

Network Rail is the owner and operator of Britain's rail infrastructure. We own, maintain and develop the track, signals, bridges, tunnels and stations that make up Britain's railway.

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Retail Business Space Development



[networkrail.co.uk/property](https://www.networkrail.co.uk/property)

Helping business run better

A network of opportunities

Network Rail’s commercial activities are core to the operation and development of our overall business.

Over a five year period until 2014, property activities including retail, business space and commercial developments, are forecast to generate £1bn of income for Network Rail – all of which will be reinvested straight back into the railways for the benefit of passengers.

Placed in context, £1bn would be enough to pay for the complete redevelopment of Birmingham New Street and King’s Cross stations. This means that the success of our commercial activities enables us to bring additional benefits to passengers, at no extra cost to the taxpayer.

We work hand in hand with developers, retailers and businesses across the country helping all our partners – and the UK as a whole – to thrive and grow.

Retail

04

Our stations offer 540,000 sq. ft. of quality retail potential, attracting an annual footfall of over 1.3 billion. Expanding the choice of retail and catering brands at managed stations will be a key priority for 2011 and beyond.

Business Space

08

As Britain’s biggest provider of space to small and medium sized business, we offer a diverse portfolio of over 7,400 properties at affordable rates in prime locations across London and key regional cities.

Commercial Developments

12

We’re working with a number of commercial partners to deliver groundbreaking, high quality station developments and joint-venture residential and commercial schemes.



Aerial view of Waterloo station



Artist's impression of new King's Cross station



Artist's impression of new Twickenham station



Sovereign Place, Leeds



Hotel Chocolat

Rail meets retail



Café Rouge

DID YOU KNOW?
Each year nearly twice as many people use Liverpool Street station as Heathrow Airport. In the morning rush hour alone, around 75,000 people pass through the station.



Marks & Spencer



Liverpool Street station

A new vision for station retail

Over 70 per cent of all rail journeys start or end at one of our managed stations, and at Network Rail we're transforming these stations – 18 of Britain's biggest and busiest – into destinations in their own right, for shoppers and travellers alike.

Over a billion people pass through our managed stations every year, and with more and more people choosing to travel by rail, this figure is set to rise. Our bright, modern stations offer 540,000 sq. ft. of quality retail space, giving our retail partners a unique range of exciting opportunities in central London and throughout Britain.

We have the established infrastructure, the essential locations and high customer traffic to help brands perform to their full potential. Working in partnership with our retailers is at the core of our vision for the future of retail in stations. If you do well, we do well. It's as simple as that.

We're already working with many of the UK's leading high street brands and we're creating 75,000 sq. ft. of new retail space that will provide exciting opportunities within our stations.

But for us, this is just a stop on the journey. Our future is working together with retailers to create places where travellers, shoppers and families enjoy unique retail experiences in exciting contemporary surroundings fit for today's demanding customers.

We're passionate about working in partnership with our retailers to make businesses run even better, whether an established brand or emerging newcomers.

"Pounds per square foot, our station stores outperform our high street stores, as well as acting as a real brand advertisement."

A station is a different trading environment and we had to change our game accordingly, but Network Rail was there to help us – and it worked. They understand us. It's a genuine partnership."

