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# Viability Assessment Report

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Epsom Hospital Site, Epsom

## Instructions

This Viability Assessment is submitted to Epsom and Ewell Borough Council to accompany a detailed planning application for the proposed mixed use development at the Epsom Hospital site (the Subject). The application is made on behalf of Senior Living Urban Limited – a joint venture between Legal & General and Guild Living (the Applicant).

In producing this Viability Assessment we can confirm that all those involved, including sub-consultants, have acted objectively and impartially and without interference. Additionally, all those involved have given full consideration to how the proposed development will be delivered and the associated performance metrics. The conclusions of this assessment have been made with reference to all the appropriate guidance/ policy including:

- National Planning Policy Framework (updated February 2019);
- Planning Practise Guidance (PPG) – Viability (updated September 2019);
- RICS Financial Viability in Planning 1st Edition (July 2012); and
- RICS Financial Viability in Planning: Conduct and Reporting 1st Edition (May 2019).

This Assessment has also been carried out with regard to the Professional and Ethical Standards (PS2) set out within the RICS Valuation – Global Standards 2017 (the Red Book), issued June 2017 and effective from July 2017.

A copy of our Terms of Engagement are attached at **Appendix 1**.

We confirm that this report and all subsequent engagement with the Council and their reviewer has, and will be, conducted in a reasonable and transparent manner.

## Confidentiality

We understand that the report will be submitted to the Council as a supporting document to the planning application. The report must not be recited or referred to in any document (save the consultants instructed by the Council to review the report) without our express prior written consent.

There may be elements of this report that are commercially sensitive and its content must not therefore be made public without our express written consent.

## Report Limitations

Please note that the advice provided on values is informal and given purely as guidance. Our views on price are not intended as a formal valuation and should not be relied upon as such. No liability is given to any third party and the figures suggested are not in accordance with Valuation Practice Statement 1.2 of RICS Valuation – Global Standards 2017. Any advice attached is not a formal (“Red Book”) Valuation, and neither Savills nor the author can accept any responsibility to any third party who may seek to rely upon it, as a whole or any part as such.

## Conflicts of Interest

We can confirm that there are no known conflicts of interest between Savills and either the Applicant, the Council or the Subject.

## **Declaration of Previous Involvement with Local Planning Authority**

We can confirm that Savills is not currently advising the Council in respect of this planning application or in connection with an area wide assessment for the borough.

## **Date of Appraisals**

The date of our appraisal is the date of this report.

## **Contingent Fees**

We confirm that, in preparing this report, no performance related or contingent fees have been agreed.

## **Confirmation of Reporting Timescales**

We can confirm that an adequate amount of time has been allowed for in the preparation of this report and the timeframes stated within our Terms of Engagement were not extended.

## **Signatures to the Report**

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Reviewed by:



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# 1. Executive Summary

## 1.1. Introduction

- 1.1.1. The Subject comprises a 1.5 hectare (3.7 acre) parcel of land housing surplus hospital buildings (the Hospital Site) and key worker accommodation known as Woodcote Lodge (Woodcote Lodge). The site is situated immediately south of the Epsom General Hospital on Dorking Road approximately 0.6 miles south west of Epsom, Surrey.
- 1.1.2. The proposed scheme comprises residential-led mixed use development which will provide a range in retirement living and care assisted living products with a total of 344 new homes alongside 24 replacement key worker homes. The residential accommodation will be supplemented by a number of dedicated on-site support facilities and ancillary commercial uses including retail and children's day nursery.
- 1.1.3. We have assessed the development economics of the proposed scheme in order to identify the level of planning obligations the scheme can sustain. We have appraised the Residual Land Value (RLV) of the proposed scheme using Argus Developer (Version 6) and have based our appraisal upon the drawings and schedule of accommodation shown in **Appendix 2** and **Appendix 3** respectively. The RLV is calculated by subtracting all associated development costs and a suitable level of developer profit from the Gross Development Value (GDV) of the proposed development, which is assessed by calculating all revenues and capital receipts realised by the developer. The assumptions adopted within our appraisal have been informed by market evidence and input from independent third party experts, where appropriate.
- 1.1.4. We have compared the Residual Land Value to our Site Value Benchmark (SVB) to ascertain whether there is a deficit or surplus against our Benchmark. In this case our Site Value Benchmark has been determined by giving consideration to both the Existing Use Value of the Subject plus a suitable landowner premium.
- 1.1.5. The Existing Use Value has been established having regard to the site's current use as hospital accommodation and key worker housing housed within Woodcote Lodge. For valuation purposes we have assessed these two elements individually.
- 1.1.6. For the Hospital Site, the Net Book Value (NBV) has been confirmed to us at £5,357,624 by the Epsom and St Helier University Hospitals Trust based upon independent Third Party valuation advice. We have had regard to comparable hospital land transactions to support our adopted EUV.
- 1.1.7. For Woodcote Lodge, we have been provided with a recent independent Market Valuation prepared by SHW which supports an EUV of £5,085,000 based upon a traditional investment valuation methodology. We have applied landowner's premium of 30% to this element equivalent to a Site Value Benchmark of £6,610,500.
- 1.1.8. Although we are aware of favourable pre-application advice received from the Council for an alternative residential development, we have not investigated an Alternative Use Value of the Subject as we do not deem it appropriate in this instance.
- 1.1.9. Based upon the above we have adopted a Site Value Benchmark of say £12,000,000.
- 1.1.10. We have appraised the proposed development and summarise the results in the table below. Please see **Appendix 4** for our full appraisal.

Table 1 – Viability Appraisal Results

Residual Land Value	Site Value Benchmark	Surplus / (Deficit)
(£12,000,000)	£12,000,000	(£24,000,000)

- 1.1.11. The key issue facing the proposed development is the relatively high development cost associated with schemes of this nature.
- 1.1.12. Given that the Residual Land Value generates a deficit against the Site Value Benchmark, the scheme is considered commercially unviable in development viability terms. The scheme is therefore unable to deliver an affordable housing contribution in addition to those other planning obligations sought.

## 2. Introduction

### 2.1. Client Instruction

- 2.1.1. We have been instructed by the Applicant to examine the economic viability of this mixed use development, to determine the level of planning obligations that the proposed development can support whilst remaining viable. A copy of our signed Terms of Engagement can be found attached at **Appendix 1**.

### 2.2. Information

- 2.2.1. We have been provided with, and have relied upon, the following information from the Applicant:

- Floor Plans and Drawings (ref: E (CD Option 7-REV M) and dated 22.11.2019 produced by Marchese Partners as attached at **Appendix 2**;
- Area Schedule (ref: E (CD Option 7-REV M) and dated 22.11.2019 produced by Marchese Partners as attached at **Appendix 3**;
- SHW Valuation Report for Woodcote Lodge, dated 19.08.19;
- Confirmed Net Book Value (NBV) advised by the Epsom and St Helier Hospitals NHS Trust;
- Build costs as advised by CAST, dated November 2019; and
- CIL estimate prepared by QED Planning Consultants.

### 3. Subject Description

#### 3.1. Subject Location

- 3.1.1. The Subject is situated within the wider Epsom General Hospital complex fronting Woodcote Green Road approximately 0.6 miles south west of Epsom, Surrey. Epsom itself is situated 13.5 miles south-west of Central London between the towns of Ashted and Ewell.
- 3.1.2. In terms of public transport, railway links provide services to London Waterloo and London Victoria within 40 minutes. The M25 motorway is located 3.6 miles to the south of the Subject, providing access to the national motorway network.

#### 3.2. Subject Description

- 3.2.1. The site extends over an area of 1.5 hectares (3.7 acres) and is currently occupied by hospital buildings and associated infrastructure in addition to key worker accommodation known as Woodcote Lodge.
- 3.2.2. The existing buildings on the surplus hospital section of the site comprise of a large four storey brick building occupying the frontage to Woodcote Road (Rowan House), a four-storey apartment block formerly used by NHS staff to the rear of this (since demolished) as well as other office administration buildings, temporary structures and a boiler house with its associated chimney stack. The site also contains several surface car parking spaces located between the various buildings.
- 3.2.3. A separate smaller parcel of land forming part of the application site houses Woodcote Lodge. This building comprises a three-storey residential block currently providing doctors' and nurses' accommodation with a frontage to Woodcote Green Road. This building is of traditional brick construction and is configured across three separate sections as key worker accommodation providing a total of 24 flats. We understand there to be a total of 19 car parking spaces to the front and a further 53 car parking spaces to the rear. The demised red line boundary to this parcel extends to the south of York House along the boundary of 40 and 46 Woodcote Green Road to the west and the former Elective Orthopaedic Centre to the east.

#### 3.3. Planning History

- 3.3.1. We understand that the wider application site has been subject to several planning applications relating to its historic hospital use. None of these applications is considered relevant to the current redevelopment proposal.
- 3.3.2. We are advised however, that a formal pre-application submission was recently made to the Council for the demolition of all the buildings on the subject site (including Rowan House) and redevelopment comprising a total of 195 residential units arranged over 3 to 6 storeys (LPA Ref: 17/01070/PREAPP). The Council's pre-application advice confirms that the principle of the proposed redevelopment was acceptable subject to the NHS justifying the loss of healthcare floorspace and a more detailed assessment of the impact on the scheme on the visual character and appearance of the wider townscape. The Council's response also encouraged the applicants to maximise densities on the site as far as possible, particularly within the rear part of the site.



### 3.4. Proposed Development

3.4.1. The proposed scheme is set out across two buildings which are referred to as the Western Building and Eastern Building. These buildings will be supplemented with surrounding landscaping and undercroft car parking at ground level contained within the Western Building.

3.4.2. A planning application has been submitted which seeks planning permission for:

*“Demolition of the existing hospital buildings, accommodation block and associated structures and redevelopment of the site to provide a new care community for older people arranged in two buildings comprising care suites and care residences together with ancillary communal and support services - including a restaurant, café, shop, wellness centre, gym, library, craft room, therapy and treatment rooms - (Use Class C2), key worker units (Use Class C3), children’s nursery (Use Class D1) as well as associated back of house and service areas, car and cycle parking, altered vehicular and pedestrian access, landscaping, private amenity space and public open space.”*

3.4.3. The Western Building ranges in height between 2 – 9 storeys and will accommodate 174 Guild Living Residences, 10 Guild Care Residences and 28 Guild Care Suites (the full extra care provision). The 24 replacement key worker homes will be reprovided within the Western Building alongside a community hub and reception, and a dry & wet wellness multipurpose room and pool. A children’s day nursery will also be housed within the southern end of the Western Building which will benefit from a drop-off area and outdoor play space.

3.4.4. The Eastern Building covers a smaller footprint on the application site and ranges in height between 4 and 9 storeys including ground level. This building will accommodate 132 Guild Living Residences above ground level retail accommodation and a restaurant / café dedicated for residence use.

3.4.5. The proposed residential accommodation is summarised as follows:

- 306 Guild Living Residences;
- 10 Guild Care Residences;
- 28 Guild Care Suites; and
- 24 Key Worker Homes.

**Table 2 – Proposed Residential Accommodation**

Description	No. Homes	NSA Sq m	NSA Sq ft	Ave Size Sq ft
Guild Living Residences	306	22,972	247,269	808
Guild Care Residences	10	474	5,102	510
Guild Care Suites	28	732	7,879	281
Key Worker Homes	24	1,156	12,433	518
<b>Total</b>	<b>368</b>	<b>-</b>	<b>-</b>	

- 3.4.6. The proposed residential accommodation is described in greater detail within the Guild Living product Specification included at **Appendix 5**.
- 3.4.7. Scheme drawings and a detailed accommodation schedule are provided at **Appendix 2** and **Appendix 3** respectively, and further detail of the proposals is contained within our Market Commentary report, attached at **Appendix 6**.

## 4. Methodology

### 4.1. Financial Viability Assessments

4.1.1. In line with the NPPF, site-specific financial viabilities may be a material consideration in determining how much and what type of affordable housing should be required in residential and mixed-use developments.

4.1.2. As such, viability appraisals can and should be used to analyse and justify planning obligations to ensure that Section 106 requirements do not make a scheme unviable.

4.1.3. The RICS define financial appraisals for planning purposes as:

*“An objective financial viability test of the ability of a development project to meet its costs including the cost of planning obligations whilst ensuring an appropriate site value for the landowner and a market risk adjusted return to a developer in delivering a project.”*

4.1.4. The logic is that, if the residual value of a proposed scheme is reduced to significantly below an appropriate viability benchmark sum, it follows that it is unviable to pursue such a scheme, and the scheme is unlikely to proceed.

4.1.5. If a scheme is being rendered unviable because of Section 106 requirements, it may be appropriate to look at reducing the burden of those requirements in order to facilitate viability.

### 4.2. Residual

4.2.1. The financial viability of development proposals is determined using the residual land valuation method. A summary of this valuation process can be seen below;

Built value of Proposed private residential and other uses	+	Built Value of Affordable Housing	=	GDV
GDV	-	Build Costs, Finance Costs, Section 106, Costs, CIL, Sales Fees, Developers Profit, etc	=	Residual Land Value

4.2.2. The Residual Land Value (RLV) is then compared to a Site Value Benchmark. If the RLV is lower and/or not sufficiently higher than the Benchmark the project is not technically viable.

## 5. Site Value Benchmark

### 5.1. Introduction

- 5.1.1. Identifying an appropriate Site Value Benchmark requires judgement bearing in mind that national planning guidance indicates that appropriate land for housing should be 'encouraged' to come forward for development.
- 5.1.2. In line with the latest RICS Professional Statement 'Financial Viability in Planning: Conduct and Reporting (May 2019) and the latest PPG we have assessed the Site Value Benchmark using the Existing Use Value (EUV) of the Subject, plus a suitable landowner premium. Existing Use Value is sometimes referred to as Current Use Value (CUV), and these two terms are interchangeable when used for Financial Viability in planning.
- 5.1.3. The latest guidance also requires us to investigate the Alternative Use Value (AUV) of the Subject where an existing planning consent may already exist or where the Subject may benefit from being converted to an alternative lawful planning use.

#### Existing Use Value

- 5.1.4. The application site is separated out into two individual land parcels of varying sizes benefitting from differing uses. We have given separate consideration to each of the respective land parcels for assessment purposes.
- 5.1.5. The Hospital Site to the east is the larger of the two sites and comprises former Epsom hospital land and houses a number of healthcare buildings with associated infrastructure and parking.
- 5.1.6. Woodcote Lodge to the west is the smaller of the two sites and houses key worker accommodation providing 24 homes.

#### Hospital Site

- 5.1.7. For the Hospital Site, the Net Book Value (NBV) has been confirmed to us at £5,357,624 by the Epsom and St Helier University Hospitals Trust based upon an independent Third Party valuation exercise. The NHS Trust's accounting policy is to ensure that its land and buildings remain held at fair value whilst revaluing the whole estate every five years, and in between the five year period, to apply a revaluation by a third party expert.
- 5.1.8. We have also had regard to the NHS Surplus Land Register for the period April 2018 – March 2019. The majority of the Subject site is covered by Site Code RVR50 which is described as 'Part of Epsom Hospital (Plot 2a)' measuring 1.08 ha (2.67 ac) declared surplus in May 2018. Within this the NBV of land and buildings is stated as £5,238,000.
- 5.1.9. We have adopted a figure of £5,357,624 as Existing Use Value within our assessment of Site Value Benchmark.

- 5.1.10. In order to substantiate the above we have had regard to comparable hospital land transactions. We have reviewed the sale of land at the Sutton Hospital previously owned by the Epsom and St Helier Hospitals NHS Trust where a number of land parcels recently sold to the Council during the period 2015 – 2018. Sutton Hospital is managed by the same NHS Trust as the Subject and situated within close proximity to the Epsom Hospital and is therefore considered highly comparable.
- 5.1.11. According to Land Registry the four transactions which took place during the above period ranged in achieved sales prices of between £2m/acre - £3m/acre based upon a range in area of 1.04 acres – 4.94 acres. We are unaware of any underlying planning consent covering the above land parcels as at the date of the respective transactions supporting development for alternative use. When applied to the Subject this derives a land value of £5.34m - £8m based upon an area of 2.67 acres. Our adopted EUV for the Hospital Site falls at the lower end of this range.

### **Woodcote Lodge**

- 5.1.12. For Woodcote Lodge, we have been provided with an SHW Valuation Report dated August 2019. SHW concluded a Market Value of £5,085,000 having regard to the existing tenancies on an investment basis. We would note that a higher Market Value was derived on both the Special Assumption of Vacant Possession (£5,240,000) and the Special Assumption of a new lease (£6,700,000) although the Special Assumption Valuations have been disregarded for viability purposes.
- 5.1.13. On the basis of the above, the two Market Values together derive a combined or total Market Value of £10,442,624.
- 5.1.14. We have applied a landowner's premium of 30% to Woodcote Lodge given the quality and secure nature of this investment. This is equivalent to £6,610,500. At this stage we have not applied a landowner's premium to the surplus hospital site but reserve our position in this matter.
- 5.1.15. The two Existing Use Values taken together with landowner's premium generate a combined EUV of £11,968,124, say £12,000,000.
- 5.1.16. Notwithstanding the above, although the site does not currently have the benefit of a planning consent for alternative use, a formal pre-application submission was recently made to the Council comprising a total of 195 homes. The Council's pre-application advice confirmed that the principle of the proposed redevelopment was acceptable subject to the justified loss of hospital use. We have not given consideration to Alternative Use Value at this stage but reserve the right to review our position.

## **5.2. Adopted Site Value Benchmark**

- 5.2.1. In conclusion to the above we adopt a Site Value Benchmark of £12,000,000.

## **5.3. Purchase Price of the Land**

- 5.3.1. We understand and have confirmed with the Land Registry that the redundant hospital site was purchased unconditionally by the Applicant, Senior Urban Living Ltd for a price of £18,500,000 reflecting circa £7m/acre in March 2019.

- 5.3.2. The price paid excluded the Woodcote Lodge site. We understand the freehold interest of this site will be transferred to the Applicant at nil cost under a legally binding agreement which requires the reprovision of the existing key worker homes on-site. The replacement homes will be granted back on a long leasehold basis to the St. Kilda Trust at a peppercorn rent and without premium.

## 6. Appraisal Methodology

### 6.1. Residential Values

- 6.1.1. Savills has prepared a Market Commentary report in support of the proposed residential accommodation which is included at **Appendix 6**. The report assesses a number of comparable transactions to form an opinion of value for the proposed units at the Subject, taking into account the location, size, aspect, provision of outside space, proposed accommodation and parking provision.
- 6.1.2. For the retirement living element we have adopted a blended Gross Development Value (GDV) for the proposed scheme of £156,600,000. For the care element we have adopted a blended Gross Development Value (GDV) for the proposed scheme of £12,920,000.
- 6.1.3. For the proposed key worker accommodation we have relied upon the independent SHW valuation advice which considered the Market Valuation with the Special Assumption of a new lease. We have therefore adopted a GDV of £6,700,000 in addition to the above sum for the proposed key worker housing on the assumption that a like-for-like replacement of the accommodation is being provided. We reserve the right to review our opinion of value where more a detailed specification is made available to us.
- 6.1.4. In accordance with the above we have adopted a total GDV of £178,268,019 for the residential element.

### 6.2. Ground Rents

- 6.2.1. In light of the news published on 27th June 2019 that the Government has confirmed all new-build houses will be sold on a freehold basis and ground rents on new flats will be removed, we have not included ground rents in our appraisal.
- 6.2.2. It was announced by the communities secretary, James Brokenshire, that the government is pushing ahead with axing leaseholds for all new houses, which would in future be sold as freehold unless there were 'exceptional circumstances.' Ministers said they would reduce ground rents on future leases to zero, as opposed to an earlier proposal to cap them at a nominal £10 per year. The announcement follows an official consultation held in the wake of widespread outrage about unfair abuses of the leasehold system.

### 6.3. Commercial Values

- 6.3.1. The proposed commercial accommodation will be configured as retail use (A1-A3 Use Class) and as a children's day nursery (D1 Use Class). In order to apply a value to these elements we have adopted the investment method of valuation, capitalising a rent at an appropriate yield in order to derive a capital value, allowing for purchaser's costs.

