

Tritax Symmetry (Hinckley) Limited

HINCKLEY NATIONAL RAIL FREIGHT INTERCHANGE

The Hinckley National Rail Freight Interchange Development Consent Order

Project reference TR050007

Written Statement of Oral Case [Appendix E - Update on Market Testing]

Document reference: 18.8.5

Revision: 1

14 November 2023

Planning Act 2008

The Infrastructure Planning (Applications: Prescribed Forms and Procedure) Regulations 2009
Regulation 5(2)(q)

Hinkley National Rail Freight Interchange – 18.8.5 Appendix E - Update on Market Testing

Given the long lead in time between conception and being able to deliver a first building (over 5 years), formal marketing of HNRFI to occupiers has not yet been completed. Occupiers require certainty of delivery before being able to have worthwhile discussions regarding delivering new logistics space of the scale proposed. In this case that certainty would be in the form of the DCO being granted and the developer having purchased the land before concrete discussions take place.

However, before embarking on a project of this size and nature it is usual for Developers to carry out what would be described as 'soft marketing' to establish the general demand for large scale logistics with a rail connection at this location. In this instance that 'soft marketing' took the form of informal discussions with key occupiers representative of the main target sectors:

- 3PLs
- Food retailers
- Non food retailers
- Internet retailers
- Manufacturers

The two main conclusions were:

- From a geographical and supply chain perspective, Hinckley is an ideal location for a large scale rail based facility
- In all sectors there is an increasing interest in rail connected facilities as a means of taking freight off the road and reducing emissions

The results of the soft market testing align with paragraphs 5.2.20 to 5.2.24 of Document Reference 16.2, namely that the sectors which are typically linked to e-commerce, being Retail, Transport & Warehousing and Wholesale, account for 64% of leasing demand, across the PMA. This explains why 3PLs, food and non-food retailers and internet retailers featured prominently as part of the soft market testing. It is also not surprising informal discussions with manufacturers has occurred given this sector represents a significant portion of leasing demand at 19% which is symptomatic of a healthy and diverse economic base across the PMA. It is a positive signal for the proposed HNRFI as this means that the rail terminal can link into various types of downstream users, rather than rely on one type of occupier base.