

Crawley 2040

Draft Crawley Borough Local Plan 2023 – 2040
May 2023

Written Statement on Matter 4

Gatwick Green Limited



GatwickGreen

WHERE THE FUTURE WORKS

Matter 4 – Economic Growth

Issues 1, 3 and 4

Employment Land Requirements (Strategic Policy EC1)
Strategic Employment Location: Gatwick Green (Strategic
Policy EC4)
Supporting a Diverse Economy (Policy EC5)

Questions 4.1-4.7, 4.9, 4.11, 4.18-4.29 and 4.33

Reference: 055
Savills on behalf of Gatwick Green Limited

1.0 Introduction

- 1.1 This Statement is made on behalf of Gatwick Green Limited (GGL), the promoter of Gatwick Green (**Appendix 1**).

2.0 Issue 1: Whether the employment land requirement (Strategic Policy EC1) will support sustainable economic growth

Question 4.1

- 2.1 Savills economic evidence¹ (“Savills”) demonstrates that the employment land requirement is not soundly based. The Economic Growth Assessment (EGA²) underestimates ‘true’ market demand (Savills section 3.3) by not considering market demand signals as required by the NPPF (para 31) and PPG³.
- 2.2 The EGA forecasts fail to take account of historic supply constraints, housing growth, online retailing growth, reshoring/near-shoring, increased freight flows, desire for rapid parcel deliveries, and the need for larger premises, all of which generate increased demand for Industrial and Logistics (I&L) land and floorspace⁴. The EGA relies on statistical constructs rather than market demand signals, starkly illustrated by the significant increase in logistics jobs over the last 20 years (23%) compared with the conservative jobs forecasts (7% to -4%) over the next 20 years⁵.
- 2.3 The mismatch between past trends and future requirements is exacerbated by changes to the I&L market where growth in floorspace/land is not accurately predicted by changes in jobs. Businesses are increasingly co-locating office, R&D and administrative functions with I&L operations. Labour demand models do not capture co-located employment as they assume I&L activities are wholly accommodated within a narrow set of Standard Industrial Classification (‘SIC’) codes. These limitations mean that the overall provision in the DCBLP of **26.2 ha represents a significant under-provision compared with the true scale of market demand** in Crawley and would therefore fail to provide appropriate conditions for businesses to invest and expand.

¹ REP 055 (2023) Gatwick Green Limited Policy EC1 Appendix 2 (Strategic Industrial & Logistics – Market-demand forecast for Crawley)

² Northern West Sussex EGA Update, Final Report, Crawley Borough Council, Horsham District Council, Mid Sussex District Council, January 2020 | Northern West Sussex Economic Growth Assessment, Focused Update for Crawley, Crawley Borough Council, September 2020 | Northern West Sussex Economic Growth Assessment, Supplementary Update for Crawley, Final Report, Crawley Borough Council, January 2023

³ Paragraph: 026 Reference ID: 2a-026-20190220 and Paragraph: 027 Reference ID: 2a-027-20190220

⁴ Savills Figures 3.3 & 3.4

⁵ Savills Figures 3.1 & 3.2

- 2.4 Savills methodology complies with PPG, has been recognised as best practice⁶, and been adopted elsewhere by public bodies in employment needs studies⁷. This identifies a market-informed need for **69 ha of employment land, which could be up to 118 ha** if a larger FEMA were adopted to account for the unmet needs of London (Savills Table 5.4). Strategic Policy EC1 should therefore provide for an overall land requirement of a minimum of 69 ha. In any event, the 26.2 ha overall figure and the 13.73 ha minimum figure cannot be justified once market evidence is considered.

Question 4.2

- 2.5 The EGA 2020⁸ referenced the Local Industrial Strategy (LIS) prepared by the Coast to Capital Local Enterprise Partnership (LEP) (2019), but this and the LIS work from 2020⁹ did not feature in the subsequent EGA updates¹⁰.
- 2.6 The EGA also fails to take sufficient account of employment land stock in Crawley. Savills shows that the Crawley FEMA has been supply-constrained for a considerable time (Savills, Section 4.3). As a result, demand has been outstripping supply, especially for larger units, and I&L rents have grown well above the rate of inflation. This market failure cannot be allowed to continue.
- 2.7 In not taking sufficient account of these matters, the EGA underestimates demand for I&L uses.

Question 4.3

- 2.8 The DCBLP economic strategy¹¹ correctly identifies Crawley as the economic driver of the Coast to Capital and Gatwick Diamond areas. However, this is not translated into an overall employment land requirement that reflects a positive or proactive response to the market needs of the FEMA and Crawley. **The minimum land requirement does not adequately support Crawley as a prime industrial location in the FEMA.**

⁶ Endorsed by the British Property Federation (BPF) and a number of major commercial investors in the ‘Levelling Up – The Logic of Logistics’ report by Savills | shortlisted for an RTPI Award for Research Excellence 2022 | referenced as part of the Government’s recently published ‘Future of Freight Plan’ (DforT, 2022)

⁷ ‘Warehousing and Logistics in the South East Midlands’ Study | Phase 3 ‘West Midlands Strategic Employment Sites’ Study

⁸ Ibid

⁹ Coast to Capital Local Industrial Strategy, Draft interventions and logic chains, LIS Panel, 14 January 2020

¹⁰ Ibid

¹¹ DCBLP page 18 (Crawley: A Vision) and page 103 (The Economic Strategy for Crawley) | “One Town” Crawley’s Economic Recovery Plan 2022-2037, Crawley Borough Council, November 2021

