,850           | 125.59           | 11.67             |       |
| .11   | Decking to balconies  | 12  | m <sup>2</sup> | 160            | 1,920            | 5.04             | 0.47              |       |
| .12   | Balconies; balustrades assumed brick clad<br>honeycomb bond | 12  | m              | 350            | 4,200            | 11.02            | 1.02              |       |
| .13   | Internal Walls and Partitions                               | 381 | m <sup>2</sup> | 40             | 15,240           | 40.00            | 3.72              |       |
| .14   | Internal Doors  | 381 | m <sup>2</sup> | 60             | 22,860           | 60.00            | 5.57              |       |
| .15   | Wall Finishes   | 381 | m <sup>2</sup> | 70             | 26,670           | 70.00            | 6.50              |       |
| .16   | Floor Finishes  | 381 | m <sup>2</sup> | 80             | 30,480           | 80.00            | 7.43              |       |
| .17   | Ceiling Finishes  | 381 | m <sup>2</sup> | 45             | 17,145           | 45.00            | 4.18              |       |
| .18   | Furniture, Furnishings and Equipment                        | 4   | nr             | 8,000          | 32,000           | 83.99            | 7.80              |       |
| .19   | Mechanical & Electrical Installations                       | 381 | m <sup>2</sup> | 380            | 144,780          | 380.00           | 35.30             |       |
| .20   | Builders work in connection                                 |     |                | 5%             | 7,239            | 19.00            | 1.77              |       |
|   |   |     |                |                | <b>699,409</b>   | <b>1,835.72</b>  | <b>170.54</b>     |       |
| .21   | Preliminaries, Overheads and Profit                         |     |                | 18.0%          | 125,894          | 330.43           | 30.70             |       |
| <b>Total Building Works Estimate</b>                            |   |     |                |                | <b>£ 825,303</b> | <b>2,166.15</b>  | <b>201.24</b>     |       |
| .22   | Risk allowance estimate:                                    |     |                |                |                  |                  |                   |       |
|   | • Design Development Risks Estimate                         |     |                | 2.5%           | 20,633           | 54.15            | 5.03              |       |
|   | • Construction Risks Estimate                               |     |                | 2.5%           | 20,633           | 54.15            | 5.03              |       |
|   | • Employer Change Risks Estimate                            |     |                |                | Excluded         |                  |                   |       |
|   | • Employer Other Risks Estimate                             |     |                |                | Excluded         |                  |                   |       |
| <b>Total Building Works Estimate incl. Risk</b>                 |   |     |                |                | <b>£ 866,569</b> | <b>2,274.45</b>  | <b>211.30</b>     |       |
| .23   | Inflation estimate  |     |                |                | Excluded         |                  |                   |       |
| <b>Total Building Works Estimate incl. Risk &amp; Inflation</b> |   |     |                |                | <b>£ 866,569</b> | <b>2,274.45</b>  | <b>211.30</b>     |       |



