

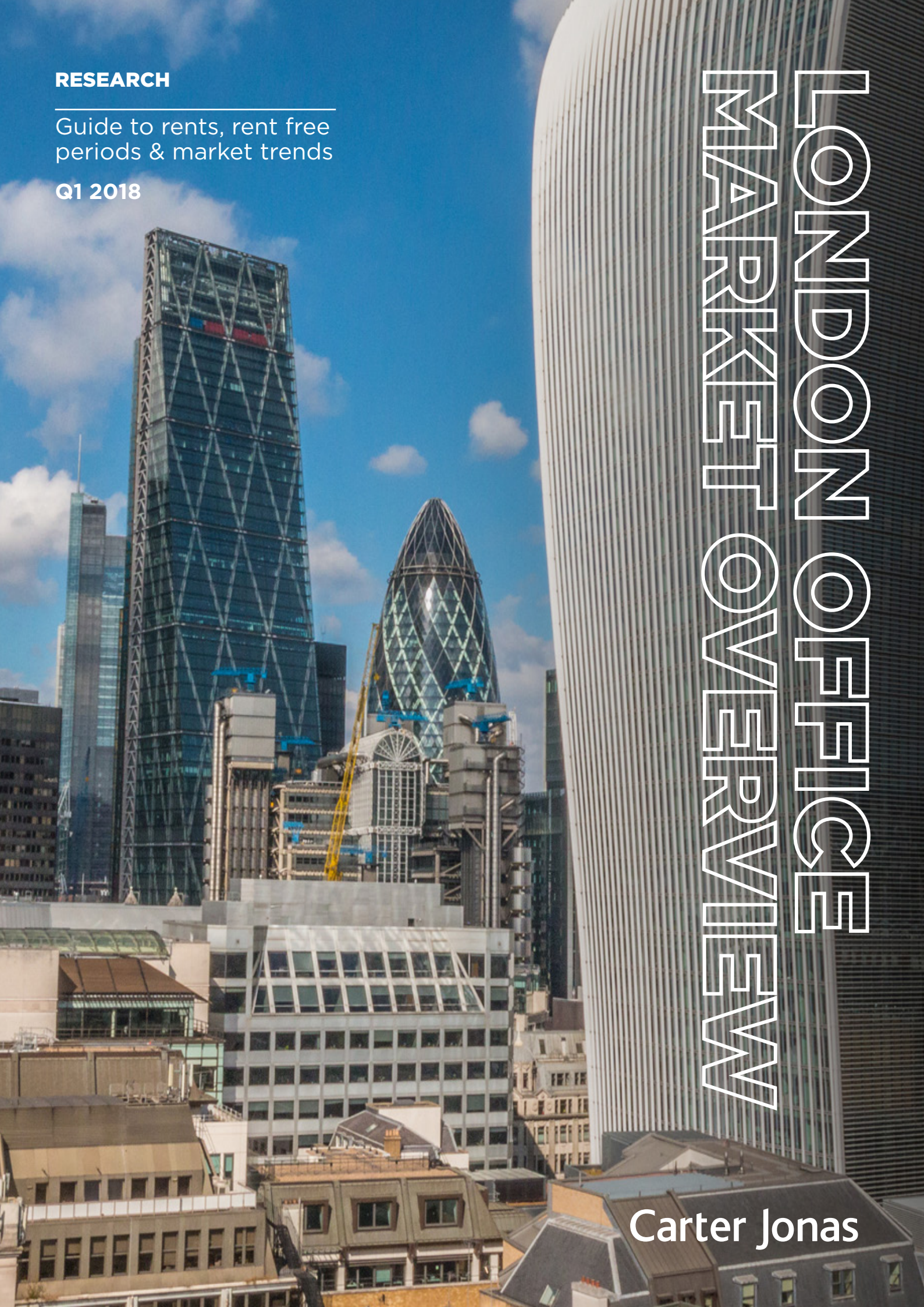
RESEARCH

Guide to rents, rent free periods & market trends

Q1 2018

**LONDON OFFICE
MARKET OVERVIEW**

Carter Jonas



“POST-BREXIT VOTE MARKET READJUSTMENT WILL, DURING 2018, CONTINUE TO OFFER TENANTS MORE CHOICE, LOWER RENTS, LONGER RENT FREE PERIODS AND SHORTER LEASES ACROSS MOST PARTS OF LONDON.”