## Retail

- 6.3.2. The retail accommodation will be housed entirely within the Eastern Building and will provide a total area of 5,554 sq ft GIA. We have applied a gross:net efficiency of 90% equivalent to 4,999 sq ft NIA.
- 6.3.3. Our adopted values have been assessed based on recent comparable transactions and commercial agent sentiment. A copy of comparable retail letting evidence is attached in **Appendix 7**. The evidence demonstrates achieved rents of £18 - £42 psf on an overall basis, albeit for superior properties largely situated within superior local high street locations.
- 6.3.4. Whilst there is a dearth of comparable retail evidence within the immediate vicinity, our view is that the retail offer would largely be reliant upon the adjacent hospital site and proposed scheme for trade and this will impact on the achievable rental values. Having regard to the comparable evidence, we have assumed that the proposed retail unit(s) could achieve rental values in the order of £22.50 psf equivalent to £112,469 per annum.
- 6.3.5. We have assumed that the property will be pre-let at practical completion following a sufficient marketing period and have applied a relatively conservative 3 months' rent free period for tenant fit-out followed by a 6 month rent free period.
- 6.3.6. Summarised below are the investment comparables that we deem to be of the most relevance to our assessment:

**Table 3 – Retail Investment Comparables**

Address	Description	Date	Price (NIY)	Tenant
1 Waterloo Road, Epsom KT19	Mid terrace ground floor shop with ancillary 1 <sup>st</sup> floor storage.	July 2019	£282,000 (6.9% NIY)	Let FRI to JS Joshi as health food shop for 42 years from March 1979 (exp 2021) at £20,000 pa.
10D East Street, Epsom KT17	Mid terrace ground floor shop	Feb 2018	£155,000 (7.9% NIY)	Let FRI to Mr E Gjokaj t/a Bridges Barbers for a 15 year term from Jan 18 at £12,500 pa. 5 yearly RR's and TOB in year 5.
6 Upper High Street, Epsom KT17	Mid terrace ground floor café	Oct 2017	£143,000 (6.9% NIY)	Let FRI to M Shafei as a café for a 5 year term from Sept 17 at a rent of £10,000 pa.

- 6.3.7. The above investment sales transactions suggest a yield range of 6.9% - 7.9% NIY. Taking into account of location, specification and assumed covenant we have adopted a yield of 7% to capitalise the market rent. This derives a capital value of Say £1.53m, gross of purchaser's costs, which is included within our appraisal.

### Day Nursery

- 6.3.8. The children's day nursery accommodation will be housed entirely within the Western Building and will provide a total area of 2,357 sq ft GIA. We have applied a gross:net efficiency of 80% equivalent to 1,886 sq ft NIA.
- 6.3.9. We note there to be a dearth of directly comparable evidence available for children's day nurseries within the local vicinity. We have therefore had regard to the letting of wider D1 use class property, including day nurseries, from a wider geographical radius and attach a schedule of comparable evidence at **Appendix 8**.
- 6.3.10. The comparable evidence demonstrates achieved rental evidence of £24 - £26 psf on a net effective basis albeit for properties situated generally within marginally superior locations.
- 6.3.11. In addition to the above letting evidence we have had regard to local day nurseries included within the VOA rating assessment which demonstrate a rateable value of £17.40 - £21 psf within the local area. These are as follows:
- St John Chandler Hall, Church Road, Epsom KT17 – Assessed to a blended rate of £19.30 psf based upon a total rateable value of £50,500 and measurement of 2,624 sq ft.
  - 28 Worple Road, Epsom KT18 - Assessed to a blended rate of £17.40 psf based upon a total rateable value of £95,500 and measurement of 5,490 sq ft.
  - 81 Bunbury Way, Epsom KT17 - Assessed to a blended rate of £18.60 psf based upon a total rateable value of £11,000 and measurement of 592 sq ft.
  - 1A Hook Road, Epsom KT19 - Assessed to a blended rate of £21 psf based upon a total rateable value of £151,000 and measurement of 7,190 sq ft.
- 6.3.12. Having regard to the above, we have applied a rent of £20 psf which is considered reasonable for the proposed accommodation assuming a good quality new build specification equivalent to £37,712 per annum.
- 6.3.13. We have assumed that the property will be pre-let at practical completion following a sufficient marketing period and have applied a 6 month rent free period.
- 6.3.14. Detailed below are the investment comparables that we deem to be of the most relevance to our assessment.



Table 4 – D1 Investment Comparables

Address	Description	Date	Price (NIY)	Terms / Comments
10C East Street, Epsom KT17	Ground floor retail unit on retail parade	Oct 2019	£180,000 (7% NIY)	Let FRI to GP Pacheco as educational centre for 10 years from November 2018 at £13,000 pa. RR and TOB in 2023.
As above.	As above.	Feb 2019	£137,000 (9.3% NIY)	As above.
2 Wharf Street, London SE8	1,798 sq ft of day nursery accommodation	Mar 2017	£520,000 (7.2%)	Let FRI to Kiddies Palace Childcare Ltd at a rent of £37,500 pa
Lebanon Road, Putney SW18	5,638 sq ft day nursery over ground floor & basement	Feb 2017	£1,460,000 (6.15%)	20 year lease expiring 2033 with 5 yearly reviews. Long leasehold.
10-10d East Street, Walworth	Ground floor D1 unit.	Feb 2019	£175,000 (9.5%)	315 sq ft mid terrace D1 unit
Loddon Vale Centre, Hurrican Way, Reading	Single storey purpose nursery with parking and outdoor accommodation	Mar 2017	£2,010,000 (7.21%)	Let FRI to Busy Bees Nurseries until 2025 at £154,000 pa. Review in 2020

6.3.15. The above investment sales transactions suggest a yield range of 6.15% - 9.5% NIY. Taking into account specification and likely covenant we have adopted a yield of 7% to capitalise the market rent. This derives a capital value of say £520,000, gross of purchaser's costs, which is included within our appraisal.

6.3.16. In summary, we have adopted the following assumptions within our appraisal:

Table 5 – Commercial Appraisal Inputs

Assumption	Retail	Day Nursery
Rent	£22.50 psf	£20 psf
Yield	7%	7%
Incentive / Void	9 months	6 months
Rent (£ pa)	£112,500	£37,700
Cap. Val	£1,530,000	£520,000

## 7. Appraisal Assumptions – Development Costs

### 7.1. Introduction

7.1.1. The following assumptions have been adopted in assessing the costs of the proposed scheme.

### 7.2. Build Costs

7.2.1. We have adopted the build costs as advised by CAST, dated December 2019 which is included at **Appendix 9**. The costs include an allowance for demolition, preliminaries, contingencies, contractor's OH&P, and inflation up to start-on-site.

7.2.2. The CAST Cost Plan totals £121,936,620 which we have adopted within our appraisal. The estimated build cost represents £275 psf GIA or £331,300 per unit.

### 7.3. Contingences

7.3.1. The CAST Cost Plan is provided exclusive of developer's contingency. We have applied a contingency of 5% at this stage but reserve the right to review.

### 7.4. Professional Fees

7.4.1. We have adopted professional fees of 10% which falls at the minimum end of a reasonable range for development of this nature. We have not been provided with a detailed breakdown of anticipated professional fees and therefore reserve the right to review our approach.

### 7.5. Sales/ Letting Fees

- Residential & Commercial sales agent: 1.5%
- Residential & Commercial sales legal: 0.5%
- Commercial lettings agent: 10%
- Commercial lettings legal: 5%
- Residential & Commercial marketing: 1.5%

### 7.6. Purchaser's Costs

7.6.1. We have deducted acquisition costs at an appropriate rate where applicable.

### 7.7. Planning Obligations

7.7.1. We have included the following estimated payments as advised by Planning Consultants, QED:

- Total CIL: £1,163,616

7.7.2. We have not made allowance for Section 106 costs within our assessment but reserve the right to review where such costs are advised to us in due course.

**7.8. Profit**

- 7.8.1. In assessing what constitutes an acceptable level of developer's return in the current market we have consulted with specialist colleagues within the Loan Security Valuation and Capital Markets departments of Savills, as well as applying our own development experience.
- 7.8.2. In the current market if a developer was buying a site such as the Subject they would normally seek a return of at least 20% Profit on GDV (broadly equivalent to 25% Profit on Cost) in order to justify the risk of delivering the scheme.
- 7.8.3. The residential component of the proposed development is at particular market risk given the large quantum of new housing being delivered at two specific dates where practical completion is achieved to both the Western Building and Eastern Building. This is further exasperated by the limited number of tenures being proposed within the scheme which will naturally attract an increased level of risk in respect of absorption levels.
- 7.8.4. Based on our experience and research we have included the following developer's return;
- 20% of Private Residential GDV (broadly equivalent to 25% Profit on Cost);
  - 15% of Commercial GDV.
- 7.8.5. This produces a blended profit on GDV of 19.85%.

**7.9. Finance**

- 7.9.1. In accordance with RICS guidance we have assumed that the development will be 100% debt financed, at a debit rate of 7%.

**7.10. Timescales**

- 7.10.1. We have not been provided with a development programme and so have made assumptions for appraising the scheme on the following basis having regard to our own experience and BCIS duration calculator. We have applied the following timescales within our appraisal:
- Purchase, demolition, planning and pre-construction: 9 months
  - Construction: 21 months (Western Building) and 18 months (Eastern Building)
  - Residential Sales: 50% sold on PC 24 months (Western Building) and 50% sold on PC 18 months (Eastern Building).
  - Care Sales: We have assumed sale to a care provider within a single tranche encompassing both the Guild Care Residences and Guild Care Suites.
  - Commercial Sales: Sale of the Children's Day Nursery within a single tranche at PC of the Western Building. Sale of the retail accommodation within a single tranche at PC of the Eastern Building.
- 7.10.2. We have allowed a period of nine months for pre-construction to include the substantive demolition of the surplus hospital buildings and Woodcote Lodge, in addition to wider site preparation and enabling works.

- 7.10.3. Due to the nature of this development we have assumed a total 45 month build period (based upon a build period of 21 months (Western Building) and 18 months (Eastern Building) with a 3 month interim period to facilitate appropriate market sale absorption. External areas including car parking and landscaping are assumed to coincide with the build phases.
- 7.10.4. Due to the large quantum of homes being provided we have allowed a 24 month sales period (Western Building) and 18 month sales period (Eastern Building). We have assumed that 50% of the units will be sold off plan with receipt at PC, and that approximately 4 units will be sold per month thereafter. We would note that these sales timings are considered to be optimistic and reserve the right to review these assumptions.
- 7.10.5. We are unaware of whether a resident 'decant' period will be required in respect of Woodcote Lodge or indeed in respect of the wider surplus hospital accommodation but have assumed vacant possession for appraisal purposes without undue delay. Where an extended timescale is necessary in this respect we reserve the right to review our appraisal timings.
- 7.10.6. Based upon the above timings a total period of circa 69 months has been assumed for development.

## 8. Conclusions

### 8.1. Results

- 8.1.1. We have appraised the proposed scheme against our Site Value Benchmark in order to fully understand the economics of the development and to establish the maximum level of planning obligations, including affordable housing, that the scheme can reasonably support.
- 8.1.2. A summary of our appraisal results is set out below. Please see **Appendix 4** for the full appraisal.

**Table 6 – Viability Appraisal Results**

Residual Land Value	Site Value Benchmark	Surplus / (Deficit)
(£12,000,000)	£12,000,000	(£24,000,000)

- 8.1.3. Given that the Residual Land Value generates a deficit against the Site Value Benchmark, the scheme is considered commercially unviable in planning viability terms. The scheme is therefore unable to deliver an affordable housing contribution in addition to other planning obligations.
- 8.1.4. However, the Applicant is willing to enter into discussions with the Council in respect of contributing towards Affordable Housing in some form. Note that given the appraisal results, any offer that may be brought forward will be on an ex-gratia basis.

## 8.2. Sensitivity Analysis

- 8.2.1. The value of development sites can be volatile and the residual approach adopted within this report is sensitive to changes in key variables. It is therefore useful to provide a sensitivity analysis, showing the effect on the RLV through small changes in key variables such as sales values and build cost. We set out below a sensitivity analysis showing the effect of increasing and decreasing the sales price and the build costs by 10% increments.

**Table 7 – Viability Appraisal Sensitivity Results**

Sales. Rate p <sup>2</sup>					
Construction: Gross Cost	-20.000%	-10.000%	0.000%	+10.000%	+20.000%
-20.000%	£8,793,209	(£5,167,211)	(£18,719,605)	(£32,057,148)	(£44,783,862)
96,269,296	£8,793,209	(£5,167,211)	(£18,719,605)	(£32,057,148)	(£44,783,862)
-10.000%	£25,324,606	£10,396,750	(£3,639,985)	(£17,227,998)	(£30,657,953)
106,302,958	£25,324,606	£10,396,750	(£3,639,985)	(£17,227,998)	(£30,657,953)
0.000%	£42,567,184	£26,913,692	£12,001,310	(£2,110,541)	(£15,724,575)
120,336,620	£42,567,184	£26,913,692	£12,001,310	(£2,110,541)	(£15,724,575)
+10.000%	£59,828,474	£44,133,645	£28,506,125	£13,607,075	(£577,120)
132,370,282	£59,828,474	£44,133,645	£28,506,125	£13,607,075	(£577,120)
+20.000%	£77,089,763	£61,394,935	£45,700,107	£30,104,556	£15,215,401
144,403,944	£77,089,763	£61,394,935	£45,700,107	£30,104,556	£15,215,401

- 8.2.2. The above table demonstrates that for the scheme to become economically viable in planning terms, where the RLV generates a surplus against the SVB, there would need to be a substantial increase in sales values matched by a substantial decrease in build cost.
- 8.2.3. Conversely, if there were either a decrease in sales values or an increase in build cost the RLV would decrease making the development even less commercially viable in planning terms.
- 8.2.4. Notwithstanding the above, we are of the opinion that the RLV of the proposed development creates a deficit against the SVB and is therefore, under planning terms, unable to contribute towards an affordable housing provision.

## Appendix 1 – Terms of Engagement

# TERMS OF BUSINESS CONSULTANCY

Savills (UK) Limited's standard terms of business are set out below. The accompanying engagement letter (the Letter) may vary these terms. The Letter and the terms of business will together form our Terms of Appointment and, as required by The Estate Agents Act 1979 also constitute the written terms of business which, along with their fees, agents are required to confirm to their clients. When you have read and understood the Letter and these Terms, you should sign and return the copy of the Letter to us to record your acceptance of them. If you fail to return the copy to us or fail to acknowledge your acceptance in writing (including by email), but continue to instruct us in relation to the Services, you will be deemed to have accepted these terms and the conditions set out in the Letter.

In this agreement, any reference to "we", "our" or "us" is to Savills (UK) Limited, reference to "you" is to the client to whom the Letter is addressed and references to the "Appointment" is to our appointment under the Terms of Appointment. In these terms the singular includes the plural and the masculine includes the feminine.

## 1.0 Our Responsibilities

1.1 Our role and responsibilities as agent and/or consultant, as appropriate, are set out in the Letter.

1.2 We undertake to comply with the terms of the Estate Agents Act 1979, the Consumer Protection from Unfair Trading Regulations 2008 (CPRs), the Business Protection from Misleading Marketing Regulations (BPRs) and other legislation where relevant to our Appointment as agent and/or consultant.

## 2.0 Fees

### 2.1 Responsibility for Payment of Fees, Costs & Charges

2.1.1 The person or company identified in the Letter as the client is responsible for payment of our fees, costs and charges. If more than one party is to be responsible, the Letter should be signed by all relevant parties and their liability will be joint and several.

2.1.2 From time to time we may pay commission to third parties who introduce new clients or new business to us. This may include an introduction made to you or in respect of business that we conclude for you. We pay commission out of revenue earned from the relevant introduction.

### 2.2 Calculation of Fees

2.2.1 Our fees for the Appointment are set out in the Letter.

2.2.2 Unless otherwise agreed in writing, our fees are exclusive of any other specialist consultants' advice that may be required e.g. service engineers. We will advise you of the need for such advice as necessary. When the Appointment of another specialist consultant is required, we will undertake responsibility for the co-ordination and integration of such specialist consultant's work, but the appointment will be made directly between you and the other specialist consultant, and will form a separate contractual relationship. Unless otherwise agreed in writing, we have no responsibility for such other specialist consultant's performance of your instructions. Where you approve the appointment of a specialist consultant, you hereby authorise us to enter into a contract with such consultant on your behalf.

### 2.3 Expenses

2.3.1 In addition to the fees quoted above, reasonable disbursements will be charged. Travel and subsistence, photography, printing, photocopying, binding, postage and couriers are all charged as disbursements.

2.3.2 Until we receive written authority to proceed in connection with incurring disbursements, we reserve the right not to proceed with the consultancy.

### 2.4 Timing of Payment

2.4.1 Unless otherwise specified in the Letter, we shall raise invoices for our fees on a monthly basis.

2.4.2 Subject to clauses 2.1 to 2.3 above, our fee and any outstanding expenses are due and payable within 14 days following receipt of invoice.

## 2.5 VAT

2.5.1 All our fees, costs and charges are exclusive of Value Added Tax, which (where applicable) will be paid by you to us in addition to the sums due.

## 2.6 Interest and Recovery of Fees

2.6.1 Interest will be payable at 4% above the Barclays Bank base rate from time to time on any invoice that remains unpaid for 14 days after payment is due.

2.6.2 If we find it necessary to use solicitors or other parties to recover agreed fees, costs or charges, you agree to pay any reasonable costs incurred by us in this respect.

## 3.0 Suspending and Terminating Instructions

3.1 You or we may at any time terminate the Appointment by giving not less than 28 days' written notice (unless otherwise agreed in the Letter). Notice by either side does not detract from our right to charge fees under clause 2.0 above.

3.2 Either party may terminate this Appointment immediately upon giving notice in writing to the other party if (in the reasonable opinion of the terminating party) any one of more of the following events occurs or is likely to occur:

3.2.1 a party making any voluntary arrangement with its creditors, entering administration or going into liquidation; or

3.2.2 a security holder taking possession, or a receiver or administrative receiver being appointed, over all or any part of the property or assets of a party; or

3.2.3 any other similar or analogous event in any jurisdiction;

3.2.4 the other party commits a material breach of these Terms of Appointment.

3.3 We may suspend performance of our obligations under these Terms of Appointment without liability if you fail to pay any sum when due and fail to rectify such breach within seven days of receiving notice of non-payment.

3.4 If this Appointment is terminated or suspended for any reason under clause 3.0 above, you shall pay all fees and expenses due, commensurate with the services performed, including time spent in closing down the instruction. We reserve the right to invoice for all disbursements incurred to date and the greater of the time-charge for the work carried out or:-

3.4.1 Lump-sum fixed fees: pro-rata the fee by reference to the stage that work has reached;

3.4.2 'Success' fees: a reasonable percentage of the anticipated fee, by reference to the stage in negotiations that has been reached;



## **4.0 Limitation of Liability**

- 4.1** Neither party will be liable for any loss of profit (other than in respect of our fees, costs or charges), loss of business or goodwill, or for any special, indirect or consequential loss or damage suffered by the other (including as a result of an action brought by a third party), save that nothing in these Terms of Appointment will exclude or restrict any liability which either party may have for (i) death or personal injury arising out of negligence, (ii) fraudulent misrepresentation or (iii) any other liability which cannot be restricted or excluded by law.
- 4.2** We will not be liable for any loss as a result of your receipt of any information, data or communications supplied or sent by us electronically, where through no fault of our own the relevant information, data or communication has been corrupted or otherwise modified as a result of it being supplied or sent electronically. You will be responsible for ensuring that any materials you provide or send us by any electronic medium and/or by computer disk are, and remain, virus free.
- 4.3** Subject to clauses 4.1 and 4.2 our total aggregate liability in contract, tort (including negligence or breach of statutory duty), misrepresentation, restitution or otherwise, arising in connection with the performance or contemplated performance of the Appointment or otherwise under the Terms of Appointment, unless otherwise agreed in writing, shall be limited to £5.0m. Where we agree in writing to accept liability to more than one party, the limit on our liability in this clause will be shared between such parties (including you), and it is up to you and such parties to decide how our liability is to be apportioned.

