Financial Viability Statement

Cuerden Strategic Site: ‘Lancashire Central’

July 2022

Prepared on behalf of:

MAPLE GROVE DEVELOPMENTS

Lancashire County Council

CBRE

Contents

Appendices

Declaration

A declaration of conformity with the RICS Professional Statement Financial Viability in Planning, September 2019, 1st Edition[1], is set out within the following sub-sections.

Instruction and Purpose of Report

In accordance with an instruction and our appointment dated 24 January 2022, CBRE has been instructed by Maple Grove Developments Limited ('MGD' or 'the Developer') and Lancashire County Council ('LCC') (jointly 'the Applicant') to objectively assess, and report upon, the financial viability of the proposed development of the Cuerden Strategic Site ('the Site'), to be referred to as 'Lancashire Central' for a scheme comprising the following ('the Proposed Development'):

"Application for Outline Planning Permission (with all matters reserved save for access from the public highway and strategic green infrastructure/landscaping) for a mixed-use development including the provision of Employment use (Use Classes B2/B8/E(g)); retail (use Class E(a)); food, drink and drive-through restaurant use (Use Class E(b)/Sui Generis Drive-Through); hotel use (Use Class C1); health, fitness and leisure use (Use Classes E(d)/F(e)/F2(b)); creche/nursery (Class E(f)); car showrooms (Use Class Sui Generis Car Showroom); Residential use (C3) the provision of associated car parking, access, public open space, landscaping and drainage."

The purpose of this viability assessment ('VA") is to test the financial viability of the Proposed Development, taking into account the policy requirements set by both South Ribble Borough Council ('SRBC') and Lancashire County Council ('LCC') (the 'Local Planning Authority'), as well as national planning policy and guidance.

Objectivity, impartiality, and reasonableness

CBRE places the utmost importance on the integrity, impartiality, and potential conflicts of interests in carrying out its services and seeks to identify and assess all relationships which may result in a conflict of interest or pose a threat to impartiality. CBRE aims to inspire confidence by being open and impartial, offering transparency of process, being fair and maintaining the confidentiality of our clients.

In undertaking this instruction and carrying out the viability assessment, CBRE always confirms that we have acted impartially, with objectivity, without interference and with reference to all appropriate available sources of information.

CBRE confirms that adequate time has been provided to produce this report.

CBRE confirms that there is no instruction in place to undertake an Area-Wide viability assessment concerning existing and future planning policies against which the proposed development scheme will, in due course be considered.

CBRE has set out a full explanation of the evidence provided with reasoned justification.

Conflict(s) of interest

CBRE confirms, to the best of its knowledge, that no conflict or risk of conflict of interest exists in carrying out this viability assessment on behalf of the Applicant(s) and in respect of the site.

[1] *RICS (May 2019) Financial viability in planning: conduct and reporting, 1st Edition*

Declaration

Contingent Fee

In preparing this report, no performance related or contingent fees have been agreed between CBRE and the Applicant(s).

Status

This report does not constitute a formal valuation and cannot be regarded, or relied upon, as such.

This report provides a guide for feasibility in line with the purpose for which the assessment is required, in accordance with the National Planning Policy Framework ('NPPF')[2] and national Planning Practice Guidance for Viability ('PPGV')[3], and as stated within the relevant guidance published by the RICS[4].

The conclusions of this report are based upon the input assumptions as stated herein and as available at the time of production. The input assumptions and conclusions of this report are valid at the date of publication and should be subject to review should further information be made available or in the event of material economic or property market change, or in respect of relevant legislative and policy changes.

Publication

This viability assessment has been prepared on the basis that it is expected to be made publicly available, other than in exceptional circumstances.

Where information may compromise delivery of the Proposed Development or infringe other statutory and regulatory requirements, these exceptions will be discussed and agreed with the Local Planning Authority ('LPA') and documented early in the process. Commercially sensitive information will be presented in aggregate form following these discussions. Any sensitive personal information will not be made public.

Personnel

This report has been prepared and approved by the following personnel:

[redacted]

Matt Spilsbury MRICS MRTPI

Senior Director

National Planning & Development

CBRE UK Limited

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[2] *MHCLG (2021) National Planning Policy Framework (NPPF)*

[3] *MHCLG (2019) National Planning Practice Guidance – Viability*

[4] *RICS (2021) Assessing viability in planning under the National Planning Policy Framework 2019 for England RICS guidance note, England 1st edition, March 2021 (effective from 1 July 2021) ('RICS Viability Guidance')*

Executive Summary

CBRE has been appointed by Maple Grove Developments Limited ('MGD' or 'the Developer') and Lancashire County Council ('LCC') (jointly 'the Applicant') to objectively assess, and report upon, the financial viability the proposed development of the Cuerden Strategic Site ('the Site'), to be referred to as 'Lancashire Central' for a scheme comprising the following ('the Proposed Development'):

"Application for Outline Planning Permission (with all matters reserved save for access from the public highway and strategic green infrastructure/landscaping) for a mixed-use development including the provision of Employment use (Use Classes B2/B8/E(g)); retail (use Class E(a)); food, drink and drive-through restaurant use (Use Class E(b)/Sui Generis Drive-Through); hotel use (Use Class C1); health, fitness and leisure use (Use Classes E(d)/F(e)/F2(b)); creche/nursery (Class E(f)); car showrooms (Use Class Sui Generis Car Showroom); Residential use (C3) the provision of associated car parking, access, public open space, landscaping and drainage."

The purpose of this viability assessment ('VA") is to test the financial viability of the Proposed Development, taking into account the policy requirements set by both South Ribble Borough Council ('SRBC') and Lancashire County Council ('LCC') (the 'Local Planning Authority'), as well as national planning policy and guidance.

Assessment Methodology

The viability model is conducted on a residual basis using industry standard Argus Developer software. A cashflow is provided for full transparency.

The key viability modelling input assumptions adopted by CBRE for the viability appraisal of the Proposed Development are summarised in Table ES1.

Table ES1: Viability Assessment Inputs Summary

Input		Rate	Comment
Estimated Rental Values:	Employment Uses	£7.50/ft² - £8.25/ft²	informed by market evidence and professional opinion provided on behalf of the Developer by Savills and B8 Real Estate (the Developer's appointed letting agents)
	Car Supermarket	£15.25/ft²	
	Health Centre	£17.50/ft²	
	Gym/ Creche	£15.00/ft²	
	Food Store	£16.50/ft²	
	F&B	£37.50/ft²	
	Drive-Through	£35.00/ft² - £45.00/ft²	
Net Initial Yields	Employment Uses	4.50% - 5.00%	Informed by market evidence and advice provided by CBRE's Investment Properties team
	Car Supermarket	5.50%	
	Health Centre	4.50%	
	Gym/ Creche	6.00%	
	Food Store	4.50%	
	F&B	5.75%	
	Drive-Through	5.50% - 5.75%	
Incentives Period	-	1 Year	Applied to all rental income, representing void and rent free periods
Residential Land Value	-	£600,000 per net acre	Based on both analysis of residual development appraisal by CBRE and professional agency opinion from Savills (the Applicant's appointed agents)
Construction Costs	Employment Uses	£56.00/ft² - £77.00/ft²	Construction costs incorporating external works and contingency, provided by specialist construction consultancy Rex Proctor and Partners ('RPP')
	Car Supermarket	£200.00/ft²	
	Health Centre	£225.00/ft²	

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Input		Rate	Comment
	Gym/ Creche	£185.00/ft²	
	Food Store	£175.00/ft²	
	F&B	£250.00/ft²	
	Drive-Through	£335.00/ft² - £400.00/ft²	
Contingency	-	5.00%	Of construction costs
On-Site Infrastructure Works	Off-Plot Works	£40,748,465	The Applicant's assessment of the core infrastructure costs – the works required to open up the site including access roads, services, drainage and landscaping.
	On-Plot Works	£18,883,081	The Applicant's assessment of the on-plot Infrastructure costs – the works related to specific plots or phases which encompasses drainage attenuation, foundation abnormals and more plot specific related works (i.e. retaining walls).
Professional Fees		8.00%	Of development costs
Letting Agent Fee		15.00%	Of net commercial rents
Letting Legal Fee		5.00%	Of net commercial rents
Sales Agent Fee		0.75%	Of GDV
Sales Legal Fee		0.50%	Of GDV
Residential Land Sale Agent Fee		1.00%	Of residential land value
Residential Land Sale Legal Fee		0.80%	Of residential land value
Purchaser's Costs (Investment)		6.80%	Standard fees relating to stamp duty, agent's fee (1%) and legal fee (0.8%) save for units which CBRE are advised are intended to be pre-let/forward sales from Phase B and Units D1, D4 & D5 - assumed at 1.80%
Purchaser's Costs (Land)		-	Standard fees relating to stamp duty, agent's fee (1%) and legal fee (0.8%)
Finance		4.50%	Total blended cost of capital for financing the development via the market, which takes into account arrangement, monitoring and related fees/credits.
Developer's return		8.00%	Whilst 8.00% profit on cost is set at the minimum threshold for viability, the Applicant will target higher return levels with a 15.00% profit on cost reflecting the current expected market norm.

Benchmark Land Value ('BLV')

By way of analysis set out within chapter 5 of this document, the BLV for the Site has been determined based on a price which is equivalent to approximately £25,000 per gross acre, equating to £2,748,100.

Viability Assessment Results and Conclusion

The viability appraisal demonstrates that, when applying the BLV as a fixed input land cost with the developer's return being the residual output, the Proposed Development generates a residual profit of £15.05m, or 8.41% profit on total development cost.

Whilst at the lower end of the spectrum understood to reflect the Applicant's minimum acceptable profit margin, at which the Proposed Development is deliverable.

Sensitivity testing demonstrates that marginal adjustments to revenue (rents) and construction costs have a significant impact on the residual developer's return, to either upside or downside.

The commercial decision whether to proceed with the Proposed Development remains at the discretion of the Applicant.

1 Introduction

Instruction

1.1 CBRE has been appointed by the Applicant to objectively assess, and report upon, the financial viability of the Proposed Development at the Site.

1.2 The purpose of the VA is to test the financial viability of the Proposed Development at the Site, taking into account the policy requirements set by the SRBC and LCC, as well as national planning policy and guidance.

Context

Subject Site, Location & Access

1.3 The Site is approximately 44.99 hectares (111.17 acres)[5] in size and is located within the Borough of South Ribble. The Site is situated at a key gateway location within Central Lancashire between Leyland and the City of Preston, immediately adjacent to (south-west of) the intersection of the M6 (Junction 29) and M65 motorways.

1.4 The Site is currently agricultural fields with associated field boundaries. It is bounded by the A582 Lostock Lane to the north, Stanfield Lane to the west and agricultural land and a quarry to the south.

1.5 The Site benefits from proximity to West Coast Mainline railway stations (including the main station at Preston) and links to the strategic and local highway network.

1.6 A site boundary plan is provided within **Appendix A**.

Planning History

1.7 The Site is identified within the South Ribble Local Plan under Policy C4 as the Cuerden Strategic Site (CSS), which is to be developed with the necessary infrastructure requirements for high quality employment uses including commercial, industrial, retail and leisure uses. A preferred Masterplan for the CSS was commissioned on behalf of LCC and formally adopted in April 2015.

1.8 The Site benefits from an extant hybrid planning permission (ref: 07/2017/0211/ORM) which was granted approval (with conditions) in December 2017 by South Ribble Borough Council. The development proposal, led by the Applicant on behalf of the landowners (Lancashire County Council ('LCC') and Brookhouse Group Ltd ('BHG')), was described as follows:

"Hybrid planning application comprising of Full and Outline development - Environmental Impact Assessment (EIA) development Part 1 FULL - Retail floorspace (Use Classes A1 & A3) and associated car parking, site access, highway works, drainage and strategic landscaping; Part 2 OUT - Employment floorspace (Classes B1, B2 & B8), hotel (Class C1), health and fitness and leisure (Class D2), creche/nursery (Class D1), retail (Classes A1, A2, A3, A4 & A5), car showrooms (Use Class Sui Generis), residential (Classes

[5] *This excludes a potential future development phase of approximately 39.36 acres, under the ownership of Brookhouse Group Limited, and which sits outside of the red line boundary of the planning application for the Site.*

C2/C3) and provision of associated car parking, access, public open space, landscaping and drainage (Access applied for) and affecting the setting of a Listed Building."

1.9 It is understood that the extant permission has not been implemented, albeit it remains capable of implementation should all pre-commencement conditions be discharged.

1.10 Following the grant of the hybrid planning permission IKEA withdrew from the scheme. Due to this change, which reflected the start of a structural shift in the broader retail market, it was deemed necessary to revisit the development proposal and consider possible amendments to better reflect the current market and commercial conditions.

1.11 An illustrative Development Framework Plan has been prepared on behalf of the Applicant by consultants Fletcher Rae outlining the Proposed Development scheme, which focuses primarily on the delivery of an employment-led redevelopment at the Site, together with an element of ancillary and residential uses.

Emerging Planning Application

1.12 It is understood that the Applicant intends to submit an outline planning application (with all matters reserved save for access and strategic landscaping) imminently for the Proposed Development of the Site.

Date of Appraisal

1.13 The date of appraisal is the stated date on the cover of this report.

Document Structure

1.14 The viability assessment report is structured as follows:

- **Section 2**: presents the relevant planning policy context.
- **Section 3**: confirms the approach and methodology to this viability assessment together with a brief review of the relevant current guidance for undertaking viability assessments.
- **Section 4**: sets out a summary of the principal assumptions and evidence used within this financial viability assessment.
- **Section 5**: derives the benchmark land value ('BLV') as appropriate to apply to the Site.
- **Section 6**: summarises the results of viability assessment for the Proposed Development.
- **Section 7**: sets out concluding recommendations to the Applicant and the LPA in accordance with the National Planning Policy Framework ('NPPF')[6] and national Planning Practice Guidance ('PPG')[7].

[6] *MHCLG (2021) National Planning Policy Framework*

[7] *MHCLG (2019) National Planning Practice Guidance – Viability*

2 Planning Policy Context

2.1 This section of the document presents the relevant national and local planning policy context to viability assessment of the Proposed Development at the Site.

National Planning Policy Framework

2.2 The NPPF presents the Government's planning policies for England and how these are expected to be applied.

2.3 Paragraph 2 of the NPPF states that planning law requires planning applications to be determined in accordance with the development plan unless material considerations indicate otherwise[8]. The NPPF, along with emerging plans, are material considerations that must be accorded weight within planning decision-making.

Deliverability & Viability

2.4 The NPPF confirms that it is the applicant's responsibility to demonstrate whether the circumstances affecting the development justify the requirement for the submission of a viability assessment at the application stage.

2.5 The LPA, as decision maker, must determine the weight to be given to the submitted viability assessment having regard to all the circumstances in the case including the following:

- whether the Plan and viability evidence underpinning it is up to date; and
- whether there have been any changes in site circumstances since the Plan was brought into force.

2.6 All viability assessments, including those undertaken at plan-making stage, should reflect the recommended approach in national planning guidance[9].

Planning Practice Guidance for Viability ('PPGV')

2.7 The Government's national planning guidance for understanding viability in both plan making and decision taking is set out within PPGV[10].

2.8 Detailed guidance is provided regarding viability assessment in decision-taking upon individual schemes at the application stage. Firstly, it is the responsibility of the applicant to demonstrate the circumstances justifying the need for viability assessment. Whilst not stated as exhaustive, examples stated in PPGV are:

- 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;

[8] *Section 38(6) of the Planning and Compulsory Purchase Act 2004*

[9] *MHCLG (2021) National Planning Policy Framework (NPPF): Paragraph: 58*

[10] *MHCLG (2019) Planning Practice Guidance: Viability*

- where particular types of development are proposed which may significantly vary from standard models of development for sale (for example BTR or housing for older people); or
- where a recession or similar significant economic changes have occurred since the plan was brought into force.

2.9 Paragraph 20 confirms that the inputs and findings of any viability assessment should be set out in a way that aids clear interpretation and interrogation by decision makers. Reports and findings should clearly state what assumptions have been made about costs and values (including gross development value, benchmark land value ('BLV') including the landowner premium, developer's return and costs).

Adopted Local Policy

Development Plan

2.10 For the purposes of this assessment, the development plan documents for the application site comprise the following:

- South Ribble Local Plan (July 2015)
- Central Lancashire Core Strategy (July 2012)

South Ribble Local Plan

Cuerden Strategic Site

2.11 Policy C4 of the South Ribble Local Plan ('Local Plan') confirms that planning permission will be granted for development of the CSS subject to the submission of:

a. *"an agreed Masterplan for the comprehensive development of the site, to provide a strategic employment site, to include, employment, industrial and Green Infrastructure uses;*

b. *a phasing and infrastructure delivery schedule;*

c. *an agreed programme of implementation in accordance with the Masterplan and agreed design code."*

2.12 The policy confirms that alternative uses, such as retail, leisure and housing may be appropriate where it can be demonstrated that they help deliver employment uses on this site. The scale of any alternative enabling development will be limited to that which is clearly demonstrated to be necessary to fund essential infrastructure and which will not prejudice the delivery and maintenance of the primary employment function of the site. Any proposed main town centre uses must satisfy the sequential and impact tests set out in the NPPF, relevant policies of the Central Lancashire Core Strategy ('Core Strategy') and the Local Plan.

Developer Contributions

2.13 Local Plan Policy A1 ('Developer Contributions') states that new development will be expected to contribute to mitigating its impact on infrastructure, services and the environment and to contribute to the requirements of the community.

2.14 This may be secured as a planning obligation through a Section 106 agreement and through the Community Infrastructure Levy (CIL).

2.15 The types of infrastructure that developments may be required to provide contributions towards include (but are not limited to):

a. *"Utilities and waste (where the provision does not fall within the utility providers' legislative obligations);*

b. *Flood prevention and sustainable drainage measures;*

c. *Transport (highway, rail, bus and cycle/footpath/bridleway networks, canal and any associated facilities);*

d. *Community infrastructure (such as health, education, libraries, public realm);*

e. *Green infrastructure (such as outdoor sports facilities, open space, parks, allotments, play areas, enhancing and conserving biodiversity);*

f. *Climate change and energy initiatives through allowable solutions;*

g. *Affordable housing; and,*

h. *Leyland Town Centre regeneration."*

2.16 Where appropriate, the Council will permit developers to provide the necessary infrastructure themselves as part of their development proposals, rather than making financial contributions.

Central Lancashire Core Strategy

Affordable Housing

2.17 There is no affordable housing policy within the Local Plan, however, Core Strategy Policy 7 ('Affordable and Special Needs Housing') confirms that, subject to considerations such as financial viability and contributions to community services, there is an affordable housing target from market housing schemes of 30% in the urban parts of Preston, South Ribble and Chorley, and of 35% in rural areas on sites in or adjoining villages which have, or will have, a suitable range of services.