GIA      m<sup>2</sup>      ft<sup>2</sup>  
1,723      18,547

## 5.04 Residential Main Building

| Ref                                  | Item   | Qty   | Unit           | Rate           | Total              | £/m <sup>2</sup> | £/ft <sup>2</sup> |       |
|--------------------------------------|--|-------|----------------|----------------|--------------------|------------------|-------------------|-------|
|                                      |  |       |                |                | £                  | £                | £                 |       |
| .1                                   | Substructure; piled/suspended  | 519   | m <sup>2</sup> | 400            | 207,600            | 120.49           | 11.19             |       |
| .2                                   | Frame  | )     |                |                |                    |                  |                   |       |
| .3                                   | Upper Floors   | )     | 1,949          | m <sup>2</sup> | 250                | 487,250          | 282.79            | 26.27 |
| .4                                   | Roof; zinc roof construction and covering  | 324   | m <sup>2</sup> | 225            | 72,900             | 42.31            | 3.93              |       |
| .5                                   | Roof; flat roof construction in terrace  | 156   | m <sup>2</sup> | 200            | 31,200             | 18.11            | 1.68              |       |
| .6                                   | Stairs; flights to stair core  | 6     | nr             | 8,000          | 48,000             | 27.86            | 2.59              |       |
| .7                                   | External walls; brickwork/metsec   | 598   | m <sup>2</sup> | 275            | 164,450            | 95.44            | 8.87              |       |
| .8                                   | External walls; metal cladding   | 341   | m <sup>2</sup> | 450            | 153,450            | 89.06            | 8.27              |       |
| .9                                   | External walls; brickwork privacy screens  | 41    | m <sup>2</sup> | 150            | 6,150              | 3.57             | 0.33              |       |
| .10                                  | External walls; parapet in brickwork with rainscreen cladding capping to terrace | 110   | m              | 650            | 71,500             | 41.50            | 3.86              |       |
| .11                                  | EO for acoustics due to railway  |       |                |                | Incl               |                  |                   |       |
| .12                                  | Windows and External Doors   | 372   | m <sup>2</sup> | 550            | 204,600            | 118.75           | 11.03             |       |
| .13                                  | Decking to balconies   | 152   | m <sup>2</sup> | 160            | 24,320             | 14.11            | 1.31              |       |
| .14                                  | Decking to ground floor terraces   | 74    | m <sup>2</sup> | 160            | 11,840             | 6.87             | 0.64              |       |
| .15                                  | Balconies; balustrades assumed brick clad honeycomb bond                         | 227   | m              | 350            | 79,450             | 46.11            | 4.28              |       |
| .16                                  | Internal Walls and Partitions  | 1,723 | m <sup>2</sup> | 40             | 68,920             | 40.00            | 3.72              |       |
| .17                                  | Internal Doors   | 1,723 | m <sup>2</sup> | 60             | 103,380            | 60.00            | 5.57              |       |
| .18                                  | Wall Finishes  | 1,723 | m <sup>2</sup> | 70             | 120,610            | 70.00            | 6.50              |       |
| .19                                  | Floor Finishes   | 1,723 | m <sup>2</sup> | 80             | 137,840            | 80.00            | 7.43              |       |
| .20                                  | Ceiling Finishes   | 1,723 | m <sup>2</sup> | 45             | 77,535             | 45.00            | 4.18              |       |
| .21                                  | Furniture, Furnishings and Equipment   | 20    | nr             | 8,000          | 160,000            | 92.86            | 8.63              |       |
| .22                                  | Mechanical & Electrical Installations  | 1,723 | m <sup>2</sup> | 380            | 654,740            | 380.00           | 35.30             |       |
| .23                                  | Lift Installation  | 2     | nr             | 50,000         | 100,000            | 58.04            | 5.39              |       |
| .24                                  | Builders work in connection  |       |                | 5%             | 37,737             | 21.90            | 2.03              |       |
|                                      |  |       |                |                | <b>3,023,472</b>   | <b>1,754.77</b>  | <b>163.00</b>     |       |
| .25                                  | Preliminaries, Overheads and Profit  |       |                | 18.0%          | 544,225            | 315.86           | 29.34             |       |
| <b>Total Building Works Estimate</b> |  |       |                |                | <b>£ 3,567,697</b> | <b>2,070.63</b>  | <b>192.34</b>     |       |

GIA      m<sup>2</sup>      ft<sup>2</sup>  
1,723      18,547

## 5.04 Residential Main Building

| Ref   | Item                                | Qty        | Unit | Rate     | Total            | £/m <sup>2</sup> | £/ft <sup>2</sup> |
|---|-------------------------------------|------------|------|----------|------------------|------------------|-------------------|
|   |                                     |            |      |          | £                | £                | £                 |
| <b>Total Building Works Estimate</b>                            |                                     | <b>B/F</b> |      |          | <b>3,567,697</b> | <b>2,070.63</b>  | <b>192.34</b>     |
| .26   | Risk allowance estimate:            |            |      |          |                  |                  |                   |
|   | • Design Development Risks Estimate |            |      | 2.5%     | 89,192           | 51.77            | 4.81              |
|   | • Construction Risks Estimate       |            |      | 2.5%     | 89,192           | 51.77            | 4.81              |
|   | • Employer Change Risks Estimate    |            |      |          | Excluded         |                  |                   |
|   | • Employer Other Risks Estimate     |            |      |          | Excluded         |                  |                   |
| <b>Total Building Works Estimate incl. Risk</b>                 |                                     | <b>C/F</b> |      | <b>£</b> | <b>3,746,081</b> | <b>2,174.17</b>  | <b>201.96</b>     |
| .27   | Inflation estimate                  |            |      |          | Excluded         |                  |                   |
| <b>Total Building Works Estimate incl. Risk &amp; Inflation</b> |                                     |            |      | <b>£</b> | <b>3,746,081</b> | <b>2,174.17</b>  | <b>201.96</b>     |