## **5.0 Indemnity**

- 5.1** Subject to clause 4.0 above you will indemnify and keep us indemnified on an after tax basis against all losses, damages, costs and expenses suffered or incurred by us, arising out of or by virtue of your instructions to us or arising out of any act, omission or default by you, any joint agent or any other third party instructed by you, other than any losses, damages, costs and expenses arising by virtue of our default or negligence.
- 5.2** During the term of the Appointment and for a period of 6 years thereafter, we will maintain in force, with a reputable insurance company, professional indemnity insurance in an amount not less than £5.0m and shall, on your request, produce confirmation from our insurance broker giving details of cover and that the current year's premium has been paid.

## **6.0 Compliance**

### **6.1 The CPRs and BPRs**

- 6.1.1** Under the CPRs and BPRs it is a criminal offence for an agent to make inaccurate or misleading statements about property whether in sale particulars, adverts, photographs or verbal statement. This includes making statements that might give the wrong impression about a property and includes omitting facts. You will be asked to verify certain information and must assist to the best of your knowledge.
- 6.1.2** You will ensure that you advise us of all material facts relevant to us acting as agent and that all information provided by you and/or your professional advisers is and remains complete, accurate and not misleading, for example:
- 6.1.2.1** you will inform us of any unusual or onerous encumbrances, restrictions, easements, outgoing or conditions attaching to the property; and
- 6.1.2.2** you will inform us if the property does not comply with all relevant statutory requirements or if the property has not been constructed or is occupied in contravention of or is to be sold or let without valid planning permissions and building regulation and all other approvals required by regulation; and

- 6.1.2.3** you will check all marketing materials and promptly notify us if any part of those materials is or becomes incomplete, inaccurate or misleading.

- 6.1.3** We will notify you as soon as reasonably practicable if we become aware that any information provided by you is incomplete, inaccurate or misleading. You will be responsible for any additional costs subsequently incurred by us to ensure that the circulation of incomplete, inaccurate or misleading information is rectified, whether by the reissue of amended marketing materials or otherwise.

## **6.2 Money Laundering**

- 6.2.1** We are obliged to identify our clients in accordance with the requirements of The Money Laundering, Terrorist Financing and Transfer of Funds (Information on the Payer) Regulations 2017. We are likely to request from you, and retain, some information and documentation for these purposes and/or make searches of appropriate databases electronically. For the avoidance of doubt, searches may also be conducted on directors and "beneficial owners" of the client as required by the legislation. If satisfactory evidence of your identity is not provided within a reasonable time, there may be circumstances in which we are not able to proceed with the instruction. Furthermore, under the Regulations, if the property is owned by any form of corporate body (including trusts etc), the corporate body has a legal obligation to provide us with information in order to allow us to identify the beneficial owner.

- 6.2.2** The provision of our services is a business in the regulated sector under the Proceeds of Crime Act 2002 and, as such, we are required to comply with this legislation which includes provisions that may require us to make a money laundering disclosure in relation to information we obtain as part of our normal work. It is not our practice to inform you when such a disclosure is made or the reasons for it because of the restrictions imposed by the 'tipping off' provisions of the legislation.

## **6.3 Data Protection**

- 6.3.1** We may use your personal information in our provision of services to you. Please see our Privacy Notice for details of how your personal information will be used. Our Privacy Notice can be found at the following web address: <http://www.savills.co.uk/footer/privacy-policy.aspx>

## **6.4 Equality Act 2010**

- 6.4.1** We are committed to promoting equality and diversity in all our dealings with clients, suppliers, third parties and employees and require that you co-operate with this approach. If you would like to see a copy of our equality and diversity policy please contact the Company Secretary at 33 Margaret Street, London W1G 0JD, or [compliance@savills.com](mailto:compliance@savills.com).

## **6.5 Anti-Corruption**

- 6.5.1** You shall comply at all times with all applicable laws, statutes and regulations relating to anti-bribery and anti-corruption including but not limited to the Bribery Act 2010.

## **7.0 Health and Safety**

- 7.1** You are responsible for all health and safety, and environmental obligations in accordance with all relevant laws, enactments, orders, codes of practice and regulations in relation to our Appointment.
- 7.2** You must ensure that we are notified of and provided with all relevant information relating to risks to health and safety and any documentation and/or measures in place to manage those risks. This includes any relevant information to ensure that any viewings or visits are conducted safely.



## **8.0 Confidentiality**

- 8.1** Each party undertakes that it shall not disclose to any person any confidential information concerning the business, affairs, customers, clients or suppliers of the other party except as permitted by clauses 8.2 and 8.3 below.
- 8.2** Each party may disclose the other party's confidential information:
- 8.2.1** to its employees, officers, representatives, contractors, sub-contractors or advisers who need to know such information for the purposes of carrying out the party's obligations under Terms of Appointment ("Permitted Recipients"). Each party shall ensure that its Permitted Recipients comply with this clause 8; or
- 8.2.2** with the other party's prior consent; or
- 8.2.3** as may be required by law, court order or any governmental or regulatory authority.
- 8.3** Neither party shall use any other party's confidential information for any purpose other than to perform its obligations under these Terms of Appointment.
- 8.4** The provisions of this clause shall survive any termination of this Appointment.

## **9.0 Use of Information**

- 9.1** Subject to our confidentiality obligations under clause 8, information provided to us by you, or relating to our instructions may be published or otherwise used by us for marketing purposes either before or after the expiry or termination of our Appointment.
- 9.2** All advice and services produced for you ("Work") is to be regarded as confidential to the party to whom it is addressed and is intended for the use of that party only. Consequently, in accordance with current practice, no responsibility is accepted to any third party in respect of the whole or any part of the Work. Before the Work, or any part of it is reproduced, our written approval as to the form and context of such publication must be obtained.

## **10.0 Intellectual Property Rights**

- 10.1** All Intellectual Property Rights and all other rights in all reports, drawings and accounts and other documentation created, prepared or produced by us in relation to our Appointment shall be owned by us. Subject to 10.2 below, we license all such rights to you free of charge and on a non-exclusive, worldwide basis to such extent as is necessary to enable you to make reasonable use of such reports, drawings and accounts and other documentation.
- 10.2** You acknowledge that, where we do not own any pre-existing materials, your use of rights in pre-existing materials is conditional on us obtaining a written licence (or sub-licence) from the relevant licensor or licensors on such terms as will entitle us to license such rights to you.

## **11.0 Complaints Procedure**

- 11.1** In accordance with the Royal Institution of Chartered Surveyors' Rules of Conduct, we operate a formal procedure to deal with complaints from clients and others. Details of this procedure are available from the Complaints Handling Officer ([complaints@savills.com](mailto:complaints@savills.com)).
- 11.2** For unresolved business to business complaints there are provisions for matters to be referred to mediation or arbitration as appropriate. We are also members of the 'Property Redress Scheme' for the resolution of any consumer complaints that are not satisfactorily resolved between the parties.

- 11.3** Your right to pursue any dispute through the courts is not affected by the option to resolve a dispute through the complaints procedure or arbitration.

## **12.0 Third Party Rights**

- 12.1** We are a member of the group of companies whose ultimate holding company is Savills plc. These Terms of Appointment, including any written variation, may be enforced by any member of the Savills Group pursuant to the Contracts (Rights of Third Parties) Act 1999, but otherwise the Provisions of the Contracts (Rights of Third Parties) Act will not apply.
- 12.2** Notwithstanding that these Terms of Appointment may be enforced by Savills Group, the Terms of Appointment may be varied or the Appointment may be suspended or terminated in accordance with the Terms of Appointment or by mutual consent, in each case without the consent of any such third party.

## **13.0 Assignment**

- 13.1** You shall not be entitled to assign, sub-contract or otherwise dispose of any of your rights or obligations under these Terms of Appointment without our prior written consent.
- 13.2** We may at any time and without seeking your consent, assign or sub-contract our rights and obligations under these Terms of Appointment to another company within the Savills Group (the "Transferee"). On condition that the Transferee undertakes for your benefit to perform with effect from the date of assignment all of our obligations under these Terms of Appointment in our place, you shall accept such performance and shall release us from any and all obligations and liability under these Terms of Appointment arising on or after the date of assignment.

## **14.0 Order of Priority**

- 14.1** The Letter and these terms are to be read together as a single document which make up the Terms of Appointment. In the event of any conflict, the terms of the Letter will prevail

## **Force Majeure and similar**

- 14.2** We reserve the right to delay performance or to cancel the Appointment (without liability to you) and we will not be liable to you for any delay in performing or failure to perform our obligations under the Terms of Appointment where that delay or failure is caused by any circumstances beyond our reasonable control including, without limitation, acts of God, governmental actions, war or national emergency, acts of terrorism, protests, riot, civil commotion, fire, explosion, flood, epidemic, lock-outs, strikes or other labour disputes (whether or not relating to either party's workforce) or your default provided that, if the event in question continues for a continuous period in excess of 10 days, you shall be entitled to give notice in writing to us to terminate the Appointment.

## **15.0 Severability**

- 15.1** If any provision of the Terms of Appointment (or part of any provision) is found by any court or other authority of competent jurisdiction to be invalid, illegal or unenforceable, that provision or part-provision shall, to the extent required, be deemed not to form part of the Terms of Appointment, and the validity and enforceability of the other provisions of the Terms of Appointment shall not be affected. If a provision of these Terms of Appointment (or part of any provision) is found illegal, invalid or unenforceable, the provision shall apply with the minimum modification necessary to make it legal, valid and enforceable.

## **16.0 Entire Agreement**

**16.1** The Terms of Appointment constitute the entire agreement and understanding of the parties as to the subject matter of the Terms of Appointment. They supersede any prior agreement or understandings between the parties and no variation of the Terms of Appointment will be binding unless agreed in writing.

## **17.0 Applicable Law and Jurisdiction**

**17.1** These Terms of Appointment and any dispute or claim, including a dispute or claim of a non-contractual nature, arising under or in connection with these Terms of Appointment shall be governed by and construed in accordance with the law of England and Wales.

**17.2** The parties to these Terms of Appointment irrevocably agree that, subject as provided below, the courts of England and Wales shall have exclusive jurisdiction over any dispute or claim arising under or in connection with these Terms of Appointment. Nothing in this clause shall limit our right to take proceedings against you in any other court of competent jurisdiction, nor shall the taking of proceedings in any one or more jurisdictions preclude the taking of proceedings in any other jurisdictions, whether concurrently or not, to the extent permitted by the law of such other jurisdiction.

**17.3** Where relevant, the Terms of Appointment will be subject to both the 2008 edition of the RICS '*Surveyors acting as Expert Witnesses*' and '*Surveyors acting as Advocates*' Practice Statement and Guidance Notes' and the Civil Procedure Rules and Pre-Action Protocols that came into force in April 1999. A judicial or quasi-judicial body in the United Kingdom may rely upon our subsequent Expert Evidence. A copy of the RICS '*Surveyors acting as Expert Witnesses and Advocates*' Practice Statement and Guidance Notes' can be supplied to you on request.

## **18.0 Provision of Service Regulations**

**18.1** Under the Provision of Service Regulations 2009, we are required to make certain information available to customers to whom we are providing services. This information can be found at the following web address:  
<http://www.savills.co.uk/footer/provision-of-services-regulations.aspx>

## **19.0 Additional terms applicable to Rating Services**

**19.1** You confirm that we shall have full authority to settle rating negotiations directly with the Valuation Officer on your behalf without receiving your prior recommendation with regard to any agreement or withdrawal.

**19.2** In the event that our negotiations with the Valuation Office Agency do not bring about a successful outcome (including for example a change in the Rateable Value) we will make a recommendation to you as to the opportunity for appeal to Valuation Tribunal. We may agree to carry out such appeal services to the upper tribunal/ appeal courts where it considers in its reasonable discretion that the matter has a reasonable prospect of success. The parties confirm and acknowledge that the fees in respect of these services shall be negotiated and agreed by the parties separately (acting reasonably) taking into account the particular circumstances of the case but the general terms of these Terms of Appointment shall apply to any such services.

**19.3** We shall not accept rate refunds from Local Councils on your behalf pursuant to these Terms of Appointment and any such arrangements shall be by separate written agreement between the parties.

**19.4** We may render invoices in respect of the Fees following a change in the Rating List in respect of the relevant Property or following receipt of an amended rate demand from the Local Council showing a lower Rateable Value (and evidence of such shall be presented to us by you promptly) or on receipt of any other such unequivocal evidence demonstrating a total liability reduction. Invoices shall be in respect of the total savings throughout the Rating List and shall be based on an estimated Uniform Business Rate (UBR) multiplier (calculated in line inflation at a rate as based on the Consumer Prices Index).

**19.5** For the avoidance of doubt:

**19.5.1** a fee is not payable on receipt of the Valuation Officer's acceptance or acknowledgement of a proposal;

**19.5.2** a fee is not payable notwithstanding the withdrawal of a proposal; and

**19.5.3** where an assessment is reduced, but there is no immediate or anticipated monetary benefit to you in the form of refunds or reduced Rateable Value liability, you shall be charged on a time spent basis. We shall only act in relation to such matters with express instruction from you.

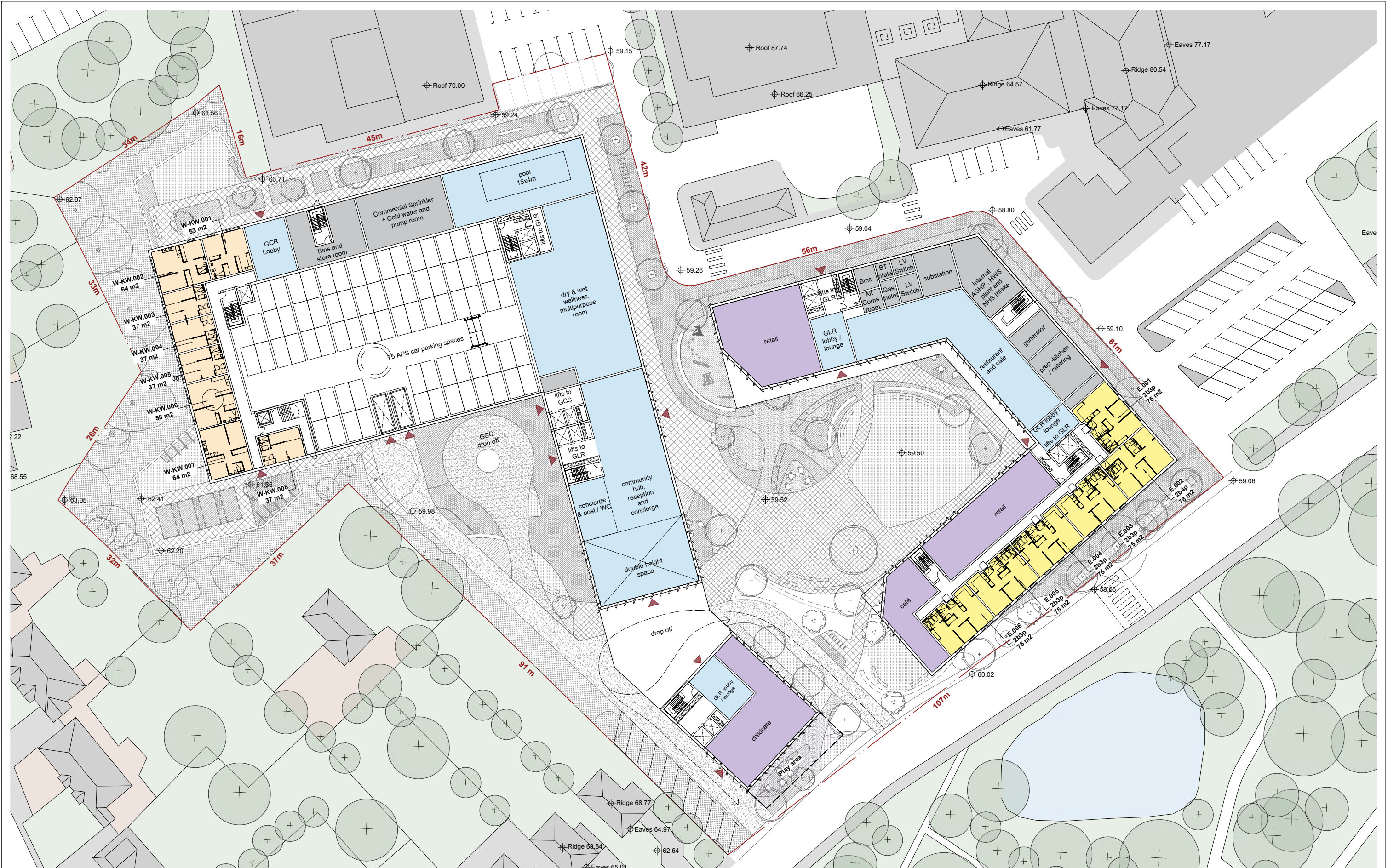
**19.6** You acknowledge that in the event a matter is progressed to appeal, you shall be liable in respect of any appeal fees. You should consult the Enterprise Act 2016 for information regarding such fees.

**19.7** You further acknowledge that there are civil penalties applicable if incorrect information is supplied knowingly, recklessly or carelessly by you, or by us to the Valuation Office Agency on your behalf.

**19.8** The Services shall be supplied in accordance with the RICS/IRRV/RSA Rating Consultancy Code of Practice (as from time to time in force) which regulates RICS consultancy work. A copy of the current code is available on request from us.

## Appendix 2 – Scheme Drawings





REVISION				REVISION			
NO	DATE	DESCRIPTION	BY	NO	DATE	DESCRIPTION	BY
A	16.04.19	DD - PPA 1	BO	K	04.11.19	CD - OPTION 6 - HEIGHT REDUCTION	AM
B	02.05.19	CD - OPTION 1 - ISSUED FOR COORDINATION	BO	L	14.11.19	CD - OPTION 7	AM
C	17.06.19	CD - OPTION 1 - FOR INFORMATION	PL	M	22.11.19	CD - OPTION 7	AM
D	25.06.19	CD - OPTION 1 - FOR INFORMATION	PL				
E	18.07.19	CD - OPTION 1 - 24 KEY-WORKER UNITS	AM				
F	30.07.19	CD - OPTION 2	PL				
G	16.08.19	CD - OPTION 3	PL				
H	19.09.19	CD - OPTION 4	PL				
I	15.10.19	CD - OPTION 4 - FIRE AND MEP	PL				
J	22.10.19	CD - OPTION 5 - HEIGHT REDUCTION	PL				

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GUILD LIVING

Legal & General

PROJECT

GUILD LIVING AT EPSOM

DRAWING TITLE

LEVEL 0 - GROUND FLOOR

SCALE

1:300@A1  
1:600@A3

DATE

22.11.19

DRAWN

AM

CHECKED

DR

JOB

18120

DRAWING

A2.01

REVISION

M





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B	02.05.19	CD - OPTION 1 - ISSUED FOR COORDINATION	BO	L	14.11.19	CD - OPTION 7	AM
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GUILD LIVING

PROJECT  
**EPSOM  
LATER LIVING DEVELOPMENT**

DRAWING TITLE  
**LEVEL 1**

SCALE 1:300@A1 1:600@A3	DATE 22.11.19	DRAWN AM	CHECKED DR
JOB 18120	DRAWING A2.02	REVISION M	





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J	22.10.19	CD - OPTION 5 - HEIGHT REDUCTION	PL				

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**GUILD LIVING**

PROJECT  
**EPSOM  
LATER LIVING DEVELOPMENT**

DRAWING TITLE  
**LEVEL 2**

SCALE 1:300@A1 1:600@A3	DATE 22.11.19	DRAWN AM	CHECKED DR
JOB 18120	DRAWING A2.03	REVISION M	





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F	30.07.19	CD - OPTION 2	PL				
G	16.08.19	CD - OPTION 3	PL				
H	20.09.19	CD - OPTION 4	PL				
I	15.10.19	CD - OPTION 4 - FIRE AND MEP	PL				
J	22.10.19	CD - OPTION 5 - HEIGHT REDUCTION	PL				

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**EPSOM  
LATER LIVING DEVELOPMENT**

DRAWING TITLE  
**LEVEL 3**

SCALE	DATE	DRAWN	CHECKED
1:300@A1 1:600@A3	22.11.19	AM	DR
JOB	DRAWING	REVISION	
18120	A2.04	M	





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I	15.10.19	CD - OPTION 4 - FIRE AND MEP	PL
J	22.10.19	CD - OPTION 5 - HEIGHT REDUCTION	PL

REVISION	DATE	DESCRIPTION	BY
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L	14.11.19	CD - OPTION 7	AM
M	22.11.19	CD - OPTION 7	AM

