Strategaeth Archwilio CDLl Newydd Caerdydd

Pwynt Gweithredu HS2.6

Y Cyngor i adolygu ei Astudiaeth Cyflogaeth a darparu tystiolaeth nad oes angen Gorllewin Porth Caerdydd mwyach i ddarparu tir/gofod llawr cyflogaeth.

Ymateb y Cyngor

O adolygu Astudiaeth Tir a Safleoedd Cyflogaeth Caerdydd (Mawrth 2022), nododd ymchwil ben desg ac arsylwadau o ymweliadau â safleoedd nifer o leiniau heb eu datblygu o fewn ardaloedd cyflogaeth presennol. Mae'r rhain wedi'u nodi yn Ffigur 6.2, *Safleoedd sydd ag amddiffyniadau cyflogaeth o dan Bolisïau EC1 ac EC4* (tudalen 59).

Mae paragraff 6.2.10 o'r Astudiaeth yn nodi y gallai safleoedd swyddfa mewn lleoliadau y tu allan i drefi fod ag apêl gyfyngedig i'r farchnad, yn unol â chanfyddiadau asesiad NP Linnells o'r farchnad.

Mae Ffigur 6.2 yn nodi bod Parc Busnes Porth Caerdydd (Safle EC1.6) yn amcangyfrif bod ganddo arwynebedd datblygadwy sy'n weddill o **39,100 metr sgwâr** o fewn y cyflenwad tir cyflogaeth.

Ers cyhoeddi'r Astudiaeth, cyflwynwyd cais cynllunio 22/00726/MJR ar gyfer:

Cynnig: Cais cynllunio amlinellol ar gyfer mynedfeydd cerbydau, cerddwyr a beicwyr, preswyl (Defnydd Dosbarth C3), bwyd a diod/manwerthu hyblyg (Defnydd Dosbarth A1/A3), swyddfeydd (*Defnydd Dosbarth* B1), gwerthwr ceir (defnydd sui generis), parcio ceir a threfniadau priffyrdd wedi'u had-drefnu a mannau agored cyhoeddus, draenio, gwaith tirlunio a gwaith peirianneg cysylltiedig

Lleoliad: Llain 12 a Llain 14, Parc Busnes Porth Caerdydd, Malthouse Avenue, Pontprennau.

Er bod y cais wedi'i dynnu'n ôl yn ddiweddarach, mae'r Cyngor bellach wedi cyflwyno Lleiniau 12 a 14 fel rhan o ddyraniad **H2.3 Gorllewin** Parc Busnes Porth Caerdydd o fewn y CDLlN. Yn unol â hynny, mae'r Cyngor yn cydnabod na ddylid cyfrif y lleiniau hyn mwyach o fewn y cyflenwad tir cyflogaeth sy'n gysylltiedig â Safle EC1.6, gan eu bod y tu allan i ffin arfaethedig yr amddiffyniad cyflogaeth.

Mae tystiolaeth a gyflwynwyd i gefnogi cais 22/00726/MJR, gan gynnwys yr Adroddiad o'r Farchnad Cyflogaeth/Swyddfa a baratowyd gan Fletcher Morgan (Chwefror 2021**)**, yn darparu cyfiawnhad pellach ar gyfer y dull hwn. Mae'r adroddiad yn cofnodi bod Lleiniau 12 a 14 wedi bod ar gael ar gyfer datblygu cyflogaeth ers canol y 1990au ac arosasant heb eu datblygu am oddeutu 27 mlynedd er gwaethaf marchnata helaeth a pharhaus trwy asiantau masnachol, cronfeydd data eiddo, gwefannau pwrpasol, ymgysylltu â meddianwyr yn uniongyrchol, ymgyrchoedd hysbysebu, gweithgaredd cysylltiadau cyhoeddus a digwyddiadau hyrwyddo.