2.18 The minimum site threshold for triggering affordable housing provision will be 15 dwellings (0.5 hectares or part thereof).

2.19 Off-site provision or financial contributions broadly equivalent value in lieu of on-site affordable housing provision will be acceptable where the site or location is unsustainable for affordable or special housing and will only be considered where robustly justified.

Affordable Housing SPD (October 2012)

2.20 The Affordable Housing SPD ('AHSPD') sets out additional advice on the affordable housing policy for Central Lancashire.

2.21 The AHSPD emphasises the requirement for robust financial justification for an off-site or financial contribution in lieu of the expected on-site provision.

2.22 At paragraph 35 it is confirmed that where affordable housing is required, at least 70% of the provision should be social rent or affordable rent, unless the Council is satisfied that an alternative mix meets an independently assessed proven need and agrees to such alternative provision.

2.23 Paragraph 36 confirms that the affordable housing dwelling mix should reflect the development as a whole, however, the Council will negotiate the exact tenure, type and size split on each site through pre-application discussions.

2.24 Paragraph 38 of the AHSPD confirms the calculation of commuted sums in lieu of on-site affordable housing provision, as follows:

"Average house price for locality and house type[11]

X

33% of open market value

X

Affordable housing requirement on-site (30% or 35% of total [depending on location])"

Open Space and Playing Pitch SPD (August 2013)

2.25 The Opean Space and Playing Pitch SPD ('OSPP SPD'), adopted in August 2013, sets out how the open space and playing pitch policies across Central Lancashire are to be implemented.

2.26 The OSPP SPD confirms that all new residential developments will be required to contribute towards open space and playing pitch provision. In South Ribble, this applies on residential development resulting in a net gain of five or more dwellings.

2.27 Residential developments may be required to provide on-site provision of amenity greenspace (if over 10 dwellings) and provision for children/ young people (if over 100 dwellings). Where on-site provision is required then the following calculation is proposed for each typology of open space:

(Number of Dwellings x 2.4 [12]***) x Local Standard / 1000 = Hectares required for proposed development***

2.28 SRBC publishes the financial contributions for off-site provision and improvements of open space and playing pitches, and present the cost for the different typologies of open space on a £/m² basis. The current rates for provision and management for South Ribble are presented in Table 2.1.

Table 2.1: Open Space and Playing Pitch Off-Site Provision | Financial Contribution

Typology	Cost per m²
Amenity Greenspace	£255
Provision for children/ young people	£101
Parks and gardens	£507
Natural/ semi-natural greenspace	£238
Allotments	£17
Playing pitch	£1,507

[11] *To be agreed with a developer based on the most recent quarter's verifiable publicly available data e.g., Land Registry price paid data for postcode sector.*

[12] *"2.4 is the average household occupancy in the 2011 Census. Multiplying this by the number of dwellings gives the estimated population of the proposed development."*

2.29 Where provision is made on-site, a contribution towards maintenance is required (unless private maintenance is proposed). The costs for maintenance (where appropriate) are also published on SRBC's website and are summarised in Table 2.2.

Table 2.2: Open Space and Playing Pitch Off-Site Provision | Maintenance Costs

Typology	Cost per m²
Amenity Greenspace	£128
Provision for children/ young people	£10

2.30 SRBC also provide a worked example of how off-site provision and improvement financial contributions are calculated in South Ribble, as per the extract below:

Example 2 - Amenity greenspace cost per dwelling for South Ribble

1) The hectares of provision required for 1 dwelling is calculated using the formula in section (iii) of the SPD:

1 x 2.4 x Local standard / 1000 = 0.003192 ha

(1.33 ha/1000 population)

2) The hectares required converted to m^2 = 31.92

3) Multiplied by cost per m^2 (£8) = £255 per dwelling (rounded to nearest pound).

Source: https://www.southribble.gov.uk/article/1318/Open-space-and-playing-pitch-SPD-financial-contributions

Community Infrastructure Levy ('CIL')

2.31 CIL was introduced under the Planning Act 2008 and is regulated by the CIL Regulations 2010 (as amended). Local authorities in England and Wales can elect to charge CIL on new development to assist in funding infrastructure associated with planned growth.

2.32 SRBC's Charging Schedule was approved on 24 July 2013 and took effect from 01 September 2013. The Council has published indexed CIL rates for 2022. The following Indexed CIL rates are considered to be applicable to the Proposed Development:

- Dwelling houses (excl. apartments): £92.22/m²
- Convenience retail (excl. neighbourhood convenience stores): £227.01/m²

2.33 The proposed residential use (C3) is to be assessed on the basis the allocation is sold as a serviced land parcel and any value attributed reflects the application of SRBC's CIL rate for dwelling houses.

2.34 The following table sets-out the calculation of the estimated CIL liability arising from the Proposed Development for all anticipated 'convenience retail' uses and includes details of payment instalments according with the SRBC's Instalment Policy.

Table 2.3: Estimated CIL Liability and Payment Instalments

Indexed CIL Liability Calculation		
	Convenience retail (excl. neighbourhood convenience stores)	
R	Rate (£/m²)	£227.01
A	Net Additional Floorspace (Sqm GIA) (Phase A, Units 4-7)	2,536
	CIL Liability = R * A	£575,750

Instalments Schedule				
Instalment 1	25%	-	60 days from commencement	£143,938
Instalment 2	25%	-	120 days from commencement	£143,938
Instalment 3	25%	-	180 days from commencement	£143,938
Instalment 4	25%	-	240 days from commencement	£143,938

Source: CBRE

3 Approach & Methodology

The Role of Viability Assessment in Planning

3.1 This chapter provides the approach and methodology to this viability assessment set within the context of the legislative planning framework and recognised national practice guidance for undertaking viability assessments.

RICS Financial Viability in Planning: Conduct and Reporting (1st edition, May 2019)

3.2 This RICS professional statement sets out mandatory requirements on conduct and reporting in relation to Financial Viability Assessments ('FVAs') for planning in England, whether for area-wide or scheme-specific purposes. It recognises the importance of impartiality, objectivity and transparency when reporting on such matters. It also aims to support and complement the Government's reforms to the planning process announced in July 2018 and subsequent updates, which include an overhaul of the NPPF and PPGV and related matters.

3.3 The statement focuses on reporting and process requirements, and the need for the assessment of viability to be carried out having proper regard to all material facts and circumstances. The additional requirements became effective on 1 September 2019.

RICS Guidance Note: Assessing viability in planning under the National Planning Policy Framework 2019 for England (1st edition, March 2021)

3.4 The RICS Viability Guidance[13], effective from 1st July 2021, supplements the RICS Professional Statement and gives added guidance to RICS members and other stakeholders in the planning process on undertaking and understanding FVAs in both a plan-making and decision-taking context.

3.5 The RICS Viability Guidance, which replaces the earlier 2012 publication, provides best practice guidance for practitioners in carrying out and interpreting the results of viability assessments under the NPPF and PPGV.

PPGV

3.6 PPGV sets out the Government's recommended approach and confirms the principles for conducting viability assessment as follows:

[13] *RICS (2021) Assessing viability in planning under the National Planning Policy Framework 2019 for England RICS guidance note, England 1st edition, March 2021*

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'Viability assessment is a process of assessing whether a site is financially viable, by looking at whether the value generated by a development is more than the cost of developing it. This includes looking at the key elements of gross development value, costs, land value, landowner premium, and developer return'. [14]

3.7 PPGV confirms that the minimum landowner's return should be referred to as the 'benchmark land value' ('BLV'), which should be established on the basis of the existing use value ('EUV') of the land, plus a premium for the landowner. This approach is referred to as the 'existing use value plus' ('EUV+').

3.8 PPGV also confirms that alternative uses can be used in establishing the BLV. For the purposes of viability assessment the alternative use value ('AUV') refers to:

'…the value of land for uses other than its existing use.' [15]

3.9 Where AUV is used this should be supported by evidence of the costs and values of the alternative use to justify the land value. PPGV confirms the Government's position that valuation based on AUV includes the premium to the landowner (i.e. the AUV is equal to the EUV+ as a BLV)[16].

Methodology

3.10 In order to determine the viability of the Proposed Development at the Site, a residual valuation model with cash flow has been prepared using proprietary software Argus Developer.

3.11 The methodology for undertaking this viability assessment follows the residual appraisal method, which is that accepted by the RICS and recommended within RICS Viability Guidance[17]. The methodology is also consistent with the Government's recommended approach as set out in PPGV[18].

3.12 The assessment calculates the cost to acquire, construct, and deliver the capital costs of the development scheme, which is set against the value of the development on the assumption it is completed in the current market. No allowance is made for underlying inflation.

[14] *MHCLG (2019) National Planning Practice Guidance – Viability: Paragraph: 010*

[15] *MHCLG (2019) National Planning Practice Guidance – Viability: Paragraph: 017*

[16] *MHCLG (2019) National Planning Practice Guidance – Viability: Paragraph: 017*

[17] *RICS (2021) Assessing viability in planning under the National Planning Policy Framework 2019 for England RICS guidance note, England 1st edition, March 2021*

[18] *MHCLG (2019) National Planning Practice Guidance – Viability*

4 Viability Assessment Assumptions

4.1 This section presents the principal assumptions used in the VA for the Proposed Development.

Development Outputs

Land Budget

4.2 The land budget for the Proposed Development is presented in Table 4.1 and is presented on the basis of the scheme being delivered in five distinct phases.

Table 4.1: Land Budget | Proposed Development

Phase	Land Use	Gross Area (ha)	Gross Area (ac)
A	Development	7.26	17.94
	Green Infrastructure	3.84	9.49
	Highways Infrastructure	1.47	3.62
Phase A Total:		**12.57**	**31.05**
B	Development	12.70	31.38
	Green Infrastructure	0.89	2.20
	Highways Infrastructure	0.60	1.47
Phase B Total:		**14.19**	**35.05**
C	Development	3.08	7.62
	Green Infrastructure	1.74	4.29
	Highways Infrastructure	0.13	0.32
Phase C Total:		**4.95**	**12.23**
D	Development	5.50	13.59
	Green Infrastructure	3.32	8.20
	Highways Infrastructure	1.71	4.23
Phase D Total:		**10.53**	**26.02**
Phase E Total:	Residential Development	**2.75**	**6.80**
Phase A-E Total:		**44.99**	**111.15**
Future Development Total:[19]		15.93	39.36
Overall Site:		**60.92**	**150.51**

Source: Fletcher Rae

Development Framework

4.3 The Proposed Development will be brought forward in a number of phases and is supported by parameter plans which illustrate the following:

- Development Zones (Phases);
- Land Use & Quantum;

[19] *Note: outside the red line boundary for the planning application for the Proposed Development of the Site.*

- Maximum Building Heights;
- Vehicle, Pedestrian and Cycle Access; and
- Strategic Landscaping and Green Space.

4.4 'Parameters Plan 1' comprises details of the proposed phases, land uses and maximum quantum of development. A summary is presented in Table 4.2.

4.5 A copy of the Parameters Plan 1 is also provided within **Appendix B**.

Table 4.2: Proposed Land Use and Quantum | Proposed Development

Zone/ Phase	Use Class	Max GIA (m²)	Max Plot Size (m²)
A	Retail (E(a))	4,000	30,000
	Hotel (C1)	2,500	
	Gym (E(d)	1,000	
	Food, Drink & Drive-Through Restaurant (E(b)/Sui Generis Drive-Through)	800	
	Car Sales (Sui Generis)	4,000	
	Creche (E(f))	500	
	Health Centre (E(e))	1,500	
	Employment (B2, B8)	25,000	
	Business (E(g)(i-iii))	4,000	
B	Employment (B2, B8)	65,000	65,000
	Business (E(g)(i-iii))	5,000	
C	Employment (B2, B8)	18,000	18,000
	Business (E(g)(i-iii))	5,000	
	Leisure Centre (E(d), F1(e),F2(b))	13,000	
D	Employment (B2, B8)	47,000	47,000
	Business (E(g)(i-iii))	5,000	
	Leisure Centre (E(d), F1(e),F2(b))	13,000	
E	Residential (C3)		Up to 116 homes

Source: Fletcher Rae

4.6 Phase A is identified as the principal entry point to the Site and will be accessed via a new link road off the M65 Terminus Roundabout. Phase A is allocated for the complimentary roadside/ retail, leisure and social/ community amenity uses.

4.7 The new link road into the site meets a new 'gateway' feature roundabout that provides access into the remainder of Phase A, connection to the Northern Employment Zone (Phase C) and larger employment units proposed to the east (Phase B) of the development.

4.8 Other parcels of land within the scope of the development framework plans include land to the North West for housing (Phase E) and further employment opportunities (known as the Southern Employment Land – Phase D) to the South West, all currently accessed off Stanifield Lane.

4.9 There is also provision to link the Southern Employment Land/Phase D through to further future expansion land (currently owned by Brookhouse Group Ltd)[20].

Illustrative Masterplan

4.10 The Applicant's appointed consultants Fletcher Rae have produced an illustrative Development Framework Masterplan which details the five development zones/ phases and have provided an accommodation schedule for the Proposed Development which works within the maximum parameters sought by the planning application. This identifies specific uses (for Phase A) and unit sizes, which are understood to reflect the likely mix of uses and unit sizes to be delivered by the Applicant, as reflecting the current property market.

4.11 In order to provide a robust assessment of the financial viability of the Proposed Development, CBRE has adopted the proposed accommodation schedule of uses and unit types provided with the illustrative Development Framework Masterplan[21].

4.12 A summary accommodation schedule is presented in Table 4.3.

Table 4.3: Illustrative Development Framework Masterplan Accommodation Schedule (Zones A-D) | Proposed Development

Phase	Unit	Proposed Use	Plot Ref	Plot Size (ac)	Total GIA (m²)	Total GIA (ft²)
Phase A	Unit 1	Car Supermarket	Plot 1	2.90	2,323	25,000
	Unit 2	Health Centre	Plot 2	1.43	1,500	16,146
	Unit 3	Gym / Creche	Plot 3	1.25	500	5,382
	Unit 4	Food Store	Plot 4	2.70	1,765	19,000
	Unit 5	F&B	Plot 4	-	186	2,000
	Unit 6	Drive-Through	Plot 4	-	167	1,800
	Unit 7	Drive-Through	Plot 5	1.93	418	4,500
	Unit 8	-	Plot 6	2.99	5,017	54,000
	Unit 9	-	Plot 7	2.93	5,147	55,400
Phase A Total:				**16.13**	**17,022**	**183,228**
Phase B	Unit 1	-	Plot 8	6.85	15,245	164,100
	Unit 2	-	Plot 9	16.3	30,712	330,580
	Unit 3	-	Plot 10	3.26	6,155	66,250
	Unit 4	-	Plot 11	2.17	2,745	29,550
Phase B Total:				**28.58**	**54,857**	**590,480**
Phase C	Unit 1	-	Plot 12	1.64	2,857	30,750
	Unit 2	-	Plot 13	1.10	1,638	17,630

[20] *Note: this expansion land sits outside the control and ownership of the Applicant and does not sit within the redline boundary for the planning application for the Site. The Applicant has designed the facilitating works and infrastructure to be delivered on the Site so as not to preclude the future delivery of the expansion land.*

[21] *CBRE has adjusted areas where appropriate to ensure they do not exceed the maximum quantum areas*

Phase	Unit	Proposed Use	Plot Ref	Plot Size (ac)	Total GIA (m^2)	Total GIA (ft^2)
	Unit 3	-	Plot 14	2.58	4,761	51,250
	Unit 4	-	Plot 14	2.19	3,809	41,000
Phase C Total:				**7.51**	**13,065**	**140,630**
Phase D	Unit 1	-	Plot 15	3.02	6,666	71,750
	Unit 2	-	Plot 16	1.80	3,333	35,875
	Unit 3	-	Plot 17	1.43	2,381	25,625
	Unit 4	-	Plot 18	2.59	4,761	51,250
	Unit 5	-	Plot 19	3.29	7,142	76,875
	Unit 6	-	Plot 20	1.46	3,333	35,875
Phase D Total:				**13.59**	**27,615**	**297,250**
Overall Total:				**65.80**	**112,559**	**1,211,588**

Source: Fletcher Rae

4.13 No further detail is provided for Phase E beyond the outline planning application seeking permission for up to 116 homes within an anticipated net developable area of 5.00 acres.

4.14 A copy of the illustrative Development Framework Plan is provided within **Appendix C**.

Phasing & Delivery

4.15 Timescales for the delivery of each phase of the Proposed Development and the associated infrastructure works have been established in a 'Delivery Programme' provided by the Developer. A copy is provided at **Appendix D**.

4.16 A summary of the adopted development programme for the Proposed Development, which broadly follows the Delivery Programme, is presented in Table 4.4 below.

Table 4.4: Summary Programme | Proposed Development

Phase		Estimated Start Date	Estimated End Date
-	Off-Plot Infrastructure	March 2023	August 2024
A	On-Plot Infrastructure	August 2023	July 2024
	Mixed-use/ Employment Uses	November 2023	January 2026
B	On-Plot Infrastructure	August 2024	October 2025
	Employment Uses	September 2024	June 2027
C	On-Plot Infrastructure	August 2023	July 2024
	Employment Uses	February 2027	August 2028
D	On-Plot Infrastructure	December 2027	September 2028
	Employment Uses	June 2028	January 2030
E	On-Plot Infrastructure	January 2023	December 2024
	Residential Land Sale	January 2023	-

Source: The Applicant; CBRE

Development Value

4.17 The value to be adopted is based on the special assumption that the Proposed Development is complete on the publication date of this document in the prevailing market conditions.

4.18 CBRE has produced an Employment Land and Commercial Market Report which analyses current demand and supply metrics for the employment and mixed uses sought under the outline planning application for the Proposed Development.

4.19 The report has been further informed by market evidence and professional opinion provided on behalf of the Applicant by Savills and B8 Real Estate (the Applicant's appointed letting agents).

4.20 A copy of the Employment Land and Commercial Market Report is provided at **Appendix E**.

4.21 Having considered the market data and professional option provided by Savills, B8 Real Estate and CBRE's Investment Property team, the following revenue assumptions have been adopted in the viability appraisal of the Proposed Development.