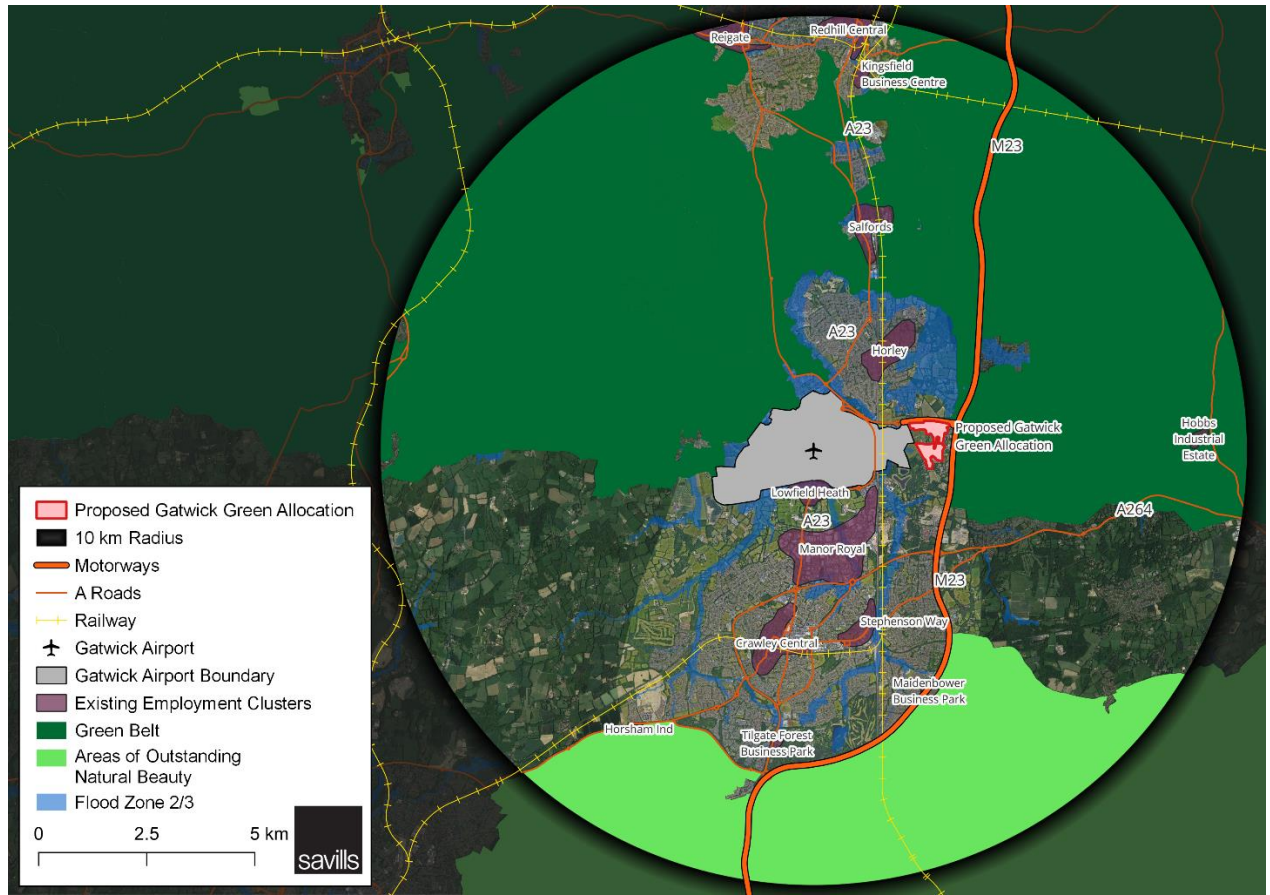
2.9 Crawley is a prime location for I&L development in the FEMA and wider region, as shown by Savills Appendix 4. Key factors are its location in the M23 corridor; high accessibility to suppliers, customers and a large, trained labour pool; ability to link with major freight handling infrastructure; and proximity to London.

2.10 GGL’s EC1 reps demonstrate how important Gatwick Green is to the regional economy. Figure 1 and Figure 2 taken from those reps show that the M23 is the only north-south corridor between east Kent and Hampshire that would attract I&L uses; and that within a 10km radius of Gatwick Airport, existing employment areas have limited capacity to accommodate large scale I&L uses. Figure 2 (updated) also shows that environmental and policy factors limit the opportunities for major employment areas in the M23 corridor. **Gatwick Green is the only location with the capacity and flexibility to accommodate strategic I&L development at scale which would underpin Crawley’s pre-eminent position as a prime I&L location in the FEMA and the wider southeast region.**

Figure 1 – Motorway corridors in the southeast suitable for strategic logistics



Figure 2 – Gatwick Green relative to other employment sites and constraints



Question 4.4

2.11 The minimum 13.73 ha figure should be removed from policy to acknowledge the need to provide c 69 ha of employment land to address market requirements.

Question 4.5

2.12 The EGA does not inform an appropriate strategy insofar as it is based on baseline jobs growth – see our response to Question 4.1.

Question 4.6

2.13 Savills (Section 3.3) explains how the EGA update took no account of demand that has been lost due to past supply constraints. It also fails to recognise that the Covid-19 pandemic accelerated the trend towards on-line retailing which has fuelled the development of logistics uses as supply chains developed and expanded (Savills paras 3.3.7 & 3.3.8). Therefore, the EGA update presents a demand profile based on a supply constrained historic trend (or ‘suppressed demand’). This underestimates future demand.

- 2.14 Where supply does not keep up with demand, the I&L sector cannot maximise its contribution to the Crawley, FEMA and UK economies. The approach in the DCBLP to employment land requirements is therefore not sound. It is neither positive nor effective.

Question 4.7

- 2.15 The EGA update refers to the 2020 EGA which cites evidence of strong growth in the wider I&L market (paras 2.25, 7.6, 7.9, 7.12, 10.9, 10.35). Topic Paper 5 provides a current review of national and local market signals and indicators for Crawley. **Neither quantifies demand through an analysis of the market signals.** Savills does this.