Mae'r cyfnod estynedig o beidio â chyflawni yn arbennig o arwyddocaol o ystyried bod y safle wedi'i farchnata trwy gylchoedd marchnad amrywiol dros sawl degawd, gan gynnwys cyfnodau o dwf economaidd a dirwasgiad, heb sicrhau datblygiad cyflogaeth.

Mae'r adroddiad hefyd yn nodi ystod o gyfyngiadau safle-benodol sy'n effeithio ar atyniad a chyflawnadwyedd y lleiniau ar gyfer datblygu cyflogaeth. Mae'r rhain yn cynnwys eu hamlygrwydd cyfyngedig o fewn y parc busnes, cyfyngiadau topograffig sy'n gofyn am waith torri a llenwi sylweddol, presenoldeb prif gyflenwad nwy pwysedd uchel, a seilwaith trydan uwchben sy'n croesi rhan o'r safle. Mae'r adroddiad yn nodi ymhellach fod nifer o brif feddianwyr sy'n ystyried Caerdydd wedi dewis lleoliadau amgen yn y pen draw, yn bennaf yng nghanol y ddinas, gan adlewyrchu ffafriaeth hirsefydlog yn y farchnad am leoliadau mwy hygyrch ac amlwg.

Mae dadansoddiad o ddeunydd marchnata dylunio ac adeiladu blaenorol yn dangos y gallai Lleiniau 12 a 14 fod wedi darparu yn fras ar gyfer:

- Llain 12: **20,000 metr sgwâr**
- Llain 14: **5,540 metr sgwâr**.

Mae hyn yn cyfateb i gyfanswm gofod llawr swyddfa posibl o oddeutu **25,540 metr sgwâr**. Fodd bynnag, gan gydnabod bod unrhyw ailddatblygiad yn y dyfodol yn debygol o gael ei gyflawni fel cynllun defnydd cymysg, rhagdybir y byddai oddeutu **1,200 metr sgwâr** o ofod llawr masnachol/swyddfa yn cael ei gadw ar y safle. Mae'r rhagdybiaeth hon yn seiliedig ar y cymysgedd o ddefnyddiau a gynigir fel rhan o'r cais cynllunio a dynnwyd yn ôl.

Yn unol â hynny, amcangyfrifir bod y gostyngiad net yn y cyflenwad swyddfa oddeutu **24,400 metr sgwâr**. Mae cymhwyso'r addasiad hwn yn arwain at gapasiti diwygiedig o ran cyflogaeth heb ei ddatblygu o oddeutu **14,760 metr sgwâr** o fewn Safle EC1.6.

Nid yw'r addasiad hwn yn newid casgliadau cyffredinol Astudiaeth Tir a Safleoedd Cyflogaeth Caerdydd (Mawrth 2022). Gan ystyried y gostyngiad, mae cyfanswm y cyflenwad swyddfa yn gostwng o oddeutu **399,500 metr sgwâr** i **375,100 metr sgwâr**. Nododd yr Astudiaeth ofyniad ar gyfer **300,000 metr sgwâr** o ofod llawr swyddfa. Hyd yn oed ar ôl diystyru Lleiniau 12 a 14, mae gwarged sylweddol o oddeutu **75,100 metr sgwâr**.

Felly, mae'r Cyngor o'r farn nad yw colli Lleiniau 12 a 14 o'r cyflenwad tir cyflogaeth yn tanseilio gallu'r Sir i fodloni ei gofynion o ran tir cyflogaeth neu ofod llawr swyddfa yn y dyfodol. Mae'r sefyllfa gyflenwi ddiwygiedig yn parhau i ddarparu gwarged sylweddol uwchlaw'r angen a nodwyd. Ar ben hynny, mae'r dystiolaeth a gyflwynwyd i gefnogi cais 22/00726/MJR (gweler atodedig) yn dangos bod y lleiniau wedi parhau i fod heb eu datblygu er gwaethaf marchnata hirdymor helaeth ac yn cael eu heffeithio gan ystod o gyfyngiadau marchnad a safle-benodol. Ar y cyd â chanfyddiadau strategol Astudiaeth Tir a Safleoedd Cyflogaeth Caerdydd (Mawrth 2022), mae hyn yn darparu tystiolaeth glir nad yw'n ofynnol i Orllewin Porth Caerdydd ddiwallu anghenion tir cyflogaeth a gofod llawr swyddfeydd Caerdydd yn y dyfodol dros gyfnod y Cynllun.