Table 4.5: Revenue Assumptions Summary | Phases A-D

Phase/ Unit	GIA (ft²)	Estimated Rental Value (£/ft²)	Net Initial Yield (%)	Incentives Period (Void/ Rent Free)
Phase A: Unit 1 (Car Supermarket)	25,000	15.25	5.50%	1 Year
Phase A: Unit 2 (Health Centre)	16,146	17.50	4.50%	1 Year
Phase A: Unit 3 (Gym/ Creche)	5,382	15.00	6.00%	1 Year
Phase A: Unit 4 (Food Store)	19,000	16.50	4.50%	1 Year
Phase A: Unit 5 (F&B)	2,000	37.50	5.75%	1 Year
Phase A: Unit 6 (Drive-Through)	1,800	45.00	5.75%	1 Year
Phase A: Unit 7 (Drive-Through)	4,500	35.00	5.50%	1 Year
Phase A: Unit 8	54,000	7.50	4.50%	1 Year
Phase A: Unit 9	59,600	7.50	4.50%	1 Year
Phase B: Unit 1	159,500	7.00	4.50%	1 Year
Phase B: Unit 2	330,580	6.75	4.50%	1 Year
Phase B: Unit 3	66,250	7.50	4.50%	1 Year
Phase B: Unit 4	29,550	7.75	4.50%	1 Year
Phase C: Unit 1	30,750	7.75	4.50%	1 Year
Phase C: Unit 2	17,630	8.25	5.00%	1 Year
Phase C: Unit 3	51,250	7.50	5.00%	1 Year
Phase C: Unit 4	41,000	7.50	5.00%	1 Year
Phase D: Unit 1	71,750	7.25	4.50%	1 Year
Phase D: Unit 2	35,875	7.75	4.50%	1 Year
Phase D: Unit 3	25,625	7.75	5.00%	1 Year
Phase D: Unit 4	51,250	7.50	4.50%	1 Year
Phase D: Unit 5	76,875	7.25	4.50%	1 Year
Phase D: Unit 6	35,875	7.75	4.50%	1 Year

Table 4.6: Revenue Assumptions Summary | Phases E

Phase/ Unit	Gross Area (Acres)	Net Developable Area (Acres)	Land Values (£/Net Developable Acre)	Total Serviced Land Value (£)
Phase E: Residential Land	6.80	5.00	£650,000	£3,250,000

Source: CBRE; Savills

Development Costs

Strategic On-Site Infrastructure

4.22 The on-site infrastructure required to support delivery of the Proposed Development is comprised of two distinct elements of works:

- Core Infrastructure – the works required to open up the site including access roads, services, drainage and landscaping.
- On-Plot Infrastructure – the works related to specific plots or phases which encompasses drainage attenuation, foundation abnormals and more plot specific related works (i.e. retaining walls).

4.23 New highway access points will be created and installed on Wigan Road and Stanifield Lane and a new connection from the M65 terminus roundabout will be formed. The remaining access works (Wigan and Stanifield Lane Works – within LCC's and MGD's controlled land) will form part of the site wide infrastructure works, and be undertaken by the Developer.

4.24 MGD has provided an assessment of the total on-site infrastructure costs required for the delivery of the Proposed Development, which equates to a total of £59,631,546 and comprises £40,748,465 of off-plot infrastructure works and £18,883,081 of on-plot infrastructure. The costs incorporate a 5.00% contingency allowance. Professional (8.00%) and design development (3.00%) fees have been attributed to the off-plot infrastructure works.

Construction Costs

4.25 The Applicant instructed Rex Proctor and Partners ('RPP'), a specialist construction consultancy, to prepare a high-level construction cost estimate for the Proposed Development.

4.26 The 'Indicative Cost Estimate', dated March 2022, provides a cost for each proposed unit (as per the illustrative Masterplan accommodation schedule). It is understood that the estimated build cost for each unit incorporates allowances for plot external works, main contractor's preliminaries and contingency (c. 3%). The costs exclude fees and inflation beyond the current day.

4.27 CBRE has adopted the RPP build cost rates within the viability appraisal for the Proposed Development.

4.28 A copy of the Indicative Cost Estimate is provided within **Appendix F**.

Other Development Costs

4.29 Other development costs are summarised in Table 4.7.

Table 4.7: Other Development Costs | Proposed Development

Cost heading	Rate	Commentary
Contingency	2.00%	Of construction costs (equating to an all-in 5.00%, accounting for the 3.00% already built into the construction costs). Not applied to assessed infrastructure costs which already incorporate a 5.00% contingency.
Professional Fees	8.00%	Of development costs
Commercial Letting Agent Fee	15.00%	Of net commercial rents
Commercial Letting Legal Fee	5.00%	Of net commercial rents
Investment Sale Agent Fee	0.75%	Of GDV
Investment Sale Legal Fee	0.50%	Of GDV
Residential Land Sale Agent Fee	1.00%	Of residential land value
Residential Land Sale Legal Fee	0.80%	Of residential land value
Purchaser's Costs (Investment)	6.80%	Standard fees relating to stamp duty, agent's fee (1%) and legal fee (0.8%) save for units which CBRE are advised will be pre-let/ forward sales from Phase B and Units D1, D4 & D5 - assumed at 1.80%
Purchaser's Costs (Land)	-	Standard fees relating to stamp duty, agent's fee (1%) and legal fee (0.8%)
Finance	4.50%	Total blended estimated cost of capital for financing the development as advised by the Applicant.
Developer's return	8.00%	Whilst 8.00% profit on cost is set at the minimum threshold for viability, the Applicant will target higher return levels with a 15.00% profit on cost reflecting the current expected market norm.

Source: CBRE

5 Site Value (or 'Benchmark Land Value')

5.1 Establishing the minimum level of financial return at which a reasonable landowner would be willing to release their land for development represents a critical component of a viability assessment. It must represent a premium over the existing use value ('EUV') and a reasonable incentive, in comparison with other options available, for the landowner to sell land for development, whilst allowing a sufficient contribution to comply with policy requirements.

5.2 Whilst not directly featuring as a cost in an appraisal conducted on a residual basis, this 'minimum return' forms the BLV against which the RLV derived from the appraisal is tested in order to determine the viability of the Proposed Development and scope for planning obligations (including affordable housing).

5.3 PPGV requires that the BLV should:

'…be informed by market evidence including current uses, costs and values. Market evidence can also be used as a cross-check of benchmark land value but should not be used in place of benchmark land value… This evidence should be based on developments which are fully compliant with emerging or up to date plan policies, including affordable housing requirements at the relevant levels set out in the plan. Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance. This is so that historic benchmark land values of non-policy compliant developments are not used to inflate values over time.' [22]

5.4 Paragraph 016 of PPGV provides further elaboration. It states:

'Market evidence can include benchmark land values from other viability assessments. Land transactions can be used but only as a cross check to the other evidence. 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.' [23]

5.5 The approach adopted for arriving at an appropriate BLV for the Site follows that set out within Chapter 3 of this document and accords with the relevant RICS Guidance, PPGV and the NPPF (2021). It considers:

- the existing use value ('EUV') of the subject site;
- the alternative use value ('AUV') of the subject site;
- the premium; and
- available comparable evidence of land transactions.

Existing Use Value ('EUV')

5.6 The area of the Site considered by this VA is approximately 44.99 hectares (111.17 acres)[24] and is located within the Borough of South Ribble. The Site is currently agricultural fields with associated field boundaries.

5.7 The RICS published the RICS/RAU Farmland Market Report on an annual basis. The latest published report dated 2021[25] confirms that, for the period dated 1st January to 30th June 2021, the weighted average national

[22] *MHCLG (2019) National Planning Practice Guidance – Viability: Paragraph: 014*

[23] *MHCLG (2019) National Planning Practice Guidance – Viability: Paragraph: 016*

[24] *This excludes a potential future development phase of approximately 39.36 acres, under the ownership of Brookhouse Group Limited, which sits outside the red line boundary for the planning application for the Proposed Development of the Site.*

[25] *RICS RAU (December 2021) Farmland Market Directory of Land Sales (Jan-June 2021)*

value per hectare was £27,191 (£11,004 per acre). This is further disaggregated to the regional scale. Table 6 on p.6 of the report confirms that average farmland prices for the North West region equated to £9,316/acre (£23,020/Ha) for medium scale transactions of 50-200 acres.

5.8 The Site sits within the ‘medium scale’, on the RICS/RAU spectrum. It is therefore CBRE’s expectation that the landowner would expect to achieve an existing use valuation in accordance with, or exceeding, the average prices determined by the RICS/RAU.

5.9 On this basis, it is CBRE’s conclusion that the EUV for the Site would equate to circa £9,316 per acre, which would represent a total EUV of circa £1.035m in the current market, ignoring any prospect of future development.

Alternative Use Value (‘AUV’)

5.10 An AUV has not been calculated for the Site at this stage on the basis that it is allocated within the adopted Local Plan as an employment site, to include industrial and Green Infrastructure uses.

Premium (‘+’)

5.11 The premium should represent the minimum return that would persuade a reasonable landowner to release the land for development, rather than exercise the option to wait or any other options available to the landowner.

5.12 Paragraph 008 of PPGV confirms that, where a viability assessment is submitted to accompany a planning application this should be based upon and refer back to the viability assessment that informed the Local Plan. PPGV Paragraph 016 subsequently confirms that market evidence can be used, including benchmark land values from other viability assessments.

5.13 It is therefore evident that the starting point for assessing the premium should be the viability evidence base underpinning the adopted Local Plan.

5.14 CBRE has reviewed SRBC’s latest published viability evidence to inform planning policy, which comprises the Community Infrastructure Levy Viability Evidence Study: Final Draft Report (January 2012) and Community Infrastructure Levy Viability Evidence for Draft Consultation Stage: Addendum Viability Evidence Report (October 2012).

5.15 The Final Draft Report proposes a land value for all non-retail out of centre uses of £500,000 per hectare. The Addendum Viability Evidence Report adopts a land cost for very large strategic sites of 100 hectares (expected to provide over 2,100 dwellings) of £325,000 per hectare, which is stated to reflect a bulk land purchase and risk (including higher on-site infrastructure of £450,000 per gross hectare and higher assumed S106 costs (of £8,000 per unit).

5.16 This land cost would equate to approximately £131,500 per gross acre, which would reflect circa 14x EUV.

5.17 CBRE notes that Appeal Decisions and recent viability evidence prepared and published to support local plan preparation regionally and nationally continues to support a premium of up to, and exceeding, 10x EUV on greenfield strategic site allocations and other greenfield sites. Further examples can be provided upon request.

5.18 Alternatively, if referring to published Government research[26] of minimum land values for greenfield strategic land, this states the following on page 8:

"… required levels of premium are routinely protected by way of minimum land price provisions, usually contained within option or collaboration agreements and long-term conditional contracts… Levels vary, but typically, we expect to see figures of circa £100,000 to £150,000 per gross acre."

Cross Checking the EUV+

5.19 Whilst not a requirement of PPGV, the RICS Viability Guidance suggests a cross checking exercise on the EUV+ analysis utilising two sources of information, where useful. This includes preparing a policy compliant viability appraisal for the proposed development and drawing upon evidence of relevant land transactions, where available.

5.20 CBRE considers that the viability modelling undertaken within the VA is broadly representative of a 'policy compliant' viability appraisal for the Proposed Development of the Site. Hence, in this instance, the outturn residual land value ('RLV') if fixing the developer's return (profit) at the minimum rate (of 8.00% on costs) would reflect the appropriate BLV for the Site. This would equate to approximately £2.75m (or approximately £25,000 per gross acre).

5.21 CBRE has also reviewed the original transaction costs for the acquisition of the Site by LCC, drawing on Land Registry records, to estimate the original price paid. Inclusive of purchaser's costs, CBRE estimate the original purchase price to equate to approximately £2.57m (with acquisitions made in 2012 and latterly in 2016) to assemble the Site. This equates to approximately £23,000 per gross acre.

5.22 Whilst CBRE does not have details, it is envisaged that LCC will have subsequently incurred holding costs over the intervening period to the present day.

Determining the EUV+ BLV

5.23 Taking the above analysis in the round and reflecting the substantive infrastructure costs to be incurred in delivery of the Proposed Development of the Site, CBRE has had regard to the outturn viability modelling, which indicates a BLV of approximately £25,000 per gross acre is appropriate and achievable.

5.24 Reflecting on the above, CBRE has adopted a BLV for the Site of £2,748,100, which equates to exactly £25,000 per gross acre, or circa 2.7x EUV. This has been inserted into the financial appraisal modelling as a fixed land cost.

[26] *DCLG (2011) 'Cumulative impacts of regulations on house builders and landowners Research paper'*

6 Appraisal Results

6.1 This chapter presents the results of the assessment of financial viability arising from the Proposed Development at the Site.

Viability Appraisal

6.2 A viability appraisal has been undertaken for the Proposed Development at the Site.

6.3 By way of analysis set out in chapter 5 of this document, it is considered that the BLV for the Site is £2,748,100.

6.4 The viability appraisal demonstrates that, when applying the BLV as a fixed input land cost with the developer's return becoming the residual output, the Proposed Development generates a residual (developer's return) of £15.05m, or 8.41% profit on development costs[27].

6.5 A copy of the viability appraisal for the Proposed Development is provided within **Appendix G.**

Sensitivity Testing

6.6 CBRE has undertaken sensitivity testing of key appraisal variables (rents and construction costs) in order to test the impact on scheme viability (the outturn developer return).

6.7 Sensitivity testing demonstrates that marginal adjustments to revenue (rents) and construction costs have a significant impact on the residual developer's return, to either upside or downside.

6.8 A copy of the Sensitivity Analysis Report is provided within **Appendix H**.

6.9 This sensitivity test carries significant risk and should be treated with a high degree of caution and, CBRE would advise, given limited weight.

[27] *Note: it should be noted that, whilst 8% profit on cost is set as an absolute minimum threshold for viability, the Applicant, where possible and in alignment with agreements, targets higher return levels.*

7 Conclusions

7.1 CBRE has been appointed by the Applicant to objectively assess, and report upon, the financial viability of the Proposed Development at the Site.

7.2 The purpose of the viability assessment is to test the financial viability of the Proposed Development by accounting for national planning policy and guidance, and policies set at a local level by SRBC and LCC, specifically whether the scheme can be deemed to be viable and whether the amount of non-employment uses proposed represent minimum necessary amount needed to enable the wider delivery of this strategic development.

7.3 By way of analysis set out in chapter 5 of this document, it is considered that the BLV for the Site is £2,748,100.

7.4 The viability appraisal demonstrates that, when applying the BLV as a fixed input land cost with the developer's return being the residual output, the Proposed Development generates a return of £15.05m, equivalent to 8.41% profit on total development costs.

7.5 The Proposed Development generates a minimum level of return acceptable to the Applicant and is financially viable for delivery on this basis[28].

7.6 Sensitivity testing demonstrates that marginal adjustments to revenue (rents) and construction costs have a significant impact on the residual developer's return, to either upside or downside.

7.7 Notwithstanding CBRE's findings that the scheme is viable from a developer's perspective, CBRE recognise that Policy C4 aims to secure the employment-led development of the site and that any alternative uses must be justified and must be limited to the minimum amount necessary to deliver the strategic aims of the site allocation. The current quantum and mix of non-employment uses represents circa 20% of the estimated total net developable area, which can be demonstrated to provide the minimum amount necessary to enable the wider development of the Site.

7.8 Non-employment uses have been positioned at a key gateway to the Site and are an integral part of the strategy for opening up the Site, scene setting, and reinforcing the viability of delivering future employment uses/ phases. It is considered that the diverse and complimentary mix of uses add to the attractiveness of the broader commercial scheme to both occupiers and investors and will maximise market appeal for a new strategic employment site as a competitor to existing and planned employment locations.

7.9 On the basis that scheme viability is currently marginal, CBRE considers that the current mix of uses represents an optimum balance which does not exceed what is necessary to fund the delivery of the scheme and all essential infrastructure. A departure from the current proposed quantum and mix of uses risks negatively impacting overall scheme viability.

7.10 The commercial decision whether to proceed with the Proposed Development remains at the discretion of the Applicant.

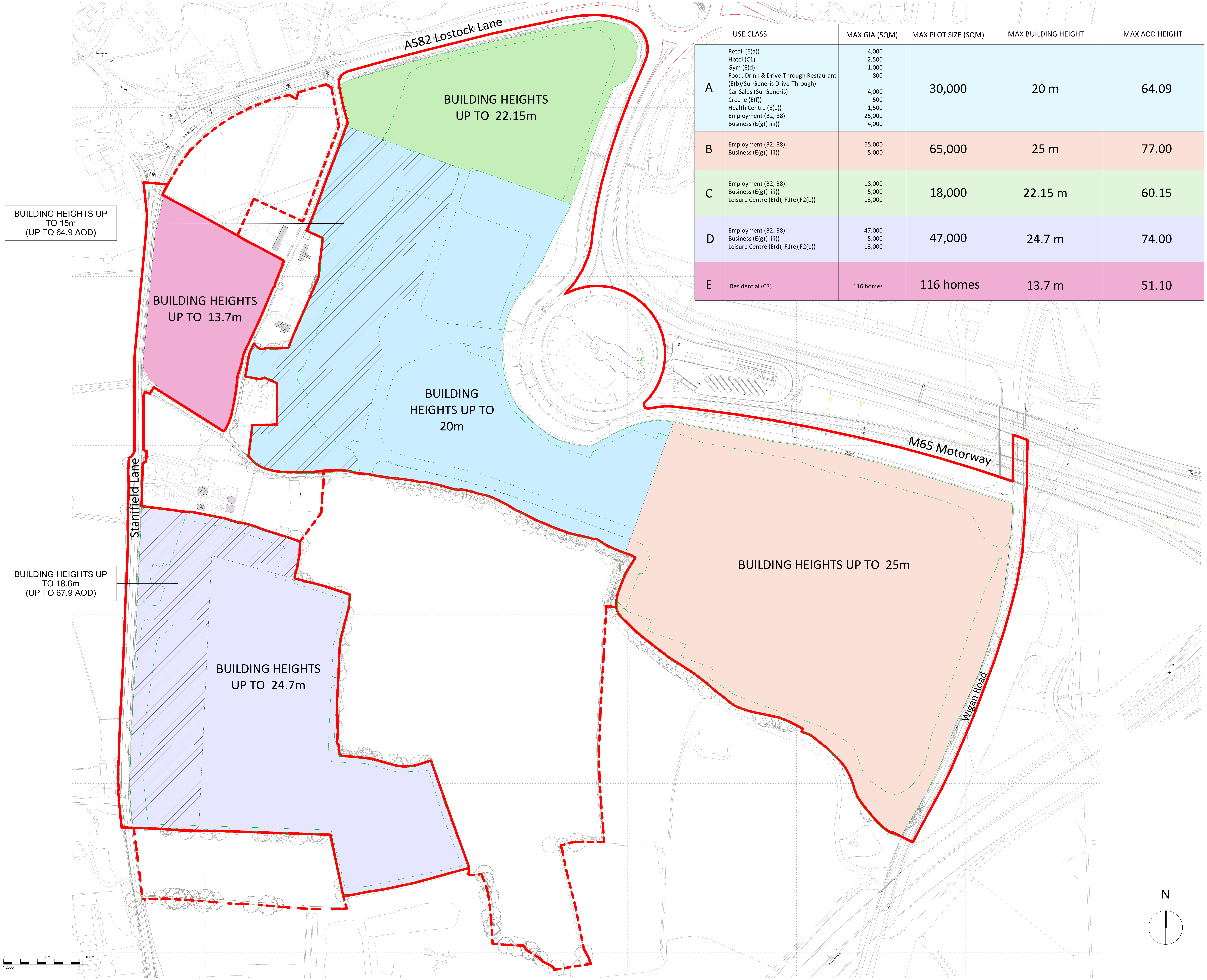
[28] *Note: it should be noted that, whilst 8% profit on cost is set as an absolute minimum threshold for viability, the Applicant, where possible and in alignment with agreements, targets higher return levels.*

Appendices

A Site Location Plan

Location Plan

B Parameters Plan



	USE CLASS	MAX GIA (SQM)	MAX PLOT SIZE (SQM)	MAX BUILDING HEIGHT	MAX AOD HEIGHT
A	Retail (E(a)) Hotel (C1) Gym (E(d) Food, Drink & Drive-Through Restaurant (E(b)/Sui Generis Drive-Through) Car Sales (Sui Generis) Creche (E(f)) Health Centre (E(e)) Employment (B2, B8) Business (E(g)(i-iii))	4,000 2,500 1,000 800 4,000 500 1,500 25,000 4,000	30,000	20 m	64.09
B	Employment (B2, B8) Business (E(g)(i-iii))	65,000 5,000	65,000	25 m	77.00
C	Employment (B2, B8) Business (E(g)(i-iii)) Leisure Centre (E(d), F1(e),F2(b))	18,000 5,000 13,000	18,000	22.15 m	60.15
D	Employment (B2, B8) Business (E(g)(i-iii)) Leisure Centre (E(d), F1(e),F2(b))	47,000 5,000 13,000	47,000	24.7 m	74.00
E	Residential (C3)	116 homes	116 homes	13.7 m	51.10

General Notes

Do not scale from this drawing. Only work to written dimensions.

