



Maximising Returns For Landowners

Realising the development potential of land

Catesby Estates plc
part of Urban&Civic

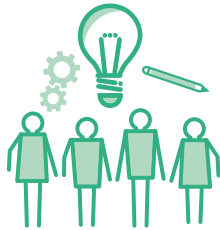
Maximising Returns

For Landowners

Catesby Estates is highly regarded as one of the foremost experts in land promotion and infrastructure delivery in the UK.



“The core values of partnership, passion, integrity, innovation and quality underpin our business.”



We take on the risk and the **upfront investment** needed to **maximise** the value of land, using our **in-house expertise** and financial resources to fund the land promotion at **no cost to the landowner**.



After obtaining **planning permission**, we then **market** the site to **housebuilders or developers** securing the **highest possible financial return** for the landowner.



Our approach to strategic land promotion means we **work closely with landowners** to realise their **aspirations** and **desired legacy** for their land.

A Best in Class

Land Promoter



Landowners choose to partner with us due to our track record in successfully delivering planning consents and our ability to maximise the value of their land.

Catesby Estates are part of Urban&Civic, a leading Master Developer which focuses on the delivery of large scale strategic sites.

In January 2021, Urban&Civic was acquired by the Wellcome Trust, an independent global charitable foundation that supports science to solve urgent health challenges and is funded by an investment portfolio of over £26 billion.

Urban&Civic including Catesby Estates are now part of the Wellcome Trust's investment portfolio.

This further strengthens the already substantial financial backing of Catesby Estates, providing further assurances for landowners, agents and housebuilders.



www.catesbyestates.co.uk
www.urbandandcivic.com



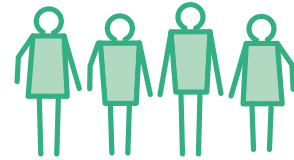
What we do

We work collaboratively with landowners to bring forward land to the market with residential planning consent, in order to deliver much needed high-quality new homes.

We identify sites which are suitable for residential development and at no cost to the landowner we take on the risk and the upfront investment to maximise the value of the land.

Site Identification

The UK planning system for residential developments can be complex and risky, requiring patience, an eye for detail and significant financial backing. We identify sites with strong planning potential, taking into account the Local Plan and a Local Authority's five-year housing supply.



Assemble the Team

Our in-house land promotion knowledge, expertise and bespoke approach to each site ensures your land is in safe hands. We have six in-house divisions specialising in land, planning, technical, design, consultation and finance.



Sold

The key to maximising value through a promotion agreement is the active marketing of the site once planning permission is secured, which will result in competing bids. We work closely with a range of housebuilders and developers to ensure the final delivery of a residential development that complements and enhances the area and community in which it sits. We finance the process of planning and preparation for sale, in return for a fixed percentage once the land is sold. The process guarantees that both the landowner and Catesby Estates are aligned to achieve maximum land value.



Consent

As part of any planning consent granted, Local Authorities will request mitigation measures against development. Some of these costs can be covered in the Community Infrastructure Levy (CIL) or by the Section 106 Town and Country Planning Act. We are well-versed in negotiating these costs on behalf of landowners to ensure all parties involved reach a satisfactory conclusion.



Planning Application

We have an enviable track record of delivering planning consents. Local Authorities are increasingly reliant on land promoters demonstrating sites meet planning criteria and the local area housing needs. We work closely with planning officials and councils, striving for excellence in communication to inform and consult with all parties at every stage of the process.



Stakeholder & Community Engagement

We look to involve the community at an early stage, so they can help inform our final proposals, helping to underpin the vision of our developments. Not limited to desk research, we pride ourselves on our 'boots on the ground' approach. We don't shy away from difficult conversations, and we are always happy to engage with local residents, community groups, elected representatives and other key stakeholders. This enables us to better understand the local issues and seek to offer real tangible benefits to the local community.



Technical & Environmental Challenges

The Catesby Technical Team are involved in all stages of land promotion from site acquisition and planning through to the final sale process. They address issues such as gradients, ground investigation, access, highways, utilities, flood risk and drainage. This comprehensive technical input at the early stages reduces the possibility of expensive delays later in the final sale and legal process of the land.



The Benefits

For Landowners

Obtaining planning permission is an incredibly complex, risky and costly process to navigate. It requires patience, an eye for detail and significant financial backing.