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PROJECT

**EPSOM  
LATER LIVING DEVELOPMENT**

DRAWING TITLE	
<b>LEVEL 4</b>	

SCALE	DATE	DRAWN	CHECKED
1:300@A1 1:600@A3	22.11.19	AM	DR

JOB	DRAWING	REVISION
18120	A2.05	M









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PROJECT  
**EPSOM**  
**LATER LIVING DEVELOPMENT**

DRAWING TITLE <b>ROOF LEVEL</b>			
SCALE	DATE	DRAWN	CHECKED
1:300@A1 1:600@A3	22.11.19	AM	DR
JOB	DRAWING	REVISION	
18120	A2.07	M	

## **Appendix 3 – Schedule of Accommodation**

18120-GUILD LIVING AT EPSOM - SCHEDULE OF ACCOMMODATION

DATE : 22/11/2019  
REV : E (CD Option 7-REV M)

DEVELOPMENT AREA SUMMARY - OVERALL																																									
GUILD LIVING RESIDENCES								GUILD CARE						GUILD AFFORDABLE				GUILD COMMERCIAL				NIA (1)		GUILD AMENITIES				AMENITY SUPPORT				BUILDING SERVICES				NIA (2)		GIA (MINUS PARKING)		GIA	
1BED	2BED (S)	2BED (M)	2BED (L)	3BED	TOTAL UNITS	NSA		GCS	NSA		GCR	NSA		B1-NSA		CHILDCARE NSA		CARE AMENITY		COMMUNAL AMENITY				LFOH		BOH		SPACES	PARKING AREA - NIA		PLANT/SERVICES										
						m²	ft²		m²	ft²		m²	ft²	m²	ft²	m²	ft²	m²	ft²	m²	ft²			m²	ft²	m²	ft²		m²	ft²	m²	ft²	m²	ft²	m²						
68	158	32	28	20	306	22,972.00	247,268.55	28	732.00	7,879.18	10	474.00	5,102.09	24	1,156.00	12,443.08	516.00	5,554.18	219.00	2,357.30	26,069.00	280,604.38	691.00	7,437.86	1,572.00	16,920.87	270.80	2,914.87	482.00	5,188.20	150	2,789.00	30,020.55	597.80	6,434.67	6,402.60	68,917.01	38,369.40	413,004.78	41,158.40	443,025.33

DEVELOPMENT UNIT MIX						TOTAL
22%	52%	10%	9%	7%	100%	

PARKING							
LEVEL	NIA		GIA		PLANT/SERVICES		TOTAL SPACES (INCL EXT.)
	m²	ft²	m²	ft²	m²	ft²	
	2,789.00	30,020.55	2,789.00	30,020.55	0.00	0.00	150

EFFICIENCY RATIO - GUILD CARE											
CARE SUITES	NSA		CARE AMENITY		GIA		CARE RESI	NSA		GIA	
	m²	ft²	m²	ft²	m²	ft²		m²	ft²	m²	ft²
LEVEL 2	732.00	7,879.18	691.00	7,437.86	1,683.00	18,115.66	LEVEL 2	474.00	5,102.09	668.00	7,190.29

EF.	43%	71%
-----	-----	-----

COMMUNAL AMENITIES AND ASSOCIATED SPACES (WIP)					
BUILDING	NO.	DESCRIPTION	LEVEL	AREA	
				m <sup>2</sup>	ft <sup>2</sup>
Wellness					
WEST		WELLNESS WET	GF	285.00	3,067.71
WEST		WELLNESS DRY	GF	250.00	2,690.98
TOTAL				535.00	5,758.69
AMENITY - Front of House					
WEST		COMMUNITY HUB	GF	125.00	1,345.49
EAST		RESTAURANT / CAFÉ	GF	300.00	3,229.17
WEST		CINEMA / LECTURE	LEVEL 1	100.00	1,076.39
WEST		LIBRARY	LEVEL 1	45.00	484.38
WEST		SALON	TBC	35.00	376.74
WEST		MULTI PURPOSE ROOM	TBC	70.00	753.47
WEST		MULTI FAITH ROOM	TBC	40.00	430.56
WEST		ARTS AND CRAFTS	TBC	45.00	484.38
WEST		LOUNGE 1	TBC	160.00	1,722.22
ALL		WC FACILITIES	ALL	100.00	1,076.39
TOTAL				1,020.00	10,979.18

AMENITY SUPPORT - Landlord Front of House					
WEST		RECEPTION OFFICE / CONCIERGE	GF	20.00	215.28
TBC		RESIDENTS STORE ROOM	TBC	40.00	430.56
TBC		POST ROOM	TBC	25.00	269.10
TBC		ADMIN OFFICE	TBC	40.00	430.56
TBC		MANAGER OFFICE	TBC	20.00	215.28
TBC		NURSE OFFICE	TBC	20.00	215.28
TBC		STAFF STORE ROOM	TBC	25.00	269.10
TOTAL				190.00	2,045.14
AMENITY SUPPORT - Back of House					
TBC		CATERING PREP / DRY & COLD STORES	TBC	90.00	968.75
TBC		LAUNDRY AND HOUSEKEEPING	TBC	50.00	538.20
TBC		STAFF WELFARE AND CHANGING	TBC	15.00	161.46
TBC		AV ROOM	TBC	10.00	107.64
TBC		COMMS AND IT	TBC	20.00	215.28
TOTAL				185.00	1,991.32

BUILDING	NO.	DESCRIPTION	LEVEL	AREA	
				m²	ft²
WEST		CARE SUITES COMMUNAL LIVING	LEVEL 2	616.00	3,347.57
WEST		MEDICATION / STORAGE / WC ACC.	LEVEL 2	41.00	421.94
WEST		NURSE	LEVEL 2	19.00	204.51
WEST		MEDICATION / STORAGE / WC ACC.	LEVEL 2	15.00	495.14
TOTAL				691.00	7,437.85

EFFICIENCY RATIO (MINUS PARKING NIA)	
GUILD LIVING RESIDENCES	60%
GUILD LIVING RESIDENCES + GUILD CARE	63%
GUILD LIVING RESIDENCES + GUILD CARE + GUILD AFFORDABLE	66%
GUILD LIVING RESIDENCES + GUILD CARE + GUILD AFFORDABLE + GUILD COMMERCIAL	68%
GUILD LIVING RESIDENCES + GUILD CARE + GUILD AFFORDABLE + GUILD COMMERCIAL + COMMUNAL AMENITIES	74%

DEFINITIONS		
GUILD LIVING COMMUNITY	GLC	TERM FOR GUILD LOCATION
GUILD LIVING RESIDENCES	GLR	1,2,3 BEDROOM MAIN C2 WITH CARE OPTIONS
GUILD CARE RESIDENCES	GCR	LARGER GCS OPTION/SMALLER GLR OPTION
GUILD CARE SUITES	GCS	MEMBERS REQUIRING GREATER RANGE OF CARE/SERVICES
GUILD MEMBERS		THOSE WHO CALL GUILD HOME & WORK WITHIN THE COMMUNITY
GUILD AFFORDABLE		C2 UNITS WITHOUT CARE
GUILD COMMERCIAL		SPACES OF MULTIPLE USES; FOR COMMERCIAL RENTAL
GUILD AMENITIES		SPACES OF MULTIPLE USES; FOR CARE & COMMUNAL
GUILD WELLNESS		INCLUDES GYM, RECEPTION LOBBY, COMMUNITY HUBS, HELATH HUB & MEDICAL SUITES, STAFF FACILITIES & EQUIPMENT STORAGE

DEFINITIONS		
LANDLORD FRONT OF HOUSE	LFoH	GUILD MEMBERS CIRCULATION AREAS EXE. GF ENTRANCE LOBBIES, CARE RESIDENCES & SUITE COMMON AREAS
LANDLORD BACK OF HOUSE	LBoH	SERVICE & MAINTENANCE CIRCULATION AREAS, VERTICAL PENETRATIONS (LIFT SHAFTS INC. DIVIDING WALLS/ RISERS)
PLANT		DESIGNATED PLANT SPACE & ACCESS FOR BUILDING SERVICES
PARKING		APS (AUTOMATED PARKING SYSTEM) AREAS INC. SUPPORTING SERVICES
NIA 1		SUM OF TOTAL RESIDENTIAL NSA
NIA 2		SUM OF TOTAL AMENITIES/SERVICES/APS PARKING

Area Disclaimer

Any areas indicated in this document are approximate. They relate to the likely areas of the building at the current state of design, using the stated option (e.g NIA) from the Code of Measuring Practice 6th Edition RICS/ISVA. Any decisions to be made on the basis of these predictions, whether to project viability, pre-letting, lease agreements or the like, should include due allowance for the changes inherent in the design development and building process.

It should be further noted that:  
•There is design development yet to take place that might affect them;  
•The drawings included may not allow for anomalies in relation to surveyed/drawn plans;  
•The Contractor is required to work to specific tolerances during construction.

Take account of these factors before planning any financial or property development purpose or strategy.  
Seek confirmation of areas before decision making.

## **Appendix 4 – Scheme Appraisal**

Savills

Development Appraisal

Proposed Scheme

Epsom Hospital, Guild Living DRAFT

Report Date: 19 December 2019

**Proposed Scheme  
Epsom Hospital, Guild Living DRAFT**
**Summary Appraisal for Phase 1**
**Currency in £**
**REVENUE**

<b>Sales Valuation</b>	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Unit Price</b>	<b>Gross Sales</b>
Guild Living Residences	306	247,269	633.32	511,765	156,600,000
Guild Care	10	5,103	666.27	340,000	3,400,000
Guild Care Suites	28	7,879	1,208.28	340,000	9,520,000
Key Worker Units	<u>24</u>	<u>12,443</u>	<u>538.46</u>	<u>279,167</u>	<u>6,700,000</u>
<b>Totals</b>	<b>368</b>	<b>272,694</b>			<b>176,220,000</b>

**Rental Area Summary**

	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Initial MRV/Unit</b>	<b>Net Rent at Sale</b>	<b>Initial MRV</b>
Retail	1	4,999	22.50	112,469	112,469	112,469
Day Nursery	<u>1</u>	<u>1,886</u>	<u>20.00</u>	<u>37,712</u>	<u>37,712</u>	<u>37,712</u>
<b>Totals</b>	<b>2</b>	<b>6,884</b>			<b>150,181</b>	<b>150,181</b>

**Investment Valuation**

<b>Retail</b>						
Market Rent	112,469	YP @	7.0000%	14.2857		
(0yrs 9mths Rent Free)		PV 0yrs 9mths @	7.0000%	0.9505	1,527,197	
<b>Day Nursery</b>						
Market Rent	37,712	YP @	7.0000%	14.2857		
(0yrs 6mths Rent Free)		PV 0yrs 6mths @	7.0000%	0.9667	520,822	
					<b>2,048,019</b>	

**GROSS DEVELOPMENT VALUE**
**178,268,019**

Purchaser's Costs	6.80%	(1,017,825)	(1,017,825)
-------------------	-------	-------------	-------------

**NET DEVELOPMENT VALUE**
**177,250,194**
**NET REALISATION**
**177,250,194**
**OUTLAY**
**ACQUISITION COSTS**

Residualised Price (Negative land)	(12,001,310)	(12,001,310)
------------------------------------	--------------	--------------

**CONSTRUCTION COSTS**

<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>
Build Costs	1 un	120,336,620	120,336,620
Contingency		5.00%	6,096,831
Demolition & Enabling			1,600,000
CIL			1,163,616
			8,860,447

**PROFESSIONAL FEES**

Professional	10.00%	12,193,662	12,193,662
--------------	--------	------------	------------

**MARKETING & LETTING**

Marketing (residential)	1.50%	2,349,000	
Marketing (commercial)		50,000	
Letting Agent Fee	10.00%	15,018	
Letting Legal Fee	5.00%	7,509	
			2,421,527

**DISPOSAL FEES**



**APPRAISAL SUMMARY****SAVILLS****Proposed Scheme****Epsom Hospital, Guild Living DRAFT**

Sales Agent Fee	1.50%	2,573,520	
Sales Legal Fee	0.50%	857,840	
			3,431,360

**FINANCE**

Debit Rate 7.00% Credit Rate 0.00% (Nominal)			
Total Finance Cost			6,621,685

**TOTAL COSTS****141,863,992****PROFIT****35,386,202****Performance Measures**

Profit on Cost%	24.94%
Profit on GDV%	19.85%
Profit on NDV%	19.96%
Development Yield% (on Rent)	0.11%
Equivalent Yield% (Nominal)	7.00%
Equivalent Yield% (True)	7.32%

IRR	63.78%
-----	--------

Rent Cover	235 yrs 7 mths
Profit Erosion (finance rate 7.000%)	3 yrs 3 mths



## **Appendix 5 – Guild Living Product Specification**



## **The Guild Living Product Guide**

**Issue V04: October 2019**

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## INTRODUCTION TO GUILD LIVING

*We will enable extraordinary third age living beyond expectations.*

### Foreword

Guild Living will develop and operate innovative later living communities in towns and city centres across the UK, combining inspiring architecture and interiors, integrated academically accredited wellness programmes, and thoughtful services that enable enriched and active lifestyles for Guild Members.

Facilities include communal, care and wellbeing facilities including immersive casual and formal dining experiences, wellness centre, health clubs, library and business zones, cinema, spaces for creative pursuits, therapy and treatment rooms, and a nursery that will bring intergenerational living to urban centres.

### Guild Living offers 3 tiers of accommodation within each community:

- Guild Living Residences
- Guild Care Residences
- Guild Care Suites (operated by external provider)



## GUILD LIVING RESIDENCE (GLR)

### What is a Guild Living Residence?

GLRs represent Guild Living's core product offering. Designed for ageing in place, GLRs support the Member's needs, allowing a seamless delivery of discreet and respectful services offered within the home. The design responds at every detail to the functional needs of an ageing person, without sacrificing Guild Living's design aesthetic.

<i>Tenure</i>	Rental or long lease purchase
<i>Provision of support</i>	Domiciliary care
<i>Layout per floorplate</i>	Maximum 8 accessed per lift core

#### *Standard designs*

1 Bed, 1 Bath – Studio	TYPE 1A	46m <sup>2</sup> / 495sqft
1 Bed, 1 Bath – Standard	TYPE 1B	52m <sup>2</sup> / 559sqft
1 Bed, 1 Bath – Standard	TYPE 1C	58.5m <sup>2</sup> / 629sqft
2 Bed, 1.5 Bath – Compact	TYPE 2A	70.5m <sup>2</sup> / 759sqft
2 Bed, 2 Bath – Medium	TYPE 2B	76m <sup>2</sup> / 818sqft
2 Bed, 2 Bath – Large	TYPE 2BL	78m <sup>2</sup> / 839sqft
2 Bed, 2 Bath – Large	TYPE 2C	85m <sup>2</sup> / 915sqft
2 Bed, 2 Bath – Large	TYPE 2CR	85.5m <sup>2</sup> / 920sqft
2 Bed, 2 Bath – Large (access)	TYPE 2CR(A)	85m <sup>2</sup> / 915sqft
2 Bed, 2 Bath +S – X large	TYPE 2D	97m <sup>2</sup> / 1044sqft
3 Bed, 2 Bath – Standard	TYPE 3A	105m <sup>2</sup> / 1130sqft

### Who lives within a GLR?

Any individual or couple, generally over the age of 65 who may aspire to live within an active community environment. Above all they value their personal wellbeing, their families, friendships and community connection, and appreciate that living within a Guild Living Residence enables them to live independently, for longer.

The member occupant is a single or couple, commonly between the age of 70-85 and may seek to:

- Downsize their home
- Reduce home maintenance
- Receive domestic or care support
- Live within a more social setting
- Move to be closer to partner in higher care community

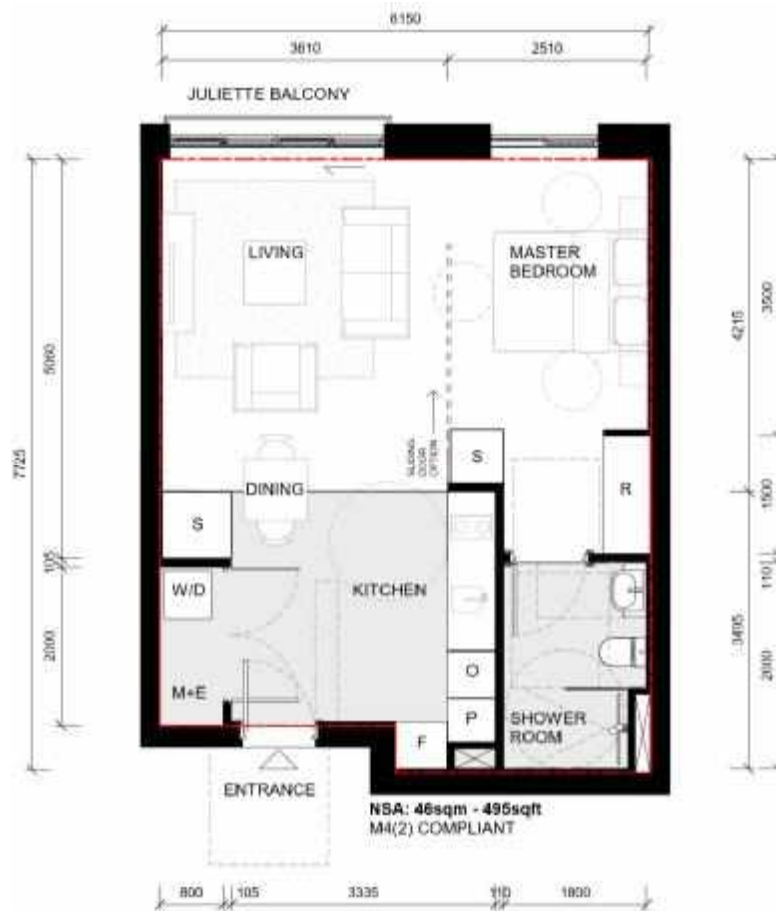
**Design principles and key attributes:**

- Recessed front door to provide corridor relief and entry feature
- Ceiling height: 2700mm
- Technology systems that offer both entertainment functions and in-home monitoring and emergency call functions
- Flexible spaces - sliding doors optioned to extend the living area providing options in living arrangements
- Turning allowances that perform to accessible design standards in bedrooms, bathrooms, kitchen, living and the unit entry. Bathrooms that allow carer support to be delivered effectively with bath/ shower rooms that comply with lifetime homes and Part M4(2)/ (3)
- Level thresholds throughout provide accessible, non-trip environments, at entry, in room thresholds and to the balcony areas
- Fixtures, fittings and materials considered and designed with the resident and dementia design principles in mind, such as ergonomically designed door and joinery handles, and contrasting colour separation and location and design of switches and hardware.
- Smart lighting - Down-lights placed to avoid overhead shadows in bathrooms
- Washing machines, ovens and microwaves are provided at an accessible height, and where possible adjacent worktops
- Bathroom walls reinforced to allow for retro-fitting grab rails.
- Provisions in master bedroom and en suites to allow retro-fitting of hoists.
- Non-slip surfaces used in all wet areas

### One Bedroom GLR

- 46m<sup>2</sup> – 58.5m<sup>2</sup>
- Studio design
- Self-contained kitchen
- En-suite bathroom
- Accessible entry
- Juliette balcony

### TYPE 1A – 46m<sup>2</sup>



## TYPE 1B – 52m<sup>2</sup>



## TYPE 1C – 58.5m<sup>2</sup>





## Two Bedroom GLR designs

- 70.5-91m<sup>2</sup>
- En suite bathroom
- Storage options
- Self-contained kitchen
- Accessible entry
- Juliette or extended balcony