All site dimensions shall be verified by the Contractor on site prior to commencing any works.

Site Boundary Key:

Application Site Boundary

Future Development Plot Boundary

Zoning Key:

Zone A

Zone B

Zone C

Zone D

Zone E

Strategic Landscaping

Rev.	Description	Date	ISS	APP
P6	Updated Parameter Plans	24.06.22	RT	SS
P5	Drawing contents combined with PP 2 & 3	15.06.22	RT	AR
P4	Strategic Landscaping added	06.06.22	RT	AR
P3	Client description in title sheet amended	26.05.22	RT	AR
P2	Description in legend updated	25.05.22	RT	AR
P1	GIA figures updated	18.05.22	RT	AR
P0	First issue	11.05.22	RT	AR

MAPLE GROVE DEVELOPMENTS
PART OF THE ERIC WRIGHT GROUP

Lancashire County Council

Scale: **As indicated @ A1**
Status: **S2 Information**
Drawn By: **AE**
Checked By: **RT**
Date

Client:
Lancashire County Council and Maple Grove Developments

Project:
Lancashire Central, Cuerden

Sheet Name:
Parameters Plan 1 - Dev. Zones, Land Use, Quantum & Building Heights

Project No. Orig. Zone Level Type Role Dwg No. — Rev
21017-FRA-XX-ZZ-DR-A-9111 — **P6**

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C Illustrative Development Framework Plan

General Notes

Do not scale from this drawing. Only work to written dimensions.

All site dimensions shall be verified by the Contractor on site prior to commencing any works.

Site Boundary Key:

Application Site Boundary

Future Development Plot Boundary

*Refer to the latest Landscape Architects drawings for exact details

Rev.	Description	Date	ISS	APP
P4	SuDS & Lscape updated to reflect latest info	23.05.22	RT	AR
P3	Updated to reflect client feedback	11.05.22	RT	AR
P2	Drawing description changed	28.04.22	RT	AR
P1	Updated following team feedback. Substation relocated & zone A plot 3 re orientated to retain existing tree	08.04.22	SS	RT
P0				

MAPLE GROVE DEVELOPMENTS

Lancashire County Council

Scale	As indicated @ A1
Status	S2 Information
Drawn By	SS
Checked By	AR
Date	27.05.2021

Client:

Lancashire County Council

Project:

Lancashire Central, Cuerden TRW Site

Sheet Name:

Illustrative Development Framework Plan

Project No. Orig. Zone Level Type Role Dwg No.	Rev
21017-FRA-XX-ZZ-DR-A-91-1000	**P4**

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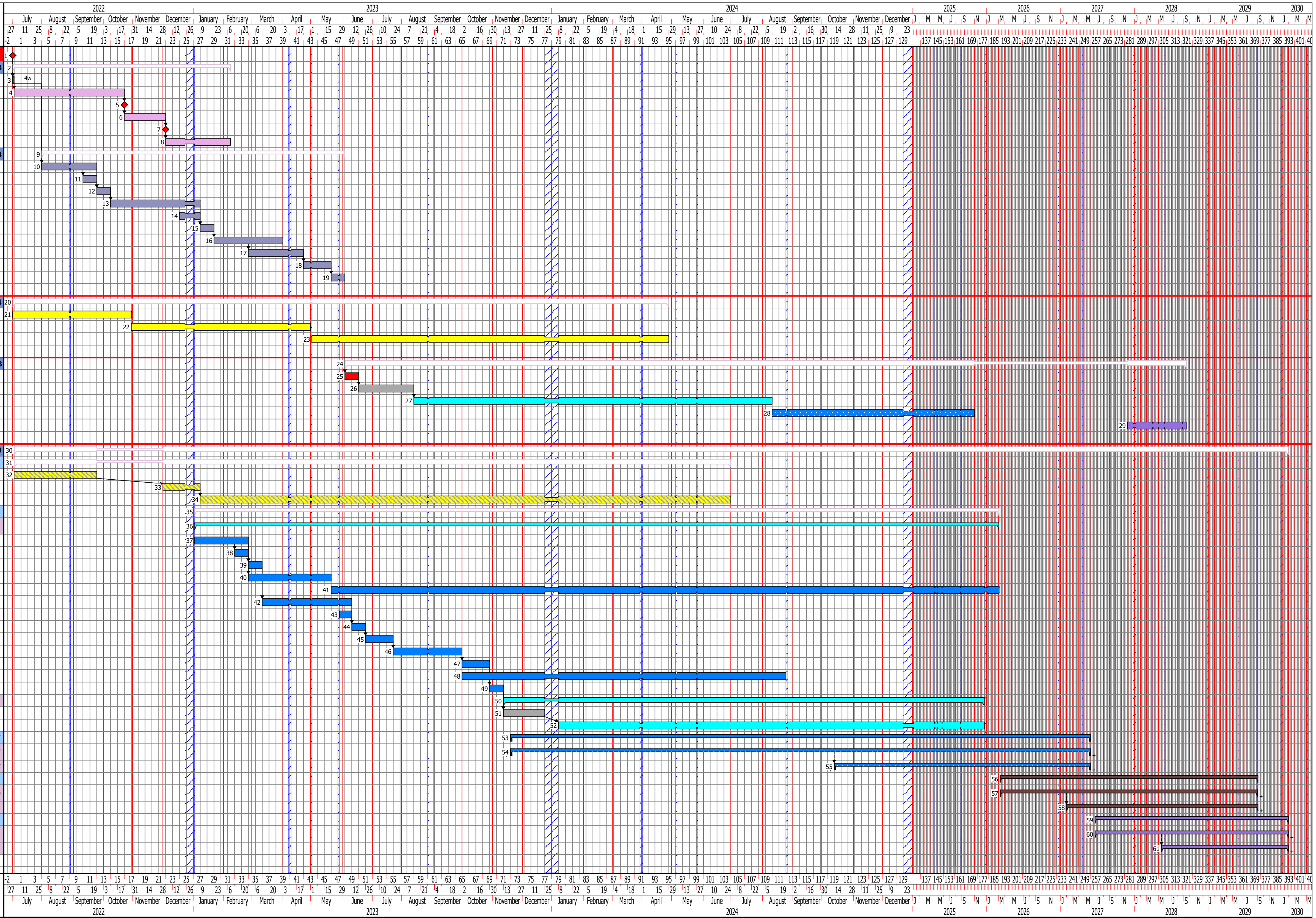
D Delivery Programme

MAPLE GROVE DEVELOPMENTS

Lancashire Central Infrastructure Delivery Programme

Contract No.	Contract:	Architect:	Programme Ref:
Cuerden	Lancashire Central Overall Project Delivery	DLA	Rev12
		Client: Lancashire County Council	Revision Date: 05/07/2022

Line	Name	Duration	Start	Finish
1	**Commence Implementation Phase**		**01 Jul 22**	**01 Jul 22**
2	**Planning & Design**	**30w**	**01 Jul 22**	**07 Feb 23**
3	Submit Outline Planning Application	1d	01 Jul 22	01 Jul 22
4	Determination Period	15w 4d	04 Jul 22	21 Oct 22
5	Resolution To Grant		24 Oct 22	24 Oct 22
6	JR Period	6w	24 Oct 22	02 Dec 22
7	Planning Consent		05 Dec 22	05 Dec 22
8	Pre-Commencemnet Condition Discharge	8w	05 Dec 22	07 Feb 23
9	**Phase 1 Infrastructure Design**	**41w 3d**	**01 Aug 22**	**02 Jun 23**
10	Stage 3 Design	7w 4d	01 Aug 22	23 Sep 22
11	Cost Review	2w	12 Sep 22	23 Sep 22
12	Client Review & Approval	2w	26 Sep 22	07 Oct 22
13	Stage 4	11w 3d	10 Oct 22	06 Jan 23
14	Cost Review	1w 3d	19 Dec 22	06 Jan 23
15	Client Review & Approval	2w	09 Jan 23	20 Jan 23
16	Tender Information	10w	23 Jan 23	31 Mar 23
17	Tender period (Packages)	7w 3d	27 Feb 23	21 Apr 23
18	Tender Sum & Review	3w 4d	24 Apr 23	19 May 23
19	Recommendation	1w 4d	22 May 23	02 Jun 23
20	**Offsite Highways**	**90w 1d**	**01 Jul 22**	**26 Apr 24**
21	Design	17w	01 Jul 22	28 Oct 22
22	Procurement	24w 1d	31 Oct 22	28 Apr 23
23	Delivery	49w	02 May 23	26 Apr 24
24	**Onsite Infrastructure Delivery**	**260w 4d**	**05 Jun 23**	**15 Sep 28**
25	Contract Award	2w	05 Jun 23	16 Jun 23
26	Mobilisation	8w	19 Jun 23	11 Aug 23
27	Zone A & C - Infrastructure Construction	49w	14 Aug 23	09 Aug 24
28	Onsite Highways Zone B	60w 4d	12 Aug 24	31 Oct 25
29	Onsite Highways Zone D	39w	29 Nov 27	15 Sep 28
30	**Construction Works**	**373w 1d**	**04 Jul 22**	**31 Jan 30**
31	**Primary Substation Procurement**	**98w 3d**	**04 Jul 22**	**28 Jun 24**
32	Obtain Revised Primary Substation Quotation	11w 4d	04 Jul 22	23 Sep 22
33	Order Primary Substation	4w	01 Dec 22	06 Jan 23
34	Primary Substation Lead Time/Mobilise/Install	73w 1d	09 Jan 23	28 Jun 24
35	**Zone A**	**156w 1d**	**03 Jan 23**	**03 Mar 26**
36	**Design, RM Application/Condition Discharge & Procurement**	**156w 1d**	**03 Jan 23**	**03 Mar 26**
37	Stage 3 Design	7w 4d	03 Jan 23	24 Feb 23
38	Cost Review	2w	13 Feb 23	24 Feb 23
39	Client Review & Approval	2w	27 Feb 23	10 Mar 23
40	Reserved Matters	11w 2d	27 Feb 23	19 May 23
41	Condition Discharge	137w	22 May 23	03 Mar 26
42	Stage 4a Design - Tender	12w 1d	13 Mar 23	09 Jun 23
43	Cost Review	1w 4d	30 May 23	09 Jun 23
44	Client Review & Approval	2w	12 Jun 23	23 Jun 23
45	Tender Information	4w	26 Jun 23	21 Jul 23
46	Tender period	9w 4d	24 Jul 23	29 Sep 23
47	Tender Sum & Review	4w	02 Oct 23	27 Oct 23
48	Stage 4b Design - Construction	44w 1d	02 Oct 23	23 Aug 24
49	Recommendation	2w	30 Oct 23	10 Nov 23
50	**Build Units**	**104w**	**13 Nov 23**	**19 Dec 25**
51	Mobilise	6w	13 Nov 23	22 Dec 23
52	Phased Construction	98w	08 Jan 24	19 Dec 25
53	**Zone B**	**172w 2d**	**20 Nov 23**	**28 May 27**
54	**Design, RM Application/Condition Discharge & Procurement**	**172w 2d**	**20 Nov 23**	**28 May 27**
55	**Build Units**	**128w 2d**	**14 Oct 24**	**28 May 27**
56	**Zone C**	**172w 2d**	**09 Mar 26**	**04 Sep 29**
57	**Design, RM Application/Condition Discharge & Procurement**	**172w**	**09 Mar 26**	**31 Aug 29**
58	**Build Units**	**128w 2d**	**01 Feb 27**	**04 Sep 29**
59	**Zone D**	**128w 3d**	**21 Jun 27**	**31 Jan 30**
60	**Design, RM Application/Condition Discharge & Procurement**	**128w 3d**	**21 Jun 27**	**31 Jan 30**
61	**Build Units**	**84w 2d**	**15 May 28**	**31 Jan 30**



Rev Comment:

Prepared By: PAS

Orig Issue: 22/06/2022

Project Ref. C:\Users\paulsed\Documents\Power Project Files\1.Tenders\Active Tenders\2022 Tenders\Lancashire Central - Cuerden Development\Lancashire Central 2022\LancashireCentralDeliveryProgramme.Rev.12.pp

Employment Land and Market Report

Cuerden Strategic Site: ‘Lancashire Central’

June 2022

Prepared on behalf of:

MAPLE GROVE DEVELOPMENTS

Lancashire County Council

CBRE

Contents

1 Introduction

Instruction

1.1 CBRE has been appointed by Maple Grove Developments Ltd ('MGD') and Lancashire County Council ('LCC') to prepare a concise updated market report in support of the proposed outline planning application for the development of Cuerden Strategic Site ('the Site'), to be referred to as 'Lancashire Central', for a scheme comprising the following (constituting 'the Proposed Development'):

1.2 "Application for Outline Planning Permission (with all matters reserved save for access from the public highway and strategic green infrastructure/landscaping) for a mixed-use development including the provision of Employment use (Use Classes B2/B8/E(g)); retail (use Class E(a)); food, drink and drive-through restaurant use (Use Class E(b)/Sui Generis Drive-Through); hotel use (Use Class C1); health, fitness and leisure use (Use Classes E(d)/F(e)/F2(b)); creche/nursery (Class E(f)); car showrooms (Use Class Sui Generis Car Showroom); Residential use (C3) the provision of associated car parking, access, public open space, landscaping and drainage."

Context

Subject Site, Location & Access

1.3 The Site occupies an area of approximately 44.99 hectares (111.17 acres) and is located within the Borough of South Ribble. It is situated at a key gateway location within Central Lancashire between Leyland and the City of Preston, immediately adjacent to (south-west of) the intersection of the M6 (Junction 29) and M65 motorways.

1.4 The Site is currently agricultural fields with associated field boundaries. It is bounded by the A582 Lostock Lane to the north, Stanfield Lane to the west and agricultural land and a quarry to the south.

1.5 The Site benefits from proximity to West Coast Mainline railway stations (including the main station at Preston) and links to the strategic and local highway network.

1.6 The Site is identified within the South Ribble Local Plan under Policy C4 as the Cuerden Strategic Site (CSS), which is to be developed with the necessary infrastructure requirements for high quality employment uses including commercial, industrial, retail and leisure uses.

1.7 A site boundary plan is provided within **Appendix A**.

Ownership

1.8 The Site is under the ownership of Lancashire County Council and Maple Grove Developments Ltd who are working in collaboration to deliver the Proposed Development.

Planning Allocation

1.9 The Site has long been identified in local and regional planning policy for employment uses and is currently allocated within the Central Lancashire Core Strategy (adopted July 2012) and South Ribble Local Plan ('Local Plan') (adopted July 2015).

1.10 Under Policy C4 – Cuerden Strategic Site ('CSS') of the Local Plan, the CSS is considered a sustainable and strategically significant site, capable of stimulating economic growth in Central Lancashire and the wider Lancashire sub region with the potential of attracting significant inward investment. The total site allocation covers 65 hectares and is proposed to be developed with the necessary infrastructure requirements for high quality employment uses including commercial, industrial, retail and leisure uses.

1.11 Alternative uses, including housing, may also be appropriate for development where it can be demonstrated that they help deliver (enable) the employment uses. The scale of any alternative enabling development will be limited to that which is clearly demonstrated to be necessary to fund essential infrastructure and which will not prejudice the delivery and maintenance of the primary employment function of the site.

Development Context

1.12 The CSS is located in a key gateway within Central Lancashire and remains a focus of South Ribble Borough Council and LCC for delivery. Due to the significant infrastructure requirements associated with opening up the site, it is considered that 'higher value' enabling development (residential/ retail/ leisure use) is necessary to make the delivery of employment uses at the site a viable proposition.

Central Lancashire Employment Land Study – Objectively Assessed Needs Update 2019 (April 2019)

1.13 The latest published Employment Land Study was produced by BE Group on behalf of South Ribble Borough, Chorley and Preston City Councils in November 2017. The study is considered dated and of limited relevance in the current market.

1.14 BE Group also produced a Objectively Assessed Needs (OAN) Update in April 2019, which provides a revised evidence base on employment land needs in the local authority areas. Key highlights and conclusions from the OAN Update include:

Land Supply Shortfall

- Local take-up scenario land supply shortfall in South Ribble of 43.72 hectares up to 2036 (based upon a historic take-up of 3.73 ha/pa and when excluding Cuerden/ Salmesbury sites) when comparing local growth rate with supply only picture.
- Gaps in local land supply for sites of larger B2/ B8 uses and B1(a) offices.

Employment Forecasts

- The three largest (employment) growth sectors in South Ribble over the period 2014 – 2036 expected to be: construction; administrative and support services; and transportation and storage.
- Significant declines in manufacturing sector employment forecast over the same period.

2 Market Review

Development Zones/ Phases

2.1 The application site comprises a gross land area of 44.99 hectares (110.47 acres).

2.2 An outline planning application for the Proposed Development seeks to bring the Site forward in phases, and is supported by parameter plans which outline the following:

- Development Zones (Phases);
- Land Use & Quantum;
- Maximum Building Heights;
- Vehicle, Pedestrian and Cycle Access; and
- Strategic Landscaping and Green Space.