Working with Catesby Estates means you benefit from:

In-house expertise including land, planning, design, technical, communications and finance

Over 20 years knowledge and experience of land promotion

Extensive network of contacts in the housebuilding and development sector

We undertake all the work required to **promote the site**, providing **regular feedback** and updates





The risk in achieving **planning permission** is on Catesby Estates

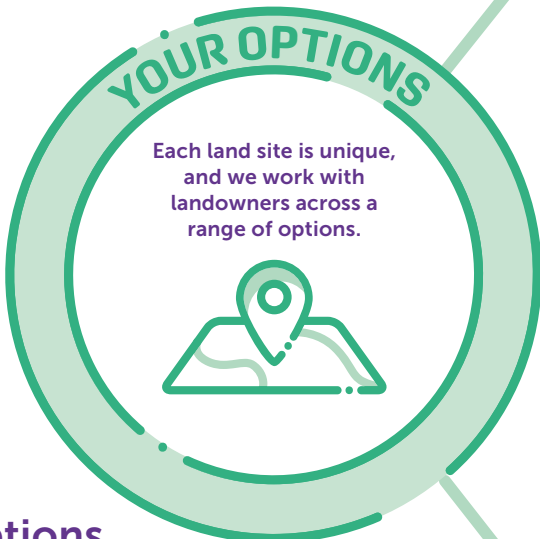
No money is spent by the landowner throughout the process, with **Catesby Estates covering costs**

There is a common interest to **maximise the value** and sell for the **highest price**, as our return is based on a **pre-agreed split** of the sale proceeds, so interests are aligned to **maximise value**

You **retain control** over your land and are free to **continue farming** or working the land during the promotion

We use our resources to fund the promotion of the land through the planning process. Once planning permission has been achieved, the site is then sold for the highest possible return.
The landowner is consulted during the whole process, and our return is based on a pre-agreed split of the sales proceeds.

PROMOTION AGREEMENT



For landowners wishing to dispose of land quickly, an outright purchase of the land can be agreed.
This can be with an overage in favour of the landowner to capture the uplift in value when a planning consent has been obtained.

FREEHOLD PURCHASE

In return for a non-refundable sum of money, we have a legally binding option to purchase the land at some point in the future.
This period of time is known as an "option period".

OPTION AGREEMENT

Your Options

As housing demand increases, so do the opportunities for landowners to offer up land for development, thus maximising its value.

It is never too early to start thinking about whether your land has development potential, and putting together a promotion strategy for your land.

Value Maximisation

Once planning permission has been secured, the site is then sold for the highest possible return.

We work with a range of high-quality national and regional housebuilders to ensure the delivery of a residential development that complements and enhances the area and community in which it sits.

Local Authorities will request mitigation measures against development. Some of these costs can be covered in the Community Infrastructure Levy (CIL) or by the Section 106 Town and Country Planning Act.

Catesby Estates are well-versed in negotiating these costs on behalf of landowners to ensure all parties involved reach a satisfactory conclusion.



“We work with a range of high-quality national and regional housebuilders.”