Question 4.9

- 2.16 The 10% 'buffer' allowance in the EGA is arbitrary, and takes insufficient account of market signals which evidence Crawley's supply-constrained market. Savills (Figure 4.2) shows Crawley has been supply constrained in 10 of the last 11 years, evidenced by strong rental growth of three times the rate of inflation over the past decade (Figure 4.7). Supply-constraints suppress demand. By Savills' calculations, Crawley and its wider FEMA have lost around 57% of demand. **The arbitrary 10% buffer is insufficient.**

Question 4.11

- 2.17 Our responses to Questions 4.1 and 4.5 explain why the employment land requirement needs increasing. Savills evidence identifies a **requirement of 69 ha minimum.**
- 2.18 Allocating insufficient land for the I&L sector threatens sites within Manor Royal, eroding its mixed-use function, while failing to meet I&L need. The I&L sector is likely to be the major generator of jobs in Crawley, to support a strong competitive economy over the Plan period.
- 2.19 Savills (Appendix 4, para 4.3.5) identifies that I&L units over 250,000 sq.ft have accounted for 41% of all leasing demand (net absorption) in England over the last 5 years. The lack of large unit supply is constraining growth in Crawley. Gatwick Green can deliver new high specification units above 250,000 sq.ft, to meet supply shortfall. This will complement Manor Royal, offering a different and mutually supportive opportunity for large and very large I&L units that cannot be accommodated at Manor Royal without undermining the Plan's strategy. Gatwick Green would enable Crawley to be the driver of growth in the I&L sector, resulting in a major economic contribution to the local economy, and an opportunity to diversify and up-skill the local workforce.

2.20 The relevant level of need could not be accommodated under the adopted Plan's safeguarding regime.

3.0 Issue 3: Whether the approach to the Strategic Employment Location at Gatwick Green (Policy EC4) is sound

Question 4.18

- 3.1 Gatwick Green is controlled and promoted by a well-resourced regional developer which has been trading for over 75 years. A significant professional team is retained to deliver the site and c £12m has already been invested. A summary of GGL's track record is attached as **Appendix 2**. There has been extensive collaboration with, and support from, local stakeholders. It can be delivered between 2025 and 2035 (see GGL EC4 reps).
- 3.2 GGL's evidence on Matter 5 shows that the extent of safeguarded land in the draft Plan is justified and would allow the development of critical infrastructure for a southern wide-spaced runway.
- 3.3 Safe and suitable access for all modes including HGVs, public transport and active modes, with segregation through the site can be provided. There is flexibility within the Development Framework Plan (DFP) to deliver all necessary access arrangements, without prejudicing GAL's surface access strategy.

Question 4.19

- 3.4 Savills¹² explain why Gatwick Green offers a large strategic site in a prime location highly suited to the delivery of new high specification units above 250,000 sq.ft. It could also accommodate small-scale industrial units but is not best suited to these which could otherwise be accommodated at Manor Royal and other Main Employment Areas (MEAs).

Question 4.20

- 3.5 The draft Aviation Strategy (DrAS, 2018) aims for aviation growth in a sustainable manner over the period to 2050, based on airport expansion plans under current Government policy¹³. At Gatwick, this includes the current Northern Runway Project (NRP), subject to the grant of a Development Consent Order (DCO).

¹² REP 055 (2023) Gatwick Green Limited Policy EC4 Appendix 2 (Strategic Industrial & Logistics – Market-demand forecast for Crawley) Section 3, and Appendix 4 (Strategic Industrial and Logistics – Location and Complementarity) para 4.3.6

¹³ Airports National Policy Statement (ANPS), HM Government, 2018 | Beyond the horizon, The future of UK aviation, Making best use of existing runways, HM Government, June 2018

- 3.6 The infrastructure for access and other requirements for Gatwick Green will not impede delivery of the DCO. Equally, the DFP for Gatwick Green has taken full account of the longer-term transport infrastructure associated with a southern runway.
- 3.7 **GGL's aviation evidence on Matter 5 confirms that Gatwick Green would not hinder the delivery of a southern runway and the Plan is predicated on both schemes being deliverable¹⁴.**

Question 4.21

- 3.8 Discussions between GGL and GAL were held on transport and access issues, between August 2019 and June 2021, to establish how a southern wide-spaced runway infrastructure might operate alongside Gatwick Green¹⁵. The evidence records the transport matters discussed and the intention to work towards a Statement of Common Ground when the Gatwick Green allocation is confirmed. Based on information provided by GAL and the GAMP¹⁶, **there are no technical impediments to compatibility between the two schemes**. GGL is willing to resume discussions with GAL to that end.

Question 4.22

- 3.9 The DFP (**Appendix 3**) demonstrates that the 44 ha site **can be developed coherently and comprehensively** with road access, strategic landscaping and a Sustainable Transport Corridor (STC), plus connections to the wider area¹⁷. GGL is working closely with stakeholders, including the bus/Fastway operator, to plan transport and access solutions benefitting the wider community and delivering sustainable travel choices. The opportunity to enhance access to Gatwick Airport for pedestrians, cyclists and bus passengers through Buckingham Gate has been raised with the relevant Stakeholders. Appendix 3 of GGL's EC4 reps¹⁸ demonstrates that the site **can be developed in accordance with the development management requirements** in Policy EC4¹⁹. The DFP represents the first stage in the development of a Masterplan for the site under EC4.

¹⁴ REP 055 (2023) Gatwick Green Limited Policy GAT2 Appendix 4 para 158 (h)

¹⁵ REP 55 (2023) Gatwick Green Limited Policy GAT2 Appendix 6 (Matters for Discussion relating to Access Between Gatwick Airport Ltd and the Wilky Group / Gatwick Green Ltd)

¹⁶ Gatwick Airport Master Plan, Gatwick Airport Limited, 2019

¹⁷ The net site area of Gatwick Green is about 30 ha (GGL's EC4 reps, Appendix 3 and 5) taking account of the requirements of Policy EC4

¹⁸ REP 055 (2023) Gatwick Green Limited Policy EC4 Appendix 3 (Development Management Provisions)

¹⁹ Appendix 3

Question 4.23

- 3.10 The 13.73 ha is a gross land requirement derived from the EGA 2023 (Table 2.14). This provision is unjustified given the findings on market demand in the EGA, the wider market signals and indicators in Topic Paper 5, and Savills evidence. All the evidence together supports the **need to identify a higher outstanding land requirement as a sound basis for future economic growth**. Savills estimates the requirement at c 69 ha, and possibly c 118 ha²⁰.
- 3.11 The unjustified adoption of 13.73 ha as a 'minimum' provision in policy, subject to additional land if justified by 'appropriate evidence', brings uncertainty. It sends an unsupportive message to investors and risks delaying delivery. This in turn threatens Manor Royal and risks losing investment, with needs remaining unmet. 13.73 ha is not a strategic allocation. It could be consumed by a single large unit of c40,000 sqm.

