

## NEW BUILDING

NEW COSTS £ per sq ft NIA per annum	Net Effective Rent	Rates	Annualised costs	Hard FM	Soft FM	Management Fees	TOTAL /sq ft	Total Per Workstation (100 sq ft)
Aberdeen	26.81	10.91	7.63	17.20	9.55	1.93	74.02	7,402
Basingstoke	20.63	7.13	8.28	17.26	9.59	1.79	64.68	6,468
Belfast	20.13	9.01	7.63	15.29	9.28	1.70	63.04	6,304
Birmingham	28.88	9.14	7.63	16.41	9.76	1.99	73.81	7,381
Bournemouth	18.38	7.79	7.63	16.71	9.39	1.62	61.52	6,152
Bracknell	22.40	8.11	8.28	16.70	9.59	1.83	66.90	6,690
Brighton	28.00	10.00	8.28	16.89	9.65	1.97	74.78	7,478
Bristol	32.81	10.34	7.63	16.69	9.76	2.07	79.30	7,930
Cambridge	39.38	16.61	8.28	16.47	9.49	2.28	92.51	9,251
Cardiff	22.50	9.92	7.63	16.33	9.48	1.81	67.67	6,767
Crawley	23.60	9.02	8.28	16.63	9.54	1.86	68.93	6,893
Croydon	30.63	12.35	8.28	16.89	9.39	2.19	79.72	7,972
Edinburgh	31.95	9.79	7.63	17.50	9.71	2.05	78.63	7,863
Exeter	20.13	10.02	7.63	16.35	9.59	1.64	65.35	6,535
Farnborough	24.34	7.58	8.28	16.61	9.65	1.83	68.28	6,828
Glasgow	31.05	9.72	7.63	17.47	9.71	1.91	77.49	7,749
Guildford	28.88	12.25	8.28	16.95	9.65	2.00	78.01	7,801
Heathrow	30.40	8.54	8.28	17.55	9.87	2.04	76.68	7,668
High Wycombe	22.75	8.53	8.28	16.69	9.54	1.82	67.61	6,761
Leeds	26.40	9.21	7.63	15.94	9.60	1.92	70.70	7,070
Leicester	15.68	7.26	7.63	16.14	9.43	1.62	57.75	5,775
Liverpool	19.80	6.11	7.63	15.94	9.49	1.61	60.57	6,057
London - City	54.00	24.98	8.93	18.30	10.57	2.99	119.77	11,977
London - Docklands	32.94	17.30	8.93	18.29	10.26	2.31	90.03	9,003
London - Hammersmith	49.78	19.73	8.93	18.20	10.26	2.86	109.76	10,976
London - Midtown	57.75	23.14	8.93	18.34	10.57	3.07	121.79	12,179
London - Southbank	55.69	24.69	8.93	18.21	10.31	2.96	120.79	12,079
London - West End Core	94.88	51.82	8.93	18.48	10.57	4.19	188.87	18,887
London - West End non-core	66.00	35.80	8.93	18.23	10.57	3.33	142.85	14,285
Luton	19.39	7.63	8.28	16.63	9.60	2.11	63.63	6,363
Maidenhead	32.18	11.16	8.28	17.23	9.45	2.17	80.47	8,047
Maidstone	21.88	9.20	8.28	17.18	9.39	1.81	67.74	6,774
Manchester	32.81	11.90	7.63	16.23	9.55	2.02	80.14	8,014
Milton Keynes	22.69	7.89	8.28	16.70	9.54	1.72	66.82	6,682
Newcastle	21.03	8.38	7.63	15.92	9.27	1.77	63.99	6,399
Northampton	19.25	5.19	7.63	16.25	9.17	1.69	59.18	5,918
Norwich	13.61	9.35	7.63	15.96	9.17	1.55	57.26	5,726
Nottingham	17.33	7.79	7.63	16.16	9.17	1.68	59.76	5,976
Oxford	35.00	7.59	8.28	16.83	9.87	2.02	79.58	7,958
Portsmouth	22.75	6.00	8.28	16.99	9.45	1.81	65.27	6,527
Preston	14.44	5.21	7.63	15.89	9.48	1.53	54.18	5,418
Reading	31.14	12.67	8.28	16.68	9.54	2.12	80.42	8,042
Richmond	45.38	15.69	8.28	17.66	9.65	2.72	99.38	9,938
Sheffield	22.32	8.53	7.63	16.03	9.38	1.77	65.66	6,566
Slough	30.94	9.95	8.28	16.84	9.65	2.02	77.68	7,768
Southampton	24.50	8.74	8.28	17.12	9.54	1.81	69.98	6,998
St Albans	30.19	8.31	8.28	16.69	9.59	2.11	75.17	7,517
Staines	27.20	11.79	8.28	16.75	9.65	2.08	75.74	7,574
Swansea	11.24	5.63	7.63	16.37	9.51	1.81	52.19	5,219
Swindon	15.31	8.55	7.63	16.51	9.32	1.56	58.88	5,888
Uxbridge	27.13	8.54	8.28	17.07	9.65	2.08	72.75	7,275
Warrington	19.25	7.90	7.63	16.43	9.51	1.60	62.31	6,231
Watford	30.63	8.37	8.28	16.78	9.65	2.11	75.82	7,582
Woking	29.70	10.68	8.28	16.67	9.65	1.94	76.91	7,691