2.3 The 'Parameters Plan 1' comprises details of the proposed phases, land uses and maximum quantum of development. A summary is presented in Table 2.1.

Table 2.1: Proposed Land Use and Quantum | Proposed Development

Zone/ Phase	Use Class	Max GIA (m²)	Max Plot Size (m²)
A	Retail (E(a))	4,000	30,000
	Hotel (C1)	2,500	
	Gym (E(d)	1,000	
	Food, Drink & Drive-Through Restaurant (E(b)/Sui Generis Drive-	800	
	Through)	4,000	
	Car Sales (Sui Generis)	500	
	Creche (E(f))	1,500	
	Health Centre (E(e))	25,000	
	Employment (B2, B8)	4,000	
	Business (E(g)(i-iii))		
B	Employment (B2, B8)	65,000	65,000
	Business (E(g)(i-iii))	5,000	
C	Employment (B2, B8)	18,000	18,000
	Business (E(g)(i-iii))	5,000	
	Leisure Centre (E(d), F1(e),F2(b))	13,000	
D	Employment (B2, B8)	47,000	47,000
	Business (E(g)(i-iii))	5,000	
	Leisure Centre (E(d), F1(e),F2(b))	13,000	
E	Residential (C3)	Up to 116 homes	

Source: Fletcher Rae

CBRE

Employment Land Review

North-West Demand and Supply

North West England Demand

2.4 The CBRE Manchester Industrial and Logistics Agency ('I&L') team take enquiries from potential occupiers across the whole of the North West of England. The following graphs (Figures 2.1 to 2.4) demonstrate the increased level of demand experienced annually between 2018 and 2021, as follows:

Figure 2.1: North West | CBRE Annual Industrial and Logistics Enquiries

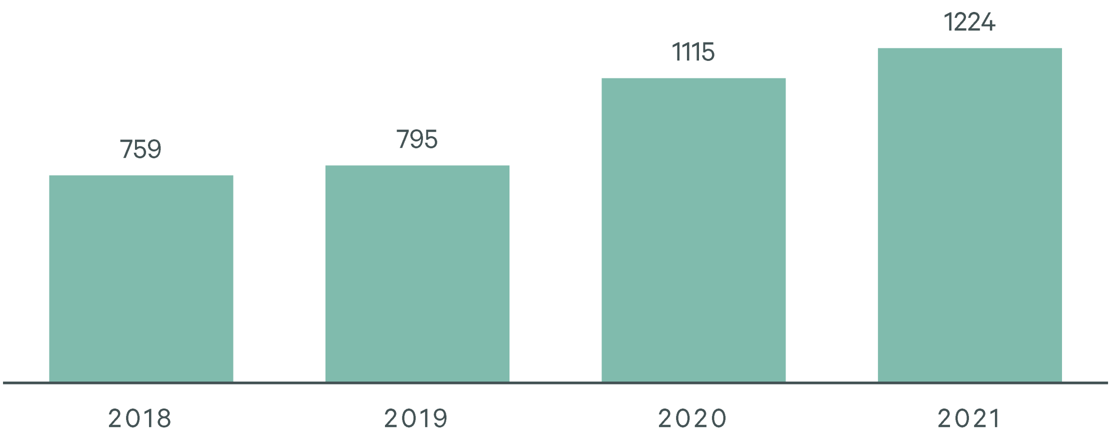


Figure 2.2: North West | CBRE Quarterly Enquiries

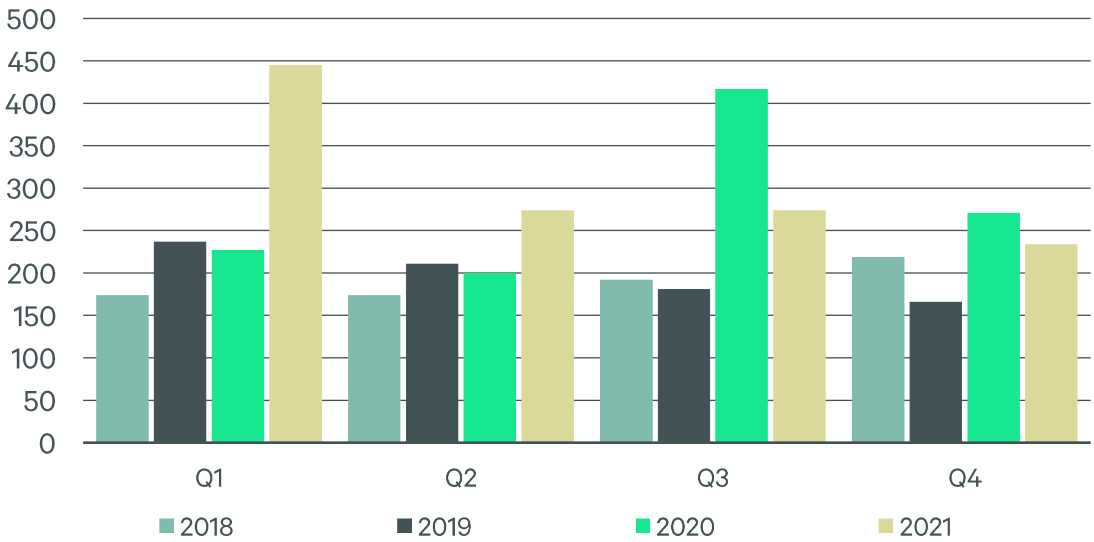


Figure 2.3: North West | CBRE Annual Enquiries by Size (Sq.ft.)

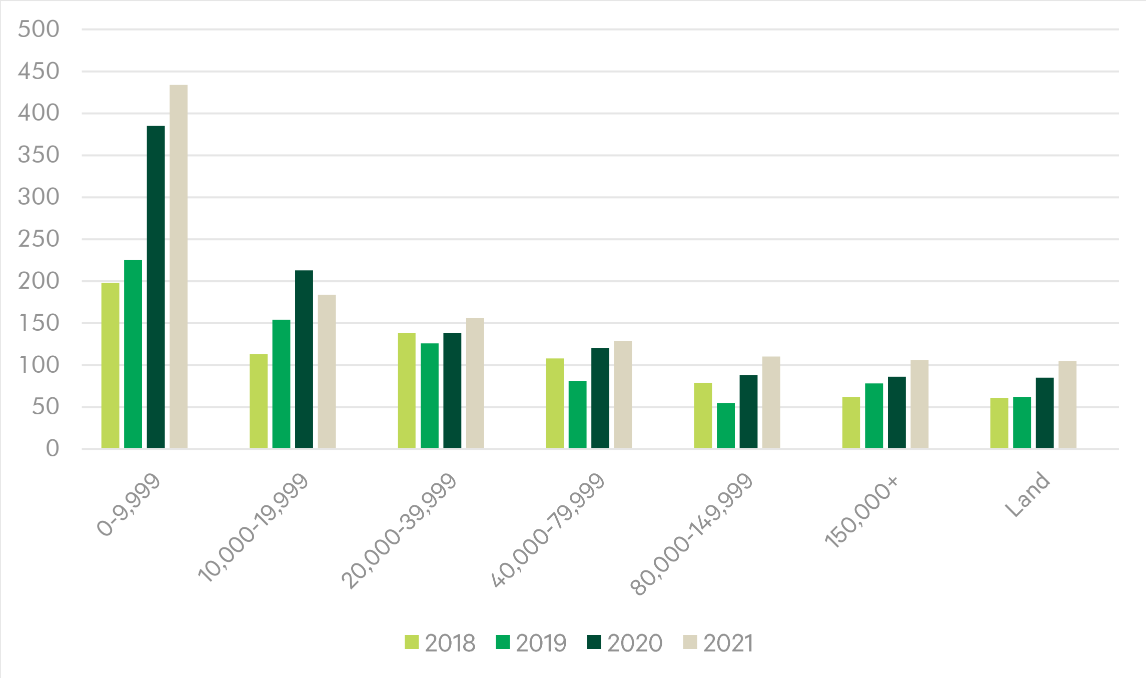
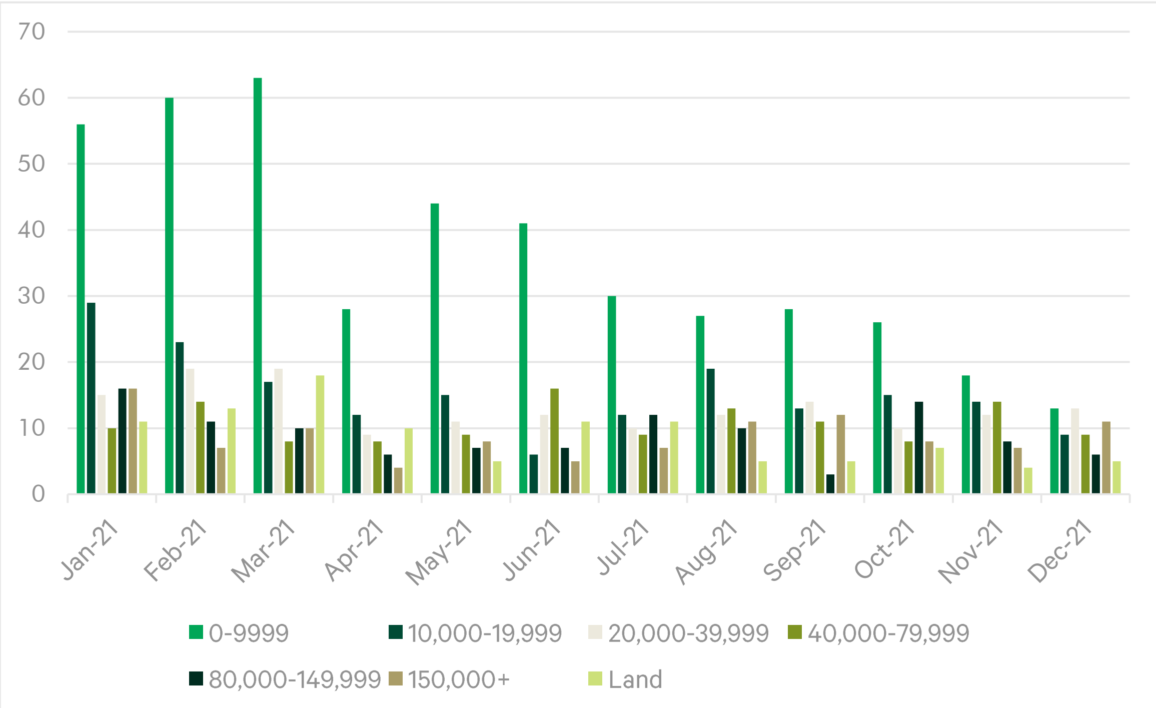


Figure 2.4: North West | CBRE 2021 Monthly Enquiries by Size (Sq.ft.)

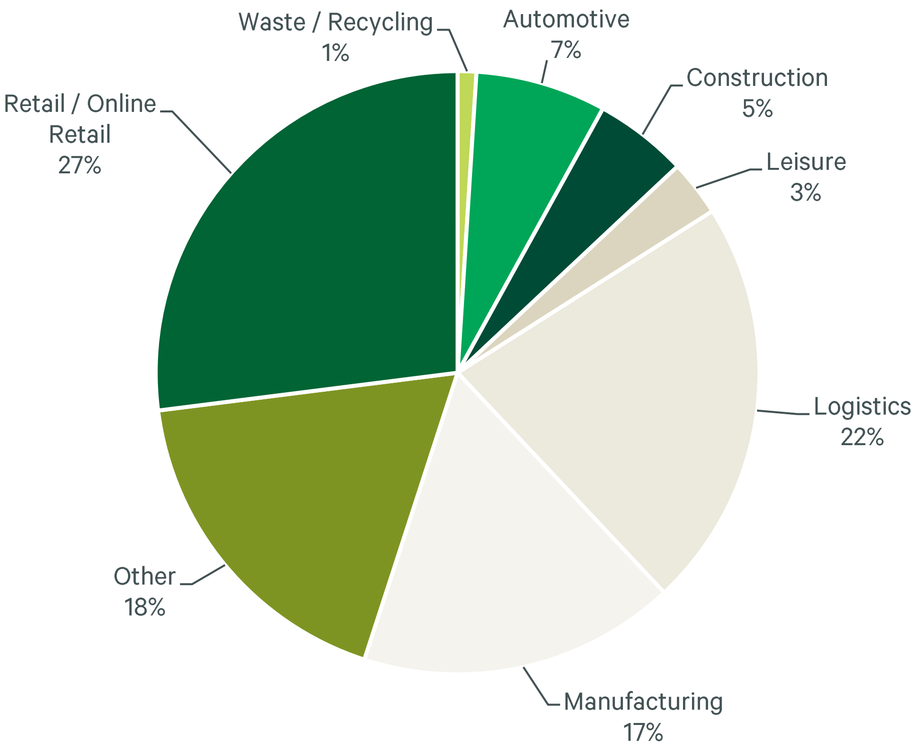


2.5 The volume of industrial and logistics enquiries received by CBRE has increased each year since 2018. The highest volume of enquiries throughout the period has consistently been within the smaller size brackets of up to 9,999ft² and 10,000-19,999ft². Demand has particularly increased for smaller units in 2020 and 2021, and now significantly exceeds enquiries for larger unit sizes.

2.6 CBRE I&L confirm that levels of industrial and logistics floorspace demand remains elevated into 2022.

2.7 The distribution of operational uses cited by enquiring businesses over 2021 is set out within the following graph.

Figure 2.5: North West | CBRE Enquiries by Sector (2021)



2.8 The retail / online retail and logistics sectors require similar unit types, but with smaller units typically serving the retail / online retail and larger units required for logistics operations. Retail, online retail and last-mile occupiers will be less dependent than logistics occupiers for locations in close proximity to motorway connections, but will seek premises in close proximity to urban conurbations.

2.9 Manufacturing facilities will also require proximity to good highways connections, but are less reliant upon locations immediately neighbouring motorway connections.

2.10 There is a current supply / demand imbalance in respect of both units upon multi-let industrial estates and larger scale logistics units leading to strong rental and capital value growth. The availability of all employment unit types is at a record low, pushing rentals and sales values to new levels across the region and these are expected to continue to grow in the short to medium term due to high levels of demand and limited pipeline supply within the planning system, consented or under development.

North West New-Build Employment Scheme Supply

2.11 There is a limited supply of new-build developments across the North West and supply across all size ranges remains restricted. Logistics demand has remained resilient across many markets with the accelerated shift to online retail (demonstrated pre-Covid-19 but exacerbated since restrictions were implemented). Last mile logistics and parcel delivery demand remains robust and is likely to continue to grow. The North West also has a strong manufacturing platform with healthy occupational demand which is set to continue.

2.12 CBRE I&L confirm that online retail occupancy continues to increase leading to ongoing demand for smaller warehouse units with reasonable highway connections. CBRE considers that changes in shopping behaviours are here to stay and demand for units to service this requirement will remain high for the foreseeable future.

2.13 Moreover, further issues surrounding site availability, protracted planning processes and ongoing supply chain disruption are affecting construction costs and timings, and making the supply response in the industrial and logistics sector challenging[1].

2.14 Details of available and completed employment sites are set out in the following tables:

Table 2.2: Recently Completed Employment Sites | North West

Scheme/ Location	Developer	Date Completed	Size (ft²)	£/ft²
Ravenlocks, Bolton	Infrared Capital	2021	11,000 – 61,000	£7.25 - £8.25
Chamberhall Business Park, Bury	St Modwen	2020	9,800 - 25,000	£7.50 - £10.00
Birchwood, Warrington	Patrizia/ Warrington BC	2020	18,000 - 59,000	£7.75
Carrington Gateway, Manchester	HIMOR	2020	11,000 - 104,000	£6.25 - £8.50
Park 66, Bury	Sladen Estates	2019	9,800 - 25,000 *for sale*	£115
Multiply @ Logistics North, Bolton	Harworth/KFIM	2019	20,000 - 60,000	£7.75
Logic @ Kingsway Business Park, Rochdale	Wilson Bowden	2019	3,000 - 15,000	£6.50 - £7.50
Element , Knowsley	Network Space	2019	22,000 - 46,000	£6.50

Table 2.3: Currently / Recently Available Employment Sites Premises | North West

Scheme/ Location	Developer	Date Completed	Size (ft²)	Rent (£/ft²)
PLP Ellesmere Port	PLP	2021	98,548 – 138,612	£6.50
Super W, Tungsten Park, Warrington	Tungsten Properties	2021	246,136	£7.50
Mersey Reach Phase II, Aintree	Chancerygate	2021	4,067 – 29,653	£8.00+
Manor Point, Holmes Chapel	Aus-Bore	2021	2,000 – 31,000	£9.75 - £10.00
Novus, Knutsford	Chancerygate	2020	13,974 - 24,786	£8.00 - £8.50
Artis Park, Winsford	Kier/ Maple Grove	2020	3,450 - 46,000	£7.95 – £9.80

[1] *CBRE Research (2021) Market Outlook 2022*

Table 2.4: Pipeline Employment Site Schemes | North West

Scheme	Location	Developer	Est. Date of PC	Size (ft²)	Quoting Rent (£/ft²)
Widnes 400, Gorsey Point	Widnes	Marshall CDP / Mirastar	Q1 2022	398,000	£6.50
Ergo	Middlewich	Total/Ergo	Q2 2022	123,000	£6.95
Ma6nitude	Middlewich	Tritax	Q2 2022	149,000	£6.95
Monarch Kingsway Business Park	Rochdale	WB / GMPVF	Q2 2022	328,000	£7.50
Alpha 167 Lingley Mere	Warrington	Canmoor	Q2 2022	167,000	£7.95 *Under offer to Supreme Imports.*
Ergo Park, Broadway Green	Oldham	Rula Developments	Q3 2022	367,000	£7.75
Urban Park	Rochdale	Urban Logistics REIT	Q3 2022	20,000 – 40,000	£8.25 - £8.75
Gemini8	Warrington	Chancerygate	Q3 2022	4,.000 – 16,500	£11.50 - £13.50
Image Business Park	Knowsley	EQT Exeter	Q4 2022	120,000	£6.95
Platinum Business Park	Bolton	Private	Q4 2022	12,500 – 23,000	£7.00+
Stakehill 185	Midddleton	Patrick Properties	Q4 2022	185,000	£7.25
Gorsey Point	Widnes	Marshall CDP / Mirastar	Q4 2022	257,500	-
Acornfield Industrial Estate	Knowsley	4th Industrial	Q2 2023	31,200 – 53,000	£7.50 - £7.75
Broadway Central	Oldham	Chancerygate	Q2 2023	6,200 – 23,500	£11.00 - £12.00
Cobalt 2	Oldham	Marshall	Q4 2023	43,000 – 61,500	£8.50 - £9.00
Farrington Park	Leyland	Caddick/Goldman Sachs		557,000	*Funding secured, planning permission granted. Not yet quoting rent*

Source: CBRE; Savills; B8 Real Estate

2.15 The schemes completed up to 2019 are fully let whilst it is understood that a few units remain unlet on schemes completed in 2020 and 2021. The pipeline delivery of new schemes is spread across a wide area of the North West. The nearest pipeline scheme is located at Farrington Park, Leyland.