Cardiff | August 2026

Marketing and Commercial Demand Evidence Report in Support of Residential-Led Redevelopment of Development Sites 12, 14 & 15A, Cardiff Gate Business Park

Executive Summary

- Plots 12 and 14 have been promoted for employment development since the business park's inception in 1992.
- Fletcher Morgan were the incumbent agent promoting the development site opportunities from 1992 until October 2025. JLL took over the agency role in October 2025 to promote the development sites.
- The Fletcher Morgan report confirms that Plot 12 and 14 have been available for occupation since 1994 and had attracted no successful occupier interest over a 27-year period. Although Plot 15A has not been specifically referenced in the Fletcher Morgan Report, this development site has been continually offered to the open market and suffers the same constraints as Plots 12 and 14, being located at the rear of the park.
- The sites have remained undeveloped despite extensive historic marketing.
- The rear location, lack of M4/Malthouse Avenue visibility, topography, ecology and infrastructure constraints materially reduce commercial attractiveness. In particular, the changing levels make the creation of the large development plateaux typically required for commercial buildings and associated parking difficult, whereas residential development can respond more effectively to the existing landform.
- The out-of-town office market has weakened, with occupiers increasingly favouring city-centre locations with access to strong public transport – particularly rail and bus networks.
- Office demand in relation to known requirements, currently extends to c. 450,000 sq ft, of which less than 10% relates to out of town offices. Office demand by submarket is dominated by city centre focused requirements, which is reflected in the 5 yearly average take-up by office submarkets in Cardiff.
- Speculative and pre-let office development at Cardiff Gate is not viable in the current market given the gap between achievable rents and the rents required to support new-build office development. In addition, there is currently an over supply of existing office stock in Cardiff Gate, equating to c. 135,000 sq ft.
- The only meaningful interest in the subject sites has been for residential development.
- Residential-led development would also support wider placemaking and could assist in delivering improved bus connectivity through the business park.

Background

Cardiff Gate International Business Park is an established business park located at Junction 30 of the M4, to the north-east of Cardiff. The business park was established in the early 1990s, with the internal road infrastructure installed in the mid-1990s. This infrastructure enabled the phased development of the business park and provided access to the development plots, including Plots 12, 14 and 15A.

The original planning and development context for Cardiff Gate was employment-led, with the business park brought forward to accommodate B1 office and related employment uses. A significant amount of office floorspace was delivered during the early phases of the business park, particularly on the more prominent plots with frontage to Malthouse Avenue, the internal spine road and/or visibility from the M4. These plots were more commercially attractive to occupiers because they provided stronger corporate visibility, more direct access and a more conventional business park profile.

By contrast, Plots 12, 14 and 15A are located to the rear of the business park and have not come forward for employment development. Plots 12 and 14 have been available for employment development since the mid-1990s and have been subject to long-term marketing. The earlier Fletcher Morgan report confirms that Plot 12/14 had been available for occupation since 1994 and had attracted no successful occupier interest over a period of more than 27 years. The sites have therefore remained undeveloped despite forming part of the original employment land offer at Cardiff Gate.

The current adopted Cardiff Local Development Plan identifies Cardiff Gate Business Park as an existing protected employment location. The starting point of the adopted plan is therefore that Cardiff Gate continues to perform an employment role. However, the long-term vacancy of the rear development plots, the lack of occupier interest, the changing nature of office demand and the constraints affecting these specific parcels all need to be considered when assessing whether continued employment development remains realistic or deliverable.