## 5.05 External Works

| Ref   | Item  | Qty   | Unit           | Rate  | Total            |
|---|---|-------|----------------|-------|------------------|
|   |   |       |                |       | £                |
| .1  | Demolition of existing workshops (light industrial units)                       |       | item           |       | 100,000          |
| .2  | Take down existing bund wall  | 67    | m <sup>2</sup> | 100   | 6,700            |
| .3  | Break up existing hard surfacing & dispose. EO for hazardous waste incl at 5.06 | 2,775 | m <sup>2</sup> | 30    | 83,250           |
| .4  | Car park and access; block paving   | 1,041 | m <sup>2</sup> | 100   | 104,100          |
| .5  | Car park and access; main road assumed macadam                                  | 395   | m <sup>2</sup> | 85    | 33,575           |
| .6  | Soft landscaping  | 480   | m <sup>2</sup> | 40    | 19,200           |
| .7  | Allowance for planting, trees and hedges etc.                                   |       | item           |       | 15,000           |
| .8  | Allowance for fence to boundary   | 288   | m <sup>2</sup> | 50    | 14,400           |
| .9  | New masonry wall to commercial area   | 69    | m <sup>2</sup> | 200   | 13,800           |
| .10   | Allowance for foul water drainage   | 2,728 | m <sup>2</sup> | 18    | 49,104           |
| .11   | Allowance for surface water drainage  | 1,436 | m <sup>2</sup> | 25    | 35,900           |
| .12   | Allowance for white lines, road marking and demarcation                         |       | item           |       | 5,000            |
| .13   | Site lighting   |       | item           |       | 25,000           |
| .14   | Allowance for statutory services  |       | item           |       | 150,000          |
| .15   | Builders works in connection with statutory services, trenches etc.             |       | item           |       | 25,000           |
| .16   | Service diversions  |       | item           |       | Excluded         |
| .17   | Sub-station base and housing  |       | item           |       | 10,000           |
| .18   | Bin store fittings  |       | item           |       | 10,000           |
| .19   | Cycle store fittings to residential   |       | item           |       | 10,000           |
| .20   | Cycle stands to commercial  |       | item           |       | 3,000            |
|   |   |       |                |       | 713,029          |
| .21   | Preliminaries, Overheads and Profit   |       |                | 18.0% | 128,345          |
| <b>Total Building Works Estimate</b>                            |   |       |                |       | <b>£ 841,374</b> |
| .22   | Risk allowance estimate:  |       |                |       |                  |
|   | • Design Development Risks Estimate   |       |                | 2.5%  | 21,034           |
|   | • Construction Risks Estimate   |       |                | 5.0%  | 42,069           |
|   | • Employer Change Risks Estimate  |       |                |       | Excluded         |
|   | • Employer Other Risks Estimate   |       |                |       | Excluded         |
| <b>Total Building Works Estimate incl. Risk</b>                 |   |       |                |       | <b>£ 904,477</b> |
| .23   | Inflation estimate  |       |                |       | Excluded         |
| <b>Total Building Works Estimate incl. Risk &amp; Inflation</b> |   |       |                |       | <b>£ 904,477</b> |

## 5.06 Extra over for Remediation

All Provisional

| Ref   | Item   | Qty   | Unit           | Rate  | Total            |
|---|--|-------|----------------|-------|------------------|
|   |  |       |                |       | £                |
| .1  | Removal and decommissioning of tank farm and surrounding tank storage  |       | Budget         |       | 100,000          |
| .2  | Stripping hydrocarbon in area of made ground under oil storage tanks and loading/unloading bay to an average depth of 800mm; backfill with MOT 1 | 1,052 | m <sup>3</sup> | 285   | 299,820          |
| .3  | Excavation disposal and backfill of asbestos impacted ground Say 200 m <sup>3</sup>  | 200   | m <sup>3</sup> | 300   | 60,000           |
| .4  | Excavate and backfill with topsoil in garden areas; extra over 400 mm; mixed contamination levels  | 480   | m <sup>3</sup> | 180   | 86,400           |
| .5  | Extra over general site reduction for disposal of hazardous waste  | 2,775 | m <sup>2</sup> | 65    | 180,375          |
| .6  | Allowance for further groundwater monitoring   |       | Item           |       | 5,000            |
| .7  | Allowance for risk assessment  |       | Item           |       | 5,000            |
| .8  | Allowance for further investigation  |       | Item           |       | 20,000           |
|   |  |       |                |       | 756,595          |
| .9  | Preliminaries, Overheads and Profit  |       |                | 18.0% | 136,187          |
| <b>Total Building Works Estimate</b>                                      |  |       |                |       | <b>£ 892,782</b> |
| .10   | Risk allowance estimate:   |       |                |       |                  |
|   | • Design Development Risks Estimate  |       |                | 5.0%  | 44,639           |
|   | • Construction Risks Estimate  |       |                | 5.0%  | 44,639           |
|   | • Employer Change Risks Estimate   |       |                |       | Excluded         |
|   | • Employer Other Risks Estimate  |       |                |       | Excluded         |
| <b>Total Building Works Estimate incl. Risk</b>                           |  |       |                |       | <b>£ 982,060</b> |
| .11   | Inflation estimate   |       |                |       | Excluded         |
| <b>Total Building Works Estimate incl. Risk &amp; Inflation (Rounded)</b> |  |       |                |       | <b>£ 982,000</b> |