Question 4.24

- 3.12 Providing adequate scale at Gatwick Green is critical. Any minimum acceptable scale implied by the 13.73 ha figure would lose the opportunity to deliver a highly sustainable economic cluster with wider benefits for Crawley's residents and economy. Such small-scale development would not be considered strategic; would hinder I&L development; would risk competition with Manor Royal; and would not deliver the same employment, economic, transport, and business rate benefits.
- 3.13 The scale of Gatwick Green therefore provides a critical mass that is strategic in that it also serves a wider regional/sub-regional market/role. The **consequences of not delivering Gatwick Green at scale would be market failure**. The FEMA market may accommodate a small amount of the unfulfilled demand; much would remain unmet, be dispersed to sub-optimal locations, or located outside the FEMA. Ongoing increases in rents from a tightening market; limited diversification of employment; lower levels of support for productivity; reduced agglomeration/supply chain benefits, and less off-site transport infrastructure would all remain. This would squander opportunity and perpetuate harm for Crawley and the wider area.

Question 4.25

- 3.14 Gatwick Green is in a highly sustainable location, which national planning policy (NPPF paras 8a, 11a, 83, 105) identifies as being the optimum location for major growth and

²⁰ 69 ha (overall requirement) – 9.2 ha (land supply) = c 60 ha

development. The transport strategy for Gatwick Green²¹ was developed in consultation with the Council, National Highways, West Sussex County Council, Metrobus and other stakeholders. Metrobus supports the public transport elements of the strategy (Appendix 2, para 4.4).

- 3.15 The approach to prioritise sustainable travel is aligned with national planning policy (NPPF paras 103-113) and the principles contained in the Council's transport strategy²². The site takes advantage of existing and proposed sustainable transport infrastructure and provides opportunities to further strengthen provision in the wider networks serving the site. **The scheme is acceptable in transport terms.**

Question 4.26

- 3.16 Modelling and sensitivity tests²³ show that the allocation can come forward without unacceptable impacts on highway safety and without severe residual cumulative effects. The Infrastructure Plan contains schemes that will ensure the impacts on the highway network can be cost-effectively mitigated.

Question 4.27

- 3.17 Access to Gatwick Green would be via M23 Junction 10, the new signal junction on Crawley Avenue (expected to be in place by 2026) and Balcombe Road. Works have been identified within the Infrastructure Plan to improve the operation of the Strategic Road Network (SRN) through low-cost interventions, such as signal optimisation. **No significant highway works are required to connect Gatwick Green to the highway network.**
- 3.18 The proposals for Gatwick Green will be developed in accordance with the Movement and Accessibility criteria in Strategic Policy EC4. GGL's EC4 reps (Appendix 2, paras 2.15-2.17) show how HGV traffic can be limited to avoid the use of inappropriate roads. The statements of Common Ground between the Council and adjoining authorities²⁴ note that *"The three councils will continue to share information as transport studies are updated and will work together where necessary to resolve any cross-boundary issues alongside the LEP, West Sussex County Council or National Highways"* and the parties

²¹ REP 055 (2023) Gatwick Green Limited Policy EC4 Appendix 2 (Outline Transport and Access Appraisal)

²² New directions for Crawley Transport and access for the 21st century, Crawley Borough Council, January 2020

²³ Crawley Transport Study (June 2022) and TN02 Sensitivity Test to Model Local Plan and Gatwick Airport DCO (June 2023)

²⁴ North West Sussex Statement of Common Ground (2023) & Reigate and Banstead Borough Council SoCG (2021)

“will continue to discuss any impacts on the SRN particularly the M23, A23 and the local road network including Balcombe Road”. GGL will assist and participate, if requested, in these discussions.