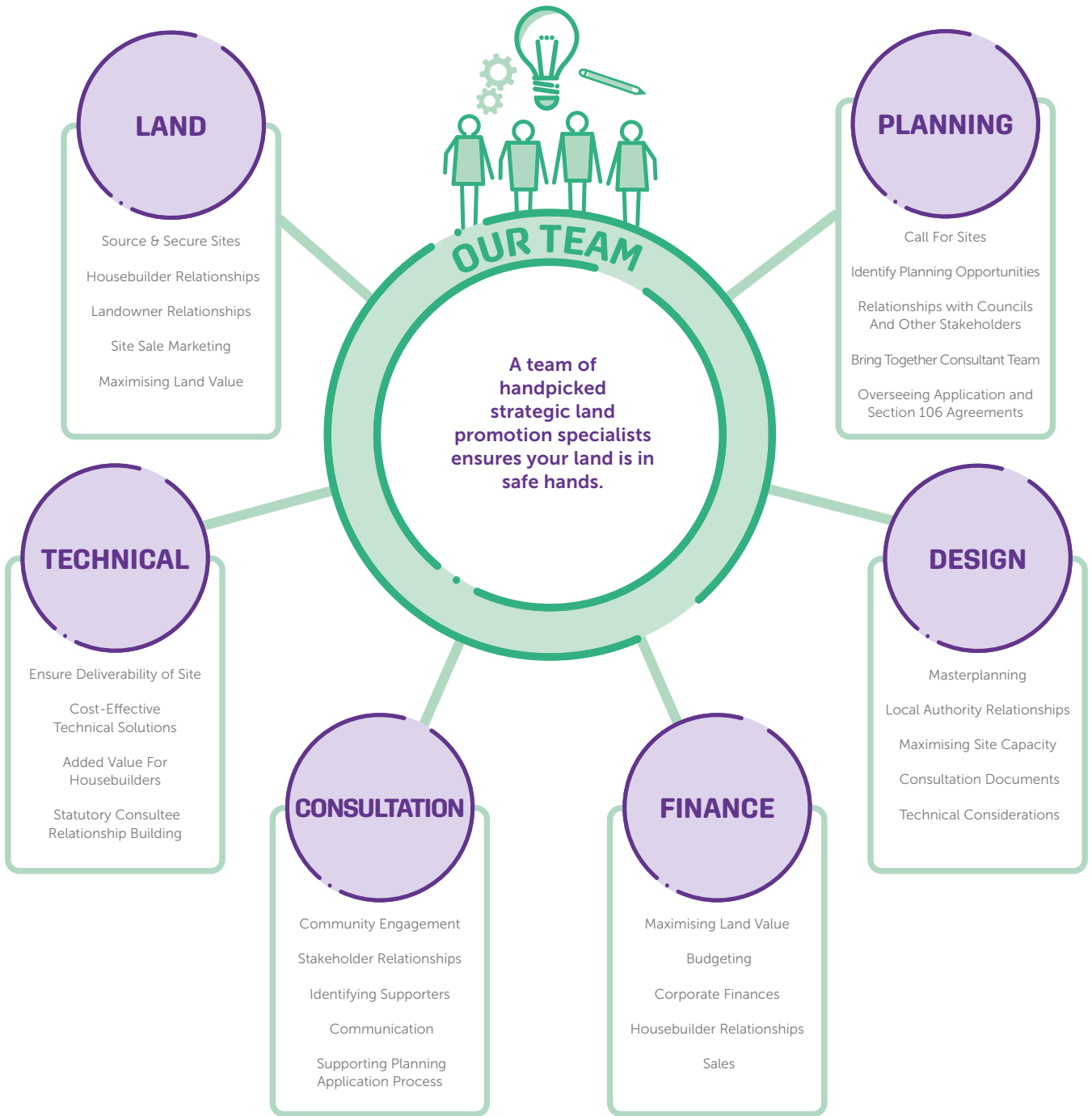
Specialist Knowledge

Many of the team have worked for housebuilders or developers and are affiliated to professionally accredited bodies within their field of work.

The business has six key in-house teams focused on land, planning, technical, design, consultation and finance.

Our structure means all members of the team are accessible to our landowner clients, and landowners receive regular updates as part of our commitment to outstanding service.





Added Value

As one of the biggest names in the land promotion sector, housebuilders and Local Authorities have confidence that a planning permission obtained by Catesby Estates is deliverable.

Being innovators within the land promotion sector, we were one of the first to recognise the importance and added value that in-house technical expertise can deliver to both landowners and housebuilders.

We nurtured and developed our own in-house technical team, making our skill set one of the finest amongst land promoters.





“ Our sites undergo comprehensive technical background work, and we are able to offer value engineered solutions to any site constraints, resulting in reduced risk for housebuilders. This, in turn, increases the speed of housing delivery, with housebuilders able to get onsite and start construction quicker.”



Engaging With Communities

The politics of the planning system means public engagement and stakeholder consultation has never been more critical.

We are the face of our applications, people build a relationship with us directly and we are able to deal with questions or concerns head-on.

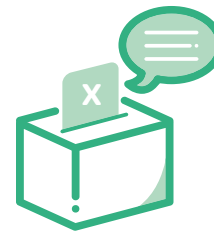
Unique amongst land promoters, our in-house communications team is dedicated to engaging directly with local stakeholders rather than using external third party agencies. We look to involve the community at an early stage, so they can help inform our final proposals, helping to underpin the vision of our developments.

Not limited to desk research, we pride ourselves on our **'boots on the ground'** approach.

We don't shy away from difficult conversations, and we are always happy to engage with local residents, community groups, elected representatives and other key stakeholders.

This enables us to better understand local issues and offer tangible benefits to the local community.

We hear from voices that may not have previously engaged with the planning system and public consultation, by enabling them to actively engage in the process at a time and location that suits them.



We look to involve the community at an early stage, so they can help inform our final proposals, helping to underpin the vision of our developments.



“Our use of a range of communication channels including social media, websites and videos blended with more traditional consultation methods such as letter drops, allows us to reach a wider demographic.”