The world didn't stop turning after the shock of the Brexit vote and the London office market didn't collapse: 2017 was the year that confounded many of the experts predictions. So what does 2018 have in store for London office occupiers that may be facing a rent review, break option or lease renewal?

MORE COMPETITIVE RENT AND RENT FREE PERIOD LETTING PACKAGES

It's likely to be more of the same: no crash – instead a continued, gradual, market readjustment, reflecting weaker demand and office vacancy slowly rising from historically low levels in areas such as The City and Docklands. Over the next twelve months rents in most parts of London are likely to decline by £2.00 - £3.00 per sq ft per annum and rent free periods increase by 1-2 months on 5 year leases and by 2-3 months on 10 year leases. Weaker market conditions are affording tenants greater choice and the opportunity to secure more competitive rent and rent free period letting packages as well as more 'tenant-friendly' lease terms, including service charge caps, shorter leases and more frequent break options.

SECURING BETTER VALUE

In which locations will those 'footloose' tenants that have an expiry or break option coming up in 2018 secure the best value?

For those tenants based in the West End or Midtown the answer is very simple: 'go east' where rents and business rates overheads are lower and rent free periods are typically longer. At the time of writing Docklands offers the lowest rent, business rates and service charge occupancy costs for refitted, air conditioned, office space – typically £78.05 per sq ft per annum (Canary Wharf) and £60.50 per sq ft per annum (Crossharbour) – see occupancy cost map overleaf. The Elizabeth Line, the London section of which is scheduled to become operational at the end of this year, will greatly enhance accessibility to the area – cutting journey times to 13

minutes to Canary Wharf from Bond Street. If Docklands doesn't take your fancy, why not consider the City? The migration of West End and Midtown occupiers to the City is now a well-established trend. Rent, business rates and service charge costs in the City core for new, air conditioned, Grade A space are typically £92.00 - £102.00 per sq ft per annum in contrast to £118.50 - £134.00 per sq ft per annum for equivalent quality space in Marylebone, Fitzrovia, Bloomsbury and Covent Garden.

REDUCING THE PROPERTY FOOTPRINT

One of the key occupier trends to have emerged over the last few years is the increased use of mobile data / telecoms technology and the adoption of 'agile' working and 'hot-desking' policies. Typical desk:staffing ratios are now 1:1.2, or higher for businesses that employ staff that are often 'field' based, compared with 1:1 five years ago. Technology is therefore enabling occupiers to reduce their property footprint while maintaining, or even increasing, their headcount. The Carter Jonas Tenant Representation Team is advising increasing numbers of clients that have decided to relocate to smaller, better quality, premises where pro-rata costs may be higher and where overall costs are similar, or lower than, their former, larger, premises.

RECRUITMENT, STAFF RETENTION & WELLNESS

The quality of the working environment is a key determinant in attracting and retaining high calibre staff – the lifeblood of any business. 'Wellness' is also becoming a key theme and employers are becoming increasingly sensitive to the needs of a more discerning, and demanding, generation of workers, in terms of better acoustics, air, water and artificial light quality in the work environment. All have a direct impact on productivity and, therefore, profitability and are often key to deciding whether to relocate to a better quality building or staying put and investing in a refurbishment of the existing office space.



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Recognising the importance of a healthy working environment, developers are now building features into the designs of office developments to promote “wellness” including better ventilation to increase levels of fresh air and landscaped terraces to connect people with nature.

THE ‘B’ WORD

A recent survey by the Financial Times indicates that the migration of City banking and financial services jobs to EU financial centres, including Paris and Frankfurt, is likely to be appreciably smaller in scale than first thought. Current predictions are for total City job losses of less than 4,600 – in contrast to forecasts, shortly after the Brexit vote, of losses in the tens of thousands.

The international technology sector is more than filling the gap in demand for office space left by the finance industry. Data from research organisation, PitchBrook, shows that venture capital investment in London’s technology sector, in particular the ‘fintech’ sector, reached another record level in 2017 – £2.45 billion, four times higher than Paris, the UK’s closest European rival.