Geoff Quinn
Managing Director, TM Lewin



Nando's at London Bridge



Pret A Manger



WHSmith

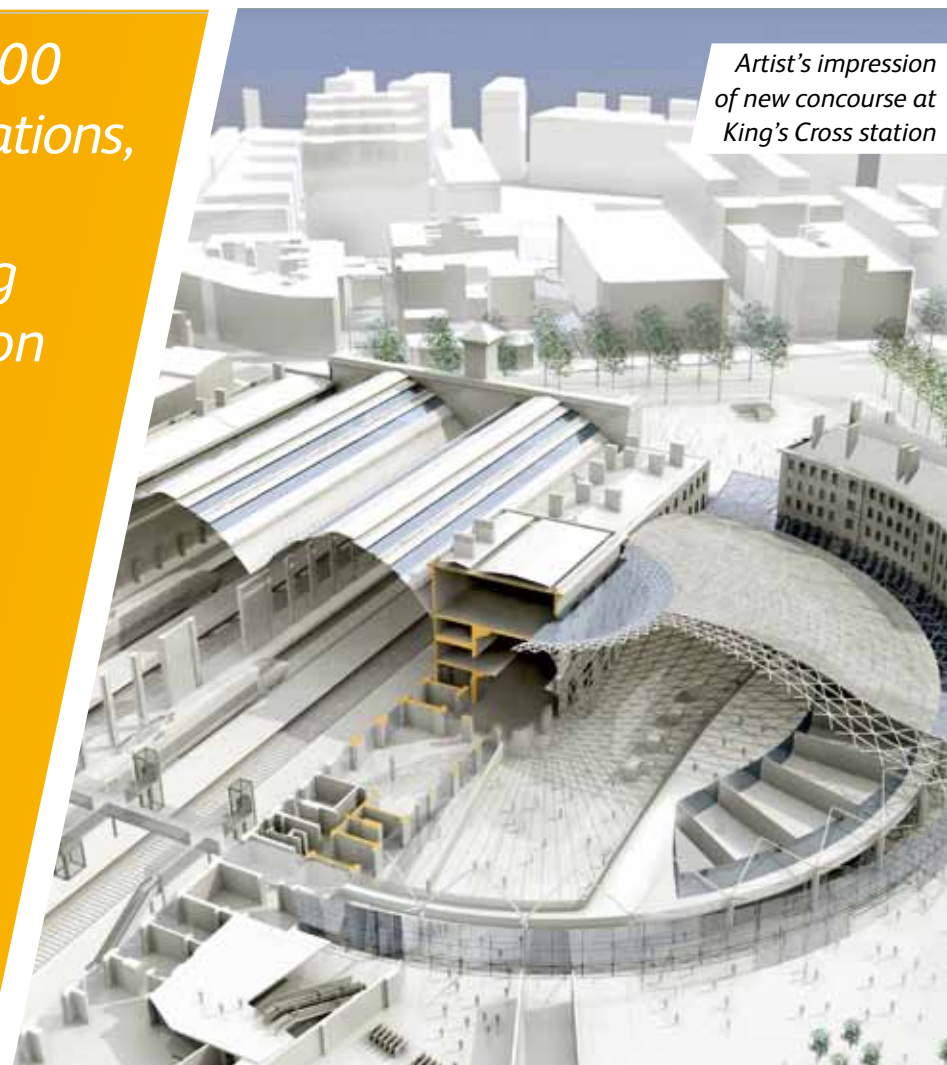
New space, new opportunities



Artist's impression of Birmingham New Street station

We recently unveiled our plans for over 75,000 sq. ft. of new retail space in our managed stations, along with our new vision for the future of station retailing, which focuses on enhancing the passenger experience through the creation of destination stations.

The success and growth of the railways have led to continued investment in stations to increase capacity and improve the environment for passengers. Thanks to this, we're able to create exciting new retail space at Waterloo, Manchester Piccadilly, Birmingham New Street and King's Cross stations.



Artist's impression of new concourse at King's Cross station

Case Studies



completion
2012

Transforming King's Cross

Our redevelopment of King's Cross station will deliver more space for passengers and a much better station able to cope with upwards of 55 million people per year.

A new station concourse three times the size of the current area will provide over 27,000 sq. ft. of prime retail opportunity by Spring 2012, in time for the London Olympics.

The new concourse will be multi-levelled with an extensive choice of shops and restaurants for passengers to enjoy, as well as improved step-free access to the Underground and St Pancras International.



completion
2012

Waterloo Balcony

Early plans have been unveiled for a 220 metre-long balcony at Waterloo station which will help ease congestion on the main concourse and provide a wider and improved choice of retail and catering facilities.

At Waterloo, Britain's busiest station, the new balcony will provide 20,000 sq. ft. of new retail opportunities. It will be accessible by escalators, lifts and stairs to improve the connection between Waterloo East and Waterloo main line stations, and substantially improve the journey experience for all passengers.

Keeping British business moving

Small and medium business enterprises are the backbone of the British economy. SMEs contribute more than £1bn to the UK's economy each year, and account for over 50 per cent of employment.