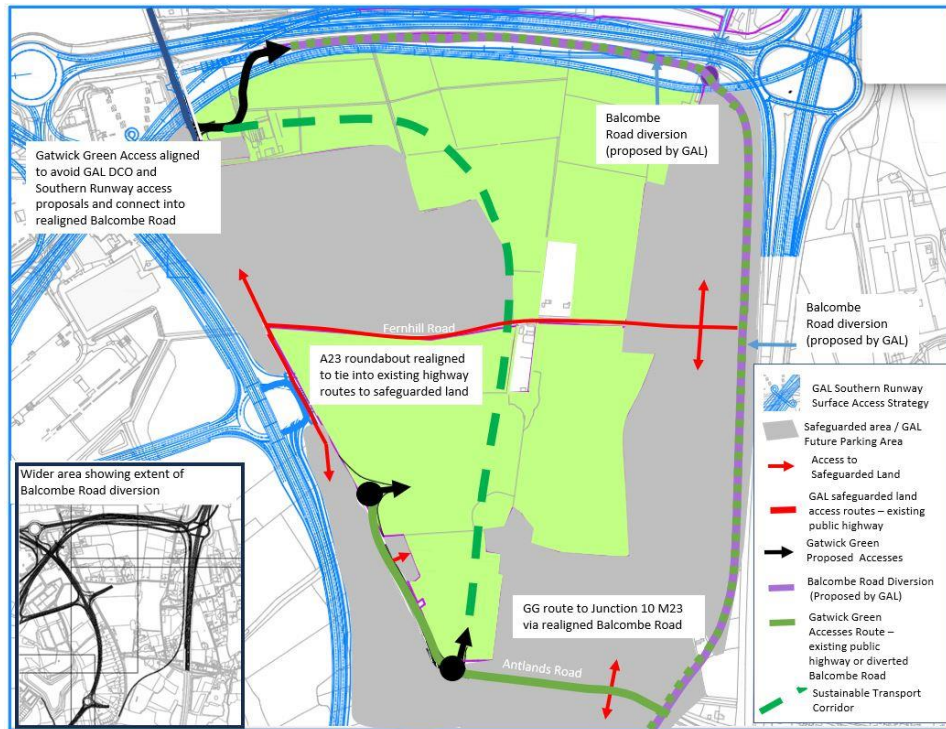
Question 4.28

- 3.19 The first phase of Gatwick Green could be completed in 2026, slightly ahead of the high-level delivery programme in GGL’s EC4 reps (para 5.19). The Employment Land Trajectory (ELT), is soundly based with regard to the delivery programme for Gatwick Green, i.e. 2025-2035. The demand for strategic logistics uses is resilient and given the evidence of strong occupier demand (**Appendix 4**). The promoter’s intention is to submit a hybrid planning application early in the Plan period.
- 3.20 Work to deliver Gatwick Green is already well in hand supported by a landowner with development experience and resources, a team of professional advisors and market evidence of demand. The allocation is not speculative.

Question 4.29

- 3.21 Safe and suitable access for all modes including HGVs, public transport and active modes, with segregation through the site can be provided. There is flexibility within the DFP to provide access in the short-term without prejudicing GAL’s longer-term surface access strategy. The proposed infrastructure associated with the southern runway project is shown in Figure 3 below.

Figure 3 – Access arrangements for Gatwick Green taking account of GAL’s proposed southern runway surface access arrangements



3.22 Figure 3 shows that the retained safeguarded land can be accessed from the proposed SRN network and/or the diverted public highway, Balcombe Road. A link between M23 J10 and Gatwick Green can be maintained using the diverted Balcombe Road and existing public highway to give access to both Gatwick Green and the GAL safeguarded land. It is therefore possible to accommodate Gatwick Green alongside the DCO NRP, and longer-term wide-spaced southern runway surface access proposals, in both construction and operational terms.

4.0 Issue 4: Whether the plan would provide a sound basis for supporting a diverse economy in the borough

Question 4.33

4.1 Policy EC5 is justified, in principle, in that it will ensure that major developments, such as Gatwick Green, will contribute to addressing the skills gaps in Crawley to help diversify the skills base of the workforce and improve social mobility in line with the Council's economic strategy.

4.2 The policy requires Gatwick Green to provide an Employment and Skills Plan, also required under EC4. Gatwick Green is well placed to providing an on-site skills training

facility focused on the emerging higher-level management and technical skills the sector requires (GGL's EC5 reps, paras 2.10-2.12). **GGL considers that there is a case to amend the supporting text or Policy EC5 to allow for flexibility on how the policy objective is achieved.**

Matter 4

List of Appendices:

Appendix 1 - Land Ownership and Allocation Plan

Appendix 2 - The Wilky Group (GGL) - Track Record

Appendix 3 - Development Framework Plan

Appendix 4 - Occupier Demand



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WHERE THE FUTURE WORKS

Appendix 1

Site Plan
Land Ownership and Allocation



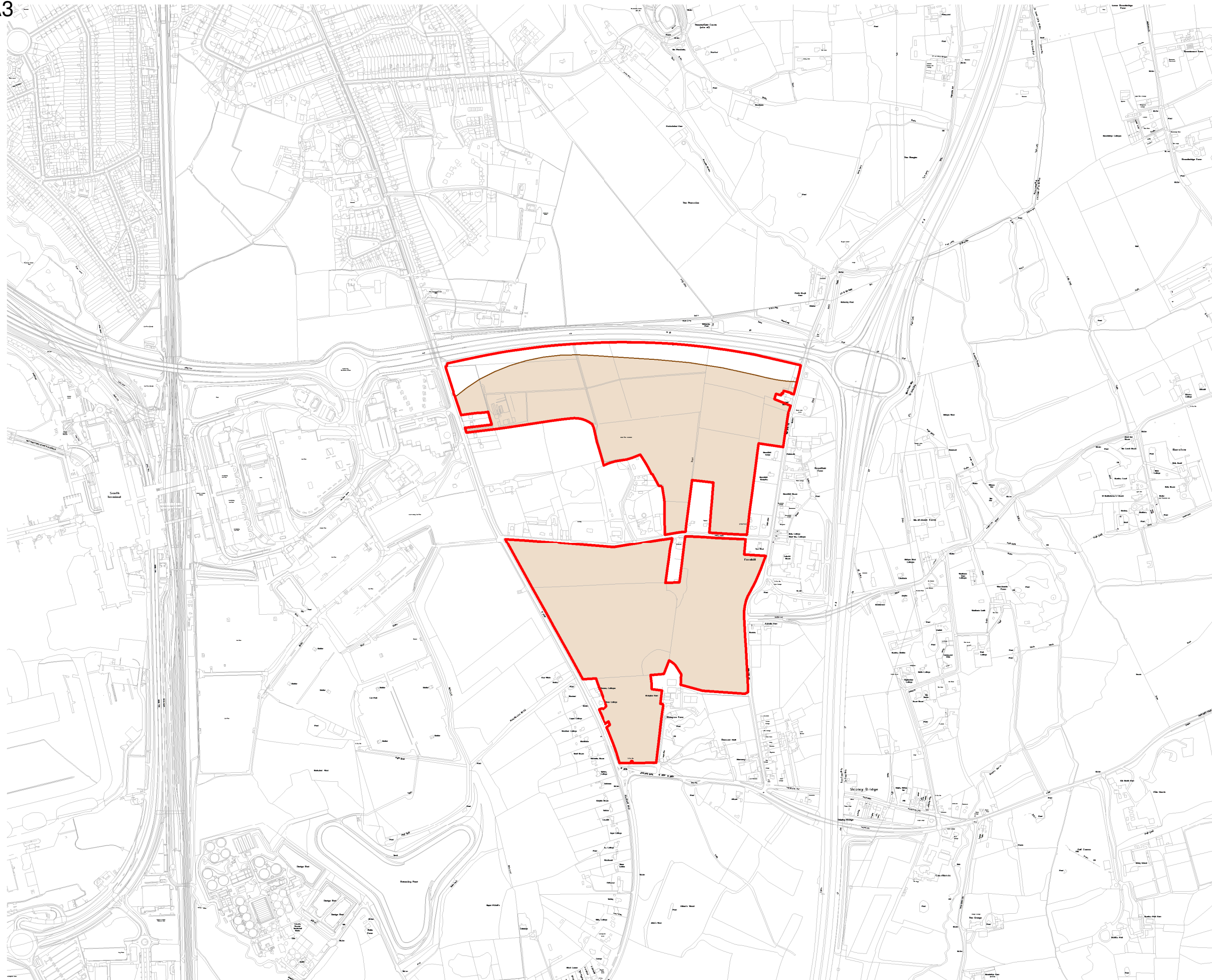
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WHERE THE FUTURE WORKS