Notwithstanding Brexit uncertainty there have, over recent months, been a raft of surveys demonstrating the robustness of the UK and London economies. Reasons, indeed, to be cheerful during 2018.

SO HOW WILL BREXIT AFFECT RENTS OVER THE NEXT COUPLE OF YEARS?

The Carter Jonas Research Team predicts that office rents for most parts of London are likely to decline by £2.00 – £3.00 per sq ft per annum, over the next 12 months, reflecting economic uncertainty in the run up to the UK’s exit from the EU in March 2019 – see Table 1.

However, areas including Paddington, Marylebone, Fitzrovia, Soho and Bloomsbury are likely to witness broadly static rents for the 12 months following Brexit – reflecting both low vacancy and the commencement of Crossrail services serving these districts. Rents in Covent Garden and Southwark are also forecast to remain broadly flat between Q1 2019 – Q1 2020, underpinned by low vacancy.

The City, North City fringe and Canary Wharf, by contrast, are likely to see rents continue declining, at least until Q1 2020, as a consequence of higher vacancy levels, relative to other sub-markets, and weaker demand from the banking and financial services sectors. The availability of good quality Grade A space at discounted rents in the City, which will benefit from Crossrail access points at Moorgate and Liverpool Street, is, however, likely to encourage some occupiers to favour City buildings over those based in fringe locations such as Clerkenwell and Shoreditch, resulting in a continued decline in rents in these areas, post Brexit.

GRADES OF OFFICE ACCOMMODATION

For marketing purposes office accommodation is generally categorised into Grades which are defined as follows:

Grade A

New or newly refurbished office space where the building specification includes fully accessible raised floors for data/telecoms cable management, passenger lift and air conditioning facilities.

Grade B

Office space that may only incorporate under floor or perimeter trunking for data/telecoms cable management, rather than fully accessible raised floors, and/or air cooling facilities, instead of an air conditioning system that dehumidifies, filters and draws fresh air into the building. Grade B space also tends to be of a generally lower quality building specification.

“Refitted”

Office space that is ‘as new’, having been completely refitted throughout, to include new fixtures and fittings to the common parts and reception area, new building services – including air conditioning and passenger lift facilities, electrical, plumbing and lighting systems, and new raised floors, ceilings and sanitary ware. The specification of works will comply with the latest health and safety and building regulations and may also include re-cladding the exterior of the building.

“Refurbished”

Space is defined as office accommodation where the landlord has redecorated and recarpeted the available office space (but not necessarily the common parts) and overhauled, but not renewed, the building services, such as the air conditioning and passenger lift facilities.

Table 1

Typical Current and Forecast Rents For New and Refitted Grade A Space

Source: Carter Jonas Research

Location	£ per sq ft per annum		
	Q1 2018	Q1 2019	Q1 2020
Mayfair/St James's - Prime	£110.00	£102.50	£100.00
Marylebone	£85.00	£82.50	£82.50
Soho	£92.50	£90.00	£90.00
Fitzrovia	£85.00	£82.50	£82.50
Victoria	£75.00	£72.50	£72.50
Paddington	£72.50	£70.00	£70.00
Holborn	£65.00	£62.50	£60.00
Bloomsbury	£85.00	£82.50	£82.50
King's Cross	£82.50	£80.00	£80.00
Covent Garden	£77.50	£75.00	£75.00
Southwark	£67.50	£65.00	£65.00
City - Insurance District	£65.00	£62.00	£60.00
Clerkenwell & Shoreditch	£65.00	£62.00	£60.00
Spitalfields	£65.00	£62.00	£60.00
Aldgate East	£55.00	£52.50	£50.00
Hammersmith	£57.50	£55.00	£52.50
White City	£52.50	£50.00	£47.50
Canary Wharf	£47.50	£45.00	£42.00
Stratford	£47.50	£45.00	£45.00

OVERVIEW SUB-MARKET

“THE VARIOUS SUB-MARKETS THAT FORM THE LONDON OFFICE MARKET EACH HAVE VERY DIFFERENT SUPPLY, DEMAND, RENT AND RENT FREE PERIOD DYNAMICS.”

