27 February 2013

Dear Sir/Madam

LONDON BOROUGH OF MERTON - SITE AND POLICIES DEVELOPMENT PLAN DOCUMENT CONSULTATION
REPRESENTATIONS TO STAGE 3 ON BEHALF OF ASTRANTA ASSET MANAGEMENT AND LANDOWNERS
RE: HASLEMERE INDUSTRIAL ESTATE - EARLSFIELD

Jones Lang LaSalle has been instructed by Astranta Asset Management and the landowners of Halsemere Industrial Estate to submit further representations in regard to the Stage 3 Site and Policies Development Plan Document, which is currently being consulted upon by the Council, following the representations submitted on the 30th March 2012.

Haslemere Industrial Estate, is a small ageing Estate comprising of four industrial units. These representations seek to support the possibility of accommodating alternative uses on the site, such as residential, which the need for (at least in part) has been recognised by the Council in the emerging guidance.

Background

The site is situated between Garratt Lane and Merton Road, which both have good access to public transport / buses with the closest railway station being Earlsfield Railway Station (with direct connections to Clapham Junction (3 mins) Vauxhall (5 mins) and Waterloo (10 mins). It is 5 minutes walking distance from the site. The site therefore benefits from a Public Transport Accessibility Level (PTAL) rating of 4.

It is accessed off Ravensbury Terrace and as stated above is known as Haslemere Industrial Estate. It is approximately 0.9 hectares in size and comprises of four units.

The site is bounded to the north by Haslemere Avenue (a predominately residential street), to the east by the River Wandle with the local and national railway lines beyond.
To the south (beyond the Rufus Business Centre) is Wimbledon Park Primary School and to the west are mainly residential dwellings.

All four units within the park are dated (circa 1920s) and are reaching the end of their life.

**Difficulties in the continued industrial use of the buildings**

As set out in the previous representations, the Estate has come to the end of its economic life and in terms of the large amount of investment required to bring the buildings up to modern standards; it is simply not viable to do so.

The reasons for this are three-fold. Firstly, there is little or no demand for industrial units in this location therefore; there is no justification for the financial outlay for the Estate’s redevelopment. This is because any speculative industrial development is likely to lay vacant for significant period of time or to attract a tenant, will have to be marketed at a rate that is unlikely to provide enough income to break even (particularly given the initial financial outlay).

Secondly, the size and location of the units on the site do not meet with market requirements. Namely, larger units which are not in close proximity to residential dwellings, in areas with good road access where larger vehicles do not have to negotiate a route along narrow residential streets. A letter from Houston Lawrence (Commercial Agents) is attached and sets out the problems it has faced trying to let the buildings.

Thirdly, The London Borough of Wandsworth is proposing to implement a width restriction on surrounding roads, which will prevent lorries from accessing the site, again severely affecting the viability of the existing units to continue to operate for industrial / warehousing purposes.

If the proposed width restriction is implemented as planned it will also affect the viability of modernising the estate or redeveloping it as the width restriction will deter most potential occupiers from considering the site.

**Stage 3 – Site Proposal 70**

The Council’s assessment of the Estate states that the Council will support a suitable employment led redevelopment and this is supported by Astranta Asset Management and the landowners of Halsemere Industrial Estate.

This is because the site benefits from being located in an assessable location, in terms of public transport, and it is immediately bounded by existing residential dwellings indeed dwellings are present on the estate itself as at 12 Ravensbury Terrace, residential use is incorporated within the office development. The vehicular access to the site is also
bounded by residential dwellings and is of a residential scale and suitable for private
motor cars (rather than larger commercial vehicles).

Given the need to accommodate dwellings in the Borough within sustainable locations
(such as previously developed land) the Council should consider a flexible approach to
employment sites such as this, allocating Haslemere Industrial Estate for
employment/residential led mixed use redevelopment in the Council’s emerging Site

We understand that the Environment Agency considers that the site lies within Flood
Zone 3b (as with other large areas of London) however, it should be noted that to the
best of the site owners knowledge the site has never flooded. In any event that any new
development could be sensitively designed to mitigate any possible risk, for uses such as
residential.

This will ensure the best sequentially preferable sites are promoted for residential
development a head of less sustainable locations such as greenfield sites or those which
do not benefit from being located in existing residential areas close to good transport
links and will ensure that the buildings will not lie vacant / deteriorate due to the fact
that industrial tenants do not want to use the buildings.