### TYPE 2A – 70.5m<sup>2</sup>



### 2B – 76m<sup>2</sup>



## TYPE 2BL – 78m<sup>2</sup>



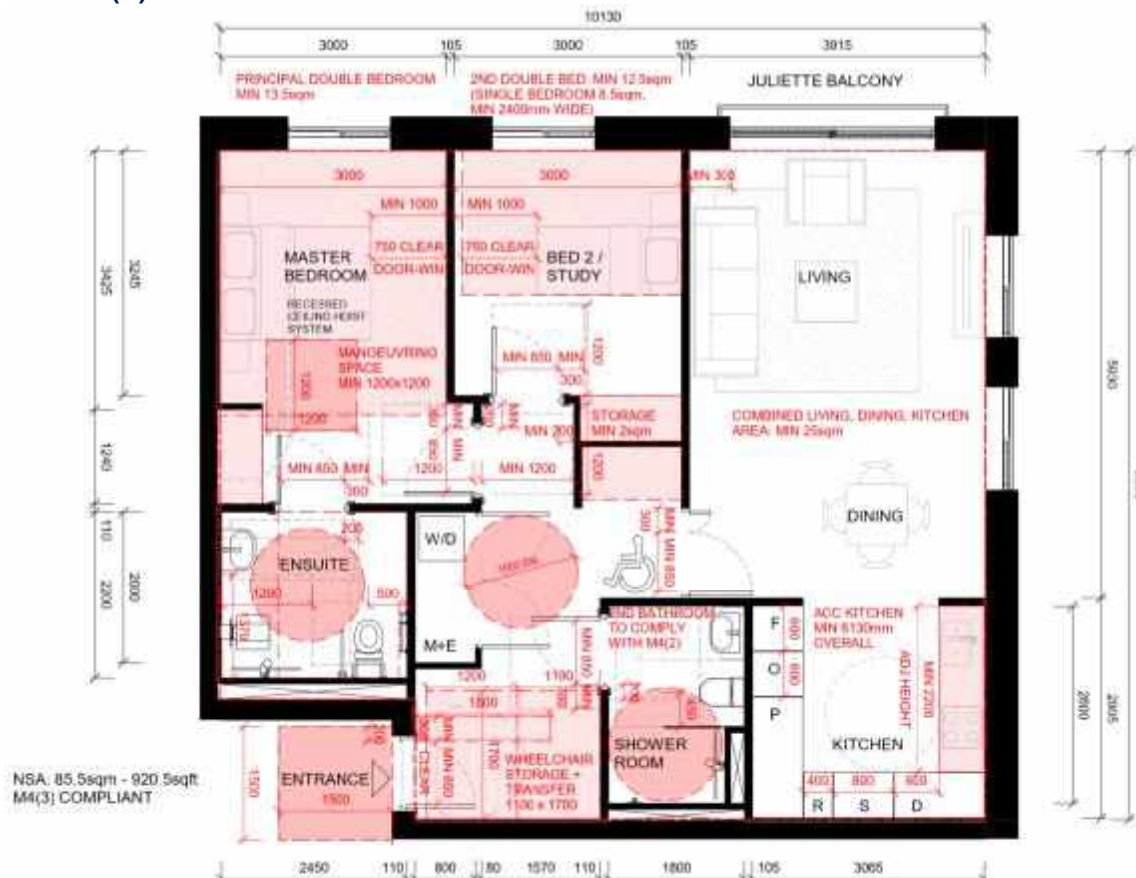
## TYPE 2C – 85m<sup>2</sup>



## TYPE 2CR – 85.5m<sup>2</sup>



## TYPE 2CR(A) – ACCESSIBLE UNIT – 85m<sup>2</sup>



TYPE 2D – 97m<sup>2</sup>



### Three Bedroom GLR designs

- 108m<sup>2</sup>
- Ensuite bathroom
- Storage options
- Butler's pantry
- Self-contained kitchen
- Accessible entry
- Extended balconies
- Separate laundry

### TYPICAL TYPE 3A – 108m<sup>2</sup>



## GUILD CARE RESIDENCE (GCR)

### What is a Guild Care Residence?

Guild Care residences provide the vibrance, activity and social connection from the wider Guild Living Community, within an environment purposefully designed to enable a seamless delivery of domiciliary and clinical care services. Distinctive features aid way finding and create secure assisted living environments and integration of technology aids assist in providing fully accessible living spaces

Co-located with the Care suite community, the GCR receives the same level of support that a Care Suite may receive.

<i>Tenure</i>	Rental		
<i>Provision of Support</i>	Personal care, nursing care, Dementia care. Domiciliary Care (Regulated services registered with CQC)		
<i>Scheme Provision</i>	10-20 per community scheme		
<i>Location</i>	Co-located with Care Suite community		
<i>Standard Designs</i>	1 Bed, 1 Bath – Studio	TYPE 1A	46m <sup>2</sup> / 495sqft
	2 Bed, 1.5 Bath – Compact	TYPE 2A	70m <sup>2</sup> / 630sqft

### Who lives within a GCR?

An individual or couple, generally 70+ who aspires to retain an established sense of home, GCRs represent a true sense of a home environment.

The member occupant may seek to:

- Receive higher level domestic or care support
- Prefer a more residential design environment than a care suite
- One may live independently while receive higher care for their partner
- Or, move to be closer to partner in higher care community
- Greater level of predictability in care need and volume required
- Requires greater care security

**Design Principles and key attributes;**

- Recessed front door to provide corridor relief and entry feature.
- Designs 46m<sup>2</sup>-70m<sup>2</sup>
- Ceiling height 2700mm
- Turning allowances that perform to accessible design standards in bedrooms, bathrooms, kitchen, living and the unit entry.
- Concealed hoist tracks for fitting of lifting equipment in bedroom
- Technology systems that offer both entertainment features and in-home monitoring and emergency call functions
- Designs that allow carer support to be delivered effectively – complying with lifetime homes and Part M4(2)/ (3)
- Level thresholds throughout provide accessible, no-step environments, at entry, room thresholds and to the balcony areas
- Fixtures, fittings and materials considered and designed with the resident and dementia design principles in mind, such as ergonomically designed door and joinery handles, and contrasting colour separation
- Smart lighting - Down-lights placed to avoid overhead shadows
- Convection microwaves in kitchenette, provided at an accessible height
- Bathroom walls reinforced to allow for retro-fitting grab rails
- The heights and locations of light switches and power points are considered, easily accessible and clearly defined.
- Non-slip surfaces used in wet areas
- Wardrobes have visible panels to allow Members to see their clothes; where required, profiling beds that make access easier. Master bedroom layout provides direct connection to the en suite to allow a hoist to be used
- Visual connection to the en suite from the bed
- Design to accommodate, anti-scald/burn safety measures, fire detection and integrated hand rails

## One & Two Bedroom GCR

- 46m<sup>2</sup> & 70m<sup>2</sup>
- Self-contained kitchen
- Accessible entry
- En suite bathroom
- Concealed hoist track to master bedroom
- Fully adaptable design







## GUILD CARE SUITES (GCS)

Care Suites are available within every scheme, communities designed to offer 24-hour care services.

A Guild care community will typically offer 25-40 care suites, with dedicated communal areas, dining rooms and kitchens, lounge and activity areas and nursing stations and clinical areas for the delivery of care services.

<i>Tenure</i>	Rental				
<i>Provision of Support</i>	Personal care, nursing care, dementia care. Regulated services registered with CQC				
<i>Scheme Provision</i>	30-40 suites per community scheme, ideally in 16 unit sub-community configurations				
<i>Location</i>	Above ground floor (lower floors) All Care Suites are located on a single floor with amenity centrally provisioned				
<i>Designs</i>	<table border="1"> <tr> <td>Comfort Suites</td><td>25.5 -27m<sup>2</sup> / 274-290sqft</td></tr> <tr> <td>Premium Suite</td><td>32m<sup>2</sup> / 345sqft</td></tr> </table>	Comfort Suites	25.5 -27m <sup>2</sup> / 274-290sqft	Premium Suite	32m <sup>2</sup> / 345sqft
Comfort Suites	25.5 -27m <sup>2</sup> / 274-290sqft				
Premium Suite	32m <sup>2</sup> / 345sqft				

## Who lives in a GCS?

A single person generally 75+ who aspires to live within a supportive environment, with 24-hour care delivered as required.

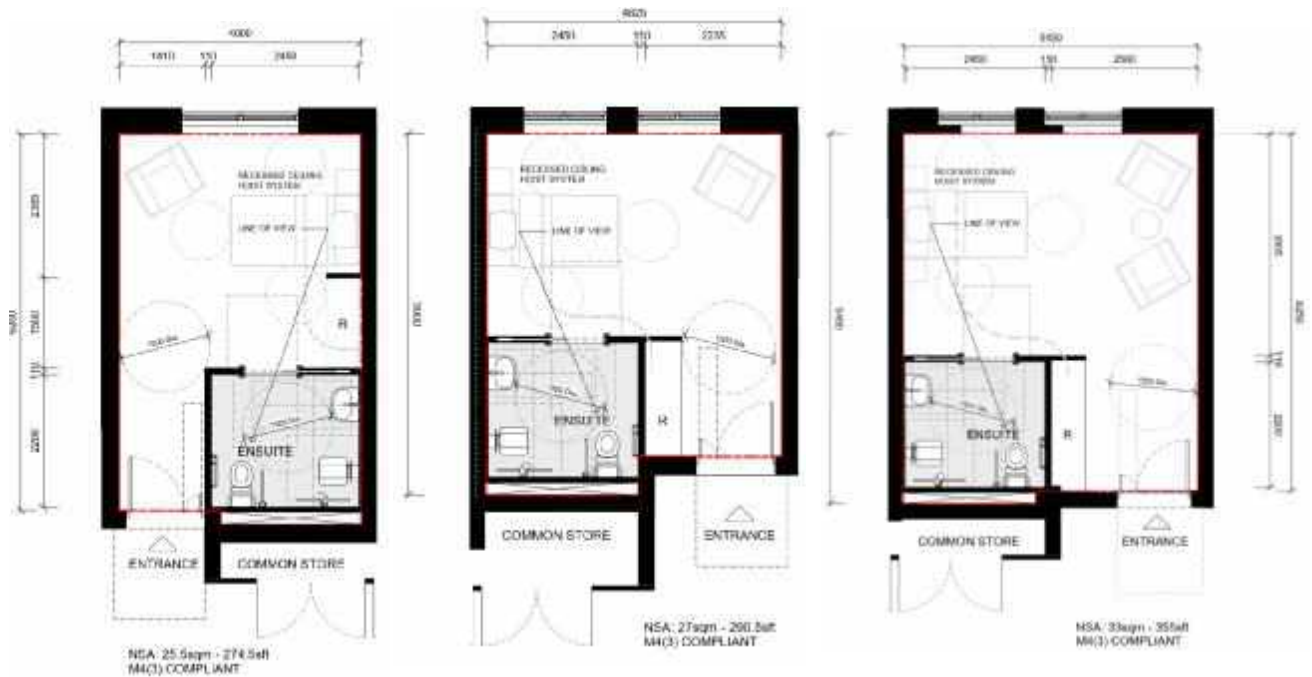
### Design Principles and key attributes;

- Minimum 26m<sup>2</sup>
- Wardrobes have visible panels to allow Members to see their clothes; where required, profiling beds that make access easier. Master bedroom layout provides direct connection to the en suite to allow a hoist to be used
- Visual connection to the en suite from the bed
- Designed to M4(2) and Lifetime Home standards
- Dementia specific design standards
- Provision of telecare systems and alarms, also ability to install bed and floor sensors
- Design to accommodate, anti-scald/burn safety measures, fire detection and integrated hand rails
- Environmental control will include mechanical ventilation, wall-mounted heating and openable windows
- Options for air-conditioning to be considered as a purchaser extra for comfort and security
- Carefully considered lighting e.g. colour options to replicate daylight, uplift mood or promote rest
- Low level sensor lighting which can be turned on by carers when entering at night
- Mix of overhead and wall lighting; all lighting to bedrooms and living areas to be dimmable
- The Guild Care Suites will also have access to an assisted bathroom, enabling those with the highest of mobility needs to have a bath in a relaxing and calming environment
- Recessed front door to provide corridor relief and entry feature.
- Ceiling height 2700mm
- Turning allowances that perform to accessible design standards in bedrooms, bathrooms, kitchen, living and the unit entry.
- Concealed hoist tracks for fitting of lifting equipment in bedroom
- Technology systems that offer both entertainment features and in home monitoring and emergency call functions
- Fixtures, fittings and materials considered and designed with the resident and dementia design principles in mind, such as ergonomically designed door and joinery handles, and contrasting colour separation
- Non-slip surfaces used in wet areas

### Example Care Community Floorplate



### Example Care suite Floorplan – 25.5m<sup>2</sup>, 27m<sup>2</sup>, 33m<sup>2</sup>



## COMMUNITY AREAS

### i) Community Design Features

The following areas are included within a typical Guild Community, as fixed design requirement and flexible areas specific to the needs of each site:

Food & Beverage (General)	Fixed or Flexible design inclusion	Comments
Restaurant	Fixed	Members & Public
Members & public café	Fixed	Members & Public
Outdoor dining	Fixed	Members & Public
<b>Wellness Facilities (General)</b>		
Gymnasium		Members & Public
Class studio	Fixed	Members & Public
Steam room / sauna	Flexible	Members Only
Swimming pool & hydrotherapy pool	Flexible	Members Only
Health hub with treatment rooms, changing and lounge area	Fixed	Members & Public

Spa & beauty	Flexible	Members & Public
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### Recreation

Landscaped gardens	Fixed	Members & Public
Members working garden	Fixed	Members Only
Landscaped roofs & terraces	Flexible	Members & Public
Cinema	Flexible	Members Only
Library / study	Flexible	Members Only
Art studio	Flexible	Members Only
Arrival & reception area	Fixed	Members & Public
Lounge area	Fixed	Members & Public
Main plaza	Fixed	Members & Public
Multi-faith room	Flexible	Members Only
Retail	Flexible	Members & Public
Nursery	Flexible	Specific use
Children's playground	Fixed	Specific use
Car park	Fixed	Members Only
Bike & mobility scooter storage	Flexible	Members Only
Billiards area	Flexible	Members Only
Piano lounge	Flexible	Members Only
Golf simulator	Flexible	Members Only
Private dining room	Flexible	Members Only
VR simulation area	Flexible	Members Only

### Functional Areas

### Functional Areas

Goods delivery area	Fixed	Specific Use
Mailroom	Fixed	Specific Use
Laundry	Flexible	Specific Use
Commercial kitchen	Fixed	Specific Use
Demonstration kitchen	Fixed	Members Only
Storage rooms	Fixed	Specific Use
Community administration offices	Fixed	Specific Use
Sales offices	Fixed	Specific Use
Bicycle storage	Fixed	Members Only
Electric car charging	Fixed	Members Only
Staff area	Fixed	Specific Use
Training room	Flexible	Specific Use
Staff lockers	Flexible	Specific Use

Staff bathroom / shower	Flexible	Specific Use
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## ii) Product Mix Summary – EXAMPLE

**Total unit count:** 252

**GL:** 200

**GCR:** 20

**GCS:** 36

### Regulated Areas

#### Care Suites

	m <sup>2</sup>	No.
	25.5 - 33	20

### Non-Regulated Areas

#### Care Residences

1-bed	46	50%	10
2-bed	70	50%	10
		<b>100%</b>	<b>20</b>

#### Guild Residences

1 Bed, 1 Bath – Studio	46	5%	10
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1 Bed, 1 Bath – Standard	58	10%	20
2 Bed, 1.5 Bath – Compact	70	10%	20
2 Bed, 2 Bath – Medium	76-78	25%	50
2 Bed, 2 Bath – Large	85	20%	40
2 Bed, 2 Bath +S – X large	97	20%	40
3 Bed, 2 Bath – Standard	108	10%	20
<b>100%</b>			

*Overall Summary GLR/GCS*

1-bed	18.18%
2-bed	72.73%
3-bed	9.09%

**iii) Car Accommodation**

Each Guild Community will provide car spaces equal to minimum of 50% of the number of Guild Living Apartments offered within the scheme. Car parking is to remain at grade (or part subterranean) with access provided to the port cochere, and to delivery service vehicles.

**Minimum Requirements:**

GLR carparking	50% of GLR UNITS
GCR	0
GCS	0
Staff	5
Visitor	10% of GLR units
Guild Garage	10 spaces (internal or external)

**APS**

APS system to be used to provide design and operational efficiency, with automated parking available to all cars accommodated within the internal ground floor carpark. External parking offers a minimum of 8 spaces within the site.

**The Guild Garage**

A typical Guild living Community will offer up to 10 vehicles available to members accessed through Guild Living's car share program. The Guild Garage provides a choice of modern vehicles that suit the daily needs of Members.

**Guild Concierge**

A typical Guild Living community will offer a driver service, for those looking for added convenience or for those who may no longer drive.



## Appendix 6 – Market Report

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## 1. Market Commentary

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## 1.1. Overview of Market

### 1.1.1. Macro location overview

Savills research shows that in a growing population, the biggest increase by age group will be among those aged 65 and over. Home ownership among over 65's is 78% compared to 64% across all age groups. They will also typically own their home outright with no mortgage and are sitting on £1 trillion worth of housing equity. Older people also tend to have more housing space than they need on a day to day basis. The English Housing Survey indicates that around three million (53%) households aged 65 and over are under-occupying their home with more space than they normally need.

Attitudes are changing with surveys indicating there is a frustrated and growing desire to move in older age, albeit at lower rates than younger age groups. The existing market has been increasingly focused on 'needs' based movers with bereavements, health or safety issues driving demand. In recent years there has been increasing activity from developers targeting the aspirational downsizers. This has enabled some developers to achieve premiums above the local market and faster sales rates (including more off plan). The demand for these aspirational products looks set to continue growing.

The market for retirement property has proven to be strong locally, these buyers are typically downsizing from larger family homes, and have high levels of equity, having benefitted from significant rises in house prices over a sustained period. As a result they are typically less price sensitive, and prepared to pay a premium for quality and lifestyle in what is likely to be their last home. However the number of buyers in this sector at any one time is limited, and sales rates for these types of developments is typically slow.

### 1.1.2. Micro location overview

Uncertainty surrounding the UK's exit from the EU, has resulted in continued caution among both buyers and sellers of residential property. Agents report that the general market is price-sensitive, which means properties have to be priced realistically to attract buyers. The uncertainties regarding the current political climate has, in some markets, reduced the number of transactions and the length of time a property takes to transact. That said local agents report that the local market and the surrounding areas are still active, with a steady flow of transactions and prospective purchasers.

Epsom is a market town in Surrey, 13.7 miles (22.0 km) south-west of London, between Ashted and Ewell, with good transport links to London and the wider motorway network.

The market in Epsom has continued to improve, due to an increased level of redevelopment and investment in the town centre in the past few years. Agents report that the local market within Epsom and the surrounding areas is relatively stable, however it is very price sensitive. Agents have generally reported a lack of urgency amongst buyers. Despite this, agents have reinforced that prices for residential apartments remains relatively stable, with apartments that have 'fallen-through' coming back on the market at similar prices to comparable properties sold last year.

According to Rightmove last year most property sales in Epsom involved semi-detached properties which sold for on average £524,064. Flats sold for an average price of £303,854, while detached properties fetched £765,041. Epsom, with an overall average price of £506,323, was similar in terms of sold prices to nearby Ewell (£519,719) and Epsom Downs (£523,623), but was cheaper than Stoneleigh (£537,110). During the last year, sold prices in Epsom were similar to the previous year

The Property is located within 0.7 miles of Epsom station where trains can be caught to London Waterloo in 36 minutes. There is also a number of local amenities within Epsom town centre. We understand that the development will incorporate other dedicated services which would serve the residents and reduce the need to travel for certain amenities and services.

We understand the proposed units on the subject Property will offer good sized living accommodation presented and built to a high specification. Coupled with a sought after and attractive situation, we would expect the completed units to be welcomed to the market and be popular with prospective purchasers. Traditionally retirement products achieve a premium over the non-restricted residential market due to the extra services provided. We understand the proposed development looks to provide a concierge, restaurant, retail units, Wellness Studio and Gardens, Communal Lounge, child care and playground facilities. The development also provides parking and cycle spaces.

Typically the premiums achieved on retirement properties varies between 10% and 30% over the market standard due to the extra facilities provided on site. The proposed development will not provide parking for every unit which may deter some purchasers however there is good enough access to public transport that the journeys typically undertaken by the older population should be able to support. However the proposed units will offer good sized and well organised accommodation, in an attractive central location at a high new build specification. On the basis of these points and where priced appropriately we expect the units to be well received in the local market.

The retirement market is highly discretionary and although there have been apartment sales in Epsom there have been no recent retirement developments, it is all second hand stock that is trading.

## **1.2. Comparable Sales**

### **1.2.1. Age Restricted Residential – New Sales**

There has been nothing recently developed in Epsom so we have had to spread our search slightly wider in order to capture the demand and pricing for new retirement developments that will also offer similar facilities to the proposed scheme.