CITY



CITY FRINGE NORTH



- The City is gradually re-inventing itself – to reduce its reliance on the banking, insurance and financial services sectors which have not fully recovered from the 2008/09 credit crises and which are also more vulnerable to Brexit, compared with other UK business sectors.
- The creative, media and technology sectors have, over the last 2-3 years, been one of the dominant drivers of London office demand. Buildings such as No. 1 Poultry, EC2 and 1 Finsbury Avenue, EC2, that were designed over 20 and 30 years ago respectively, specifically for finance-related occupiers, have therefore recently been re-fitted to appeal to a broader target market, including the technology and creative sectors.
- No. 1 Poultry has recently been let in its entirety (c. 117,700 sq ft) to co-working provider WeWork and will be promoted as a hub for entrepreneurial small and mid-size businesses drawn from the technology, including ‘fin-tech’, sector. At 1 Finsbury Avenue, c. 78,000 sq ft’ was pre-let last year to cloud service provider, Mimecast.
- The lettings of both No. 1 Poultry and 1 Finsbury Avenue – both substantial in square footage terms – demonstrate the changing nature of the City’s occupier base.
- The City’s more central location, and soon to be enhanced transport connectivity with the start of Elizabeth Line services at the end of this year, is also likely to enhance the appeal of the location just at a time when City office rents are falling to reach parity with those in City fringe locations.
- Despite Brexit uncertainty, the investment banking community continues to demonstrate its confidence in the City of London. Following Deutsche Bank’s decision to pre-let 469,000 sq ft at Land Securities’ 21 Moorfields, EC2, during the summer last year, the Bank of Montreal is reportedly expanding its City of London operations and is currently seeking 100,000 sq ft in the City for a new European HQ.
- The promotion of the north City fringe – Farringdon, Clerkenwell and Shoreditch as a centre of excellence for the UK technology and creative industries has, over the last five years, resulted in substantial inward investment into the area, including the refurbishment of existing office stock and the construction of new office buildings.
- Rents for refurbished, air conditioned, space in Q1, 2013 were typically £27.50 - £39.50 per sq ft per annum. Today rents for equivalent quality space are £52.50 - £60.00 per sq ft per annum.
- The North City fringe has lost its competitive edge in property cost terms. Rent and business rates occupancy costs are now on a par with those of more central locations such as the City of London which will become even more accessible following the completion of the London section of the Elizabeth Line at the end of this year – which will provide direct access to Heathrow airport.
- The forecast decline in office rents and widening of rent free periods throughout London could, during 2018, therefore be more pronounced in the North City fringe as landlords compete with neighbouring sub-markets for fewer footloose tenants.

KEY CITY LETTINGS Q4, 2017 & Q1, 2018

8 Finsbury Circus, EC2
42,300 sq ft to GAM
(Asset Management)

25 London Wall, EC2
125,400 sq ft to Lloyds
Banking Group

1 Poultry, EC2
117,700 sq ft to WeWork
(co-working space
provider)

1 Creechurch Place, EC3
115,800 sq ft to Hyperion
Services (insurance)

**131 Finsbury Pavement,
EC2**
90,000 sq ft to WeWork
(co-working space
provider)

KEY CITY FRINGE NORTH LETTINGS Q4, 2017 & Q1, 2018

160 Old Street, EC1
98,100 sq ft to Turner Broadcasting
System Europe (media)

Herbal House, 10 Back Hill, EC1
37,000 sq ft to PhotoBox Group (media)

Sutton Yard, 65 Goswell Road, EC1
24,124 sq ft to Go Cardless (financial
technology)



CITY FRINGE EAST



- Unlike its neighbour, the North City fringe, the East City fringe has not witnessed the same scale of new office development – much of the regeneration in the area has been residential, focussed on the Aldgate East and Spitalfields areas – both within easy walking distance of the City core.
- Once fully operational, the East City fringe will benefit greatly from the Elizabeth Line – with stations serving the area at Liverpool Street and Whitechapel.
- Confidence in the East City fringe office market has been boosted by Aldgate Developments' decision to commence the speculative development of its 320,000 sq ft One Braham, E1, scheme which is due for completion in March 2020.
- Confidence has been further boosted in the area by the recent c. £97 million purchase of Lloyds Chambers, 1 Portsoken Street, E1 by US investor Alfred Equities – which is to refurbish the 193,000 sq ft office building.