## 6.00 Information Used for Order of Cost Estimate

### Project Information Used for the Order of Cost Estimate

|     |   |  |
|-----|---|--|
| .1  | Location of Site  | Arlington, Twickenham, TW1 2BB   |
| .2  | Building Use  | Mixed Use: Residential and Commercial                                  |
| .3  | Floor Areas (GIA)   | 2,728 m <sup>2</sup><br>29,364 ft <sup>2</sup>                         |
| .4  | New Build/Remodelling/Refurbishment   | New Build Residential and Remodelling / Refurbishment to Offices       |
| .5  | Project/Design Brief  | Refer to drawings  |
| .6  | Enabling Works  | Part demolition, decontamination and remedial works and site clearance |
| .7  | Indicative Programme <ul style="list-style-type: none"> <li>• Pre Contract</li> <li>• Contract</li> </ul> | To be confirmed<br>To be confirmed                                     |
| .8  | Restrains   | Neighbours, site conditions  |
| .9  | Site Conditions   | Brown site   |
| .10 | Budget/Cashflow restraints  | To be confirmed  |
| .11 | Assumed Procurement Route   | Single stage design and build  |
| .12 | Building Life Span  | 60 years   |
| .13 | Proposed/Assumed Storey Height  | Refer to drawings  |
| .14 | Proposed/Assumed M&E Installation   | To be advised  |
| .15 | Project Team Fees   | Excluded   |
| .16 | Other Development/Project Costs   | Excluded   |
| .17 | Inflation   | Excluded   |
| .18 | Value Added Tax   | Excluded   |
| .19 | Other Considerations:   | Remediation tax credits  |

## 6.00 Information Used for Order of Cost Estimate

| Architect - Brookes Architects |                                   |     |           |
|--------------------------------|-----------------------------------|-----|-----------|
|                                |                                   | Rev | Ref       |
| .20                            | Site Location Plan                | -   | 4786-2-01 |
| .21                            | Site Plan - Ground Floor Existing | 2   | 4786-1-15 |
| .22                            | Site Plan - Ground Floor Proposed | P4  | 4786-3-10 |
| .23                            | Floor Plans                       | P3  | 4783-3-11 |
| .24                            | Elevations - Main Block           | P2  | 4783-3-20 |
| .25                            | Telephone Conversation 26/06/18   |     |           |

  

| Services Engineer - No Information Available |  |     |     |
|--|--|-----|-----|
|  |  | Rev | Ref |

  

| Structural Engineer - No information Available |  |     |     |
|--|--|-----|-----|
|  |  | Rev | Ref |

  

| Other (Various) |   |                |             |
|-----------------|---|----------------|-------------|
|                 |   | Rev            | Ref         |
| .26             | Arlington Works - Preapp Advice Letter                    | 12th Feb 2018  | -           |
| .27             | Arlington Works Existing Layout & Tenant List             | -              | -           |
| .28             | LP851 Sharpes Recycle Oil Site Investigation Report       | 2nd March 2015 | -           |
| .29             | Permitted area of waste oil activities at Arlington Works | A01            | WE-SA-80-01 |

## 7.00 Notes

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- .1 This Order of Cost Estimate is a desktop study and should only be used as a guide to the potential cost of the scheme. Should the scheme proceed to the next stage the design and specification of the facility should be undertaken. At this stage a more detailed cost plan will be produced which will provide a more representative guide as to the target cost of this scheme.
- .2 No site visit has been undertaken, this represents a desktop order of cost.
- .3 No structural or services information was available for the preparation of this Order of Cost Estimate.
- .4 No topographical survey was available at the time of preparation of this study.
- .5 No surveys were available for the preparation of this Order of Cost Estimate.
- .6 The Order of Cost Estimate assumes no BREEAM rating required or any sustainability requirement above current building regulations.
- .7 In our assessment of the refurbishment to the offices, we have assumed the buildings are in reasonable condition and therefore not allowed for significant repairs.