The emerging Cardiff Replacement Local Development Plan provides important additional context. The Deposit Plan proposes Cardiff Gate Business Park West as a residential-led allocation, whilst retaining the wider Cardiff Gate Business Park as protected employment land. This reflects the distinction between the established and functioning parts of the business park and the rear, long-term undeveloped plots which have not attracted employment occupier demand. The emerging allocation therefore recognises the opportunity for a more balanced approach, allowing the wider business park to continue to perform an employment role while enabling residential-led redevelopment of underused land where there is no realistic prospect of employment development coming forward.

The purpose of this report is therefore to explain why the long-standing employment planning position has not translated into deliverable employment development on Plots 12, 14 and 15A. In particular, the report considers the historic and current marketing position, the response from office occupiers and other commercial sectors, the constraints affecting the rear plots, and the wider market shift away from out-of-town office locations towards city-centre locations with stronger public transport accessibility and sustainable travel credentials.

This report should therefore be read as a commercial and market evidence document in support of the planning case for residential-led redevelopment. It demonstrates that the subject plots have been exposed to the market over a significant period, that the employment development opportunity has not proved attractive or deliverable, and that the proposed residential-led approach is consistent with the commercial reality of the site and the direction of travel in the emerging Replacement Local Development Plan.

Planning and Allocation Context

The adopted Cardiff Local Development Plan continues to protect Cardiff Gate Business Park as an employment location. The emerging Replacement LDP, however, proposes **Cardiff Gate Business Park West as a residential-led allocation**, while retaining the wider Business Park as protected employment land.

The emerging approach therefore recognises the distinction between the established employment areas of Cardiff Gate and the long-term undeveloped western plots. It allows the wider Business Park to retain its employment function while providing a more appropriate and deliverable future for land which has remained available for employment development for more than 30 years.

Development Site Facts and Constraints

The business park experienced a high influx of development, particularly office use in the first 15 to 20 years from the park's inception, however, this was very much focussed on the prominent sites visible to the M4 motorway and main spine road off Malthouse Avenue.

The changing topography is particularly challenging for commercial development, which generally requires larger, relatively level development plateaux to accommodate office buildings, associated servicing and extensive surface parking. Creating such plateaux across the subject sites would require significant engineering and level changes. Residential development is inherently better able to respond to the existing landform, with smaller building footprints, streets and development parcels capable of stepping with the prevailing levels. The topography therefore represents a further constraint on the realistic commercial development of the sites, whilst being capable of being more effectively accommodated through a residential-led form of development.

The subject development sites 12, 14 and 15A, being located to the rear of the business park and having no visibility to Malthouse Avenue (main park spine road) or the M4 Motorway as well as specific site constraints (ecology, levelling issues, main service runs above and below ground) have resulted in no development interest since the business parks inception in 1992. Further detail on the specific sites below.

Plot 12

Plot 12 extends to an approximate gross area of 9.16 acres, located at the rear of the business park to the south of Malthouse Avenue (main business park spine road). As shown in the 'TACP' image the site is predominantly hidden with no visibility to Malthouse Avenue or M4 motorway. The site is surrounded by residential housing and woodland.

A further significant constraint on this site relates to the ecology protection, which dictates that the main area of development is limited to 5.85 acres with the potential for some additional non-intrusive development of 1.9 acres.

The site has remained vacant and undeveloped (since 1992) with no interest for the existing B1 planning use or any other use, other than residential.

Plot 14

Plot 14 extends to an approximate gross area of 2.93 acres, located at the rear of the business park to the North of Malthouse Avenue (main business park spine road). The site is compromised and difficult to develop as the topography of the site is substantially higher than the level of Malthouse Avenue. As with Plot 12, no visibility to Malthouse Avenue or the M4.

The site development is hindered by a number of constraints including a high-pressure gas main and overhead electricity cable and pylons running through the site.

A further constraint on this site relates to the ecology protection, which dictates that the main area of development is limited to 2.19 acres with the potential for some additional non-intrusive development of 0.49 acres.