Client
Wilky Group

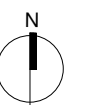
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Index	Revision	Date	Int	Chkd



LEGEND

- GATWICK GREEN LIMITED OWNED LAND
- PROPOSED STRATEGIC EMPLOYMENT LOCATION UNDER POLICIES EC1 AND EC4



APPROXIMATE NORTH

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Job No / Drg No	Rev	Scale	Status
11/091 / SK-165	-	As indicated	PRELIMINARY
Date	Director	Author	Check
16/06/2023	JA	AH	--

Job
GATWICK GREEN

Drawing
Reg 19 (2023) - Appendix 1 - Site Plan

NOTE: All figures are approximate and have been measured and expressed in a manner as defined by the current edition of the RICS Code of Measuring Practice, unless otherwise stated. Figures relate to the current stage of the project and any development decisions to be made on the basis of this information should include due allowance for the increases and decreases inherent in the design and building processes. Reproduced from Ordnance Survey mapping under Licence Numbers 10002432 & 100018493

This drawing may be scaled or cross referenced to the scale bar for Planning Application purposes only. Do not scale for any other purpose, use figured dimensions only. Subject to site survey and all necessary consents. All dimensions to be checked by user and any discrepancies, errors or omissions to be reported to the Architect before work commences. This drawing is to be read in conjunction with all other relevant materials.

Appendix 2

The Wilky Group (GGL) - Track Record



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WHERE THE FUTURE WORKS

Gatwick Green

Developer Track Record

October 2023



GatwickGreen

WHERE THE FUTURE WORKS

Experience & Expertise

Gatwick Green is being delivered by Gatwick Green Limited, (a wholly owned subsidiary of The Wilky Group), and their team of industry experts, whose long-term investment in the site, and over 50-year track record of successful development and property innovation across the UK, demonstrates their dedication to creating brand new places that help fulfil the true potential of those they serve.

The Wilky Group is committed to engaging with local authorities and key stakeholders to unlock the extraordinary potential at Gatwick Green, at a time when public and private sector collaboration had never been more needed to drive forward economic recovery and diversification.

Ready and able to promote the site for development, as part of achieving a long-term vision for the area, The Wilky Group and their professional team have the capability and experience to harness our collective ambition to deliver a 21st Century logistics hub for the benefit of Crawley and the wider region.

The Wilky Group has completed more than 80 developments valued from £2m – £200m over the past five decades, in the Health, Industrial, Office, and Residential Sectors.

Centre for Health Aldershot



Having created the UK's largest primary healthcare centre as an investment based on Government-guaranteed leases by the NHS and MoD, the Group took advantage of favourable market conditions to conclude a successful sale to a major British institution. Some adjoining land was retained to enable complementary development in the future.

Watchmoor Park Camberley



A five-year land assembly public/private sector project involving county/local authorities, private owners and a public utility to create an award-winning business park of 45 acres delivered in a JV between Balfour Beatty and London & Edinburgh Trust.

Invincible Road Industrial Estate Farnborough



Development activities started with the acquisition of a 5 acre site on for a new headquarters for the Group, consisting of a warehouse, showroom and offices of 50,000 sq. ft., with ancillary workshops for plant hire, joinery, vehicle maintenance and piling activities. During subsequent years 10 units were constructed on the estate, whilst moving on to other development opportunities elsewhere, principally in Hampshire, Surrey and Sussex.

Station Road Addlestone



The Group had an involvement in this location since the mid 1970's and finally bought the majority of the 'island' site in 2017. Following receipt of planning in 2018, the site was sold in 2019 to a residential developer. The design has been adopted by the local council as an exemplar of intensification of development in its Design Guidance Supplementary Planning Document.

Blackwater Park Aldershot



A long-term regeneration project that turned surplus land on a water treatment works into a sought-after £25m location for warehousing and distribution. Six units were built on the 13 acre site over a 10 year period, totalling more than 200,000 sq. ft. This was a joint venture with Kennet Properties Ltd, a Thames Water subsidiary.

Redfields Business Park Fleet



Previously a tobacco farm, Wilky acquired, designed, planned, built and sold four industrial units, comprised of 16 small nursery units totalling 80,000 sq. ft. 30 years later, Wilky sold the unit it had retained as part of their investment portfolio for housing, with planning consent.

Executive Team – Key Personnel

Malcolm Young

Chairman

Wilky Group / Gatwick Green Ltd

Malcolm became Group Chairman and Chief Executive in 2003 and remains responsible for our property strategy. He is a Fellow of the Royal Institution of Chartered Surveyors, a Freeman of the City of London and a Liveryman of the Worshipful Company of Clockmakers. His entire career of over 50 years has been spent in commercial property development and investment, nearly 45 of them with Wilky.