## 8.00 Exclusions and Risk Commentary

### .1 Exclusions

- .1.1 Professional fees
- .1.2 VAT
- .1.3 Insurances
- .1.4 Legal Fees
- .1.5 Finance costs and interest charges
- .1.6 Planning / Building regulation fees
- .1.7 Rights of light cost or alterations to accommodate affected parties
- .1.8 Site investigation costs and/or asbestos survey
- .1.9 106/278 Agreements
- .1.10 Party wall awards / costs
- .1.11 Works outside of the site boundary
- .1.12 Tenant fittings, loose furniture or other equipment not specifically described
- .1.13 Tenant costs as a result of lease negotiations or re- negotiations
- .1.14 Marketing
- .1.15 IT wiring and equipment including media and audio visual equipment
- .1.16 Fire fighting appliances
- .1.17 Major work to the highways including realignment of existing carriageway
- .1.18 Decanting, temporary accommodation and moving / relocation costs of existing tenants
- .1.19 Income loss during construction and vacant tenant periods

### .2 Risk Commentary

As the project develops risk analyses will be undertaken and properly considered assessment of risks will be calculated. At this stage of the project we prefer to highlight all the potential risks associated with a project and utilise our experience of project type, site conditions, level of design etc to provide a considered percentage against each heading.

- .2.1 Design Development Risks (allowances against risk in design process)
- .2.1.1 Scheme design, structure and services proposals
- .2.1.2 Planning requirements & restrictions
- .2.1.3 Legal agreements
- .2.1.4 Covenants
- .2.1.5 Environmental issues
- .2.1.6 Statutory requirements
- .2.1.7 Procurement methodologies
- .2.1.8 Tendering delays
- .2.1.9 Site cut and fill



## 8.00 Exclusions and Risk Commentary

### .2 Risk Commentary (continued)

#### .2.2 Construction Risk (allowances for risk associated with site conditions)

- .2.2.1 Extensive service diversions/upgrades unusually high requirements from statutory authorities
- .2.2.2 Restrictions on access
- .2.2.3 Remediation of contaminated land
- .2.2.4 Decontamination surveys) associated with any existing buildings that may be present on site
- .2.2.5 Abnormal structural / substructure works to the proposed or existing buildings
- .2.2.6 Archaeological cost or associated delays
- .2.2.7 Site specific planning requirements
- .2.2.8 Abnormal acoustic measures
- .2.2.9 Measures to deal with air quality
- .2.2.10 Additional cost of consequential upgrading for Building Regulations Compliance
- .2.2.11 Additional cost of compliance with future changes in Building Regulations

#### .2.3 Employer Changes (allowance for risks associated with Employer changes)

- .2.3.1 Employer changes brief, scope of works, quality, time etc

#### .2.4 Employer Other Risks

- .2.4.1 Funding and the availability of funds
- .2.4.2 Special contractual arrangements
- .2.4.3 Early handover
- .2.4.4 Postponement
- .2.4.5 Acceleration
- .2.4.6 Availability of funds
- .2.4.7 Liquidated damages
- .2.4.8 Premiums on associated contracts for late delivery etc

#### .2.5 Other Considerations

- .2.5.1 Capital allowances for taxation purposes
- .2.5.2 Land remediation relief
- .2.5.3 Grants