Finally it is noted (as per our previously submitted representations) that land close to /
adjoining the site is proposed to possibly be safeguarded for the expansion of the district
line and Crossrail 2 (Wimbledon Hackney line).

Any designation under policy previous policy TN5 now TN4 should reflect Railtrack’s
ownership and not that of adjacent landowners as Railtrack/TfL will have no control
over the land.

On this basis, the designation should be amended if it infringes on Halsemere Industrial
Estate.

Policy DM E3 Protection of Scattered Employment Sites

The criteria based approach to determining whether existing scattered employment sites
should be re-worded to be more flexible.

This is because for sites such as Haslemere Industrial Estate where the LB Wandsworth
is seeking to enforce a width restriction preventing lorries from accessing the site,
existing industrial uses on the Estate are likely to have to move immediately to new
premises which will allow larger vehicles to access the units.
Clearly if a width restriction is put in place this will further deter the sale or lease of the building and the building is likely to lie vacant for 30 months, in order to satisfy criterion iii.

There is no benefit for the local economy is allowing buildings to lie vacant for 2 ½ years and as such, Officers should be able to consider potential changes of use on a site by site basis and be able to take into account factors like road width restricts being put in place, which will further hinder the continued use of an industrial estate for that purpose.

Therefore Policy DM E3 a) should be amended to state:

a) Proposals that result in the loss of scattered employment sites will be resisted except where some or all of these criteria are met.

Conclusions

The site is currently reaching the end of its economic life and its redevelopment for industrial use can simply not be justified in financial terms, nor is it in a location or capable of offering the unit size or access for lorries, which is required by industrial occupiers.

In terms of the potential for continued industrial use on the site, it is understood that there is currently little demand for this type of industrial floorspace in the Borough and that once the existing tenants vacate, it is likely that the buildings will lie vacant.

Given that it is not viable to redevelop the site for industrial scheme, in order to ensure that the best use of previously developed land is made and the site does not lie vacant in perpetuity; its redevelopment for other uses should be considered.

Considering the close proximity to existing homes, a mixed use employment / residential redevelopment would offer the opportunity to improve the residential amenity of those people who live nearby, provide new homes for residents in Merton as well as offering a financially viable solution to ensuring that the site does not lie vacant for the foreseeable future. It will also help the Borough to meet the new Government incentives for the building of new homes.

Furthermore, the London Borough of Wandsworth is concerned that the Industrial Estate has a negative effect on the surrounding residential dwellings and is proposing a width restriction which will prevent all goods vehicles larger than a small panel van (such as those used for home delivery) from easily accessing the site.
Clearly, this is at odds with its use for industrial purposes and as such the emerging policy framework should allow for its redevelopment for alternative uses (including residential) without the need to show 30 months of marketing for the units.

On this basis, Haslemere Industrial Estate should continue to be allocated for an employment led redevelopment and the allocation widened to confirm that residential development would be acceptable in the Council’s emerging Site Allocation & Policies Development Plan Document along with the minor change being made to Policy DME3.

We look forward to confirmation that these representations have been duly received, in the meantime, if you have any further queries, please do not hesitate to contact me on the number above.

Yours faithfully,

Catherine Seddon
Senior Associate
Jones Lang LaSalle
Tenure
A new full repairing and insuring lease to be granted for a term to be agreed, incorporating periodic rent reviews.

Terms
£45,250 per annum exclusive of VAT, business rates, insurance and estate charge, payable quarterly in advance.

Business Rates
Rateable Value £45,250.

Rates payable are estimated at approximately £20,610 pa to 31 March 2013. (Please verify with LB Merton).

Freehold
Freehold price on application.

