

Appendix 10: Letter from Colliers

15 June 2017

Colin Darby
VSM Estates Ltd
c/o St Modwen Properties PLC
Park Point
17 High Street
Northfield
Birmingham
B31 2UO

Dear Mr Darby

We have been asked by VSM Estates to provide our professional opinion on the state of the office market within West London, and more specifically Uxbridge, and to advise on the implications of a requirement for the consented office development within the Town Centre Extension phase at St Andrew's Park to share parking with future commercial uses within this phase.

Our advice is based on longstanding experience as office agents in this area having also an office in the town.

Our current office leasing appointments include;

- Belmont – 124,000SQFT OBO Aviva
- Beaufort – 16,000SQFT OBO Tesco Pension Fund
- Parkview – 9,000SQFT OBO Tata

In relation to sharing the office parking provision with members of the public using other facilities at St Andrew's Park, the principal issue for office occupiers will be a security concern. Having dedicated parking on-site allows occupiers to control their parking and access to their offices. Uxbridge is currently home to a number of industries where security is paramount and their business involves sensitive information such as the pharmaceutical and oil and gas sectors. For these occupiers, maintaining control over their buildings is paramount.

For smaller occupiers, this may be less of a concern as they will be in multi-let buildings but even the major multi-let schemes in the area (e.g. Harman House and The Atrium) have rigorous security programmes in place for their on-site car parks.

That aside, the long term investor value and appeal for the buildings must be protected and this all links to occupier appeal and therefore the control of car parking.

Uxbridge is regarded as one of the Thames Valley's prime office centres due to road and rail accessibility and proximity to Heathrow underpinned by its retail/leisure amenities and demographic catchment.

The following list of example current requirements shows the type of operators looking for office space within Uxbridge/London and which are multi-national (24 hour) organisations:

- FM Global
- Xerox
- Canon
- Iris Software
- Ipsos Mori
- Lavazza

The following are major occupiers in Uxbridge and do not have shared parking facilities:

- Coca Cola
- Bristol Myers Squibb
- Kraft
- Amgen
- Herbalife
- Ernst & Gallo
- Hertz
- IBB Solicitors
- Nexen Oil
- NetApp
- Mondelez

In my 23 years' experience as an office agent in this area, I am not aware of any major office schemes of this size where they have had shared parking facilities with members of the general public.

We are also not aware of any of the other Grade A offices available in Uxbridge or the surrounding area having shared parking.

The only office scheme where parking is shared with a non-office use is The Atrium, Oxford Road, Uxbridge. This is shared with the gym in the building so non-office users of the car park must be members of the gym rather than the general public having access to the car park. The principle of the office car park being shared with the general public is more a matter of whether it is fundamentally acceptable to an occupier rather than an issue which could be resolved by reduced commercial terms e.g. reduction in rent. A reduction in rent will not have the desired effect of securing an occupier who expects personal and unencumbered car parking – to not offer this right may well remove the viability of considering the construction of an office building(s) as the risk of securing an occupier(s) becomes far greater.

Regards,



Mark Taylor MRICS SIOR
HEAD OF NATIONAL OFFICES