KEY CITY FRINGE EAST LETTINGS Q4, 2017 & Q1, 2018

10 Bishops Square, E1
58,000 sq ft to Improbable Worlds (technology)

**The Tea Building,
56 Shoreditch High Street, E1**
7,500 sq ft to Monkey Kingdom (media)

WEST END



- The Elizabeth Line has attracted new investment to the Soho, Fitzrovia and Paddington districts of the West End, causing rents in these areas to increase by £2.50 - £7.50 per sq ft per annum since Q1 2017.
- Public realm improvements, the demolition of poor quality Grade B office stock and its replacement with new Grade A floor space, has attracted new occupiers into the aforementioned areas which have set new rent benchmarks.
- Paddington, in particular, is set to benefit significantly when the London section of the Elizabeth Line begins running at the end of this year – with vastly improved accessibility to Heathrow (22 minutes), Bond Street (3 minutes) and the City (10 minutes).
- British Land's decision in 2016 to press on with the speculative development of its 4 Kingdom Street office scheme has been vindicated – the 138,038 sq ft building is almost fully let since completion during the Spring 2017. Rents achieved on lettings of the lower and mid-rise floors of the building are reportedly £70.00 - £72.50 per sq ft per annum and in the mid/late £70's per sq ft per annum on the upper floors – setting new records for the Paddington sub-market.

KEY WEST END LETTINGS Q4, 2017 & Q1, 2018

The Point, Paddington, W2
22,987 sq ft to Addison Lee (transport)

**North West House, 119-127
Marylebone Road, NW1**
39,637 sq ft to WeWork (co-working space provider)

30 Broadwick Street, W1
13,500 sq ft to London Executive Offices (serviced office provider)

**Harley Building, 77 New
Cavendish Street, W1**
35,775 sq ft to IWG Group (serviced office provider)

2 Fitzroy Place, W1
12,000 sq ft to Netflix (media)

**Nova North,
Bressenden Place, SW1**
22,500 sq ft to London Executive Offices (serviced office provider)

Verde, Bressenden Place, SW1
34,163 sq ft to TP ICAP (financial services)

1 St James's Market, SW1
12,000 sq ft to LGT Capital (private equity)



MIDTOWN



- The Midtown office market, comprising King's Cross, Bloomsbury, Holborn and Covent Garden, is characterised by low levels of office vacancy.
- King's Cross, in particular, is starved of available Grade A floor space, which has caused rents for new Grade A space to rise from £60.00 - £65.00 per sq ft per annum during Q1 2014 to £80.00 - £85.00 per sq ft per annum during Q1, 2018.
- The imbalance between supply and demand in the King's Cross office market has prompted the developer of King's Cross Central to commence the speculative construction of Building S1 at Handyside Street, N1, comprising 195,000 sq ft, which is due for completion during Q1, 2020.
- The development of the Elizabeth Line station at the junction of Tottenham Court Road and Oxford Street, public realm improvements around the Centre Point building and the construction of new Grade A buildings are factors that have conspired to attract a new breed of tenants into the Bloomsbury area - including US management consultancy McKinsey, which will be relocating from St James's. The company will pay a record rent, reportedly c. £90.00 per sq ft per annum, for 97,500 sq ft at The Post Building, which is due for completion in December 2018.