**Arlington Works, St Margaret's TW1 2AZ – Financial Viability Assessment – August 2018**

**Appendix 5 – HM Land Registry Sold Prices Data (Apartments)**

**New Build Apartment Sales TW1 Postal Code Area - June 2016 to June 2018**

| saon         | paon                        | street       | postcode | price_paid         | deed_date  | property_type | new_build | estate_type | Beds | NSA (sqm)   | NSA (sqft)   | £ per sqft   |
|--------------|-----------------------------|--------------|----------|--------------------|------------|---------------|-----------|-------------|------|-------------|--------------|--------------|
| APARTMENT 35 | WHARF HOUSE, 2              | BREWERY LANE | TW1 1AX  | £ 450,000          | 07/07/2016 | F             | Y         | L           | 1    | 51          | 549          | £ 820        |
| APARTMENT 2  | WHARF HOUSE, 2              | BREWERY LANE | TW1 1AX  | £ 540,000          | 30/06/2016 | F             | Y         | L           | 2    | 62          | 667          | £ 809        |
| APARTMENT 52 | WHARF HOUSE, 2              | BREWERY LANE | TW1 1AX  | £ 575,000          | 03/06/2016 | F             | Y         | L           | 2    | 68          | 732          | £ 786        |
| APARTMENT 51 | WHARF HOUSE, 2              | BREWERY LANE | TW1 1AX  | £ 630,000          | 03/06/2016 | F             | Y         | L           | 2    | 69          | 743          | £ 848        |
| APARTMENT 12 | WHARF HOUSE, 2              | BREWERY LANE | TW1 1AX  | £ 625,000          | 21/07/2016 | F             | Y         | L           | 2    | 70          | 753          | £ 829        |
| APARTMENT 73 | WHARF HOUSE, 2              | BREWERY LANE | TW1 1AX  | £ 615,000          | 09/06/2016 | F             | Y         | L           | 2    | 70          | 753          | £ 816        |
| APARTMENT 46 | WHARF HOUSE, 2              | BREWERY LANE | TW1 1AX  | £ 590,000          | 02/06/2016 | F             | Y         | L           | 2    | 71          | 764          | £ 772        |
| APARTMENT 55 | WHARF HOUSE, 2              | BREWERY LANE | TW1 1AX  | £ 615,000          | 08/06/2016 | F             | Y         | L           | 2    | 71          | 764          | £ 805        |
| APARTMENT 63 | WHARF HOUSE, 2              | BREWERY LANE | TW1 1AX  | £ 660,000          | 06/07/2016 | F             | Y         | L           | 2    | 71          | 764          | £ 864        |
| APARTMENT 44 | WHARF HOUSE, 2              | BREWERY LANE | TW1 1AX  | £ 600,000          | 04/07/2016 | F             | Y         | L           | 2    | 72          | 775          | £ 774        |
| APARTMENT 53 | WHARF HOUSE, 2              | BREWERY LANE | TW1 1AX  | £ 610,000          | 04/07/2016 | F             | Y         | L           | 2    | 72          | 775          | £ 787        |
| APARTMENT 60 | WHARF HOUSE, 2              | BREWERY LANE | TW1 1AX  | £ 750,000          | 09/06/2016 | F             | Y         | L           | 2    | 74          | 797          | £ 942        |
| APARTMENT 65 | WHARF HOUSE, 2              | BREWERY LANE | TW1 1AX  | £ 780,000          | 14/07/2016 | F             | Y         | L           | 2    | 78          | 840          | £ 929        |
| APARTMENT 62 | WHARF HOUSE, 2              | BREWERY LANE | TW1 1AX  | £ 655,000          | 06/07/2016 | F             | Y         | L           | 2    | 80          | 861          | £ 761        |
| APARTMENT 80 | WHARF HOUSE, 2              | BREWERY LANE | TW1 1AX  | £ 955,000          | 08/07/2016 | F             | Y         | L           | 3    | 91          | 980          | £ 975        |
| APARTMENT 81 | WHARF HOUSE, 2              | BREWERY LANE | TW1 1AX  | £ 790,000          | 10/06/2016 | F             | Y         | L           | 3    | 93          | 1001         | £ 789        |
| FLAT 6       | SOVEREIGN HOUSE, 28         | LONDON ROAD  | TW1 3RR  | £ 389,950          | 22/08/2016 | F             | Y         | L           | 1    | 45          | 484          | £ 805        |
| FLAT 11      | SOVEREIGN HOUSE, 28         | LONDON ROAD  | TW1 3RR  | £ 400,000          | 07/10/2016 | F             | Y         | L           | 1    | 50          | 538          | £ 743        |