Positive Change

Through Strategic Land Promotion

The pressure on the housing market is significant, with the demand for homes outstripping supply, and for many first-time buyers and young people, house prices are out of reach, with ever increasing deposits and monthly payments reducing the number of owner-occupiers.

We are proud to be helping to deliver sustainable developments and homes where people may have the opportunity to take their first steps on the housing ladder or to buy a family home.

Our developments help maintain and enhance the vitality of existing communities through job creation and socio-economic growth.

Considerations for the environment and sustainability are at the forefront of our decision-making process.

For example, electric charging points, early landscape planting and biodiversity improvements are just some of the key features included in our sites.

Our sites provide policy compliant levels of affordable housing, along with public open spaces and other community benefits.

We consult with leading masterplanners and ecology and landscaping experts to ensure our public open spaces are of high quality, providing additional benefits for residents, whilst allowing wildlife to flourish.



“Considerations for the environment and sustainability are at the forefront of our decision-making process.”

Our Portfolio



57
sites



4,388
acres



20,088
units

For further information visit www.catesbystates.co.uk

Case Studies



**Woodside Conference
Centre and Crewe Lane,
Kenilworth, Warwickshire**
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Warwick, Warwickshire**
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**Folly Hill,
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Road, Allestree,
Derbyshire**
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Ockham Road North,
East Horsley, Surrey**
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We have worked with Catesby Estates across a number of land promotion sites, and have been impressed by their attention to detail and ability to bring forward well designed and sustainable residential development through the planning system. Their dedicated in-house land, planning and technical teams are skilled at implementing a bespoke strategy for each site, ensuring our clients have the best opportunity of maximising value from their land. We have found Catesby to be diligent, fair and honest and we look forward to continuing our working relationship with them.

Luke Brafield - Partner, Fisher German

I would say that if we had worked with any other land promoter, in our opinion, the site may still not have come forward for development. It has been an incredibly long and arduous journey through the planning system, but the successful outcome is certainly down to the experience within the Catesby team. The site was sold to Bellway Homes within 12 months of the decision being made by the Planning Inspectorate. We would like to sincerely thank Catesby for their tenacious professionalism and say an overwhelming well done. A brilliant team!

John & Keith Dunn - Landowners,
Bromsgrove, Worcestershire

We are working very closely with Catesby Estates on this exciting new residential development taking shape at Myton Green. We have been impressed by their attention to detail and ability to bring forward this site with early investment in high-quality infrastructure delivery and public realm works. This sympathetic and well-designed development will be a welcome addition to helping boost the supply of much needed housing in the District, and we look forward to continuing our working relationship with them.

Chris Elliott - Chief Executive, Warwick District Council

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Catesby Estates have been a much valued new business partner in recent years. We have purchased a number of sites from the team, some of which had complex issues, requiring collaboration, technical skills plus knowledge and trust. We continue to work on new business together and look forward to future success.

Nick Brown -
Land Director, Cala Homes

Catesby are the exception! They engaged with me and my Parish from the outset of the Longhedge masterplan. Together, with the support of the landowner, they listened and helped deliver much needed community facilities and a great place for people to live.

Councillor Ian McLennan -
Wiltshire Council and Laverstock
and Ford Parish Council

Lollesworth Fields, Ockham Road North, East Horsley, Surrey

Catesby promoted the 14.2 acre site through the Local Plan process for its removal from the Green Belt.

The site is in a highly sustainable location, just 250 metres from the railway station and village centre.

The Local Plan was adopted in April 2019 and identified the site as suitable for release from the Green Belt.

Three ultimately unsuccessful High Court challenges were submitted by objectors, claiming the Council

and Planning Inspector had failed to demonstrate the exceptional circumstances required to remove land from the Green Belt.

Following extensive public consultation with Guildford Borough Council, both East and West Horsley Parish Councils and local residents, an outline application was submitted.

Guildford Borough Council's Planning Committee followed the officer's recommendation for approval and granted outline planning permission.

The site was sold to Taylor Wimpey.



Green Belt release

14.2 acres / 5.7 hectares

110 homes

40% affordable housing

Public open space

“The provision of affordable housing was a welcome boost for those looking for a new home, or take their first steps on the housing ladder in a village where the average house price is in excess of £1,200,000.”





Woodside Conference Centre and Crewe Lane, Kenilworth, Warwickshire

Catesby successfully secured the removal of 76 acres of land to the east of Kenilworth from its Green Belt designation.

The site subsequently formed part of the land east of Kenilworth, allocated in the adopted Warwick Local Plan.