Starting his career 1964, with a well-known London firm of chartered surveyors he became, aged 22, national lettings manager for the development subsidiary of a major plc property company. There followed periods as head of the industrial department for a leading London surveying practice and head of acquisitions for a quoted London property company.

He joined Wilky as Property Director in 1973 to build up its portfolio of developments and investments, completing over 80 projects in all. In the early '90s he was seconded to become the first UK Managing Director of McArthur Glen, where he helped to establish six UK Designer Outlet Centres for what has become Europe's leading factory outlet operator.

Later, Malcolm led the Group in the early 2000s into property and financial services, setting up an innovative loan management business servicing £200m worth of residential buy-to-let mortgages for a secondary bank and a boutique property fund management business. The latter was responsible for three mandates with a total asset value of over £400m.

In 2010 Wilky won the IPD/IPF award for the best performing property pension fund in the segregated assets category for assets up to £500m.

Malcolm served for 5 years as a Board Member of what became the South East Enterprise Development Agency, advising new and start-up businesses and championing innovation centres, ending his term as Deputy Chair. He then joined the Hampshire Economic Partnership, ending as chair, before coming the founder head of property for EM3 LEP. Malcolm served for 5 years as a judge of the RICS Awards and, latterly was Deputy Chair. He is currently serving a third term on the CBI South East Regional Council and sits on their SME National Board.

Sally Fish
Property Director, Wilky Group
Joint Managing Director
Gatwick Green Ltd

Sally is a Chartered Surveyor with over 30 years' experience of commercial property development, investment and asset management. Starting her career in industrial agency, she moved into the fledgling retail warehouse market in the 1980's, working for two subsidiaries of Boots Plc in senior management roles, before becoming a Development Director at the age of 36. In 2003, she joined PIH, where she was Property Director building and managing a portfolio of commercial property assets with a value in excess of £60m. Sally has been with the Group for over 9 years, starting as a Consultant in early 2014 and has been subsequently promoted to Group Development Director, before being appointed Joint MD of Wilky (Gatwick) Limited to lead the delivery of the project.

John Atkins
Joint Managing Director
Gatwick Green Ltd

John has over 30 years experience in the property, transport and regeneration sectors, reporting at Board level in a FTSE scale business.. He has extensive experience in leading the delivery of property co-located at major UK Airports, (Manchester, Stansted, and East Midlands airports).

He was appointed Managing Director of Manchester Airport Group (MAG) Developments and a Director of Airport City Manchester Limited JV Company in 2009. John founded and led the flagship £850m Manchester Airport City project which includes a 2m sq ft logistics development.

John founded Atkins Property in 2015 as a specialist strategic consultancy aimed at creating property opportunities around airports, ports, and transport nodes. He has worked with the Wilky Group for over 7 years on Gatwick Green.

Delivery Team

The Wilky Group is working with a number of highly-regarded advisors and consultants to deliver our collective vision for Gatwick Green. This group of sector specific professionals has been carefully selected to harness their collective talent and experience, which includes:

Savills
Pinsent Masons
Francis Taylor Buildings
Empiric Partners
Steer
Infrastructure Matters
Menzies

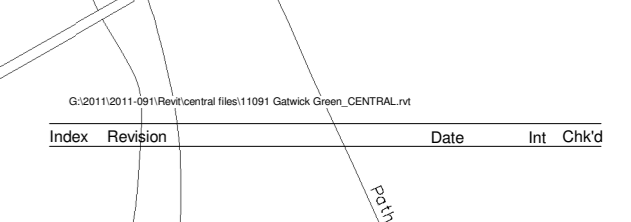
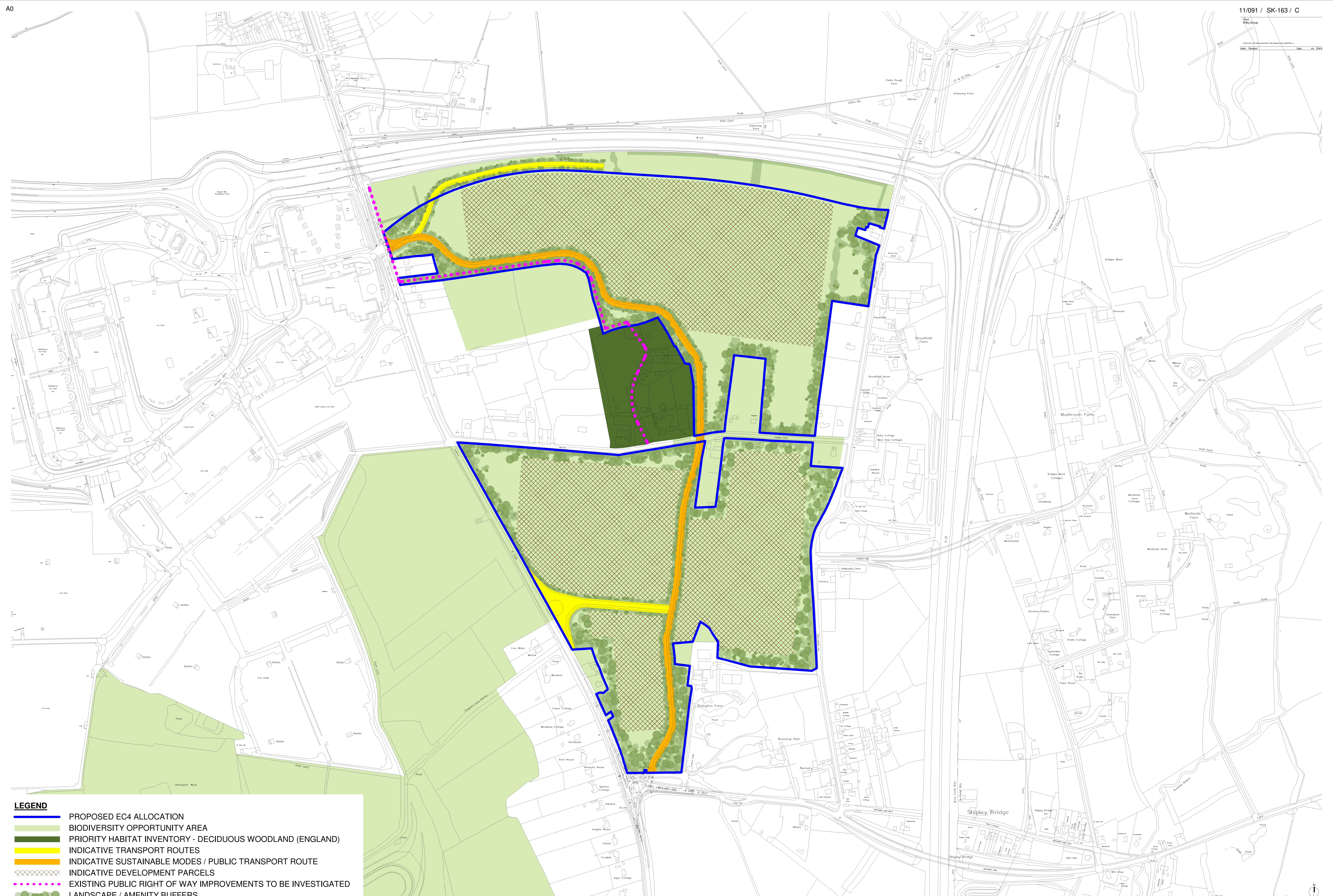
Appendix 3