KEY MIDTOWN LETTINGS Q4, 2017 & Q1, 2018

**Building R7,
King's Cross Central, N1**
123,000 sq ft to Google
(technology)

**The Cursitor Building,
Chancery Lane, WC2**
49,212 sq ft to WeWork
(co-working space
provider)

**Seven Dials Warehouse,
42-56 Earlham Street, WC2**
37,000 sq ft to Red Bull
(beverages)

90 High Holborn, WC1
24,892 sq ft to Quinn
Emanuel Urquhart &
Sullivan LLP (legal services)

77 Wicklow Street, WC1
17,000 sq ft to Time Out
(media)

165 Fleet Street, EC4
27,268 sq ft to Memery
Crystal (legal services)

SOUTH BANK



- The South Bank continues to have one of the lowest vacancy rates of all the London office sub-markets.
- Southwark and Lambeth Borough Councils' planning policies have, over the last 10 years, catalysed the loss of development sites, that previously supported employment uses, to higher value hotel and residential development, resulting in the currently low level of office vacancy.
- As a consequence of supply-side constraints, office rents for prime-located Southwark and London Bridge office space have remained broadly static since Q1 2017 in contrast to neighbouring submarkets such as Holborn and the City where rents have declined, typically by £2.50 - £5.00 per sq ft per annum over the same period.
- Rents for office space on the upper floors of The Shard - which is not representative of the wider South Bank office market - are now typically £90.00 - £93.00 per sq ft per annum.

KEY SOUTH BANK LETTINGS Q4, 2017 & Q1, 2018

South Bank Central, Stamford Street, SE1
23,551 sq ft to WeWork
(co-working space provider)

10-18 Union Street, SE1
59,924 sq ft to The Royal College
of Obstetricians

Thames House, 1 Bank End, SE1
68,500 sq ft to The Office Group (served
office provider)

One Embassy Gardens, Ponton Road, SW8
83,400 sq ft to Penguin Random House
(publishing)



DOCKLANDS & STRATFORD



- The Crossharbour district of Docklands offers occupiers refurbished air conditioned office space at rents below £37.50 per sq ft per annum – the lowest of any established peripheral Central London location.
- The Canary Wharf and Crossharbour districts of Docklands both offer occupiers the longest rent free periods of any central or peripheral Central London location - see map overleaf.
- Limited Grade A office vacancy in Stratford means that rent free periods are typically 1-3 months shorter than those in Docklands.
- Because of their lower rent and business rates costs, and long rent free periods, Stratford and Docklands have both become popular relocation options for Government agencies.
- Vacancy levels at Canary Wharf are set to increase following the European Medicines Agency's recent decision to relocate to Amsterdam from 250,000 sq ft at 25 Churchill Place and the European Banking Authority's decision to move its operations from 44,700 sq ft at 1 Canada Square to Paris.

KEY DOCKLANDS AND STRATFORD LETTINGS Q4, 2017 & Q1, 2018

14 Westfield Avenue, Stratford, E20
240,000 sq ft to HM Revenue & Customs

- The Columbus Building, 7 Westferry Circus, Docklands E14**
- 15,650 sq ft to Digital Shadows (technology)
 - 23,258 sq ft to IFRS (financial regulator)

WEST LONDON

- Hammersmith and White City are the two key West London office hubs.
- In Hammersmith the level of office vacancy has risen over the last 12 months as new and refurbished space has reached completion – offering tenants more choice and a better bargaining position.
- In White City the ongoing refurbishment and development programme of 1.47 million sq ft of the former BBC Buildings at White City Place and at Television Centre at Wood Lane is further increasing choice for those seeking office space in West London.
- Imperial College's recently developed 185,000 sq ft translation and innovation hub at its White City campus, off Wood Lane, has further increased office vacancy levels in West London.
- Rents for new and refitted Grade A space in Hammersmith are now typically £52.50 - £58.50 per sq ft per annum, in contrast to White City where rents are £50.00 - £55.00 per sq ft per annum for comparable quality space.

KEY WEST LONDON LETTINGS Q4, 2017 & Q1, 2018

184 Shepherds Bush Road, W6
45,000 sq ft to WeWork
(co-working space provider)

202 Hammersmith Road, W6
15,000 sq ft to Victoria Beckham Fashion

King's House, 174 Hammersmith Road, W6
10,094 sq ft to Work Life
(co-working space provider)

OFFICE SPACE AS A SERVICE

The rise of the co-working office leasing model over the last couple of years is changing the way that occupiers view office space.

Co-working space providers are typically promoting office space as a 'plug in and go' business hotel / service where occupiers can network and cross-sell their services and ideas to each other. The all-inclusive monthly rental will typically include business support services including reception and telephone answering and data / telecoms and facilities management services. Letting packages are usually monthly, quarterly or yearly although some providers are now offering co-working packages for periods of 3-5 years.