Catesby worked closely with the County, District and Town Councils, and carried out extensive wide-ranging community engagement to bring this site forward.

An outline application was submitted, and at Planning Committee, members voted in line with the officer's recommendation for approval subject to additional highways mitigation measures being agreed.

The site was sold to a joint venture between Vistry and Milverton Homes.



Green Belt release

76 acres / 30.8 hectares

620 homes

40% affordable housing

Land for a new school

Public open space including allotments

Highways improvements

“We worked with Catesby Estates to bring forward our land in Kenilworth to a very successful conclusion. Their methodical and productive approach kept what was a complex project moving forward despite a number of complications and they were able to secure a significantly better price for our land than we had initially thought possible. I would have no hesitation in recommending the team at Catesby.”

Tim Chudley - Landowner, Kenilworth, Warwickshire



The Oaks, Kedleston Road, Allestree, Derbyshire

Catesby promoted 48 acres of greenfield land through the Local Plan process. A planning application for 400 homes was submitted, which was refused by Amber Valley Borough Council.

Following an appeal by Catesby, the proposals were subsequently granted planning permission by the Planning Inspector following a public inquiry.

A legal challenge against the decision in the High Court by local action group Kedleston Voice found in favour of the group and overturned the Planning Inspector's decision, stating the Inspector had adopted an unlawfully narrow approach to the setting of heritage assets.

The Court of Appeal, however, reinstated the planning permission. The three Lord Justices did not agree with this conclusion in the High Court and allowed the appeal, confirming that the Planning Inspector's "approach cannot be faulted, and his conclusions were well within the limits of lawful planning judgment."

Kedleston Voice were refused permission to have their case heard in the Supreme Court, as the submission did not raise an arguable point of law.

A Reserved Matters application was submitted, and following an officer's recommendation for approval, full planning permission was granted by Amber Valley Borough Council.

The site was sold to Miller Homes.



48 acres / 19.4 hectares

400 homes

30% affordable housing

Public open space

“This site included 120 affordable homes in an area where there was a recognised shortage of housing, particularly affordable housing.”





Folly Hill, Farnham, Surrey

Catesby successfully promoted 14 acres of land for residential development.

An outline application for 96 homes, children's play area and Suitable Alternative Natural Greenspace (SANG) was refused under delegated powers by Waverley Borough Council.

An appeal was submitted to the Planning Inspectorate, who temporarily delayed his ruling following the adoption of Waverley's Local Plan, Farnham's Neighbourhood Plan and a change in circumstances around the Council's 5-year supply of housing.

The inquiry resumed, and consent was granted the following year.

Inspector Philip J Asquith agreed with Catesby Estates' evidence that there was a "significant shortfall" in Waverley's delivery of housing against government targets.

The site was sold to CALA Homes.



14 acres / 5.67 hectares

96 homes

40% affordable housing

Children's play area

Suitable Alternative Natural Greenspace (SANG)



“The scheme would not result in such a level of landscape harm to the character and appearance of the area that would outweigh the benefits of the proposal.”



Myton Green, Europa Way, Warwick, Warwickshire

Catesby enabled future development through the provision of infrastructure, facilitating the delivery of much-needed new homes for the area.

Together with the landowners, who included the King Henry VIII Endowed Trust, Catesby worked to discharge pre-commencement planning conditions, and agree reserved matters for the delivery of onsite road and green infrastructure, including detailed designs for highway improvements on Europa Way.

Land parcels were sold to Avant Homes, Miller Homes, Bovis Homes and Redrow.

As part of the early onsite works, Catesby delivered Myton Green Park which has been adopted by Warwick District Council. This extensive public open space and green infrastructure consists of six equipped play areas including a multi-use games pitch with five-a-side football and basketball court, a 4,500-metre network of new footpaths and cycleways along with the planting of more than 250 specimen trees.

In addition, a further 17.5 acres of land was gifted to Warwickshire County Council for the provision of education facilities.

The early installation of infrastructure helped to maximise value for the landowners and resulted in housebuilders bringing forward the construction of new homes. As a result, residents benefitted from earlier occupation dates and more established recreational and wildlife areas.



MYTON GREEN
WARWICKSHIRE



Infrastructure delivery

95 acres / 38.5 hectares

735 homes

33% affordable housing

6 equipped play areas

25 acres of public open space

250 specimen trees

6 equipped play areas

Independent Review of Myton Green Park

“The Creme de la Creme of parks. We have visited a lot of parks, and this has to be one of, if not the best park that we’ve been to.”

Source: Adventures in Warwickshire and Beyond



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