| FLAT 3       | SOVEREIGN HOUSE, 28         | LONDON ROAD  | TW1 3RR  | £ 450,000          | 04/11/2016 | F             | Y         | L           | 1    | 50          | 538          | £ 836        |
| FLAT 1       | SOVEREIGN HOUSE, 28         | LONDON ROAD  | TW1 3RR  | £ 398,000          | 27/09/2016 | F             | Y         | L           | 1    | 52          | 560          | £ 711        |
| FLAT 5       | SOVEREIGN HOUSE, 28         | LONDON ROAD  | TW1 3RR  | £ 400,000          | 29/07/2016 | F             | Y         | L           | 1    | 52          | 560          | £ 715        |
| FLAT 4       | SOVEREIGN HOUSE, 28         | LONDON ROAD  | TW1 3RR  | £ 495,000          | 01/06/2016 | F             | Y         | L           | 1    | 57          | 614          | £ 807        |
| FLAT 8       | SOVEREIGN HOUSE, 28         | LONDON ROAD  | TW1 3RR  | £ 460,000          | 26/09/2016 | F             | Y         | L           | 1    | 57          | 614          | £ 750        |
| FLAT 10      | TWICKENHAM HOUSE, 161       | HEATH ROAD   | TW1 4BH  | £ 379,950          | 17/02/2017 | F             | Y         | L           | 1    | 44          | 474          | £ 802        |
| FLAT 14      | TWICKENHAM HOUSE, 161       | HEATH ROAD   | TW1 4BH  | £ 390,000          | 01/03/2017 | F             | Y         | L           | 1    | 50          | 538          | £ 725        |
| FLAT 15      | TWICKENHAM HOUSE, 161       | HEATH ROAD   | TW1 4BH  | £ 392,500          | 20/02/2017 | F             | Y         | L           | 1    | 50          | 538          | £ 729        |
| FLAT 21      | TWICKENHAM HOUSE, 161       | HEATH ROAD   | TW1 4BH  | £ 415,000          | 17/02/2017 | F             | Y         | L           | 1    | 50          | 538          | £ 771        |
| FLAT 11      | TWICKENHAM HOUSE, 161       | HEATH ROAD   | TW1 4BH  | £ 415,000          | 16/02/2017 | F             | Y         | L           | 1    | 52          | 560          | £ 741        |
| FLAT 20      | TWICKENHAM HOUSE, 161       | HEATH ROAD   | TW1 4BH  | £ 420,000          | 27/02/2017 | F             | Y         | L           | 1    | 52          | 560          | £ 750        |
| FLAT 1       | TWICKENHAM HOUSE, 161       | HEATH ROAD   | TW1 4BH  | £ 475,000          | 14/02/2017 | F             | Y         | L           | 2    | 62          | 667          | £ 712        |
| FLAT 16      | TWICKENHAM HOUSE, 161       | HEATH ROAD   | TW1 4BH  | £ 538,000          | 10/02/2017 | F             | Y         | L           | 2    | 62          | 667          | £ 806        |
| FLAT 8       | TWICKENHAM HOUSE, 161       | HEATH ROAD   | TW1 4BH  | £ 400,000          | 01/03/2017 | F             | Y         | L           | 2    | 62          | 667          | £ 599        |
| FLAT 9       | TWICKENHAM HOUSE, 161       | HEATH ROAD   | TW1 4BH  | £ 515,000          | 21/02/2017 | F             | Y         | L           | 2    | 70          | 753          | £ 683        |
| FLAT 13      | TWICKENHAM HOUSE, 161       | HEATH ROAD   | TW1 4BH  | £ 540,000          | 17/02/2017 | F             | Y         | L           | 2    | 71          | 764          | £ 707        |
| FLAT 19      | TWICKENHAM HOUSE, 159 - 161 | HEATH ROAD   | TW1 4BH  | £ 520,000          | 05/12/2017 | F             | Y         | L           | 2    | 72          | 775          | £ 671        |
| FLAT 12      | TWICKENHAM HOUSE, 161       | HEATH ROAD   | TW1 4BH  | £ 555,000          | 27/02/2017 | F             | Y         | L           | 2    | 73          | 786          | £ 706        |
| FLAT 17      | TWICKENHAM HOUSE, 161       | HEATH ROAD   | TW1 4BH  | £ 625,000          | 31/03/2017 | F             | Y         | L           | 2    | 74          | 797          | £ 785        |
| FLAT 18      | TWICKENHAM HOUSE, 161       | HEATH ROAD   | TW1 4BH  | £ 599,950          | 28/03/2017 | F             | Y         | L           | 2    | 82          | 883          | £ 680        |
|              |                             |              |          | <b>£20,613,350</b> |            |               |           |             |      | <b>2452</b> | <b>26394</b> | <b>£ 781</b> |