Inspection
Strictly by appointment with the owners' joint agents:

Houston Lawrence
020 7924 4476

Laidlaw & Co
020 8944 5400

1a Haslemere Industrial Estate, Earlsfield, SW18 4SE

TO LET/FOR SALE
5,000ft²/465m²
A Fashion Business
Model Makers/
Designers/
Suit Architects/
An Interesting
Space — Would Suit

- 600,000 passengers boarding the station daily
- Good profile to railway with 500,000 passengers
- Great natural daylight
- Interchange space, would suit
- Close proximity to The Elephant and Castle
- Good access to central London
- Secure unit with open-plan and cellular offices
- Ratchet shutter loading doors
- Lifts
- Car parking

Amenities

- Existing tenant leases
- Property can be redesigned
- Sealed concrete second floor
- Lifts
- Car parking
- Ratchet shutter, loading doors
- Good road access to Wimbledon

Description

Situated on a busy main line, Earlsfield Station is approximately 0.5 km from the Wimbledon/Earl’s Court line and public transport access and offers excellent access leading into central London, on to Wimbledon, Earlsfield and Earlsfield. The property is situated

Location

The property comprises an end

Floor areas (GIA)

<table>
<thead>
<tr>
<th>Floor Area</th>
<th>2,800</th>
<th>4,922</th>
<th>2,494</th>
<th>2,926</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Rentable</td>
<td>452.5</td>
<td>273.6</td>
<td>178.9</td>
<td></td>
</tr>
<tr>
<td>Ground Floor (BH/R) office</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>First Floor (offices)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Parking
- At least nine cars
- Accessible and private parking for
- The space, offering parking for
- The service of a private yard area
- The property, two-storey industrial
- The property comprises an end

Revenue
- 500,000 passengers boarding the station daily
- Good profile to railway with 500,000 passengers
- Great natural daylight
- Interchange space, would suit
- Close proximity to The Elephant and Castle
- Good access to central London
- Secure unit with open-plan and cellular offices
- Ratchet shutter, loading doors
- Lifts
- Car parking

Amenities

- Existing tenant leases
- Property can be redesigned
- Sealed concrete second floor
- Lifts
- Car parking
- Ratchet shutter, loading doors
- Good road access to Wimbledon

Description

Situated on a busy main line, Earlsfield Station is approximately 0.5 km from the Wimbledon/Earl’s Court line and public transport access and offers excellent access leading into central London, on to Wimbledon, Earlsfield and Earlsfield. The property is situated

Location

The property comprises an end

Floor areas (GIA)

<table>
<thead>
<tr>
<th>Floor Area</th>
<th>2,800</th>
<th>4,922</th>
<th>2,494</th>
<th>2,926</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Rentable</td>
<td>452.5</td>
<td>273.6</td>
<td>178.9</td>
<td></td>
</tr>
<tr>
<td>Ground Floor (BH/R) office</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>First Floor (offices)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Parking
- At least nine cars
- Accessible and private parking for
- The space, offering parking for
- The property, two-storey industrial
- The property comprises an end

Revenue
- 500,000 passengers boarding the station daily
- Good profile to railway with 500,000 passengers
- Great natural daylight
- Interchange space, would suit
- Close proximity to The Elephant and Castle
- Good access to central London
- Secure unit with open-plan and cellular offices
- Ratchet shutter, loading doors
- Lifts
- Car parking

Amenities

- Existing tenant leases
- Property can be redesigned
- Sealed concrete second floor
- Lifts
- Car parking
- Ratchet shutter, loading doors
- Good road access to Wimbledon

Description

Situated on a busy main line, Earlsfield Station is approximately 0.5 km from the Wimbledon/Earl’s Court line and public transport access and offers excellent access leading into central London, on to Wimbledon, Earlsfield and Earlsfield. The property is situated

Location

The property comprises an end

Floor areas (GIA)

<table>
<thead>
<tr>
<th>Floor Area</th>
<th>2,800</th>
<th>4,922</th>
<th>2,494</th>
<th>2,926</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Rentable</td>
<td>452.5</td>
<td>273.6</td>
<td>178.9</td>
<td></td>
</tr>
<tr>
<td>Ground Floor (BH/R) office</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>First Floor (offices)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Dear Sirs,

Units 1a, 1b, 2, 3 and 4 Haslemere Industrial Estate London, SW18 4JE

We write in connection with the above industrial units and their continued suitability to meet modern market conditions and their attractiveness to potential occupiers.

1) Site Description & Location

Together the 4 properties comprise Haslemere Industrial Estate which is located in Earlsfield in London Borough of Merton but adjacent to the border with Wandsworth. Earlsfield is situated to the south of Wandsworth, approximately 7 miles south west of Central London. The subject properties are located off the west side of Garratt Lane, approached via Penwith Road and Ravensbury Terrace which runs into Haslemere Avenue, one of a grid of residential thoroughfares between Garratt Lane and Merton Road.