The co-working model is well suited to those businesses that are cash flow sensitive such as 'start-ups' and small and medium size businesses – negating the need to employ reception and / or office administration staff while also obviating the requirement to invest working capital in expensive office fit out and furniture. Leasing packages are also typically structured on the basis that there will be minimal or no repairing / exit costs.

However, the co-working model is unlikely to suit all occupiers – especially those that operate in the legal, banking or regulatory fields where privacy and security are paramount. Similarly, the co-working model is unlikely to suit those that wish to brand their office space / building to reflect their image / corporate ethos. Businesses that require large open plan trading floors with a specialist fit out are also more likely to opt for the conventional leasing model which, for accounting purposes, offers occupiers a longer leasing period over which to amortise the very significant costs of fit out.

Typical Costs of New Office Space – Key European Cities Q1 2018

	Prime office rent	Service charges	Real estate taxes	Total Occupancy costs
Dublin	€646 -700/sq m pa	€54 - 86/sq m pa	€54 -65/sq m pa	€753 -850/sq m pa
Amsterdam	€400/sq m pa	€50 /sq m pa	Negligible	€450/sq m pa
Paris	€490 - 800/sq m pa	€40 - 100 /sq m pa	€18/sq m pa	€548 - 918/sq m pa
Frankfurt	€483/sq m pa	€55 - 90/sq m pa	Included in service charges	€538 - 573/sq m pa
Munich	€438/sq m pa	€45 - 75/sq m pa	Included in service charges	€483 - 513/sq m pa
Brussels	€300/sq m pa	€30-65/sq m pa	€20-30/sq m pa	€350 - 395/sq m pa
Luxembourg	€ 560/sq m pa	€30-65/sq m pa	€20-30/sq m pa	€610 - 655/sq m pa

THE TENANT ADVISORY TEAM

Our tenant representation services include:

- Stay put/relocate cost appraisals
- Office search & relocation management
- Relocation budgeting & planning
- Lease & rent review negotiation
- Repairs/dilapidations cost assessment & negotiation
- Building, air conditioning & passenger lift surveys
- Business rates analysis & appeal
- Service charge audit

For more data on the London office market, office availability, rents and rent free periods, market trends and information on budgeting and planning for a lease renewal, rent review or office relocation please contact one of the team.

OUR EXPERIENCE

Lease negotiations and relocations 10,000 sq ft+

43,000 sq ft

UK Payments Administration
2 Thomas More Square, E1

39,000 sq ft

Care Quality Commission
151 Buckingham Palace Road, SW1

28,000 sq ft

Warner Bros/Shed Media
85 Grays Inn Road, WC1

23,000 sq ft

Nursing & Midwifery Council
Two Stratford Place, E20

17,500 sq ft

Hackett Limited
The Clove Building, SE1

16,000 sq ft

Circle Housing
Two Pancras Square, N1

15,000 sq ft

Hitachi Rail Europe
40 Holborn Viaduct, EC1

11,000 sq ft

Salamanca Group
50 Berkeley Street, W1

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Carter Jonas

LONDON OFFICE OCCUPANCY COSTS MAP - Q1 2018

TYPICAL COSTS FOR NEW/REFITTED MID-RISE GRADE A OFFICE SPACE OVER 5,000 SQ FT

Costs = £ per sq ft per annum
 Rent Free Periods = Months
 Business rates cost estimates include the Crossrail levy but take no account of any transitional relief that may be available

MIDTOWN

KING'S CROSS £123.50

Rent	£82.50
Business Rates	£31.00
Service Charge	£10.00
Total Occupancy Cost	£123.50

Typical Rent Free Periods

5 year lease	8-11
10 year lease	19-23

COVENT GARDEN £118.50

Rent	£77.50
Business Rates	£31.00
Service Charge	£10.00
Total Occupancy Cost	£118.50

Typical Rent Free Periods

5 year lease	9-11
10 year lease	18-22

HOLBORN £102.00

Rent	£65.00
Business Rates	£27.00
Service Charge	£10.00
Total Occupancy Cost	£102.00