As Britain's biggest supplier of commercial space through our extensive lettings estate, we're helping lots of SMEs to make that contribution to UK plc every day.



Wooton Street, London



Hare Row, London



Soho Gyms

We're flexible

We offer a flexible rental package that benefits smaller tenants, including monthly rental payments and shorter termination periods to allow for easier annual budgeting and better cash flow.

We're affordable

We help you locate your business in places you never knew you could afford. Offering competitive rates for key business locations, simple contracts and a 48 hour turnaround service are just some of the ways Network Rail supports small businesses.

We're diverse

In major towns and cities across Britain we're offering businesses a wide range of niche space including railway arches, offices, shops, restaurants, leisure and light industrial units – ranging in size from 100 sq. ft. to over 100,000 sq. ft. Current tenants range from estate agents to wine makers and hairdressers to high-end cheese makers.

Here's what some of our tenants say about us:

"We have great passing trade and business is growing. We have a very open and honest relationship with Network Rail and they are very supportive."

Colin Bauld
Owner, Rebel Rebel Barber
Newcastle

"The size and location are ideal for our purposes and Network Rail has been very supportive with the work we've done to transform the arch into such a fantastic venue."

Gerald Amin
Producer, Waterloo East Theatre
London

Putting businesses on the map

A leading provider of commercial accommodation to British SMEs

We've a strong presence across all of Britain's major towns and cities, with over 7,400 properties nationwide, totalling more than 18 million sq. ft.

A solid, stable provider of space

Customers can be assured they are supported by a large reputable company with a service ethos.

Location, location, location

An unrivalled offering of space in key city centre locations, close to stations and easy to access. Close to major transport hubs and close to your customers.

Driving local economies

We have invested heavily in our commercial estate over recent years.

With an extensive portfolio of railway arches in key strategic city centre locations, we are in a unique position

to support small businesses and drive regeneration of inner city areas through investment and enhancement. Over £17m has recently been invested across the estate to create innovative spaces for a wide range of uses.

City	Units	Sq. ft.
1. London	3,883	10,360,331
2. Manchester	389	1,350,642
3. Glasgow	467	734,503
4. Birmingham	167	320,698
5. Newcastle	144	227,287
6. Bristol/Bath	128	186,749
7. Leeds	123	276,207
8. Liverpool	93	312,142
9. Swindon	61	232,025
10. York	18	123,345



Case Studies



Newcastle Westgate Road Arches

In 2009 we invested £2.25m to restore a row of nine, Grade II listed, Victorian railway arches in the Westgate Road area of Newcastle. Eight units, ranging in size from 872 sq. ft. to 5,123 sq. ft, were transformed from run-down industrial workshops into stylish commercial premises suitable for office, retail or showroom uses. As well as revitalising a neglected area of the city, the project has also restored and preserved some of Newcastle's historic buildings for future generations – and was shortlisted for an RICS North East Regeneration Award.



London Southbank Office Development

Last year we invested £6.1m in the redevelopment of our Southbank railway arches. 13 units, with a total area of 45,800 sq. ft, were transformed from rundown industrial lock-ups into high-quality contemporary office space, packed with unique character. This careful renovation work has attracted new business tenants into the area from the media and creative sectors, and helped Southwark Council achieve its aspirations for the regeneration of Southwark.

Driving development

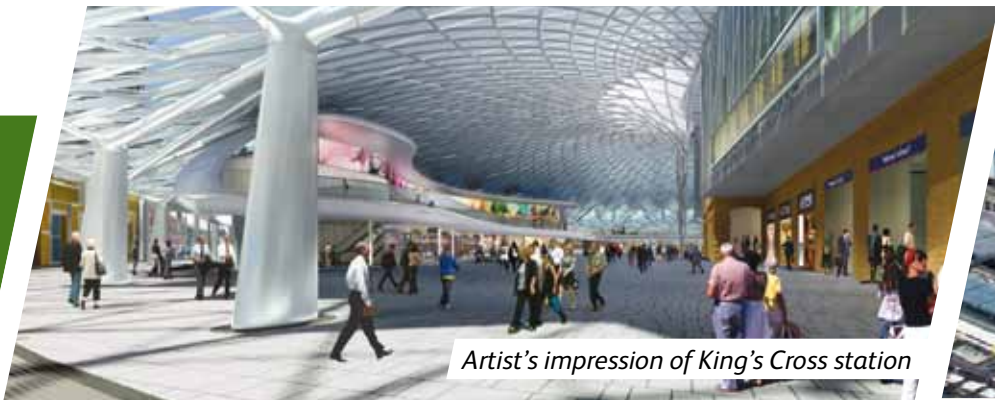
We're rebuilding the railway for tomorrow. Alongside that investment we want to add value to the infrastructure through sustainable long-term development.