Development Framework Plan



GatwickGreen

WHERE THE FUTURE WORKS



LEGEND

- PROPOSED EC4 ALLOCATION
- BIODIVERSITY OPPORTUNITY AREA
- PRIORITY HABITAT INVENTORY - DECIDUOUS WOODLAND (ENGLAND)
- INDICATIVE TRANSPORT ROUTES
- INDICATIVE SUSTAINABLE MODES / PUBLIC TRANSPORT ROUTE
- INDICATIVE DEVELOPMENT PARCELS
- EXISTING PUBLIC RIGHT OF WAY IMPROVEMENTS TO BE INVESTIGATED
- LANDSCAPE / AMENITY BUFFERS

GATWICK GREEN

Appendix 4

Occupier Demand



GatwickGreen

WHERE THE FUTURE WORKS

2 November 2023



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Dear Malcolm,

REF: Gatwick Green – Gatwick Green Limited

Further to recent conversations, we are pleased to present our occupational market overview for the site at Gatwick Green.

Site Overview

The 44 hectare site occupies a strategic location on the doorstep of Crawley and Gatwick Airport, with the capacity to potentially provide c850,000 sq ft of logistics property, over 1,000 new jobs and contribute c£55 million in business rates revenue over the next 20 years.

The Market

The Crawley industrial area encompasses London Gatwick airport and benefits from access to the M23 which links into the M25 motorway, making it an attractive location for industrial and logistics occupiers. The presence of the airport attracts several global manufacturing, distribution and airport related occupiers to the area, including Thales Group, Royal Mail, Tesco, Dnata, DHL and TNT.

Existing stock is currently limited to midbox units, with only one unit immediately available above 100,000 sq ft:

Property	Available	Size (sq ft)	Quoting (per sq ft)	Landlord	Comments
G Hub Crawley	Available	89,000 48,000	£16.50	GLP	New Spec. 8-12.5m eaves, min 35m yard depth
Arrow Point Crawley	Available	65,282 18,609	£16.50	Equation	New Spec. 8-12m eaves, min 40m yard depth. 65k sq ft Under Offer
The Base Fleming Way Crawley	Available	88,708 147,039	£15.50	Marchmont	New spec. 12m eaves, 20 dock and 5 level doors, up to 86m yard depth

In terms of pipeline stock, there are only two sites capable of accommodating warehouses of 100,000 sq ft or more:

Offices and associates throughout the Americas, Europe, Asia Pacific, Africa and the Middle East..

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Property	Available	Size (sq ft)	Quoting (per sq ft)	Landlord	Comments
Panattoni Park Crawley	2025+	60,000 130,000	NQ	Panattoni	PC mid-25. Unit can be provided as a single unit of c.200,000 sq ft
Barker Trust Land Crawley	2022+	100,000	NQ	Abrdn	Unallocated farm land – rumoured DPD pre-let.

There is a clear lack of availability for sites that can accommodate large scale strategic industrial and logistics development within the Crawley and Gatwick Airport catchment. The move to online shopping and growth of this service sector means occupiers have increased their warehousing footprints and there is a greater need to be closer to their customer base. Crawley is a key location to serve the southern M25 and south coast markets.

Live Occupier Requirements

We have included a snapshot of current Crawley/Southern M25 large scale occupier requirements below:

- **Amazon**
 - 800,000 sq ft – 1,200,000 sq ft on 15 – 20 acres
 - UK wide search, seeking x2 units of 800,000 to 1,200,000 sq ft with occupation in 2025 and 2026
- **Co-op**
 - Seeking 450,000 sq ft in the Crawley area to service South London
- **DHL**
 - Parcel delivery
 - 150,000 sq ft – 500,000 sq ft for a campus style development to service South London
- **Globeline**
 - 400,000 sq ft
 - Seeking a Hub to serve the SE
- **Lidl**
 - Seeking 700,000 sq ft in the Crawley area to service South London and southern Home Counties
- **Yodel**
 - Parcel delivery
 - 100,000 sq ft
 - Previously under offer at G-Park Crawley, expansion led for a parcel delivery hub

Historic Interest in Gatwick Green

The following occupiers approached Savills prior o marketing on Gatwick Green and were unable to be satisfied:

- **Amazon** - c500,000 sq ft
- **Co-Op** - Seeking 450,000 sq ft, the same requirement that is still live

Please do not hesitate to contact me should you have any immediate queries.

Yours sincerely