Typical Rent Free Periods

5 year lease	9-12
10 year lease	20-24

BLOOMSBURY £125.00

Rent	£85.00
Business Rates	£30.00
Service Charge	£10.00
Total Occupancy Cost	£125.00

Typical Rent Free Periods

5 year lease	9-12
10 year lease	20-24

WEST END

MAYFAIR & ST JAMES'S £172.00

Rent	£110.00
Business Rates	£50.00
Service Charge	£12.00
Total Occupancy Cost	£172.00

Typical Rent Free Periods

5 year lease	9-12
10 year lease	19-24

VICTORIA £119.00

Rent	£75.00
Business Rates	£33.00
Service Charge	£11.00
Total Occupancy Cost	£119.00

Typical Rent Free Periods

5 year lease	10-12
10 year lease	22-25

MARYLEBONE £134.00

Rent	£85.00
Business Rates	£39.00
Service Charge	£10.00
Total Occupancy Cost	£134.00

Typical Rent Free Periods

5 year lease	9-12
10 year lease	20-24

FITZROVIA £129.50

Rent	£85.00
Business Rates	£33.50
Service Charge	£11.00
Total Occupancy Cost	£129.50

Typical Rent Free Periods

5 year lease	9-12
10 year lease	20-24

PADDINGTON £107.75

Rent	£72.50
Business Rates	£24.25
Service Charge	£11.00
Total Occupancy Cost	£107.75

Typical Rent Free Periods

5 year lease	9-12
10 year lease	20-24

SOHO £142.50

Rent	£92.50
Business Rates	£39.00
Service Charge	£11.00
Total Occupancy Cost	£142.50

Typical Rent Free Periods

5 year lease	8-12
10 year lease	20-24

WEST LONDON

HAMMERSMITH £87.00

Rent	£57.50
Business Rates	£20.50
Service Charge	£9.00
Total Occupancy Cost	£87.00

Typical Rent Free Periods

5 year lease	9-12
10 year lease	19-24

CITY FRINGE NORTH £97.00

Rent	£65.00
Business Rates	£21.00
Service Charge	£11.00
Total Occupancy Cost	£97.00

Typical Rent Free Periods

5 year lease	9-12
10 year lease	20-24

CITY FRINGE EAST

SPITALFIELDS £98.00

Rent	£65.00
Business Rates	£23.00
Service Charge	£10.00
Total Occupancy Cost	£98.00

Typical Rent Free Periods

5 year lease	10-12
10 year lease	22-24

ALDGATE EAST £84.00

Rent	£55.00
Business Rates	£19.00
Service Charge	£10.00
Total Occupancy Cost	£84.00

Typical Rent Free Periods

5 year lease	10-12
10 year lease	22-24

STRATFORD £69.00

Rent	£47.50
Business Rates	£12.00
Service Charge	£9.50
Total Occupancy Cost	£69.00

Typical Rent Free Periods

5 year lease	10-13
10 year lease	21-25

CITY

CITY PRIME £102.00

Rent	£65.00
Business Rates	£27.00
Service Charge	£10.00
Total Occupancy Cost	£102.00

Typical Rent Free Periods

5 year lease	11-13
10 year lease	23-26

CITY SECONDARY £92.00

Rent	£60.00
Business Rates	£22.00
Service Charge	£10.00
Total Occupancy Cost	£92.00

Typical Rent Free Periods

5 year lease	11-13
10 year lease	23-26

SOUTH BANK £100.25

Rent	£67.50
Business Rates	£22.75
Service Charge	£10.00
Total Occupancy Cost	£100.25

Typical Rent Free Periods

5 year lease	9-11
10 year lease	19-23

DOCKLANDS

CANARY WHARF £78.05

Rent	£47.50
Business Rates	£16.25
Service Charge	£14.30
Total Occupancy Cost	£78.05

Typical Rent Free Periods

5 year lease	12-14
10 year lease	24-26

CROSSHARBOUR £60.50

Rent	£37.50
Business Rates	£12.00
Service Charge	£11.00
Total Occupancy Cost	£60.50

Typical Rent Free Periods

5 year lease	12-14
10 year lease	24-26

SUBMARKETS

- West End
- Midtown
- City
- City Fringe North
- City Fringe East
- South Bank
- Docklands & Stratford