We aim to deliver high quality, innovative and sustainable stations and other development opportunities across the network, creating locations that are destinations in themselves, enhance the railway for our customers and improve the passenger experience. Some high profile joint developments include Birmingham New Street, King's Cross, The Shard at London Bridge and Cannon Street station.

Working with the Sellar Group at London Bridge, The Shard will bring iconic, visionary architecture to the City, while investing in the station that serves and supports it



Artist's impression of Cambridge station



Artist's impression of King's Cross station



Artist's impression of The Shard at London Bridge

How do we do business?

We are ambitious to improve railway land. Working in partnership with developers, customers and key public and private stakeholders, we are increasingly looking to bring forward development opportunities in order to generate value from surplus non-operational land that can be reinvested in rail.

Attracting big business

We own prime real estate around the rail network in all our major cities – serving the biggest and best companies from across the globe. Around 60 per cent of jobs in Britain are located in cities and of the 1.3 billion journeys made by rail each year, 1 billion of these are made by people commuting or travelling for business.

Sustainable development

With increasing pressure on scarce land resources, our portfolio brings brownfield sites to the market, with potential for quality development that benefits everyone – business, community and the environment.

Catalyst for regeneration

Railways are vital to our towns and cities. Through station developments we help create accessible sustainable communities that breathe new life into places and bring long lasting benefits to local people – not least new stations, more trains and a better journey experience. Epsom, Birmingham New Street, Cambridge station, Leeds and Queen Street Glasgow are just some of the key regional centres that will be instrumental in leading development and regeneration programmes.

Solid foundations

Transport is key to sustainable development and the bedrock for economic growth. Particular emphasis is on regeneration around our major rail hubs. Network Rail has development opportunities at strategic locations across the country that have the potential to deliver win-win solutions for all parties – better infrastructure, better public space and profitable developments that create value to be invested back into the rail network.

Creating places, not buildings

Working with us means building more than just bricks and mortar. Transport infrastructure binds cities together, extending their economic reach and strengthening their communities. We want to create a sense of arrival to our towns and cities, places that people enjoy coming to and feel proud of.

Unlocking potential



Artist's impression of Birmingham New Street station



Artist's impression of Cannon Street station

Productive partnerships

Our commitment to working in partnership drives our business. We want to work with developers looking to drive value from railway land, helping us to reduce the cost of rail to taxpayers and invest in infrastructure for the future.

Solum Regeneration

This is the first joint venture vehicle which Network Rail has put in place for station-led developments. A partnership with Kier Property, Solum will deliver valuable commercial investment into stations in the South East via mixed use development. We are ambitious to expand this joint venture vehicle to work

at more stations and would like to set up further joint venture vehicles to deliver developments across the network.

Cannon Street

This station in the City of London is a major commuter hub serving around 27 million passengers a year. Around £20m is being invested in the station to upgrade facilities (toilets, ticketing, retail/shops) and build a new concourse and a brighter station for passengers. It's all part of a commercial partnership with Hines to deliver a major new commercial development above the station (around 50,000 sq. ft. over eight floors).



Artist's impression of Epsom station

Unlocking potential at Birmingham

Network Rail is delivering a radical new £600m gateway at Birmingham New Street station. As well as creating space for more passengers, it will transform the physical appearance of the station and remove a physical barrier between Birmingham's south side and the rest of the city. This will serve to stimulate regeneration and unlock the city for further investment, opening up brownfield city centre land for office, retail and residential development.