2.16 Occupiers are responding to the scarcity of available space by committing to leases on speculative developments substantially prior to practical completion. Examples are:

- Panattoni Park, Bolton - 280,000ft² - UPS
- Crewe 305, Crewe - 305,000ft² - AO.com
- Metro190 Trafford Park - 193,000ft² - The Fragrance Shop

2.17 Online retailers acquired the most space in 2021 with 34% of all space transacted, with Amazon completing the acquisition of over 1M sq. ft.

2.18 Further details of comparable lease transactions in the local Lancashire market over 2021 are provided in the following tables overleaf.

Table 2.5: Comparable Lease Transactions over 100,000 sq. ft. | Lancashire

Date	Address	Tenant	Size (ft²)	Rent	Term (break)	Comments
Q1 2021	Frontier Park, Blackburn	SIS	160,000	£6.00	15 year lease with 10 year break	12 months RF
Q2 2021	Frontier Park, Blackburn	Fagan & Whalley	208,874	£5.50	10 years 5 year break	
Q2 2021	Kingsway 216, Rochdale	Amazon	216,777	£6.00	10 years	5 year RR fixed uplift CPI 1 - 3%
Q2 2021	F2G, Logistics North, Bolton	Amazon	149,300	£6.85	10 year lease	11 months' rent free
Q2 2021	Panattoni Park, Bolton	UPS	280,700	£7.25	10 year lease break at 5.5	Less than 3 months RF
Q1 2021	375@Logistics North Bolton	Dixons Carphone Warehouse	375,000	£6.35	10 year lease	15 months' rent free

Table 2.6: Comparable Transactions under 100,000 sq. ft. | Lancashire

Date	Address	Tenant	Size (ft²)	Rent	Term (break)	Comments
Q3 2021	Carrs Hall, Whalley Road, Blackburn, BB1 9LJ	MuoviTech U.K.	32,800	£8.50	10	Fully refurbished industrial warehouse space. Deal done at this level due to lack of supply.
Q2 2021	Mill Bank Business Park, Lower Eccleshill Road, Blackburn	Confidential	10,000 - 15,000	£6.50	10 (5)	New build scheme accessed off Junction 4 of the M65. All units pre-let or sold at £110 psf. The scheme is being developed by Barnfield and construction is understood to have commenced in September 2021.
Q2 2021	Mercey Way, Shadsworth	Akzo Nobel	24,000	£5.05	Rent review	Modern unit, slightly over office'ed with 7 metre eaves
Q2 2021	Unit 2, Sumner Point, Leyland, PR26 6TZ	Celebrate Gifts	16,630	£7.50	5	New scheme located on Lancashire Business Park. PC'd Feb 2021. Only one 3,000 sq ft available quoting £9psf. On behalf of the council
Q1 2021	Unit 1 Sumner Point, Leyland, PR26 6TZ	Group 55	20,497	£7.25	3	New scheme located on Lancashire Business Park. PC in Feb 2021. Only one 3,000 sq ft available quoting £9psf. On behalf of the council
U/O	Unit 8 Preston East	DHL Parcel UK Ltd	63,897	£6.50	10	New build - pre let unit
U/O	Amethyst Court, Preston	Sainsburys	42,900	£7.75	15	AFL signed, involves £875,000 capital contribution

Date	Address	Tenant	Size (ft²)	Rent	Term (break)	Comments
U/O	Preston East, Preston, PR2 5PD	TBC	10,419 - 20,871	£7.25	10	New build terrace of units developed by Henry Boot Developments located next Junction 31A of the M6. All units under offer except one
Q4 2021	Unit K3, Buckshaw Link, Chorley	TBC	10,819	£7.50	10 (5)	Modern refurbished unit located on Matrix Park. Last on the estate
Q3 2021	LN50, Bolton	Amscreen	50,809	£7.50	10	New build unit located on Logistics North off the Junction 4 of the M61. North West premier location

Take-up & Yields: Industrial & Logistics

2.19 As at Q1 2022, the North West continued a trend of strong take-up with 1.3m ft² of space taken, which is up 14.00% YoY. This comprised second-hand units (3 deals totalling 0.8m ft²) and speculative new-build developments (2 deals totalling 0.5m ft²).

2.20 Aggressive bidding in the logistics market has been driving up prices and pushing yields down to historic lows. UK prime yields are forecast to further challenge the current low of 3.50%, however, the key focus for investors will be on rental growth.

2.21 As at Q1 2022, rents in the North West continued to increase, although not at the same rate as other regions, and ended the quarter at £7.95/ft². Prime yields in the North West dropped to 3.50%, representing a 25bps change.

Mixed Commercial

2.22 Cuerden Strategic Site's connectivity to the motorway network is anticipated to attract strong demand from roadside and mixed commercial sectors.

2.23 Phase A of the Proposed Development is identified for mixed commercial uses:

- Car dealership(s)
- Food store(s)
- Coffee shop/ Drive-Through's
- Food & beverage (family pubs/ lodges)
- Health Centres/facilities
- Gym/ creche

Gym/ Leisure Centre

2.24 Going into 2022 there was demonstrable pent-up consumer demand for most leisure activities, which poses an opportunity for operators to capitalise. It is anticipated there will be a continued recovery of destination leisure businesses as the various operational challenges in each sub market subside.

2.25 The UK health and fitness market is polarised between out of town clubs in residential locations and clubs that rely heavily on office trade. The former has displayed a strong straight line recovery, but increased home working has had a negative impact on the recovery of city centre lifestyle clubs.

2.26 A limited number of recent lease transactions have completed in the locality. CBRE is aware of DW Sports Fitness centre at Port Way, Preston, which comprises 20,330ft² of floorspace over 2 storeys. Particulars state a lease expiry at November 2036 with a current passing rent of £173,890 per annum ('pa') (£8.55/ft²), subject to 5 yearly upwards only rent reviews, the latest stated as being in November 2021 uplifting the rent to £276,955pa (13.62/ft²).

2.27 The Applicant has obtained specialist advice from Savills regarding an achievable rent (and terms) for a gym/ leisure centre at the Site. Savills confirm a gross rent of £15.00/ft² for a 10,000 ft² unit is appropriate.

Car Sales (Sui Generis)

2.28 The proximity to the motorway network and expected high vehicle movements passing the Site presents a prime location for car dealerships/ automotive occupiers.

2.29 CBRE is aware of car dealership investment opportunities in the North West with quoted net initial yields ('NIY') at 5.50%. Volvo dealerships located in prominent positions near to Preston and Bolton present and built in 2021 are achieving passing rents around £15.00/ft² - £15.50/ft² on 5 yearly upward only reviews. CBRE would expect a car dealership at the Site to achieve similar terms.

Convenience Retail/ Discount Foodstore(s)

2.30 Significant growth has continued in the discount foodstore sector with numerous transactions occurring in the North West over the past three years, supported in particular by the expansion of the no frills supermarket operators Lidl and Aldi.

2.31 Terms for a foodstore at the Site have been informed by market intelligence provide on behalf of the Applicant by Savills, who propose £16.50/ft² rent to be achievable at the Site.

2.32 CBRE's Investment Property team advise that, assuming units are let on standard institutional terms for a minimum of 10 years unbroken with open market rent reviews to tenants with strong covenant status, an appropriate NIY for this use would be 4.50%.

Food & Beverage

2.33 Confidence is growing across the sub-markets of the leisure and pubs sector with opportunities arising for investors to benefit from potential trading upside and pricing improvements. CBRE research suggests certain sub-sectors have already reached, or exceeded, 2019 pricing levels and investors are willing to consider projected future profits.

2.34 Savills advise that an achievable rent for a food & beverage outlet at the Site is £16.50/ft². An appropriate yield, informed by CBRE's Investment Property team, is 5.75%.

Hotel

2.35 There is an absence of comparable market data to evidence demand for hotel use in this location presently. However, given the range of uses proposed, it may provide a supporting ancillary use to occupiers that will increase the overall attractiveness of the Proposed Development, or occupier demand may generate market interest once the scheme becomes established.

Health Centre (E(e))

2.36 The healthcare sector is underpinned by positive elderly demographic trends and supply-demand imbalance across both public and private pay segments, matching long-term investment requirements and stimulating demand. It is a proven defensive investment sector.

2.37 Savills advice suggests that £17.50/ft² reflects an achievable rent at the Site for this use.

2.38 CBRE's Investment Property team advise that, assuming units are let on standard institutional terms for a minimum of 10 years unbroken with open market rent reviews to tenants with strong covenant status, an appropriate NIY would be 4.50% for this use.

Residential

2.39 The residential land parcel (Phase E) is located to the west of the Site with access via Stanfield Lane. The plot is proposed to yield up to 116 dwellings.

2.40 The residential market has remained resilient over the pandemic period and into 2022, however, price growth is expected to moderate towards the end of the year as cost of living and interest rate increases begin to take effect.

2.41 The area surrounding the Site, particularly to the south, is considered attractive to developers, with housebuilders including Lovell Homes, Barratt Homes, Keepmoat Homes and David Wilson Homes active in the locality.

Land Values

2.42 CBRE is aware of residential sites around Preston achieving prices in the region of £300,000 to £650,000 per net developable acre, noting the following comparable data:

- Cottram Hall, Preston - £348,369 per net acre
- Whittingham Hospital, Preston - £294,950 per net acre
- Old Hall Farm, Preston - £650,000 per net acre

2.43 CBRE is of the opinion that the residential land parcel would achieve the upper end of the range suggested above.

3 Conclusion

3.1 The Cuerden Strategic Site presents a unique opportunity against a backdrop of constrained supply and strong demand for employment land in the region in the current market, with this not expected to abate for the foreseeable future.

3.2 The planning application parameters also importantly provide flexibility in the mix of proposed uses to capitalise from ongoing structural market changes once they become embedded or as the market subsequently evolves.

F Indicative Build Cost Estimate

INDICATIVE BUILDING COSTS

LANCASHIRE CENTRAL

Mar-22

PHASE / UNIT	GIA	£/ SQ FT GIA	BUILD COST
PHASE A			
UNIT 1	25,000	200	5,000,000
UNIT 2	23,750	225	5,343,750
UNIT 3	10,000	185	1,850,000
UNIT 4	19,000	175	3,325,000
UNIT 5	2,000	250	500,000
UNIT 6	1,800	400	720,000
UNIT 7	4,500	335	1,507,500
UNIT 8	54,000	66	3,564,000
UNIT 9	59,600	65	3,874,000
	199,650		25,684,250
PHASE B			
UNIT 1	159,500	60	9,570,000
UNIT 2	330,580	56	18,512,480
UNIT 3	66,250	65	4,306,250
UNIT 4	29,550	72	2,127,600
	585,880		34,516,330

PHASE C

UNIT 1	30,000	72	2,160,000
UNIT 2	17,500	77	1,347,500
UNIT 3	50,000	68	3,400,000
UNIT 4	40,000	70	2,800,000
	137,500		9,707,500

PHASE D

UNIT 1	71,750	65	4,663,750
UNIT 2	35,875	72	2,583,000
UNIT 3	25,625	75	1,921,875
UNIT 4	51,250	68	3,485,000
UNIT 5	76,875	65	4,996,875
UNIT 6	35,875	72	2,583,000
	297,250		20,233,500

NOTE

FEES ARE EXCLUDED
COSTS ARE CURRENT DAY AND EXCLUDE INFLATION

G Proposed Development Appraisal

Lancashire Central
Cuerden Strategic Site
South Ribble

Financial Viability Appraisal:
Proposed Development - Illustrative Masterplan Scheme

Development Appraisal
CBRE Limited
05 July 2022

APPRAISAL SUMMARY **CBRE LIMITED**

Lancashire Central
Cuerden Strategic Site
South Ribble

Appraisal Summary for Merged Phases 1 2 3 4 5 6

Currency in £

REVENUE

Rental Area Summary	**Units**	**ft²**	**Rent Rate ft²**	**Initial MRV/Unit**	**Net Rent at Sale**	**Initial MRV**
Phase A: Unit 1 (Car Supermarket)	1	25,000	15.25	381,250	381,250	381,250
Phase A: Unit 2 (Health Centre)	1	16,146	17.50	282,555	282,555	282,555
Phase A: Unit 3 (Gym/ Creche)	1	5,382	15.00	80,730	80,730	80,730
Phase A: Unit 4 (Food Store)	1	19,000	16.50	313,500	313,500	313,500
Phase A: Unit 5 (F&B)	1	2,000	37.50	75,000	75,000	75,000
Phase A: Unit 6 (Drive Thru)	1	1,800	45.00	81,000	81,000	81,000
Phase A: Unit 7 (Drive Thru)	1	4,500	35.00	157,500	157,500	157,500
Phase A: Unit 8	1	54,000	7.50	405,000	405,000	405,000
Phase A: Unit 9	1	55,400	7.50	415,500	415,500	415,500
Phase B: Unit 1	1	164,100	7.00	1,148,700	1,148,700	1,148,700
Phase B: Unit 2	1	330,580	6.75	2,231,415	2,231,415	2,231,415
Phase B: Unit 3	1	66,250	7.50	496,875	496,875	496,875
Phase B: Unit 4	1	29,550	7.75	229,013	229,013	229,013
Phase C: Unit 1	1	30,750	7.75	238,313	238,313	238,313
Phase C: Unit 2	1	17,630	8.25	145,448	145,448	145,448
Phase C: Unit 3	1	51,250	7.50	384,375	384,375	384,375
Phase C: Unit 4	1	41,000	7.50	307,500	307,500	307,500
Phase D: Unit 1	1	71,750	7.25	520,188	520,188	520,188
Phase D: Unit 2	1	35,875	7.75	278,031	278,031	278,031
Phase D: Unit 3	1	25,625	7.75	198,594	198,594	198,594
Phase D: Unit 4	1	51,250	7.50	384,375	384,375	384,375
Phase D: Unit 5	1	76,875	7.25	557,344	557,344	557,344
Phase D: Unit 6	1	35,875	7.75	278,031	278,031	278,031
Totals	**23**	**1,211,588**			**9,590,235**	**9,590,235**

Investment Valuation

Phase A: Unit 1 (Car Supermarket)					
Market Rent	381,250	YP @	5.5000%	18.1818	
(1yr Rent Free)		PV 1yr @	5.5000%	0.9479	6,570,444
Phase A: Unit 2 (Health Centre)					
Market Rent	282,555	YP @	4.5000%	22.2222	
(1yr Rent Free)		PV 1yr @	4.5000%	0.9569	6,008,612
Phase A: Unit 3 (Gym/ Creche)					
Market Rent	80,730	YP @	6.0000%	16.6667	
(1yr Rent Free)		PV 1yr @	6.0000%	0.9434	1,269,340
Phase A: Unit 4 (Food Store)					
Market Rent	313,500	YP @	4.5000%	22.2222	
(1yr Rent Free)		PV 1yr @	4.5000%	0.9569	6,666,667
Phase A: Unit 5 (F&B)					
Market Rent	75,000	YP @	5.7500%	17.3913	
(1yr Rent Free)		PV 1yr @	5.7500%	0.9456	1,233,426
Phase A: Unit 6 (Drive Thru)					
Market Rent	81,000	YP @	5.7500%	17.3913	
(1yr Rent Free)		PV 1yr @	5.7500%	0.9456	1,332,100
Phase A: Unit 7 (Drive Thru)					
Market Rent	157,500	YP @	5.5000%	18.1818	
(1yr Rent Free)		PV 1yr @	5.5000%	0.9479	2,714,347
Phase A: Unit 8					
Market Rent	405,000	YP @	4.5000%	22.2222	
(1yr Rent Free)		PV 1yr @	4.5000%	0.9569	8,612,440
Phase A: Unit 9					
Market Rent	415,500	YP @	4.5000%	22.2222	
(1yr Rent Free)		PV 1yr @	4.5000%	0.9569	8,835,726
Phase B: Unit 1					
Market Rent	1,148,700	YP @	4.5000%	22.2222	
(1yr Rent Free)		PV 1yr @	4.5000%	0.9569	24,427,432
Phase B: Unit 2					
Market Rent	2,231,415	YP @	4.5000%	22.2222	
(1yr Rent Free)		PV 1yr @	4.5000%	0.9569	47,451,675
Phase B: Unit 3					
Market Rent	496,875	YP @	4.5000%	22.2222	

(1yr Rent Free)		PV 1yr @	4.5000%	0.9569	10,566,188
Phase B: Unit 4					
Market Rent	229,013	YP @	4.5000%	22.2222	
(1yr Rent Free)		PV 1yr @	4.5000%	0.9569	4,870,016
Phase C: Unit 1					
Market Rent	238,313	YP @	4.5000%	22.2222	
(1yr Rent Free)		PV 1yr @	4.5000%	0.9569	5,067,783
Phase C: Unit 2					
Market Rent	145,448	YP @	5.0000%	20.0000	
(1yr Rent Free)		PV 1yr @	5.0000%	0.9524	2,770,429
Phase C: Unit 3					
Market Rent	384,375	YP @	5.0000%	20.0000	
(1yr Rent Free)		PV 1yr @	5.0000%	0.9524	7,321,429
Phase C: Unit 4					
Market Rent	307,500	YP @	5.0000%	20.0000	
(1yr Rent Free)		PV 1yr @	5.0000%	0.9524	5,857,143
Phase D: Unit 1					
Market Rent	520,188	YP @	4.5000%	22.2222	
(1yr Rent Free)		PV 1yr @	4.5000%	0.9569	11,061,935
Phase D: Unit 2					
Market Rent	278,031	YP @	4.5000%	22.2222	
(1yr Rent Free)		PV 1yr @	4.5000%	0.9569	5,912,414
Phase D: Unit 3					
Market Rent	198,594	YP @	5.0000%	20.0000	
(1yr Rent Free)		PV 1yr @	5.0000%	0.9524	3,782,738
Phase D: Unit 4					
Market Rent	384,375	YP @	4.5000%	22.2222	
(1yr Rent Free)		PV 1yr @	4.5000%	0.9569	8,173,844
Phase D: Unit 5					
Market Rent	557,344	YP @	4.5000%	22.2222	
(1yr Rent Free)		PV 1yr @	4.5000%	0.9569	11,852,073
Phase D: Unit 6					
Market Rent	278,031	YP @	4.5000%	22.2222	
(1yr Rent Free)		PV 1yr @	4.5000%	0.9569	5,912,414
Total Investment Valuation					**198,270,613**
GROSS DEVELOPMENT VALUE				**198,270,613**	
Purchaser's Costs			(7,562,244)		
Effective Purchaser's Costs Rate		3.81%			
				(7,562,244)	
NET DEVELOPMENT VALUE				**190,708,369**	
Additional Revenue					
Residential Land Sale			3,250,000		
				3,250,000	
NET REALISATION				**193,958,369**	
OUTLAY					
ACQUISITION COSTS					
Fixed Price		815,575			
Fixed Price		865,100			
Fixed Price		249,100			
Fixed Price		648,325			
Fixed Price		170,000			
Total Acquisition			2,748,100		
				2,748,100	
Stamp Duty			87,332		
Effective Stamp Duty Rate		3.18%			
Agent Fee		1.00%	27,481		
Legal Fee		0.80%	21,985		
				136,798	
CONSTRUCTION COSTS					
Construction	**ft²**	**Build Rate ft²**	**Cost**		
Phase A: Unit 1 (Car Supermarket)	25,000	200.00	5,000,000		