The site extends to approximately 0.9 hectares.

It is believed to have been developed in phases between the 1920s and 1960s and was originally an Incandescent Mantle Works.

2) Access

The Estate is close to Earlsfield Overground Station which provides frequent mainline rail services into Waterloo and Clapham Junction and links to destinations such as Dorking and Woking. Regular bus services are available in Garratt Lane.

Road Access to the site by car is available via a number of different suburban routes from Garratt Lane (A217) and Merton Road (A218). Due to existing road width restrictions lorry and emergency vehicle access is only available to Garratt Lane via Penwith Road and Ravensbury Terrace.

Recently Wandsworth Council have proposed to further reduce the width of Ravensbury Terrace which would result in very limited access to the industrial estate, whereby not even a van would be able to access the site and we consider would therefore put many companies out of business.

Even if this proposal is not implemented, it demonstrates the inability of the local road network to satisfactorily cater for large vehicles required to appeal to industrial/warehouse occupiers.
3) Building Description

Unit 1: Unit 1 was subject to a basic refurbishment and divided into 2 units (1a & 1b) in 2007, and comprises the following approximate areas.

Unit 1a is approx 5,000 sq ft of which approx 1,900 sq ft is office accommodation. Despite the recent refurbishment the units still suffer from restricted floor to ceiling heights, poor internal circulation and poor energy efficiency.

Unit 1b is of similar size and specification to Unit 1a.

Unit 2 is approx 15,150 sq ft plus a later addition of about 1,300 sq ft production area. The offices comprise approx 1,400 sq ft converted to staff changing facilities, a canteen and toilets. The windows are single glazed and there is central heating, a gas boiler, and hot and cold running water. If this unit was to be used as a stand alone unit a new office area would need to be created. There are no disabled facilities and the main production hall has asbestos sheet roofing. There are limited loading arrangements and car parking facilities with this unit.

Unit 3 is approx 9,900 sq ft, of which approx 900 sq ft is offices. The offices have hot and cold water from an electric immersion heating and no heating (only portable electric heaters). The windows are single glazed and there are no disabled facilities. The main production hall has asbestos coating on steel frame with asbestos sheet roofing and cladding. There are limited loading arrangements and car parking facilities with this unit.

Unit 4 is approx 12,500 sq ft comprising a detached warehouse with two storey office accommodation to the front elevation totalling approx 1,300 sq ft. The windows are single glazed and the building comprises a steel frame with asbestos sheet roofing.

4) Marketing Details

Unit 1a was marketed by Houston Lawrence and Laidlaw & Company between December 2011 through to December 2012. Our marketing particulars are attached for your interest.

Although there was quite widespread interest there were few potential occupiers who viewed the building twice. Many of these occupiers sought either modern high bay warehouse units or office space with few requiring a mix of both.

The property suffers from poor vehicular access (which has definitely deterred some potential occupiers) and a poor energy efficiency rating (an issue of increasing importance in today’s market with spiralling energy costs) for the property to be a competitive choice to potential occupiers in the area.

We have agreed terms to let the unit on a short term (ie temporary) basis to a leisure user. It seems that for the future, particularly because of access difficulties this type of user represents the long term norm.

5) Interest/Demand elsewhere & Availability

Most of the interest in this area is for units with more flexibility and we have found that those occupiers looking for a higher (or even total) content of office space would prefer an estate such as The Rufus Business Centre, which comprises mostly business (office) space, while those looking for a more industrial use tend to opt for other local estates such as Summerstown Industrial Estate, The Garratt Business Park, Ferrier Industrial Estate and Thornsett Road Industrial Estate. All of these estates benefit from better access and generally higher industrial/warehouse space ratios.
6) Other uses

Redevelopment and adaptation of the estate in its existing format or use types is unlikely to be economical and will be impaired radically if LW Wandsworth proceed to restrict the road width on the access approaches.

The future of this estate is in our opinion for mixed used development incorporating smaller commercial units (with B1 and D1 uses) with an emphasis on residential use.

We understand that your Council is currently reviewing the status of The Plan for this industrial estate and believe that a move away from industrial to residential and small employment uses such as gym, leisure, office or D1 uses are the best way forward.

Please do not hesitate to contact us if you require any further information.

Yours faithfully,

Christopher M Jago FRICS
Partner
Houston Lawrence