#### **Headley Lodge, Leatherhead Road, Ashted**



A Churchill Retirement Living development situated 2.7 miles from the Property, with easy access to a parade of shops within the town. The development includes a guest suite, club lounge and parking is available to purchase at £10,000 per space. The scheme comprises 33 units (22 x 1 bed and 11 x 2 bed flats).

We understand that the scheme launched in May 2017 and 50% of the units have so far sold. The agent did report that 1 bed flats are currently on the market for £378,950 and 2 bed flats are currently on the market for £498,95. We would highlight the following sales:

Address	Type	Floor	Specification	Car Parking	Beds	Baths	Receps	Sq ft	Price	£/psf	Date
Headley Lodge	Flats	Ground to Second	Good	-	1	1	1	485 - 549	£339,950 – £358,950	£653 - £700	Since March 18
Headley Lodge	Flats	Ground to Second	Good	-	2	1	1	732 -851	£489,950 – £565,950	£669 - £665	Since April 18

There are no exit fees to pay in relation to onwards sales of the units, as these are new build transactions the above sales prices do not include any deductions. All new apartments released for sale will be sold with a 999 year lease. In comparison to the proposed scheme we would expect similar values to be achievable given Epsom is considered to be a comparable location.

#### **Emmeline Lodge, Kingston Road, Leatherhead**



A Churchill Retirement Living development comprising 21 x 1 bed and 17 x 2 bed apartments located 3.7 miles from the Property in the centre of Leatherhead and within close proximity to Leatherhead mainline railway station. The development includes an owners lounge, landscaped gardens, car parking and guest suite. A sales incentive programme is currently guaranteeing a cash purchase and £25,000 contribution to anyone needing to sell their existing property. The development was launched in December 2016 and we understand that 24 units have sold to date. This equates to approximately 1.3 units sold per calendar month. 1 bed flats have sold for between £415,950 (£609 psf) and £497,950 (£650 psf). Churchill report that the units are being sold at asking prices and that there are 22 parking spaces available to residents on a first come first serve basis. The Churchill website reports that 70% of units have sold. We would highlight the following sales:

Address	Type	Floor	Specification	Car Parking	Beds	Baths	Receps	Sq ft	Price	£/psf	Date
Emmeline Lodge	Flats	Ground to Second	Good	Total 22 spaces	1	1	1	484-597	£329,950 - £365,950	£682 - £613	Sold since Dec-16
Emmeline Lodge	Flats	Ground to Second	Good	Total 22 spaces	2	1	1		Asking from £425,950		Sold since Dec-16

There are no exit fees to pay in relation to onwards sales of the units, as these are new build transactions the above sales prices do not include any deductions. All new apartments released for sale from January 2018 onwards will be sold with a 999 year lease. Apartments released for sale prior to January 2018 are sold with a 125 year lease. We note that Churchill are currently offering an incentive.

#### The Farthings, Henderson Crescent, Leatherhead



This forms part of a wider development by Bewley homes and includes 35 Beechcroft apartments and Houses created within Reeves House and Henderson Crescent. This Property is located 4.7 miles from the Property. Reeves House comprises 21 two and three-bedroom apartments with a guest suite for visitors and a communal lounge. Henderson Crescent includes 14 two and three-storey, three-bedroom houses, two-bedroom houses and two three-bedroom apartments.

Address	Floor	Specification	Car Parking	Beds	Baths	Receps	Sq ft	Sale Price	£ Sq ft
Flat 11	First	Good	1 Space	3	2	1	1,334	£635,000	£476
Flat 20	Second	Good	1 Space	3	3	2	1,138	£865,000	£760
Flat 8	First	Good	1 Space	3	2	1	1,334	£650,000	£487
Flat 14	Second	Good	1 Space	2	2	1	1,044	£525,000	£503
Flat 2	Ground	Good	1 Space	2	2	2	1,138	£575,000	£505
Flat 13	First	Good	1 Space	2	2	1	1,044	£510,000	£489
Flat 1	Ground	Good	1 Space	3	2	2	1,402	£675,000	£481
Flat 17	Second	Good	1 Space	3	3	2	1,138	£845,000	£743

Flat 5	Ground	Good	1 Space	2	2	2	1,138	£565,000	£496
Flat 6	Ground	Good	1 Space	2	2	2	1,138	£570,000	£501
Flat 7	Ground	Good	1 Space	3	2	2	1,402	£695,000	£496
Flat 4	Ground	Good	1 Space	3	2	2	1,402	£675,000	£481

There are no exit fees to pay in relation to onwards sales of the units, as these are new build transactions the above sales prices do not include any deductions. The units are sold with the benefit of a 999 year lease and buyers are given the option to purchase the freehold. We understand none of the above sales include a share of freehold.

We would expect the proposed scheme to generally achieve higher £psf rates due to the proposed specification being higher and the units being smaller.

### Summary

Agents have generally reported that there has been a lack of modern retirement development aimed at a higher end client. With the older generation being the wealthiest in this country due to increases in property values especially in locations within the M25, they have the ability to downsize but also have a significant sum of money unlocked. This allows customers to purchase an apartment in a well-considered scheme which has benefits and amenities that are proposed within the Subject scheme as well as others produced by developers similar to Guild Living.

We have seen good demand for retirement development schemes however the launch needs to be undertaken correctly. If a product is launched too early it can harm the product in the market, for some they may need to see a showroom/flat/communal spaces before they commit to a purchase. Some may reserve but then if there are delays to the delivery of the product some of this demand can fall away because care needs have changed, buyers of the downsizers houses could fall away because other people need to move and mortality is another factor. Generally there is a higher attrition rate in retirement developments and as such we would expect a sales rate of between 1 and 2 a month. It should also be minded that the significant quantum of new development being delivered at a single point i.e. at Practical Completion for each of the two buildings being proposed within the scheme will directly impact on achievable sales values.

There are 10 Guild Care Suites (GCS) available within the proposed scheme which offer 24-hour care services and aimed at a single person generally 75+. A Guild care community will typically offer dedicated communal areas, dining rooms and kitchens, lounge and activity areas and nursing stations and clinical areas for the delivery of care services. In addition the scheme provides 28 Guild Care residence (GCR) which provides secure assisted living environments enabling domiciliary and clinical care services aimed at an individual or couple, generally 70+. We have discussed this with our Healthcare valuation team who have the necessary market knowledge of this type of product and after reviewing comparable evidence we have arrived at a turnkey Capital Value for both GCS and GCR of £340,000 per unit.

### 1.2.2. New Developments

**130 Great Tattenhams, Epsom – Churchill** - Scheme comprises demolition of buildings and redevelopment to form 34 one and two bed retirement apartments for the elderly including communal facilities, access, car parking and landscaping including SUDS. The associated works include sewer systems, landscaping, cable laying, infrastructure, enabling works and access roads. Works are yet to commence on site and a start date is yet to be decided.



### 1.3. Premium

Accordingly, the general tone for pricing for retirement schemes in England, where onsite communal facilities are provided, demonstrates a premium over and above standard, non-age restricted residential accommodation in similar localities. However, this is dependent upon the level of communal amenity provided and the standard of housing in the local catchment.

The other problem with retirement schemes is that there are high levels of attrition with reservations due to the age of the purchasers. Also sometimes due to delays in building works the sales of the purchasers current home can either fall away or take place too quickly forcing them to look elsewhere.

It is important, in our opinion, when valuing retirement living apartments, that the values reflect the quality of the overall scheme and its operation as buyers' needs and expectations vary from those of most buyers of a conventional non age restricted home. Purchasers of retirement living properties frequently have care needs, or believe they may have them in the foreseeable future, may be concerned about security, especially if living alone, and may be looking for social interaction that becomes increasingly difficult with immobility in old age. The drivers of a decision to move to retirement living are not therefore purely property based and as a result the overall concept, the services available and the impact staff/facilities can have are of high importance.

Some of the age restricted and assisted living accommodation evidence is outside of the local area but we consider all such information is relevant so long as adjusted for local factors. We have also taken into consideration local economic and demographic conditions and the local wealth profile. Whilst occupants of such schemes frequently come from long distances, sometimes to be near family, a considerable portion of such schemes are sold to people from the locality and local house prices and residential market conditions form an important part of the ability to sell units at a given price over a given period of time.

### 1.4. Gross Development Value (GDV) - Based on the proposed new 344 Unit scheme

In preparing our valuation of the Gross Development Value (GDV) we have adopted the comparable method of valuation. We have made enquiries of our own and public databases, local sales offices and our own local sales office and have had regard to recent transactions, as set out above.

We have assumed that the standard of finish and specification will be high, and we comment that this is crucial to meet with the current market demand. We have analysed the sales evidence as outlined above paying particular regard to the size of the units, location and aspect of individual units and the capital values achieved. We have had regard to the rate (on a £ per sq ft basis) achieved, but whilst this is a useful tool of analysis we have not relied on it as a single approach to value the Property.

Based on the above research from comparable transactions, and agent's comments on the current sentiment, demand and buyer profile, we consider that the subject scheme should achieve a blended rate per square foot of £659 per sq ft which results in a gross development value of **£169,520,000**. We provide a breakdown of the gross development value by apartment type as follows:

### Guild Living – Building East & West

Type	Unit No.	Avg Unit Size	Total Area	Avg. Price psf	Price per Unit	GDV
1 bed small	37	538	19,906	£650	£350,000	£12,950,000
1 bed	2	582	1,164	£653	£380,000	£760,000
1 bed large	29	668	19,372	£651	£435,000	£12,615,000
2 bed - 2A	150	781	117,150	£640	£500,000	£75,000,000
2 bed - 2B	8	829	6,632	£657	£545,000	£4,360,000
2 bed - 2C	32	878	28,096	£655	£575,000	£18,400,000
2 bed - 2D	1	937	937	£640	£600,000	£600,000
2 bed - 2E	27	1,018	27,486	£634	£625,000	£17,415,000
3 bed - 3A	20	1,158	23,160	£626	£725,000	£14,500,000
<b>Overall</b>	<b>306</b>					<b>£156,600,000</b>

### Guild Care Suites

Type	Unit No.	Avg Unit Size	Total Area	Price per Unit	GDV
Care Residence	9	506	4,554	£340,000	£3,060,000
Care Residence	1	705	705	£340,000	£340,000
<b>Overall</b>	<b>10</b>				<b>£3,400,000</b>

### Guild Care Residences

Type	Unit No.	Avg Unit Size	Total Area	Price per Unit	GDV
Care Suite - Type A	6	248	1,488	£340,000	£2,040,000
Care Suite - Type B	22	291	6,402	£340,000	£7,480,000
<b>Overall</b>	<b>28</b>				<b>£9,520,000</b>

Epsom Retirement Pricing Schedule  
Dec-19

**Guild Living Residence (GLR)**  
**65+ Rental or Long Lease purchase**  
*Building West*

Type	Unit No.	Avg Unit Size	Total Area	Price per Unit	GDV	Avg. Price psf
1 bed small	31	538	16678	£ 350,000	£ 10,850,000	£ 650.56
1 bed	2	582	1164	£ 380,000	£ 760,000	£ 652.92
1 bed large	13	668	8684	£ 435,000	£ 5,655,000	£ 651.20
2 bed - 2A	87	781	67947	£ 500,000	£ 43,500,000	£ 640.20
2 bed – 2B	4	829	3316	£ 545,000	£ 2,180,000	£ 657.42
2 bed - 2C	16	878	14048	£ 575,000	£ 9,200,000	£ 654.90
2 bed – 2D	1	937	937	£ 600,000	£ 600,000	£ 640.34
2 bed - 2E	16	1018	16288	£ 645,000	£ 10,320,000	£ 633.60
3 bed – 3A	4	1158	4632	£ 725,000	£ 2,900,000	£ 626.08
Overall	174		133694	£	85,965,000	£ 643.00

*Building East*

Type	Unit No.	Avg Unit Size	Total Area	Price per Unit	GDV	Avg. Price psf
1 bed small	6	538	3228	£ 350,000	£ 2,100,000	£ 651
1 bed large	16	668	10688	£ 435,000	£ 6,960,000	£ 651
2 bed- 2A	63	781	49203	£ 500,000	£ 31,500,000	£ 640
2 bed – 2B	4	829	3316	£ 545,000	£ 2,180,000	£ 657
2 bed - 2C	16	878	14048	£ 575,000	£ 9,200,000	£ 655
2 bed - 2E	11	1018	11198	£ 645,000	£ 7,095,000	£ 634
3 bed – 3A	16	1158	18528	£ 725,000	£ 11,600,000	£ 626
Overall	132		110209	£	70,635,000	£ 641
	306					

**Guild Care Residence (GCR)**  
**70+ Rental**

Type	Unit No.	Avg Unit Size	Total Area	Price per Unit	GDV	Avg. Price psf
Care Residence	9	506	4554	£ 340,000	£ 3,060,000	£ 672
Care Residence	1	705	705	£ 340,000	£ 340,000	£ 482
Overall	10		5259	£	3,400,000	£ 647

**Guild Care Suites (GCS)**  
**75+ Rental**

Type	Unit No.	Avg Unit Size	Total Area	Price per Unit	GDV	Avg. Price psf
Care Suite - Type A	6	248	1488	£ 340,000	£ 2,040,000	£ 1,371
Care Suite - Type B	22	291	6402	£ 340,000	£ 7,480,000	£ 1,168
Overall	28		7890	£	9,520,000	£ 1,207

Total 344 257052 £ 169,520,000 £ 659.48

Type	Unit No.	Avg Unit Size	Total Area	Price per Unit	GDV	Avg. Price psf
1 bed -1A	37	538	19906	£ 350,000	£ 12,950,000	£ 650.56
1 bed -1B	2	582	1164	£ 380,000	£ 760,000	£ 652.92
1 bed - 1C	29	668	19372	£ 435,000	£ 12,615,000	£ 651.20
2 bed- 2A	150	781	117150	£ 500,000	£ 75,000,000	£ 640.20
2 bed – 2B	8	829	6632	£ 545,000	£ 4,360,000	£ 657.42
2 bed - 2C	32	878	28096	£ 575,000	£ 18,400,000	£ 654.90
2 bed – 2D	1	937	937	£ 600,000	£ 600,000	£ 640.34
2 bed - 2E	27	1018	27486	£ 645,000	£ 17,415,000	£ 633.60
3 bed – 3A	20	1158	23160	£ 725,000	£ 14,500,000	£ 626.08
Total	306		243903	£	156,600,000	£ 642.06

## **Appendix 7 – Retail Letting Evidence**

Address	Date	Size (Sq ft NIA)	Rent (£ pa)	Rent (£ psf)	Terms
19 High St, Epsom	July 2019	950	£32,500	£34	New 15 year lease to A1 Printers Ltd
17 High St, Epsom	June 2019	936	£39,160	£42	20New 20 year lease to CM restaurant with a TOB in June 2029 and review in June 2024. 3 months RFP granted
35 Stoneleigh Broadway, Stoneleigh	June 2019	336	£10,000	£30	New 15 year lease to Belle am Canning Ltd with a TOB in June 2022.
41 Upper High St, Epsom	May 2019	510	£15,000	£29	New 5 year lease with a TOB in May 2020. 4 months RFP granted
31 South St, Epsom	Nov 2018	793	£14,000	£18	New 10 year lease to AB & RB Medical Ltd with a review in November 2023.. 6 months RFP granted
1A Cheam Road, Epsom	July 2018	471	£12,000	£25.50	New 10 year lease to the Headshop with a review in August 2023.

3 West St, Epsom	June 2018	529	£15,000	£28	New 10 year lease to private trader.
26 A Upper High St, Epsom	Jan 2018	778	£15,000	£19	New 10 year FRI lease to Yo Saneprivate trader.

## **Appendix 8 – Day Nursery Letting Evidence**



Address	Date	Size (Sq ft)	Rent (£psf)	Rent (£ pa)	Term	Tenant	Rent Free	Comment
423 Durnsford Road, Merton	Sept 19	2,500	£26	£65,000	15 yrs			Former Methodist Church
222 Ewell Rd, Epsom	July 19	2,500	£24	£59,900				Former Doctors Surgery. Suitable for other D1 uses. Parking for 5 cars. Enclosed rear garden. The property comprises a former doctors surgery and is currently partitioned to provide a number of consultancy and treatment rooms as well as a reception, waiting area and WC facilities on ground and first floor.
86-88 Inner Park Rd, Wandsworth	March 19	1,442	£25.70	£37,053	15 yrs	Imagination Preschool Ltd	3	The subject property is a former doctor's surgery and occupies a double unit on the ground floor of a 3 storey building beneath residential properties. Converted to nurse's and let to Imagination Preschool.
21 High St, London SE20	Nov 18	803	£24.30	£19,500	10 yrs			The premises comprise a ground floor lock up shop unit, which has been used as a Doctors Surgery and therefore enjoys a D1 use class. Internally the premises have been adapted to provide a reception area, office and surgery rooms.

## **Appendix 9 – CAST Cost Plan**

16/12/2019

# Guild Living | Cost Model

Epsom CD07 Cost Model with Measured Sub / Frame / Façade

Revision 1



CAST REAL ESTATE & CONSTRUCTION CONSULTANCY

24-28 Hatton Wall, Black Bull Yard, London, EC1N 8JH  
cast-consultancy.com



Financial Summary

		WEST		EAST											
		Building 1		Building 2											
						Construction Total									
Ref	Description	Type 1	Type 2	Building Sub-Total	Podium	External Works	Construction Total	NIA		GIA		Unit Type		Comments	
		254,771 ft² / GIA	158,606 ft² / GIA		30,021 ft²	158,057 ft²		£ / ft² (NIA)	£ / m² (NIA)	£ / ft² (GIA)	£ / m² (GIA)	£ / Total Unit (GLR+GCR+GCS+KW)			
		162,139 ft² / NSA	111,198 ft² / NSA												
		236 Units	132 Units												
		174 GLR Units	132 GLR Units												
0	Demolition & Enabling			-	-	£1,600,000	£1,600,000	£6 / ft²	£63 / m²	£4 / ft²	£39 / m²	£4,350 / Unit			
1	Substructure	£4,140,000	£2,440,000	£6,580,000	£280,000	-	£6,860,000	£25 / ft²	£270 / m²	£15 / ft²	£167 / m²	£18,640 / Unit			
2	Shell & Core	£18,250,000	£9,418,000	£27,668,000	£980,000	-	£28,648,000	£105 / ft²	£1,128 / m²	£65 / ft²	£695 / m²	£77,850 / Unit			
3	Finishes	£9,416,289	£5,930,000	£15,346,289	£2,590,000	-	£17,936,289	£66 / ft²	£706 / m²	£40 / ft²	£435 / m²	£48,740 / Unit			
4	Fixtures, Furnishing & Equipment	£6,111,000	£3,780,000	£9,891,000	-	-	£9,891,000	£36 / ft²	£390 / m²	£22 / ft²	£240 / m²	£26,880 / Unit			
5	MEPH & Lifts incl BWIC	£14,196,700	£7,089,789	£21,286,489	£380,000	-	£21,666,489	£79 / ft²	£853 / m²	£49 / ft²	£526 / m²	£58,880 / Unit			
6	External Works			-	-	£6,074,000	£6,074,000	£22 / ft²	£239 / m²	£14 / ft²	£147 / m²	£16,510 / Unit			
Measured Works Total		£52,113,989	£28,657,789	£80,772,000	£4,230,000	£7,674,000	£92,676,000	£339 / ft²	£3,650 / m²	£209 / ft²	£2,250 / m²	£251,850 / Unit			
7	Preliminaries / Logistics (17.0%)	£8,859,000	£4,872,000	£13,731,000	£719,000	£1,305,000	£15,755,000	£58 / ft²	£620 / m²	£36 / ft²	£382 / m²	£42,810 / Unit			
8	Post-Contract Novated Fees (RIBA Stage 5&6) (2.0%)	£1,219,468	£670,593	£1,890,000	£98,982	£179,572	£2,168,620	£8 / ft²	£85 / m²	£5 / ft²	£53 / m²	£5,890 / Unit			
9	Design & Construction Risk (5.0%)	£3,109,623	£1,710,019	£4,819,650	£252,399	£457,929	£5,530,000	£20 / ft²	£218 / m²	£12 / ft²	£134 / m²	£15,030 / Unit			
10	Overheads & Profit (5.0%)	£3,265,000	£1,796,000	£5,061,000	£265,000	£481,000	£5,807,000	£21 / ft²	£229 / m²	£13 / ft²	£141 / m²	£15,780 / Unit			
11	Other Professional Fees (-)	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Assumed in client appraisal		
12	Inflation Allowance (-)	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Costs at 4Q2019		
Construction Total		£68,567,080	£37,706,401	£106,273,650	£5,565,381	£10,097,500	£121,936,620	£446	£4,802 / m²	£275 / ft²	£2,960 / m²	£331,300 / Unit			
£ / ft² NSA		£423		£339		£389									
£ / ft² GIA		£269		£238		£240		£185		£64		£275			
£ / ft² GEA		£245		£216		£218		£169		£58		£250			