Lancashire Central
Cuerden Strategic Site
South Ribble

Phase A: Unit 2 (Health Centre)	16,146	225.00	3,632,850	
Phase A: Unit 3 (Gym/ Creche)	5,382	185.00	995,670	
Phase A: Unit 4 (Food Store)	19,000	175.00	3,325,000	
Phase A: Unit 5 (F&B)	2,000	250.00	500,000	
Phase A: Unit 6 (Drive Thru)	1,800	400.00	720,000	
Phase A: Unit 7 (Drive Thru)	4,500	335.00	1,507,500	
Phase A: Unit 8	54,000	66.00	3,564,000	
Phase A: Unit 9	55,400	65.00	3,601,000	
Phase B: Unit 1	164,100	60.00	9,846,000	
Phase B: Unit 2	330,580	56.00	18,512,480	
Phase B: Unit 3	66,250	65.00	4,306,250	
Phase B: Unit 4	29,550	72.00	2,127,600	
Phase C: Unit 1	30,750	72.00	2,214,000	
Phase C: Unit 2	17,630	77.00	1,357,510	
Phase C: Unit 3	51,250	68.00	3,485,000	
Phase C: Unit 4	41,000	70.00	2,870,000	
Phase D: Unit 1	71,750	65.00	4,663,750	
Phase D: Unit 2	35,875	72.00	2,583,000	
Phase D: Unit 3	25,625	75.00	1,921,875	
Phase D: Unit 4	51,250	68.00	3,485,000	
Phase D: Unit 5	76,875	65.00	4,996,875	
Phase D: Unit 6	35,875	72.00	2,583,000	
Totals	**1,211,588 ft²**		**87,798,360**	
Contingency		2.00%	1,755,967	
Off-Plot Infrastructure Works			40,748,465	
Phase A: On-Plot Infrastructure	1 un	4,301,428.00 /un	4,301,428	
Phase B: On-Plot Infrastructure	1 un	7,621,501.00 /un	7,621,501	
Phase C: On-Plot Infrastructure	1 un	2,002,711.00 /un	2,002,711	
Phase D: On-Plot Infrastructure	1 un	3,624,080.00 /un	3,624,080	
Resi Land: On-Plot Infrastructure	1 un	1,333,363.00 /un	1,333,363	
CIL: Convenience Retail			575,750	
				149,761,625
PROFESSIONAL FEES				
Professional Fees		8.00%	8,534,515	
				8,534,515
MARKETING & LETTING				
Letting Agent Fee		15.00%	1,438,535	
Letting Legal Fee		5.00%	479,512	
				1,918,047
DISPOSAL FEES				
Sales Agent Fee		0.75%	1,430,313	
Residential Sale Agent Fee		1.00%	32,500	
Sales Legal Fee		0.50%	953,542	
Residential Sale Legal Fee		0.80%	26,000	
				2,442,355
FINANCE				
Debit Rate 4.500%, Credit Rate 0.000% (Nominal)				
Total Finance Cost				13,366,934
TOTAL COSTS				**178,908,374**
PROFIT				
				15,049,996

Performance Measures

Profit on Cost%	8.41%
Profit on GDV%	7.59%
Profit on NDV%	7.89%
Development Yield% (on Rent)	5.36%
Equivalent Yield% (Nominal)	4.62%
Equivalent Yield% (True)	4.76%
IRR% (without Interest)	8.17%
Rent Cover	1 yr 7 mths
Profit Erosion (finance rate 4.500)	1 yr 10 mths

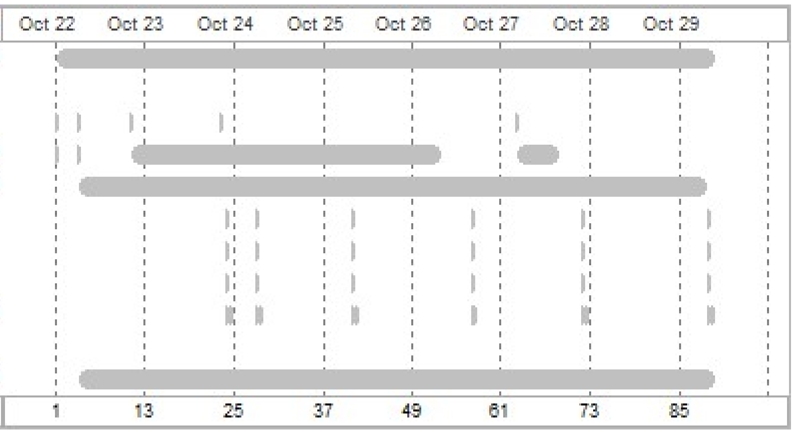
TIMESCALE AND PHASING CHART — CBRE LIMITED

Lancashire Central
Cuerden Strategic Site
South Ribble

Project Timescale	
Project Start Date	Oct 2022
Project End Date	Feb 2030
Project Duration (Inc Exit Period)	89 months

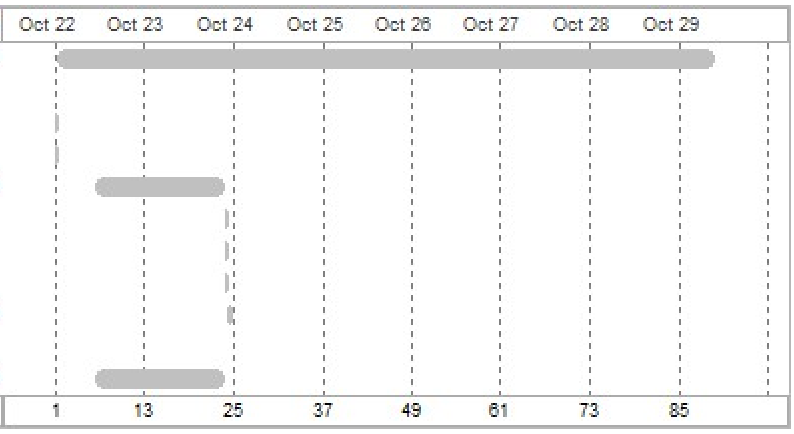
All Phases

	Start Date	Duration	End Date
Project	Oct 2022	89	Feb 2030
Purchase	Oct 2022	0 Month(s)	
Pre-Construction	Oct 2022	58	May 2028
Construction	Jan 2023	85	Jan 2030
Post Development	Sep 2024	0 Month(s)	
Letting	Sep 2024	0 Month(s)	
Income Flow	Sep 2024	0 Month(s)	
Sale	Sep 2024	66	Feb 2030
Cash Activity	Jan 2023	86	Feb 2030



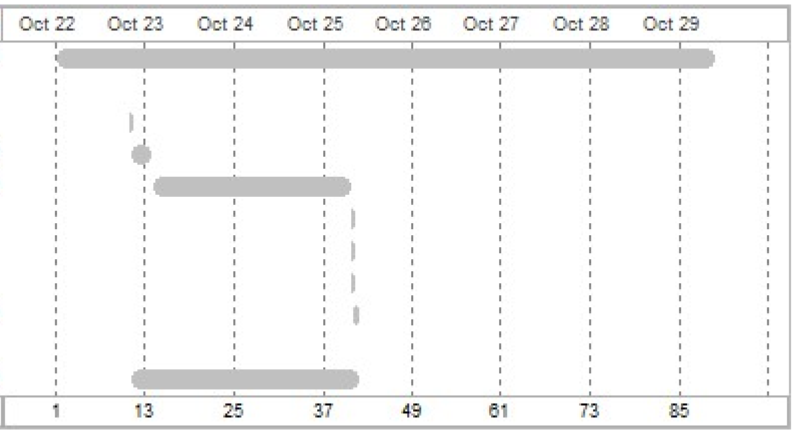
1. Off-Plot Infrastructure Works

	Start Date	Duration	End Date
Project	Oct 2022	89	Feb 2030
Purchase	Oct 2022	0 Month(s)	
Pre-Construction	Oct 2022	0 Month(s)	
Construction	Mar 2023	18	Aug 2024
Post Development	Sep 2024	0 Month(s)	
Letting	Sep 2024	0 Month(s)	
Income Flow	Sep 2024	0 Month(s)	
Sale	Sep 2024	1 Month(s)	Sep 2024
Cash Activity	Mar 2023	18	Aug 2024



2. Phase A

	Start Date	Duration	End Date
Project	Oct 2022	89	Feb 2030
Purchase	Aug 2023	0 Month(s)	
Pre-Construction	Aug 2023	3 Month(s)	Oct 2023
Construction	Nov 2023	27	Jan 2026
Post Development	Feb 2026	0 Month(s)	
Letting	Feb 2026	0 Month(s)	
Income Flow	Feb 2026	0 Month(s)	
Sale	Feb 2026	1 Month(s)	Feb 2026
Cash Activity	Aug 2023	31	Feb 2026

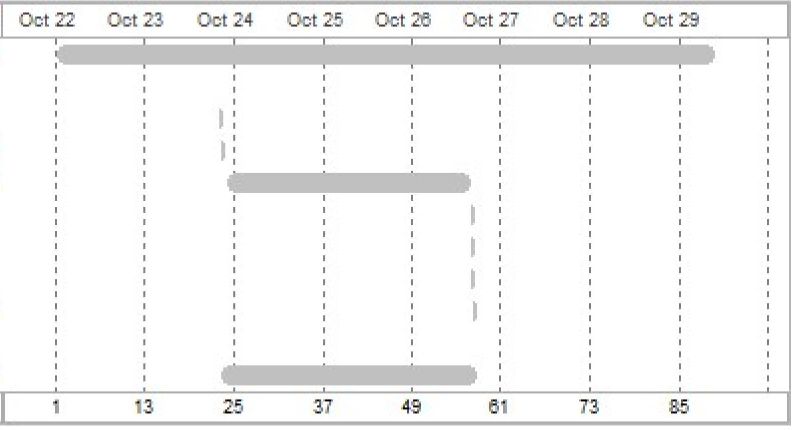


TIMESCALE AND PHASING CHART — CBRE LIMITED

Lancashire Central
Cuerden Strategic Site
South Ribble

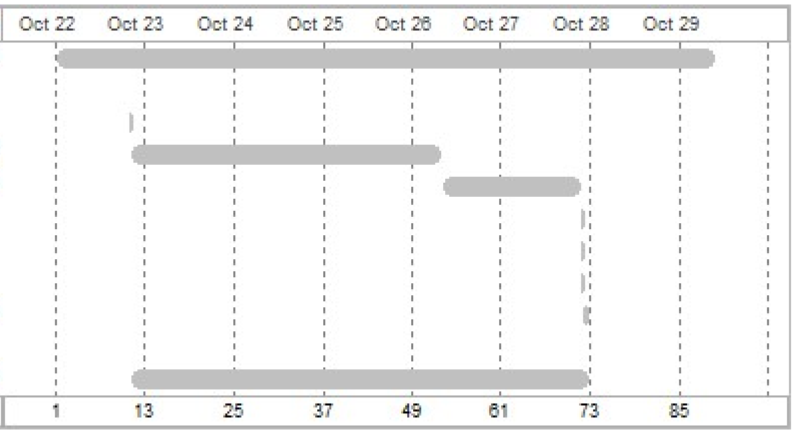
3. Phase B

	Start Date	Duration	End Date
Project	Oct 2022	89	Feb 2030
Purchase	Aug 2024	0 Month(s)	
Pre-Construction	Aug 2024	1 Month(s)	Aug 2024
Construction	Sep 2024	33	May 2027
Post Development	Jun 2027	0 Month(s)	
Letting	Jun 2027	0 Month(s)	
Income Flow	Jun 2027	0 Month(s)	
Sale	Jun 2027	1 Month(s)	Jun 2027
Cash Activity	Aug 2024	35	Jun 2027



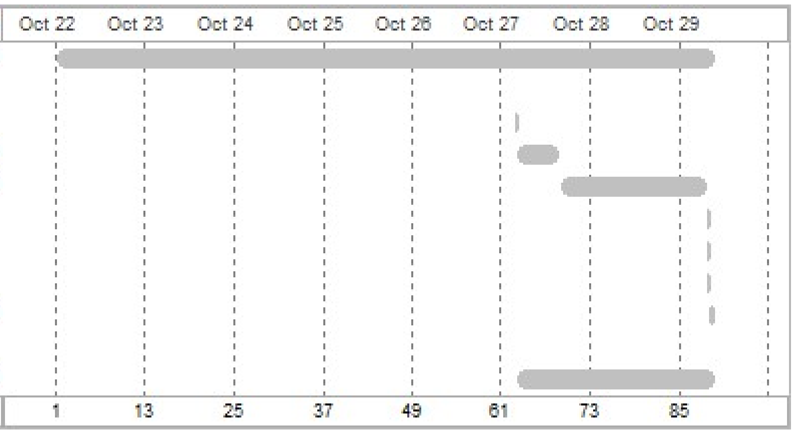
4. Phase C

	Start Date	Duration	End Date
Project	Oct 2022	89	Feb 2030
Purchase	Aug 2023	0 Month(s)	
Pre-Construction	Aug 2023	42	Jan 2027
Construction	Feb 2027	19	Aug 2028
Post Development	Sep 2028	0 Month(s)	
Letting	Sep 2028	0 Month(s)	
Income Flow	Sep 2028	0 Month(s)	
Sale	Sep 2028	1 Month(s)	Sep 2028
Cash Activity	Aug 2023	62	Sep 2028



5. Phase D

	Start Date	Duration	End Date
Project	Oct 2022	89	Feb 2030
Purchase	Dec 2027	0 Month(s)	
Pre-Construction	Dec 2027	6 Month(s)	May 2028
Construction	Jun 2028	20	Jan 2030
Post Development	Feb 2030	0 Month(s)	
Letting	Feb 2030	0 Month(s)	
Income Flow	Feb 2030	0 Month(s)	
Sale	Feb 2030	1 Month(s)	Feb 2030
Cash Activity	Dec 2027	27	Feb 2030

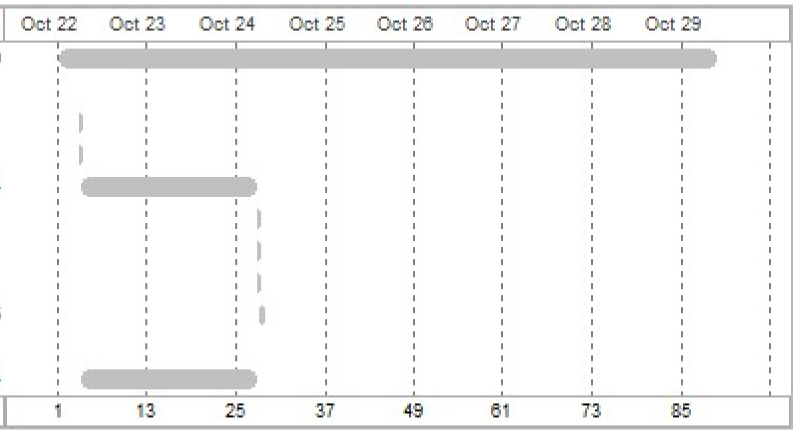


TIMESCALE AND PHASING CHART — CBRE LIMITED

Lancashire Central
Cuerden Strategic Site
South Ribble

6. Residential Land

	Start Date	Duration	End Date
Project	Oct 2022	89	Feb 2030
Purchase	Jan 2023	0 Month(s)	
Pre-Construction	Jan 2023	0 Month(s)	
Construction	Jan 2023	24	Dec 2024
Post Development	Jan 2025	0 Month(s)	
Letting	Jan 2025	0 Month(s)	
Income Flow	Jan 2025	0 Month(s)	
Sale	Jan 2025	1 Month(s)	Jan 2025
Cash Activity	Jan 2023	24	Dec 2024



Lancashire Central
Cuerden Strategic Site
South Ribble

Grouped Cash Flow (Merged Phases)