## 20-YEAR-OLD BUILDING

COSTS £ per sq ft NIA per annum	Net Effective Rent	Rates	Annualised costs	Hard FM	Soft FM	Management Fees	TOTAL /sq ft	Total Per Workstation (100 sq ft)
Aberdeen	18.15	10.42	7.63	19.24	9.55	1.69	66.68	6,668
Basingstoke	13.20	6.40	8.28	19.45	9.59	1.51	58.43	5,843
Belfast	17.50	5.38	7.63	17.66	9.28	1.55	59.00	5,900
Birmingham	19.80	8.93	7.63	18.68	9.76	1.70	66.49	6,649
Bournemouth	14.00	4.89	7.63	18.91	9.39	1.51	56.33	5,633
Bracknell	18.98	7.77	8.28	18.83	9.59	1.67	65.12	6,512
Brighton	22.69	9.07	8.28	19.03	9.65	1.78	70.50	7,050
Bristol	27.47	6.65	7.63	18.87	9.76	1.70	72.08	7,208
Cambridge	30.63	12.44	8.28	18.68	9.49	1.99	81.50	8,150
Cardiff	14.88	8.42	7.63	18.52	9.48	1.51	60.44	6,044
Crawley	17.50	7.50	8.28	18.83	9.54	1.63	63.28	6,328
Croydon	24.06	7.95	8.28	18.95	9.39	1.78	70.40	7,040
Edinburgh	24.50	7.95	7.63	19.58	9.71	1.84	71.21	7,121
Exeter	16.19	4.67	7.63	18.53	9.59	1.45	58.05	5,805
Farnborough	15.68	6.16	8.28	18.72	9.65	1.61	60.09	6,009
Glasgow	23.93	7.32	7.63	19.60	9.71	1.76	69.95	6,995
Guildford	20.63	9.96	8.28	19.11	9.65	1.79	69.42	6,942
Heathrow	24.00	6.76	8.28	19.72	9.87	1.81	70.44	7,044
High Wycombe	18.45	4.56	8.28	18.83	9.54	1.67	61.33	6,133
Leeds	19.40	8.88	7.63	18.17	9.60	1.64	65.32	6,532
Leicester	12.79	5.17	7.63	18.38	9.43	1.47	54.86	5,486
Liverpool	16.50	5.06	7.63	18.17	9.49	1.51	58.35	5,835
London - City	40.00	21.89	8.93	20.39	10.57	2.45	104.23	10,423
London - Docklands	24.80	11.24	8.93	20.40	10.26	1.96	77.59	7,759
London - Hammersmith	38.63	16.64	8.93	20.30	10.26	2.57	97.33	9,733
London - Midtown	45.38	19.20	8.93	20.42	10.57	2.62	107.12	10,712
London - Southbank	41.25	18.68	8.93	20.32	10.31	2.46	101.94	10,194
London - West End Core	61.88	37.35	8.93	20.58	10.57	3.19	142.50	14,250
London - West End non-core	53.63	27.49	8.93	20.31	10.57	2.90	123.83	12,383
Luton	10.94	6.45	8.28	18.81	9.60	1.93	56.01	5,601
Maidenhead	23.10	11.16	8.28	19.38	9.45	1.86	73.23	7,323
Maidstone	17.17	8.48	8.28	19.40	9.39	1.63	64.34	6,434
Manchester	28.68	8.35	7.63	18.51	9.55	1.90	74.61	7,461
Milton Keynes	18.81	4.75	8.28	18.93	9.54	1.63	61.93	6,193
Newcastle	17.60	8.02	7.63	18.13	9.27	1.65	62.30	6,230
Northampton	11.20	4.26	7.63	18.49	9.17	1.42	52.16	5,216
Norwich	10.73	5.21	7.63	18.23	9.17	1.43	52.40	5,240
Nottingham	14.44	5.11	7.63	18.42	9.17	1.51	56.28	5,628
Oxford	23.38	6.46	8.28	19.04	9.87	1.76	68.79	6,879
Portsmouth	13.20	5.74	8.28	19.21	9.45	1.46	57.33	5,733
Preston	8.75	3.83	7.63	18.15	9.48	1.37	49.21	4,921
Reading	24.00	9.84	8.28	18.91	9.54	1.89	72.46	7,246
Richmond	37.13	12.61	8.28	19.80	9.65	2.44	89.91	8,991
Sheffield	15.02	4.74	7.63	18.05	9.38	1.48	56.29	5,629
Slough	17.74	7.56	8.28	19.06	9.65	1.66	63.94	6,394
Southampton	16.50	8.72	8.28	19.32	9.54	1.48	63.84	6,384
St Albans	24.75	7.26	8.28	18.90	9.59	1.93	70.70	7,070
Staines	24.75	6.83	8.28	18.96	9.65	1.96	70.43	7,043
Swansea	8.25	4.95	7.63	18.59	9.51	1.51	50.44	5,044
Swindon	12.38	7.57	7.63	18.75	9.32	1.48	57.13	5,713
Uxbridge	23.25	6.76	8.28	19.26	9.65	1.90	69.10	6,910
Warrington	14.00	5.10	7.63	18.68	9.51	1.45	56.36	5,636
Watford	25.60	7.75	8.28	18.96	9.65	1.87	72.11	7,211
Woking	20.21	8.42	8.28	18.81	9.65	1.75	67.11	6,711