# Guild Living | Cost Model

Epsom CD07 Cost Model with Measured Sub / Frame / Façade

December 2019

## Combined Building | Elemental Summary

		Shell & Core	Residential Fit Out	Residential Amenity	Landlord - FoH	Care - FoH	Landlord - BoH	Retail	Childcare	TOTAL	£/ft2	£/Unit
		413,377 ft²	273,337 ft²	18,611 ft²	54,216 ft²	8,172 ft²	10,172 ft²	5,554 ft²	2,357 ft²		413,377 ft²	368 Units
		368 Units	368 Units			28 Units						
1	<b>Substructure</b> Substructure & Groundworks	£6,580,000								£6,580,000	£16 / ft2	£17,880 / Unit
2	<b>Shell &amp; Core</b> Frame	£2,265,000								£2,265,000	£5 / ft2	£6,155 / Unit
3	Upper Floors	£7,445,000								£7,445,000	£18 / ft2	£20,231 / Unit
4	Roof	£1,701,000								£1,701,000	£4 / ft2	£4,622 / Unit
5	Stairs	£695,000								£695,000	£2 / ft2	£1,889 / Unit
6	External Walls, Windows & Doors	£15,562,000								£15,562,000	£38 / ft2	£42,288 / Unit
7	<b>Base Build MEPH &amp; Lifts</b> MEPH Services	£9,142,500								£9,142,500	£22 / ft2	£24,844 / Unit
8	BWIC (3%)	£274,665								£274,665	£1 / ft2	£746 / Unit
9	Lifts	£1,186,000								£1,186,000	£3 / ft2	£3,223 / Unit
	<b>Total Shell &amp; Core £</b>	<b>£44,851,165</b>	-	-	-	-	-	-	-	<b>£44,851,165</b>	<b>£108 / ft2</b>	<b>£121,878 / Unit</b>
10	<b>Fit Out &amp; Finishes</b> Internal Walls and Partitions		£3,991,000	£223,000	£244,000	£61,000	£87,000	£22,000	£14,000	£4,642,000	£11 / ft2	£12,614 / Unit
11	Internal Doors		£1,469,000	£223,000	£325,000	£61,289	£87,000	£22,000	£14,000	£2,201,289	£5 / ft2	£5,982 / Unit
12	Wall Finishes		£454,000	£670,000	£244,000	£61,000	£43,000	£11,000	£7,000	£1,490,000	£4 / ft2	£4,049 / Unit
13	Floor Finishes		£2,974,000	£670,000	£488,000	£184,000	£87,000	£22,000	£14,000	£4,439,000	£11 / ft2	£12,063 / Unit
14	Ceiling Finishes		£1,840,000	£223,000	£325,000	£92,000	£66,000	£17,000	£11,000	£2,574,000	£6 / ft2	£6,995 / Unit
	<b>FF&amp;E and Sanitaryware</b>		-	-	-	-	-	-	-			
15	Fixtures and Fittings		£3,633,000	£670,000	-	£123,000	£37,000	£6,000	-	£4,469,000	£11 / ft2	£12,144 / Unit
16	Sanitaryware		£90,000	£223,000	-	£31,000	£28,000	£11,000	-	£383,000	£1 / ft2	£1,041 / Unit
17	Bathroom Pods		£5,039,000	-	-	-	-	-	-	£5,039,000	£12 / ft2	£13,693 / Unit
	<b>Fit Out MEPH</b>		-	-	-	-	-	-	-			
18	MEPH Services		£8,809,000	£1,563,422						£10,372,422	£25 / ft2	£28,186 / Unit
19	BWIC (3%)		£264,000	£46,903						£310,903	£1 / ft2	£845 / Unit
	<b>Total Fit Out £</b>	-	<b>£28,563,000</b>	<b>£4,512,324</b>	<b>£1,626,000</b>	<b>£613,289</b>	<b>£435,000</b>	<b>£111,000</b>	<b>£60,000</b>	<b>£35,920,613</b>	<b>£87 / ft2</b>	<b>£97,610 / Unit</b>
	<b>TOTAL £</b>	<b>£44,851,165</b>	<b>£28,563,000</b>	<b>£4,512,324</b>	<b>£1,626,000</b>	<b>£613,289</b>	<b>£435,000</b>	<b>£111,000</b>	<b>£60,000</b>	<b>£80,771,778</b>	<b>£195</b>	<b>£219,488</b>
	<b>Cost / Ft2</b>	<b>£108</b>	<b>£104</b>	<b>£242</b>	<b>£30</b>	<b>£75</b>	<b>£43</b>	<b>£20</b>	<b>£25</b>			
	<b>Cost / Unit</b>	<b>£121,880</b>	<b>£77,620</b>		<b>£340</b>	<b>£21,903</b>	<b>£1,182</b>					

# Guild Living - Epsom Hospital Feasibility Estimate - Basement Scheme

May-19

## Assumptions

\*The following itemizes various assumptions we have identified within your Cost Plan, can the Client please review and highlight any areas they would prefer included / excluded.

### GENERAL ASSUMPTIONS

- Base date: 4Q2019.
- Details and measurement assumes a design commensurate with RIBA Stage 1.
- Assumes competitive tendering to all contractors, sub-contractors / trades - no allowance for single source sub-contract
- No detailed specification available for fit out finishes, door, sanitaryware and kitchen assumed
- Finish to Stair Cores are included within rate
- Preliminaries are included at 17% of construction cost
- OH&P included at 5%
- Risk is included at 5%
- Assumes temporary works design by main contractor.
- Diversion of services under the site have not been included - no details.
- Post boxes and numbering not included.
- Assumed no Blinds.
- Assumed no refuse chute.
- Sanitaryware all assumed.
- No allowance has been included for post contract change - these are assumed to be funded by developers contingency
- Assumes that scheme will be delivered in one phase under single stage contract with procurement by competitive tender
- Wall types assumed
- Block walls assumed to Ground floor, all other walls assumed plasterboard stud.
- 306 Guild Living Residences have been included to the cost plan following the new design in addition to 28 GCS, 10 GCR & 24 KW units (368 total)
- Roof works to include insulation and rainwater goods
- Kitchen cost to include all appliances and cabinets
- Wardrobes to be painted and to include all ironmongery
- Assumes standard bricks at 212.5x102.5x75mm (inc 10mm mortar). Target cost , £600/1000
- Stainless Steel Cavity trays assumed @ £95/lm at each floor

### DESIGN INFORMATION USED

Architect - Marchese Partners CD07 Design Pack

.DWGs

- A2.01 L0
- A2.02 L1
- A2.02 L1
- A2.04 L3
- A2.05 L4
- A2.06 L5-8
- A2.06 L5-8
- 191122 - Epsom - CD7 - Sections
- 191122 - Epsom - CD7 - Sections

.PDF

- 18120 - Epsom - CD7 - Accomodation schedule Rev E - Building summary
- 18120 - Epsom - CD7 - Accomodation schedule Rev E - Data sheet
- 18120 - Epsom - CD7 - Accomodation schedule Rev E - Data sheet
- 18120 - Epsom - CD7 - Accomodation schedule Rev E - Data sheet
- 18120 - Epsom - CD7 - Floor plans- Rev M

Structures

- EPS-HYD-XX-XX-SK-S-0003 [P01] Pile cap layout 1



## EXCLUSIONS

General Exclusions	Status
• VAT	Client appraisal
• Financing costs.	Client appraisal
• Out of hours working.	Assumed not req'd
• Latent defects insurance.	Client appraisal
• Professional fees (non-novated fee)	Client appraisal
• Works outside of the site boundary unless specified.	S. 278 where req'd
• Client risk allowance.	Client appraisal
• Marketing costs (show flats, brochures, etc.).	Client appraisal
• Public artwork contribution/ expenditure.	Client appraisal
• Site acquisition.	Client appraisal
• Rights of light.	Client appraisal
• Party wall surveys/ awards.	Client appraisal
• Maintenance post defect's liability period.	Operation cost
• Façade lighting (specialist).	Assume not req'd
• Capital allowances.	Business plan item
• White goods to landlord / BoH	Client appraisal
• Site, architectural, building condition/monitoring surveys.	Client appraisal
• Archaeological survey and associated costs.	Client appraisal
• Protected species survey and associated costs (except where specified)	Client appraisal
• Local authority charges.	Client appraisal
• Costs associated with BIM.	Client appraisal
• Oversailing rights and associated costs.	Client appraisal
• Service diversions	Assumed not req'd
• Wireless Internet Routers; Wiring included	By occupier
• All Brexit related impact - including but not limited to uncertainty, supply chain impact, delay, etc	

General Exclusions	Status
• Public address systems.	Assumed not req'd
• Fire rated ductwork.	Assumed not req'd
• Advanced payment bonds	Assumed not req'd
• Excavation and disposal of contaminated material	More Information req'd
• Upgrades to existing incoming services	Assumed not req'd
• Watching brief, post UXO survey	Assumed not req'd
• Blackout blinds	Assumed not req'd
• Loose FF&E generally	Client appraisal
• Curtains and Blinds to apartments	Client appraisal
• Artwork across the scheme	Client appraisal
• Specific site investigations or surveys of the site	Client appraisal
• BREEAM Requirements (currently unknown)	Client appraisal
• Section 278 works	Client appraisal
• CCTV Provisions	Fit Out Cost
• Note: Structural allowances are not based on any specific design info	More Information req'd
• Abnormal issues resulting from demolition of Existing Building	More Information req'd
• Fund monitoring / third party advisor costs.	Client appraisal
• Refuse bins and associated items.	Operation cost
• Section 106 works	Client appraisal
• Specialist Fit Out to Cinema	By tenant
• Fit out to Retail Units, (Cat A provision only).	By tenant
• Fit out to Community Centre, (Cat A provision only).	By tenant
• Fit out to Health Centre, (Cat A provision only).	By tenant
• No allowance for loose FF&E to communal / amenity spaces	Client appraisal



Area Summary m2											Additional Info					
Type	RESIDENTIAL					Retail	Car Park	Nursery	Other	Residual	GIA	Real Net : Gross	GEA	Typ. Floor Heights	Perimeter	Façade
	Apartments	Amenity	FoH	CFoH	BoH											
Unit	m2	m2	m2	m2	m2	m2	m2	m2	m2	m2	m2	%	m2	m	m	m2
Block 1																
m2	15,063	1,316	3,127	759	1,409	-	2,789	219	-	1,776	26,458	64%	29,104	3.33	3,932	13,761
ft2	162,139	14,165	33,657	-	15,168	-	30,021	-	-	19,113	274,263		301,689			
Nr. Floors	9															
Nr. Cores	6	Wall to Floor 0.58														
Block 2																
m2	10,331	413	1,910		606	516	-	-	-	959	14,735	70%	16,209	3.33	2,216	7,738
ft2	111,198	4,445	20,559		6,523	5,554	-	-	-	10,326	158,606		174,467			
Nr. Floors	9															
Nr. Cores	4	Wall to Floor 0.53														
Block 3																
m2	-	-	-	-	-	-	-	-	-	-	-	0%		-	-	-
ft2	-	-	-	-	-	-	-	-	-	-	-					
Nr. Floors	-															
Nr. Cores	-	Wall to Floor														
Block 4																
m2	-	-	-	-	-	-	-	-	-	-	-	0%		-	-	-
ft2	-	-	-	-	-	-	-	-	-	-	-					
Nr. Floors	-															
Nr. Cores	-	Wall to Floor														
Block 5																
m2	-	-	-	-	-	-	-	-	-	-	-	0%		-	-	-
ft2	-	-	-	-	-	-	-	-	-	-	-					
Nr. Floors	-															
Nr. Cores	-	Wall to Floor														
Block 6																
m2	-	-	-	-	-	-	-	-	-	-	-	0%		-	-	-
ft2	-	-	-	-	-	-	-	-	-	-	-					
Nr. Floors	-															
Nr. Cores	-	Wall to Floor														
Total																
m2	25,394	1,729	5,037		2,015	516	2,789	219	-	2,735	38,404	66%	42,244		6,148	21,499
ft2	273,337	18,611	54,216		21,691	5,554	30,021	-	-	29,439	432,869		476,156			
Nr. Floors	18															
Nr. Cores	10															

Guild Living | Cost Model  
Epsom CD07 Cost Model with Measured Sub / Frame / Façade  
December 2019

Accommodation Schedule - Full Scheme

Residential Accommodation Schedule														
Type	GLR - Studio	GLR - 1B2P	GLR - 2B3P	GLR - 2B4Pb	GLR - 2BDA	GLR - 3B5P	GLR - 3B6P	AFF - S1P	AFF - 1B2P	AFF - 2B3P	GCR - Studio	GCR - 2B3P	GCS - S1P	Unit Totals
Block 1														
Total m2	-	2,499	6,839	1,756	1,165	-	437	444	330	384	412	59	738	15,063
Total ft2	-	26,897	73,612	18,906	12,535	-	4,702	4,782	3,550	4,137	4,434	640	7,945	162,139
Total Nr.	-	46	91	21	12	-	4	12	6	6	9	1	28	236
Avg. Size m2	46	54	75	84	97	-	109	-	-	-	-	-	-	-
Block 2														
Total m2	-	1,247	4,790	1,829	797	825	843	-	-	-	-	-	-	10,331
Total ft2	-	13,423	51,562	19,684	8,575	8,879	9,076	-	-	-	-	-	-	111,198
Total Nr.	-	22	64	22	8	8	8	-	-	-	-	-	-	132
Avg. Size m2	46	57	75	83	100	-	-	-	-	-	-	-	-	-
Block 3														
Total m2	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total ft2	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Nr.	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Avg. Size m2	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Block 4														
Total m2	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total ft2	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Nr.	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Avg. Size m2	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Block 5														
Total m2	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total ft2	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Nr.	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Avg. Size m2	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Block 6														
Total m2	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total ft2	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Nr.	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Avg. Size m2	-	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL														
Total m2	0	3,746	11,629	3,585	1,961	825	1,280	444	330	384	412	59	738	25,394
Total ft2	0	40,320	125,173	38,590	21,110	8,879	13,777	4,782	3,550	4,137	4,434	640	7,945	273,337
			247,849						12,468		5,074		7,945	273,337
Total Nr.	-	68	155	43	20	8	12	12	6	6	9	1	28	368
				306					24		10		28	368

## Guild Living | Cost Model

Epsom CD07 Cost Model with Measured Sub / Frame / Façade

December 2019

### Structural Parameters

ELEMENT	ITEM	QTY
PILES	PERIMETER	3/column
	INTERNAL	4/column
	PILE DIAMETER	0.45m - 0.6m
	PILE DEPTH	20.00m
	PILE CAP LENGTH	Varies
	PILE CAP WIDTH	Varies
	PILE CAP DEPTH	Typ 1.2m
	REINFORCEMENT	140.00kg/m3
	GRADE	C32/40

ELEMENT	ITEM	GROUND FLOOR
PERIMETER GROUND BEAM	DEPTH	0.450m
	WIDTH	0.450m
	REINFORCEMENT	180.00kg/m3
	GRADE	C32/40

ELEMENT	ITEM	GROUND FLOOR	ABOVE GROUND
SLABS	DEPTH	0.275m	0.230m
	REINFORCEMENT	120kg/m3	120kg/m3
	GRADE	C32/40	C32/40

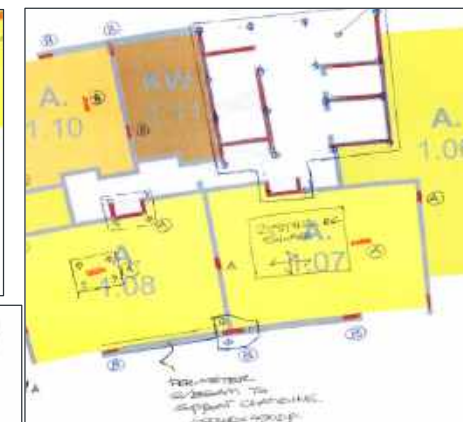
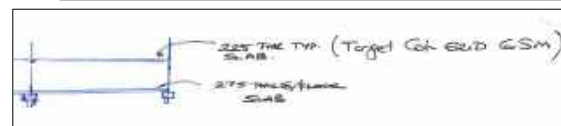
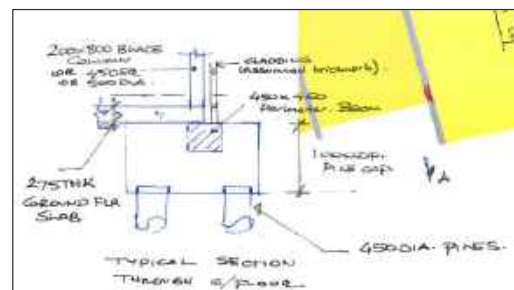
ELEMENT	ITEM	GROUND FLOOR	ABOVE GROUND
COLUMNS	GRID	Varies	Varies
	LENGTH	Varies	Varies
	WIDTH	Varies	Varies
	HEIGHT	4.270m	3.223m
	REINFORCEMENT	300.000m	300.000m
	GRADE	C40/50	C40/50

ELEMENT	ITEM	PRIMARY CORE	SECONDARY CORE
CORES	THICKNESS	0.200m	0.200m
	LENGTH	35.000m	19.000m
	REINFORCEMENT	250kg/m3	250kg/m3
	GRADE	C32/40	C32/40

ELEMENT	ITEM	PRIMARY CORE	SECONDARY CORE
LIFTS	THICKNESS	0.200m	0.200m
	LENGTH	3.000m	3.000m
	REINFORCEMENT	250kg/m3	250kg/m3
	GRADE	C32/40	C32/40
	NUMBER	1 / Core	1 / Core

### General Assumptions

- Piled foundation with caps, perimeter ground beam and ground slab
- Excludes abnormalities including heave board, gas membranes etc.
- Insitu reinforced concrete framed building
- Reinforced main structural core including lift core with tanked lift pit
- Reinforced riser structure including riser floors
- Reinforced stair construction including metal balustrades, handrails, vinyl flooring to treads
- Excludes PT frame



### Key Rates

	Unit	Rate
• Piles	m	£80
• Installation and removal of piling mat	m3	£90
• Lift pits including tanking	nr.	£12,000
• Concrete to slabs	m3	£200
• Concrete to frame	m3	£200
• Reinforcement	t	£1,200
• Formwork	m2	£50
• Riser Floors	nr	£50
• Insitu stair construction; including metal balustrade & handrail, vinyl floor finishes to treads	Flight	£12,500
• Substructure Sub Contractor Prelims to concrete frame works	%	15
• Superstructure Sub Contractor Prelims to concrete frame works	%	25
• Superstructure Sundry items	%	3
• Superstructure Contingency	%	5

## Guild Living | Cost Model

Epsom CD07 Cost Model with Measured Sub / Frame / Façade

December 2019

### Façade and Roof Paramaters

#### General Façade Allowances

- Includes full through wall construction including internal liner wall
- Fast-track construction technique to all facades types
- Excludes scaffolding and craneage, included with master preliminary book

#### Brick Slip



- Brick slip outer skin, either offsite or onsite applied
- SFS slab to slab internal system including liner and insulation
- Weather proofing and track system

#### Key Rates

£700/m2

#### Stone Cladding



- Recon stone clad outer skin
- SFS slab to slab internal system including liner and insulation
- Weather proofing and track system

#### Key Rates

£750/m2

#### Metal Rainscreen



- PPC metal rainscreen outer skin
- SFS slab to slab internal system including liner and insulation
- Weather proofing and track system

#### Key Rates

£650/m2

#### Glazing Specification

- Aluminium powder coated double glazed units from pre-tested and certified range
- Full height glazing
- One sliding door to balcony with brushed steel ironmongery