**Second-Hand Apartment Sales TW1 2 postal code area - June 2017 to June 2018**

| street            | postcode | deed_date  | price_paid          | property_type | new_build | estate_type | Beds | NSA (sqm)    | NSA (sqft)   | £ per sqft   |
|-------------------|----------|------------|---------------------|---------------|-----------|-------------|------|--------------|--------------|--------------|
| KELVIN DRIVE      | TW1 2AH  | 26/01/2018 | £ 507,250           | F             | N         | L           | 2    | 60           | 646          | £ 785        |
| THE BARONS        | TW1 2AN  | 18/12/2017 | £ 500,000           | F             | N         | L           | 2    | 58           | 624          | £ 801        |
| ARLINGTON ROAD    | TW1 2AT  | 05/04/2018 | £ 710,000           | F             | N         | L           | 3    | 93           | 1001         | £ 709        |
| ARLINGTON ROAD    | TW1 2AU  | 27/11/2017 | £ 510,000           | F             | N         | L           | 2    | 70           | 753          | £ 677        |
| RIVERDALE ROAD    | TW1 2BS  | 28/06/2017 | £ 641,500           | F             | N         | L           | 3    | 79           | 850          | £ 754        |
| DENTON ROAD       | TW1 2HQ  | 16/06/2017 | £ 765,000           | F             | N         | L           | 2    | 73           | 786          | £ 974        |
| CLEVEDON ROAD     | TW1 2HU  | 12/07/2017 | £ 825,100           | F             | N         | L           | 3    | 98           | 1055         | £ 782        |
| CLEVEDON ROAD     | TW1 2HU  | 15/09/2017 | £ 462,500           | F             | N         | L           | 1    | 53           | 571          | £ 811        |
| CAMBRIDGE PARK    | TW1 2JE  | 26/01/2018 | £ 802,500           | F             | N         | L           | 3    | 109          | 1173         | £ 684        |
| CAMBRIDGE PARK    | TW1 2JQ  | 12/02/2018 | £ 490,000           | F             | N         | L           | 2    | 74           | 797          | £ 615        |
| CAMBRIDGE PARK    | TW1 2JQ  | 30/06/2017 | £ 695,230           | F             | N         | L           | 3    | 81           | 872          | £ 797        |
| BEAULIEU CLOSE    | TW1 2JR  | 28/03/2018 | £ 525,000           | F             | N         | L           | 2    | 64           | 689          | £ 762        |
| CAMBRIDGE PARK    | TW1 2LB  | 18/08/2017 | £ 485,000           | F             | N         | L           | 2    | 71           | 764          | £ 635        |
| ST MARGARETS ROAD | TW1 2LL  | 07/07/2017 | £ 418,500           | F             | N         | L           | 1    | 47           | 506          | £ 827        |
| ST MARGARETS ROAD | TW1 2LL  | 20/10/2017 | £ 600,000           | F             | N         | L           | 2    | 54           | 581          | £ 1,032      |
| ST MARGARETS ROAD | TW1 2LN  | 14/03/2018 | £ 437,000           | F             | N         | L           | 1    | 69           | 743          | £ 588        |
| ST MARGARETS ROAD | TW1 2LN  | 21/07/2017 | £ 445,000           | F             | N         | L           | 1    | 40           | 431          | £ 1,034      |
| PARK ROAD         | TW1 2PS  | 17/11/2017 | £ 437,500           | F             | N         | L           | 1    | 59           | 635          | £ 689        |
| PARK ROAD         | TW1 2PS  | 13/10/2017 | £ 444,000           | F             | N         | L           | 1    | 58           | 624          | £ 711        |
| OLD HOUSE GARDENS | TW1 2QB  | 17/07/2017 | £ 480,000           | F             | N         | L           | 1    | 60           | 646          | £ 743        |
| CLEVEDON ROAD     | TW1 2TA  | 19/01/2018 | £ 875,000           | F             | N         | L           | 3    | 110          | 1184         | £ 739        |
| CAMBRIDGE ROAD    | TW1 2TH  | 25/10/2017 | £ 580,000           | F             | N         | L           | 2    | 64           | 689          | £ 842        |
| CLEVEDON ROAD     | TW1 2TT  | 09/04/2018 | £ 665,000           | F             | N         | L           | 2    | 64           | 689          | £ 965        |
| CLEVEDON ROAD     | TW1 2TU  | 09/06/2017 | £ 750,000           | F             | N         | L           | 2    | 62           | 667          | £ 1,124      |
| CAMBRIDGE ROAD    | TW1 2TX  | 30/06/2017 | £ 740,000           | F             | N         | L           | 2    | 75           | 807          | £ 917        |
|                   |          |            | <b>£ 14,791,080</b> |               |           |             |      | <b>1,745</b> | <b>18784</b> | <b>£ 787</b> |