	001:Oct 2022	004:Jan 2023	007:Apr 2023	010:Jul 2023	013:Oct 2023	016:Jan 2024	019:Apr 2024	022:Jul 2024	025:Oct 2024	028:Jan 2025	031:Apr 2025	034:Jul 2025
Quarterly B/F	0	0	574,232	(6,419,018)	(14,625,663)	(24,948,838)	(35,986,422)	(48,026,189)	(59,520,931)	(67,306,058)	(76,271,904)	(86,011,197)
Investment Valuation												
Capitalised Rent	0	0	0	0	0	0	0	0	0	0	0	0
	0	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
Sales Costs and Fees												
Purchaser's Costs	0	0	0	0	0	0	0	0	0	0	0	0
	0	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
Additional Revenue												
Additional Revenue	0	3,250,000	0	0	0	0	0	0	0	0	0	0
	0	**3,250,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
TOTAL REVENUE	**0**	**3,250,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
Acquisition Costs												
Fixed Price	0	(170,000)	0	0	(815,575)	0	0	(865,100)	0	0	0	0
Stamp Duty	0	(400)	0	0	(30,279)	0	0	(32,755)	0	0	0	0
Acquisition Fees	0	(3,060)	0	0	(14,680)	0	0	(15,572)	0	0	0	0
	0	**(173,460)**	**0**	**0**	**(860,534)**	**0**	**0**	**(913,427)**	**0**	**0**	**0**	**0**
Construction Costs												
Construction Costs	0	0	0	0	(403,465)	(1,596,632)	(2,522,447)	(3,294,114)	(4,785,442)	(5,938,678)	(6,547,378)	(6,611,542)
Contingency	0	0	0	0	(8,069)	(31,933)	(50,449)	(65,882)	(95,709)	(118,774)	(130,948)	(132,231)
Road/Site Works	0	(2,430,474)	(6,958,081)	(8,008,771)	(8,534,116)	(8,534,116)	(8,534,116)	(6,235,823)	(1,690,971)	(1,524,300)	(1,524,300)	(1,524,300)
	0	**(2,430,474)**	**(6,958,081)**	**(8,008,771)**	**(8,945,650)**	**(10,162,680)**	**(11,107,012)**	**(9,595,819)**	**(6,572,122)**	**(7,581,752)**	**(8,202,626)**	**(8,268,073)**
Other Construction Costs												
Statutory/LA	0	0	0	0	(143,938)	(287,875)	(143,938)	0	0	0	0	0
	0	**0**	**0**	**0**	**(143,938)**	**(287,875)**	**(143,938)**	**0**	**0**	**0**	**0**	**0**
TOTAL CONSTRUCTION COSTS	**0**	**(2,430,474)**	**(6,958,081)**	**(8,008,771)**	**(9,089,588)**	**(10,450,555)**	**(11,250,950)**	**(9,595,819)**	**(6,572,122)**	**(7,581,752)**	**(8,202,626)**	**(8,268,073)**
Professional Fees												
Architect	0	(13,334)	(13,334)	(97,389)	(171,694)	(267,147)	(341,212)	(400,186)	(518,113)	(597,038)	(645,734)	(650,867)
	0	**(13,334)**	**(13,334)**	**(97,389)**	**(171,694)**	**(267,147)**	**(341,212)**	**(400,186)**	**(518,113)**	**(597,038)**	**(645,734)**	**(650,867)**
Marketing and Letting												
Letting Agent Fee	0	0	0	0	0	0	0	0	0	0	0	0
Letting Legal Fee	0	0	0	0	0	0	0	0	0	0	0	0
	0	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
Sales Costs and Fees												
Sales Agent Fee	0	(32,500)	0	0	0	0	0	0	0	0	0	0
Sales Legal Fee	0	(26,000)	0	0	0	0	0	0	0	0	0	0
	0	**(58,500)**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
TOTAL COSTS	**0**	**(2,675,768)**	**(6,971,415)**	**(8,106,160)**	**(10,121,815)**	**(10,717,702)**	**(11,592,162)**	**(10,909,432)**	**(7,090,235)**	**(8,178,791)**	**(8,848,360)**	**(8,918,940)**
Net Cash Flow Before Finance	**0**	**574,232**	**(6,971,415)**	**(8,106,160)**	**(10,121,815)**	**(10,717,702)**	**(11,592,162)**	**(10,909,432)**	**(7,090,235)**	**(8,178,791)**	**(8,848,360)**	**(8,918,940)**
Debit Rate 4.500%	4.500%	4.500%	4.500%	4.500%	4.500%	4.500%	4.500%	4.500%	4.500%	4.500%	4.500%	4.500%
Credit Rate 0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%
Finance Costs (All Sets)	0	0	(21,836)	(100,484)	(201,360)	(319,881)	(447,605)	(585,309)	(694,892)	(787,056)	(890,932)	(1,001,263)
Net Cash Flow After Finance	**0**	**574,232**	**(6,993,251)**	**(8,206,644)**	**(10,323,176)**	**(11,037,583)**	**(12,039,767)**	**(11,494,742)**	**(7,785,127)**	**(8,965,847)**	**(9,739,292)**	**(9,920,203)**
Cumulative Net Cash Flow Quarterly	0	574,232	(6,419,018)	(14,625,663)	(24,948,838)	(35,986,422)	(48,026,189)	(59,520,931)	(67,306,058)	(76,271,904)	(86,011,197)	(95,931,400)

Lancashire Central
Cuerden Strategic Site
South Ribble

Grouped Cash Flow (Merged Phases)

	037:Oct 2025	040:Jan 2026	043:Apr 2026	046:Jul 2026	049:Oct 2026	052:Jan 2027	055:Apr 2027	058:Jul 2027	061:Oct 2027	064:Jan 2028	067:Apr 2028	070:Jul 2028
Quarterly B/F	(95,931,400)	(104,333,758)	(71,137,468)	(76,681,352)	(81,881,792)	(86,461,495)	(90,751,141)	(10,155,677)	(12,379,805)	(15,307,032)	(18,932,343)	(22,952,660)
Investment Valuation												
Capitalised Rent	0	43,243,101	0	0	0	0	87,315,311	0	0	0	0	21,016,783
	0	**43,243,101**	**0**	**0**	**0**	**0**	**87,315,311**	**0**	**0**	**0**	**0**	**21,016,783**
Sales Costs and Fees												
Purchaser's Costs	0	(2,940,531)	0	0	0	0	(1,571,676)	0	0	0	0	(1,429,141)
	0	**(2,940,531)**	**0**	**0**	**0**	**0**	**(1,571,676)**	**0**	**0**	**0**	**0**	**(1,429,141)**
Additional Revenue												
Additional Revenue	0	0	0	0	0	0	0	0	0	0	0	0
	0	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
TOTAL REVENUE	**0**	**40,302,570**	**0**	**0**	**0**	**0**	**85,743,635**	**0**	**0**	**0**	**0**	**19,587,642**
Acquisition Costs												
Fixed Price	0	0	0	0	0	(249,100)	0	0	0	0	(648,325)	0
Stamp Duty	0	0	0	0	0	(1,982)	0	0	0	0	(21,916)	0
Acquisition Fees	0	0	0	0	0	(4,484)	0	0	0	0	(11,670)	0
	0	**0**	**0**	**0**	**0**	**(255,566)**	**0**	**0**	**0**	**0**	**(681,911)**	**0**
Construction Costs												
Construction Costs	(6,131,169)	(4,788,894)	(4,296,039)	(3,928,291)	(3,312,900)	(2,771,829)	(2,313,243)	(1,911,273)	(2,170,608)	(2,059,758)	(1,763,354)	(2,445,413)
Contingency	(122,623)	(95,778)	(85,921)	(78,566)	(66,258)	(55,437)	(46,265)	(38,225)	(43,412)	(41,195)	(35,267)	(48,908)
Road/Site Works	(508,100)	0	0	0	0	0	0	0	(362,408)	(1,087,224)	(1,087,224)	(1,087,224)
	(6,761,892)	**(4,884,672)**	**(4,381,960)**	**(4,006,856)**	**(3,379,158)**	**(2,827,266)**	**(2,359,508)**	**(1,949,498)**	**(2,576,428)**	**(3,188,177)**	**(2,885,845)**	**(3,581,545)**
Other Construction Costs												
Statutory/LA	0	0	0	0	0	0	0	0	0	0	0	0
	0	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
TOTAL CONSTRUCTION COSTS	**(6,761,892)**	**(4,884,672)**	**(4,381,960)**	**(4,006,856)**	**(3,379,158)**	**(2,827,266)**	**(2,359,508)**	**(1,949,498)**	**(2,576,428)**	**(3,188,177)**	**(2,885,845)**	**(3,581,545)**
Professional Fees												
Architect	(531,142)	(383,112)	(343,683)	(314,263)	(265,032)	(221,746)	(185,059)	(152,902)	(202,641)	(251,759)	(228,046)	(282,611)
	(531,142)	**(383,112)**	**(343,683)**	**(314,263)**	**(265,032)**	**(221,746)**	**(185,059)**	**(152,902)**	**(202,641)**	**(251,759)**	**(228,046)**	**(282,611)**
Marketing and Letting												
Letting Agent Fee	0	(328,805)	0	0	0	0	(615,900)	0	0	0	0	(161,345)
Letting Legal Fee	0	(109,602)	0	0	0	0	(205,300)	0	0	0	0	(53,782)
	0	**(438,407)**	**0**	**0**	**0**	**0**	**(821,201)**	**0**	**0**	**0**	**0**	**(215,127)**
Sales Costs and Fees												
Sales Agent Fee	0	(302,269)	0	0	0	0	(643,077)	0	0	0	0	(146,907)
Sales Legal Fee	0	(201,513)	0	0	0	0	(428,718)	0	0	0	0	(97,938)
	0	**(503,782)**	**0**	**0**	**0**	**0**	**(1,071,795)**	**0**	**0**	**0**	**0**	**(244,846)**
TOTAL COSTS	**(7,293,034)**	**(6,209,973)**	**(4,725,643)**	**(4,321,120)**	**(3,644,190)**	**(3,304,578)**	**(4,437,564)**	**(2,102,400)**	**(2,779,069)**	**(3,439,936)**	**(3,795,803)**	**(4,324,128)**
Net Cash Flow Before Finance	**(7,293,034)**	**34,092,598**	**(4,725,643)**	**(4,321,120)**	**(3,644,190)**	**(3,304,578)**	**81,306,072**	**(2,102,400)**	**(2,779,069)**	**(3,439,936)**	**(3,795,803)**	**15,263,513**
Debit Rate 4.500%	4.500%	4.500%	4.500%	4.500%	4.500%	4.500%	4.500%	4.500%	4.500%	4.500%	4.500%	4.500%
Credit Rate 0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%
Finance Costs (All Sets)	(1,109,325)	(896,307)	(818,241)	(879,320)	(935,513)	(985,067)	(710,608)	(121,728)	(148,159)	(185,375)	(224,515)	(199,112)
Net Cash Flow After Finance	**(8,402,359)**	**33,196,290**	**(5,543,884)**	**(5,200,440)**	**(4,579,704)**	**(4,289,645)**	**80,595,464**	**(2,224,128)**	**(2,927,228)**	**(3,625,311)**	**(4,020,317)**	**15,064,401**
Cumulative Net Cash Flow Quarterly	(104,333,758)	(71,137,468)	(76,681,352)	(81,881,792)	(86,461,495)	(90,751,141)	(10,155,677)	(12,379,805)	(15,307,032)	(18,932,343)	(22,952,660)	(7,888,259)

Lancashire Central
Cuerden Strategic Site
South Ribble

Grouped Cash Flow (Merged Phases)

	073:Oct 2028	076:Jan 2029	079:Apr 2029	082:Jul 2029	085:Oct 2029	088:Jan 2030
Quarterly B/F	(7,888,259)	(11,590,268)	(16,199,617)	(21,012,210)	(25,316,034)	(28,391,062)
Investment Valuation						
Capitalised Rent	0	0	0	0	0	46,695,418
	0	**0**	**0**	**0**	**0**	**46,695,418**
Sales Costs and Fees						
Purchaser's Costs	0	0	0	0	0	(1,620,896)
	0	**0**	**0**	**0**	**0**	**(1,620,896)**
Additional Revenue						
Additional Revenue	0	0	0	0	0	0
	0	**0**	**0**	**0**	**0**	**0**
TOTAL REVENUE	**0**	**0**	**0**	**0**	**0**	**45,074,522**
Acquisition Costs						
Fixed Price	0	0	0	0	0	0
Stamp Duty	0	0	0	0	0	0
Acquisition Fees	0	0	0	0	0	0
	0	**0**	**0**	**0**	**0**	**0**
Construction Costs						
Construction Costs	(3,273,434)	(4,056,950)	(4,193,526)	(3,683,163)	(2,525,860)	(472,958)
Contingency	(65,469)	(81,139)	(83,871)	(73,663)	(50,517)	(9,459)
Road/Site Works	0	0	0	0	0	0
	(3,338,903)	**(4,138,089)**	**(4,277,397)**	**(3,756,826)**	**(2,576,377)**	**(482,417)**
Other Construction Costs						
Statutory/LA	0	0	0	0	0	0
	0	**0**	**0**	**0**	**0**	**0**
TOTAL CONSTRUCTION COSTS	**(3,338,903)**	**(4,138,089)**	**(4,277,397)**	**(3,756,826)**	**(2,576,377)**	**(482,417)**
Professional Fees						
Architect	(261,875)	(324,556)	(335,482)	(294,653)	(202,069)	(37,837)
	(261,875)	**(324,556)**	**(335,482)**	**(294,653)**	**(202,069)**	**(37,837)**
Marketing and Letting						
Letting Agent Fee	0	0	0	0	0	(332,484)
Letting Legal Fee	0	0	0	0	0	(110,828)
	0	**0**	**0**	**0**	**0**	**(443,313)**
Sales Costs and Fees						
Sales Agent Fee	0	0	0	0	0	(338,059)
Sales Legal Fee	0	0	0	0	0	(225,373)
	0	**0**	**0**	**0**	**0**	**(563,432)**
TOTAL COSTS	**(3,600,778)**	**(4,462,645)**	**(4,612,879)**	**(4,051,479)**	**(2,778,446)**	**(1,526,998)**
Net Cash Flow Before Finance	**(3,600,778)**	**(4,462,645)**	**(4,612,879)**	**(4,051,479)**	**(2,778,446)**	**43,547,524**
Debit Rate 4.500%	4.500%	4.500%	4.500%	4.500%	4.500%	4.500%
Credit Rate 0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%
Finance Costs (All Sets)	(101,231)	(146,704)	(199,715)	(252,345)	(296,582)	(106,466)
Net Cash Flow After Finance	**(3,702,009)**	**(4,609,349)**	**(4,812,594)**	**(4,303,824)**	**(3,075,028)**	**43,441,057**
Cumulative Net Cash Flow Quarterly	(11,590,268)	(16,199,617)	(21,012,210)	(25,316,034)	(28,391,062)	15,049,996

H Sensitivity Test

SENSITIVITY ANALYSIS REPORT CBRE LIMITED

Lancashire Central
Cuerden Strategic Site
South Ribble

Table of Profit Amount and Profit on Cost%

Construction: Rate /ft²	Rent: Rate /ft² -0.30 /ft²	-0.20 /ft²	-0.10 /ft²	0.00 /ft²	+0.10 /ft²	+0.20 /ft²	+0.30 /ft²
-0.75 /ft²	£8,332,845 4.673%	£10,955,808 6.151%	£13,578,771 7.631%	£16,201,735 9.115%	£18,824,698 10.601%	£21,447,661 12.090%	£24,068,235 13.581%
-0.50 /ft²	£7,948,932 4.449%	£10,571,895 5.923%	£13,194,858 7.399%	£15,817,822 8.879%	£18,440,785 10.362%	£21,063,748 11.848%	£23,685,452 13.337%
-0.25 /ft²	£7,565,019 4.225%	£10,187,982 5.695%	£12,810,945 7.169%	£15,433,909 8.645%	£18,056,872 10.125%	£20,679,835 11.607%	£23,302,669 13.093%
0.00 /ft²	£7,181,106 4.002%	£9,804,069 5.469%	£12,427,032 6.939%	£15,049,996 8.412%	£17,672,959 9.888%	£20,295,923 11.367%	£22,918,886 12.849%
+0.25 /ft²	£6,797,193 3.780%	£9,420,156 5.243%	£12,043,119 6.710%	£14,666,083 8.180%	£17,289,046 9.653%	£19,912,010 11.128%	£22,534,973 12.607%
+0.50 /ft²	£6,413,280 3.559%	£9,036,243 5.019%	£11,659,206 6.482%	£14,282,170 7.949%	£16,905,133 9.418%	£19,528,097 10.890%	£22,151,060 12.366%
+0.75 /ft²	£6,029,367 3.338%	£8,652,330 4.796%	£11,275,294 6.256%	£13,898,257 7.719%	£16,521,220 9.185%	£19,144,184 10.654%	£21,767,147 12.125%

Sensitivity Analysis : Assumptions for Calculation

Rent: Rate /ft²
Original Values are varied in Fixed Steps of £0.10

Heading	Phase	Rate	No. of Steps
Phase A: Unit 1 (Car Supermarket)	2	£15.25	3.00 Up & Down
Phase A: Unit 2 (Health Centre)	2	£17.50	3.00 Up & Down
Phase A: Unit 3 (Gym/ Creche)	2	£15.00	3.00 Up & Down
Phase A: Unit 4 (Food Store)	2	£16.50	3.00 Up & Down
Phase A: Unit 5 (F&B)	2	£37.50	3.00 Up & Down
Phase A: Unit 6 (Drive Thru)	2	£45.00	3.00 Up & Down
Phase A: Unit 7 (Drive Thru)	2	£35.00	3.00 Up & Down
Phase A: Unit 8	2	£7.50	3.00 Up & Down
Phase A: Unit 9	2	£7.50	3.00 Up & Down
Phase B: Unit 1	3	£7.00	3.00 Up & Down
Phase B: Unit 2	3	£6.75	3.00 Up & Down
Phase B: Unit 3	3	£7.50	3.00 Up & Down
Phase B: Unit 4	3	£7.75	3.00 Up & Down
Phase C: Unit 1	4	£7.75	3.00 Up & Down
Phase C: Unit 2	4	£8.25	3.00 Up & Down
Phase C: Unit 3	4	£7.50	3.00 Up & Down
Phase C: Unit 4	4	£7.50	3.00 Up & Down
Phase D: Unit 1	5	£7.25	3.00 Up & Down
Phase D: Unit 2	5	£7.75	3.00 Up & Down
Phase D: Unit 3	5	£7.75	3.00 Up & Down
Phase D: Unit 4	5	£7.50	3.00 Up & Down
Phase D: Unit 5	5	£7.25	3.00 Up & Down
Phase D: Unit 6	5	£7.75	3.00 Up & Down

Construction: Rate /ft²
Original Values are varied in Fixed Steps of £0.25

Heading	Phase	Rate	No. of Steps
Phase A: Unit 1 (Car Supermarket)	2	£200.00	3.00 Up & Down
Phase A: Unit 2 (Health Centre)	2	£225.00	3.00 Up & Down
Phase A: Unit 3 (Gym/ Creche)	2	£185.00	3.00 Up & Down
Phase A: Unit 4 (Food Store)	2	£175.00	3.00 Up & Down
Phase A: Unit 5 (F&B)	2	£250.00	3.00 Up & Down
Phase A: Unit 6 (Drive Thru)	2	£400.00	3.00 Up & Down
Phase A: Unit 7 (Drive Thru)	2	£335.00	3.00 Up & Down
Phase A: Unit 8	2	£66.00	3.00 Up & Down
Phase A: Unit 9	2	£65.00	3.00 Up & Down
Phase B: Unit 1	3	£60.00	3.00 Up & Down
Phase B: Unit 2	3	£56.00	3.00 Up & Down
Phase B: Unit 3	3	£65.00	3.00 Up & Down
Phase B: Unit 4	3	£72.00	3.00 Up & Down
Phase C: Unit 1	4	£72.00	3.00 Up & Down
Phase C: Unit 2	4	£77.00	3.00 Up & Down
Phase C: Unit 3	4	£68.00	3.00 Up & Down
Phase C: Unit 4	4	£70.00	3.00 Up & Down
Phase D: Unit 1	5	£65.00	3.00 Up & Down
Phase D: Unit 2	5	£72.00	3.00 Up & Down
Phase D: Unit 3	5	£75.00	3.00 Up & Down
Phase D: Unit 4	5	£68.00	3.00 Up & Down
Phase D: Unit 5	5	£65.00	3.00 Up & Down
Phase D: Unit 6	5	£72.00	3.00 Up & Down