#### Key Rates

- Framed Window System; PPC Aluminium **£600/m2**
- Sliding door and frame set - extra over to glazing cost **£750**

#### Balcony Construction

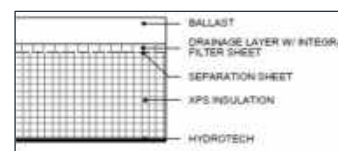
- Pre-assembled and factory finished to a high quality standard
- Factory assembled aluminium slide on Cassette
- Composite decking boards or pavers
- Frameless structural clear toughened PVB laminated glass balustrade



#### Key Rates

- Bolt on balcony **£8,500**

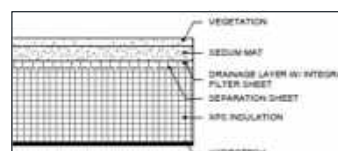
#### Roof Construction



- Roof structure included in Frame and upper slabs
- Inverted roof build up as detailed
- 20% sedum roof
- Includes mansafe system and abseil points for façade maintenance
- Excludes FoH roof finishes, included in landscaping

#### Key Rates

- Waterproofing & Insulation to roof slab **£90/m2**
- Balast finish including drainage layers **£85/m2**
- Parapet to primary roof area **£500/m**
- Allowance for mansafe system **£100/m**
- Allowance for façade maintenance **£200/m**
- Allowance for plant bases **£25,000**



## Guild Living | Cost Model

### Epsom CD07 Cost Model with Measured Sub / Frame / Façade

December 2019

#### Apartment Parameters

##### Drylining

- Party wall construction from slab level to underside of slab; metal framed construction, drylined with acoustic wallboard and plaster skim finish both sides; generally 305mm thick
- Internal wall construction from slab level to underside of slab; metal frame construction with metal c-stud, 15mm single skin drylined with wet plaster skim both sides; generally 105mm thick
- Additional wediboard to bathroom and ensuite from slab level to underside of ceiling
- Additional patressing to unit walls from slab level to underside of ceiling
- Flat plasterboard ceiling with cornice; 15mm single skin drylined, painted finish
- Average floor to ceiling height
- One access hatch per bedroom to ceiling

5%

2.7m

##### Key Rates

Internal plasterboard partitions; general including skim	£55/m2
Wediboard to Bathroom	£30/m2
Wediboard to Ensuite	£30/m2
Party walls including skim	£110/m2
Patressing one side	£15/m2
Suspended plasterboard ceiling	£45/m2
Cornice to ceiling	£15/m
Access hatch	£200
Matt emulsion paint to plasterboard ceiling	£6/m2

##### Wall Finishes

- Matt emulsion paint to walls
- Allowance for ceramic wall tiling to bathroom walls (£55/PC sum) including tanking to walls (wediboard included above)
- Wall tiling to kitchen / kitchen splashback tiling included in kitchen fit out

100%

##### Key Rates

Internal plasterboard partitions; general including skim	£5/m2
Ceramic wall tiling to bathrooms and ensuites	£80/m2



##### Doors

- Veneered large leaf entrance door with mid range ironmongery with five point lock (£200/PC sum) and "a place to call home" surround
- Internal - Painted paneled doors with mid range brushed steel ironmongery (£70/PC sum)
- Single swing doors to living room, bathroom, bedrooms
- Double swing doors to utility cupboard



##### Key Rates

Apartment entrance door including ironmongery	£1,250
Internal single door including ironmongery	£500
Internal double door including ironmongery	£750
Internal storage door including ironmongery	£350
"A place to call home" surround	£1,000

##### Floor Finishes

- Underfloor heating build up including insularion and wet screed inculding tanking to bathroom/ensuite
- Engineered timber flooring in plank arrangement to living space, corridors and utility cupboard (£40/m2 PC sum)
- Carpet flooring to bedrooms (£25/m2 PC sum)
- Ceramic tile flooring to bedrooms (£55/m2 PC sum)
- Painted mdf skirting excluding bathroom, ensuites and kitchen

##### Key Rates

Substrate to apartment	£65/m2
Floor finish to bathrooms; ceramic tiles	£80/m2
Floor finish to kitchens; engineered timber boards	£70/m2
Floor Finish to bedrooms; carpet	£45/m2
Floor Finish to living space; carpet	£45/m2
Painted MDF skirting boards	£12/m



## Guild Living | Cost Model

Epsom CD07 Cost Model with Measured Sub / Frame / Façade

December 2019

### Kitchen, Bathroom and Joinery Paramaters

#### Kitchens

- Use of modular cabinet sizes with polyester powdercoated doors
- 1500mm circulation zone
- Integrated oven (£300/PC sum) and microwave (£200/PC sum) at bench height, oven & induction hob (£200/PC sum) with easy to use dials
- 850mm high kitchen benchtops with recon stone bench and glass splash back
- Smaller high level dishwasher/ dishdrawer (£500/PC sum single drawer)
- Tall fridge freezer rather than under counter, freezer compartment at bottom (£400/PC sum)
- Corner base units with pull out carousel fittings
- Glazed or open shelves for item identification
- Drawer and cupboard handles that are easy to grab, ergonomically designed handles
- Contrast colours
- Excludes islands and/or breakfast bars

#### Key Rates

1 Bed Kitchen	£7,800
2 Bed Kitchen	£8,400
3 Bed Kitchen	£9,600



#### Utility Cupboard

- Onsite construction. Walls, floors, doors and MEP included elsewhere
- Includes for shelving and worktop

#### Key Rates

Allowance for utility cupboard fit out	£400
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#### Bathrooms

- Floor build up and underfloor heating included elsewhere in model
- Wall and floor finishes included elsewhere in model
- Supply and installation of sanitaryware and bathroom goods
- Includes connection into supply and disposal, main infrastructure included in MEP fit out costs
- Ensuite includes double vanity with taps and waste (£500/PC sum), wall cabinet (£100/PC sum), toilet with exposed cistern (£200/PC sum), level threshold shower tray and drain channel (£500/PC sum), shower setup including mixer valve and shower kits (£200/PC sum), shower screen (£200/PC sum)
- Bathroom includes single vanity with taps and waste (£300/PC sum), wall cabinet (£100/PC sum), toilet with exposed cistern (£100/PC sum), bath and taps (£300/PC sum), shower setup including mixer valve and shower kits (£200/PC sum), shower screen (£100/PC sum)



#### Key Rates

Allowance for bathroom suites; 3 piece including single sink, toilet, bath	£2,500
Allowance for en-suites; 5 piece including double sink, toilet, shower, shower screen	£3,500

#### Wardobes

- Standardised types and dimensions
- Polyester powder coated doors, pull handle (£30/PCsum) with melamine carcass and mirror panel (option internal or external)
- Allows rail and hat shelf as standard and isolated shelving units
- Allows strip LED lighting activated on opening
- Excludes drawer units, concealed hinges

	GLR - 1B2P	GLR - 2B3P	GLR - 2B4Pb	GLR - 2BDA	GLR - 3B6P
Master bedroom	1.5m	1.0m	1.0m	1.0m	1.0m
Secondary bedroom	0.0m	1.0m	1.0m	1.0m	0.8m
Third bedroom	0.0m	0.0m	0.0m	0.0m	0.8m

#### Key Rates

Allowance for wardrobes to bedrooms	£650/m
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## Guild Living | Cost Model

Epsom CD07 Cost Model with Measured Sub / Frame / Façade

December 2019

### MEP ASSUMPTIONS

#### 1 Design Information

#### 2 Scope Clarifications

##### Mechanical, Electrical and Public Health

- |  |  |
|--|--|
| <b>Disposal Installation</b>             | <ul style="list-style-type: none"> <li>Internal soil and rainwater pipework down pipes have been benchmarked from similar scale schemes</li> <li>Sump pumps and below slab drainage is not included within the MEP package.</li> </ul>   |
| <b>Water Installation</b>                | <ul style="list-style-type: none"> <li>Portable water is distributed via a central ring main, to the base of each riser.</li> <li>CAT 5 water is distributed via a central ring main, to the base of each riser supplied by one</li> <li>Apartments are individually metered from the manifold within the on floor riser.</li> <li>A residential sprinkler system has been included to be fed off each on floor manifold within the riser. Zone valves are included on each floor only.</li> <li>Sprinkler protection is to apartments only and not common areas, an allowance of 1 head per 7m2. Heads are unconcealed.</li> </ul>              |
| <b>Heat Source</b>                       | <ul style="list-style-type: none"> <li>Air Source Heat Pumps are included for heating source and provide hot water to each apartment in all blocks.</li> <li>Air cooled chillers are allowed on the roof for commercial areas in Block C / L</li> <li>A 2 pipe flow and return system is connected to the ASHP in each block , which will in turn connect to HIU in each apartment</li> </ul>  |
| <b>Space Heating &amp; Air Treatment</b> | <ul style="list-style-type: none"> <li>A hot water cylinder is allowed for each apartment together with the HIU to provide hot water to each apartment. A Wet Underfloor system is allowed for each apartment</li> <li>Chilled water pipework are connected from the air cooled chillers from roof to the commercial spaces at ground, 1st and 2nd floors and capped off in corridor</li> <li>Bathrooms and ensuites are heated via electric powered tower radiators.</li> <li>MVHR is included. There's an allowance of £500/apartment for dedicated kitchen extract.</li> <li>Electric tower radiators are included in the bathroom</li> </ul> |

##### Mechanical, Electrical and Public Health

- |                                |   |
|--------------------------------|---|
| <b>Electrical Installation</b> | <ul style="list-style-type: none"> <li>An allowance has been made for a sub main infrastructure to serve apartments (via ryfield boards) and landlords LV within the building. A reasonable allowance has been made for small power, lighting, emergency lighting, containment and earthing and bonding. Apartment lighting consists of LED down lights in living space, hall and bedrooms, downlights in bathrooms and supplementary ceiling pendent in the living space. No allowance has been made for enhanced feature lighting and lighting control. Power provisions have been made for under kitchen cupboard lighting.</li> </ul>   |
| <b>Extract Ventilation</b>     | <ul style="list-style-type: none"> <li>Apartments are ventilated via MVHR until located in the utility cupboard and expelling locally at the facade.</li> <li>Car park is mechanically ventilated, design to be advanced at next stage.</li> <li>AOV shafts to provide summertime ventilation and miled cooling via rooftop cooling coil.</li> </ul>  |
| <b>Gas Pipework</b>            | <ul style="list-style-type: none"> <li>Gas supply provision to A3 retail units only.</li> </ul>   |
| <b>Protective</b>              | <ul style="list-style-type: none"> <li>Earthing, bonding and lightening protection allowance is included to each block.</li> <li>AOV smoke extract shafts to each core</li> <li>An allowance has been made for a centralised wet riser</li> </ul>   |
| <b>Comms Installation</b>      | <ul style="list-style-type: none"> <li>An allowance has been made fire alarm coverage in circulation and communal areas. Apartments are to be standalone.</li> <li>An allowance has been made for IRS infrastructure to feed each block with multiple signals to each apartment. Design to be developed at the next stage.</li> <li>BT infrastructure (assumed free issue equipment and coax / fibre by BT).</li> <li>Access control to apartments is assumed video entry to main doors and manual key to apartment door.</li> <li>External CCTV cameras have been included per block.</li> <li>No allowance has been made for leak detection and trace heating in the apartments.</li> <li>All AV excluded.</li> <li>Allow for pull cord linking to a central location simple nurse call solution</li> </ul> |
| <b>Special Installations:</b>  | <ul style="list-style-type: none"> <li>No allowance has been made for PV installation. Deemed to be not required as ASHP is on site.</li> </ul>   |

### 3 Exclusions and Further Pricing Assumptions

#### Mechanical, Electrical and Public Health

- Mirror demisters.
- Recirculating cooker hood
- AV and Speakers to apartments
- Gas to apartments
- Active internet equipment
- Below ground drainage.
- Services Equipment (including kitchen extract hood, hand driers).
- External small power.
- Cable TV / Phone / Internet subscriptions.
- Ducted smoke shaft.
- Sound attenuation.
- Public address systems.
- Acoustic insulation to Rainwater system.
- External rainwater outlets
- Utility connection costs
- Cross attenuators in apartments
- Acoustic and visual screening to external ASHP
- Structural standing/secondary steel supports for ASHP on roof
- Prefabricated utility cupboard

#### Mechanical, Electrical and Public Health

- Intruder alarm.
- Chasing pipework.
- Fire rated ductwork.
- Contractors design fee.
- Allowance for new UKPN substation.
- Cast iron downpipes.
- Power to balconies
- Commissioning management.
- Water Consultancy.
- Riser floor plates

#### Pricing Assumptions:

- Base date: 2nd Qtr 2019
- Single Stage Selective Tendering, Competitive Tenders - Construct only.
- A LED downlight / wall light supply cost has been assumed as £25 and £30 (IP65).
- A PC allowance of £200 has been included for an electric towel rail in bathrooms.
- Standard RAL colours for all equipment and grilles unless otherwise stated.
- 12 Months warranties on plant and equipment.



**Guild Living | Cost Model**  
**Baseline Model**  
 December 2019

Shell & Core - Podium					2,789m2	30,021sqft	
Ref	Brief / Specification	Qty	Unit	Rate	Amount	Total	Notes / Comments
	<b>Enabling works &amp; Strip Out</b> Facilitating works				Exlcuded	<b>Exlcuded</b>	
	<b>Substructure</b> Foundations and reinforced ground floor slab	1,395	m2	£200.00	£278,900.00	<b>£278,900.00</b>	Allowance for GF slab only - piles / caps incl elsewhere
	<b>Frame</b> Insitu RC frame	2,789	m2	£250.00	£697,250.00	<b>£697,250.00</b>	
	<b>Roof</b> Waterproofing, insulation, balast and rainwater goods	957	m2	£175.00	£167,475.00	<b>£167,475.00</b>	FoH finish included in external works
	<b>Stairs</b> Insitu concrete staircase; including handrail, floor finishes; balustrading and finish to treads / nosings; L0 to L1	0	flights	£8,000.00	£0.00	<b>£0.00</b>	
	<b>Externall walls, windows &amp; doors</b> Wall : Floor Ratio	6%	158m2				
	100% Solid wall : (100% wall area)	158	m2	£700.00	£110,600.00	<b>£110,600.00</b>	
	0% Glazed wall (0% wall area)	0	m2	£800.00	£0.00	<b>£0.00</b>	
	<b>Shell and Core Total Cost</b>				<b>£1,260,000.00</b>		
	<b>Fit-Out</b> Surface Clean / Finish		2,789	m2	£15	£41,835	
	Automated /Car Stacker		150	nr	£17,000	£2,550,000	Provision as CD07 Drawings
	20% of AGV spaces to have EV charging capability		30	Provisional Sum	£4,000	£120,000	Kingfisher to advise
	20% of AGV spaces to be future proofed for EV charging capability		30	Provisional Sum	£2,000	£60,000	Kingfisher to advise
	<b>Fit Out otal Cost</b>				<b>£2,590,000.00</b>		
	<b>MEP FITOUT</b> MEP		2,789	m2	£40	£111,560	
	E/O Sprinklers		2,789	Item	£60	£167,340	
	E/O Ventillation / Smoke Vent		2,789	m2	£35	£97,615	
	<b>MEP Fit Out Total Cost</b>				<b>£380,000.00</b>		
	<b>Total Cost</b>				<b>£4,230,000.00</b>		

## Guild Living | Cost Model

### Baseline Model

December 2019

#### External Works

Ref	Brief / Specification	Qty	Unit	Rate	Total	Notes / Comments
<b>Enabling / Demolition</b>						
	Allowance for demolition of existing buildings	1	PS	£1,400,000	£1,400,000	Provisional
	Allowance for removal / disposal of Asbestos / ACMs	1	Item	Excl	Excluded	
	Allowance for removal / disposal of other contaminated materials	1	Item	Excl	Excluded	
	Allowance for cut and fill including disposal	4,000	m3	£50	£200,000	Provisional
<b>Landscaping</b>						
<b>Hard Landscaping</b>						
	Paving type 1 - Pavement to Plaza & threshold areas; Sureset, 6mm aggregate. 18mm thick. 70mm dense base. DBM 20mm nominal size. 150mm sub base	852	m2	£120	£102,240	
	Paving type 2; Clay brick pavers;	520	m2	£100	£52,000	
	Paving type 3; Self Binding aggregate	432	m2	£250	£108,000	
	Paving type 4; Wicksteed wet pour 20mm thick Ear Yellow colour	150	m2	£120	£18,000	
	Paving Type 5; Stone Pavers	1,733	m2	£150	£259,950	
	Access Road; Tarmac	1,261	m2	£90	£113,490	
<b>Soft Landscaping</b>						
<b>Boundry Planting</b>						
	Planting mix shrubs, perennials, grasses and fern	1,519	m2	£180	£273,405	
	300mm depth topsoil	456	m3	£300	£136,702	
	300mm depth sub soil	456	m3	£100	£45,567	
	Lawns; including 450mm topsoil, 165mm sub soil, 50mm mulch and ground preperation	1,188	m2	£130	£154,416	
<b>Shrub planting</b>						
	Planting mix shrubs, perennials, grasses and fern	1,877	m2	£180	£337,825	
	300mm depth topsoil	563	m3	£300	£168,913	

300mm depth sub soil	563	m3	£100	£56,304	
<b>Rasid Planters (assumed depth 500mm)</b>					
Planting mix shrubs, perennials, grasses and fern	33	m2	£180	£5,878	
250mm depth topsoil (assumed)	8	m3	£300	£2,449	
250mm depth sub soil ( assumed)	8	m3	£100	£816	
<b>Tree</b>					
Tree Planting Hard; Planting of specimen trees as per drawings including underground tree anchoring system	7	nr	£2,600	£18,200	Based on AS BOQ
Tree planting soft; Planting of specimen trees as per drawings including underground tree anchoring system	26	nr	£1,000	£26,000	Based on AS BOQ
Feature tree; Planting of specimen trees as per drawings including underground tree anchoring system	1	nr	£20,000	£20,000	Based on AS BOQ
Tree planting Multi; Multi-stem including underground tree anchoring system	17	nr	£700	£11,900	Based on AS BOQ
<b>Miscellaneous</b>					
Metal edging to all surrounding soft & hard areas	1,271	m	£40	£50,824	
Timber edging deving the softscope planting areas	161	m	£20	£3,219	
Kerbs	337	m	£70	£23,613	
Hedge	82	m	£300	£24,547	
Allowance for green roofs	804	m2	£5	£4,021	
Allowance for signage	1	Item	£50,000	£50,000	
Allowance for art feature to entrance	1	Item	£250,000	£250,000	
Curved & Straight Benches	19	no	£1,500	£28,500	
Allowance for Bike Stands	1	PS	£10,000	£10,000	
Wooden Pergola within private gardens	2	PS	£10,000	£20,000	
Allowance for Play feature & Amenity Equipment	1	PS	£100,000	£100,000	
Galvanised castel double tray grille, including rootvent system and associated irrigation pipe	10	nr	£2,400	£24,000	Based on AS BOQ
Raised Beds	64	m	£350	£22,400	
Allowance for tree protection				Excluded	
Allownace for External Lighting	1	Item	£250,000	£250,000	
Allowance for CCTV	1	Item	£100,000	£100,000	
Allowance for sundry items			5%	£143,659	
Allowance for subcontractor on-costs			15%	£452,525.67	
Hard and Soft Landscaping : FoH Roof	1,628	m2	£300	£488,400	
Allowance for glazed link walkway	1	PS	£50,000	£50,000	Provisional awaiting design
<b>Drainage</b>					
External drainage infrastructure to landscaping	9,932	m2	£30	£297,960	

	External drainage infrastructure to blocks	4,752	m2	£30	£142,560	
<b>Utilities</b>						
	<b>External Services</b>					
1	Allowance for PV Panels / Renewable energy				£65,000	
2	Attenuation tank				£200,000	Provisional awaiting design
3	Rainwater Harvesting				Excluded	No provision allowed
4	Provisional allowance for external EV charging points	10	nr	£3,000	£30,000	Provisional awaiting spec and location
	<b>Utilities</b>					
5	Stat connections - PFS	368	Nr.	£2,500	£920,000	
5	Substation	3	Nr	£100,000	£300,000	Assumed 2nr Residential & 1 Nr Commercial
6	Allowances for testing and commissioning services	368	Nr	£300	£110,400	
	<b>Total</b>				<b>£7,674,000</b>	



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