The site has remained vacant and undeveloped (since 1992) with no interest in the existing B1 planning use or any other use, other than residential.

Plot 15A

Plot 15A extends to an approximate gross area of 2.25 acres, located at the rear of the business park to the North of Malthouse Avenue (main business park spine road). The site is compromised and difficult to develop as the topography of the site comprises changing levels.

As with plot 12 and 14, this site also has no visibility to Malthouse Avenue and M4 Motorway.

The existing surfaced site is used as an additional parking area for the park with there being no interest for the original B1 planning use or any other use, other than residential.

Whilst the Fletcher Morgan report related specifically to Plot 12/14, Plot 15A forms part of the same rear development land opportunity at Cardiff Gate Business Park and shares many of the same locational and market constraints, including limited visibility, changing levels and a lack of commercial profile. The current JLL marketing campaign has included Plot 15A alongside Plots 12 and 14.

Development Site Marketing

Fletcher Morgan were the incumbent agent for the business park since the park's inception until October 2025 and they have provided a report dated February 2021 (as appendix 1) detailing their involvement in the marketing of the park and especially development sites 12/14. A high-level summary of Fletcher Morgan's marketing of the park, includes.

- use of multiple marketing and PR agencies;
- regularly updated brochures, promotional videos and marketing material;
- direct mailing/emailing to Cardiff/regional agents, investment agents, London/regional agents, major South Wales occupiers, target Cardiff occupiers and Welsh Government inward investment teams;
- the dedicated Cardiff Gate website;
- social media promotion;
- listing on property websites/databases including EG Property Link, CoStar, EACH and Movehut;
- on-site signage;

- PR and press coverage;
- advertising in Estates Gazette, Property Week, Insider Magazine and Western Mail;
- presentations, open days and occupier events;
- monthly marketing meetings with CGIBP, Fletcher Morgan and PR advisers, including market updates and review of live enquiries.

Update since Fletcher Morgan Report

JLL were appointed in October 2025 and since our appointment, we have undertaken the following marketing initiatives, which follows a similar marketing exercise from the previous incumbent agent, Fletcher Morgan.

Due to the historic limited interest from the B1 sector, the promotion of the development sites since October 2025 has been presented on a more generic basis (targeting the B1 sector also) to see what exists for the strategic development site opportunities, subject to planning.

The key initiatives undertaken by JLL (since October 2025) for the promotion at the park comprises the following:

Monthly Marketing Meeting

Monthly meetings are in place to discuss various key items:

- CGIBP asset management update (raising any recent changes on the park, upgrade requirements, etc)
- Review and analyse the local and wider market, referencing UK research data
- Review and analyse known enquiries
- Review and analyse target lists
- Review marketing initiatives and action any new ideas and updates

On-site Marketing Boards

All development sites on the business park have an independent marketing board at the entrance to each development site promoting the opportunity. The marketing board includes, contact details, plot number and acreage available. Please refer to appendix 2.

Marketing Brochure

A bespoke high quality marketing brochure is available for the development sites, which promotes the availability of all the development sites on the park, including the subject sites. Please refer to appendix 3.

The brochure includes key facts and information of the business park, including aerial photography and detailed site plan.

The marketing brochure provides clear contact details for all enquiries.

Marketing Website

A bespoke website is available for the park, which details all the availability of the development sites as well as existing built office availability in the ownership of Cardiff Gate Business Park Ltd.

The website includes details of latest availability as well as information relating to the amenity provision on the park and local bus services and car parking etc.

Please refer to the live website link as below:

https://www.cardiffgate.com/

The marketing website provides clear contact details for all enquiries.

Press Promotion and Advertising

CGIBP has always generated a good level of press and is an established business park accommodating a wide range of uses.

Cardiff Gate Business Park Ltd continues to provide active promotion at the park and please refer to a relevant press release promoting the development site opportunities at the business park, which appeared in the local and national press. Please refer to appendix 4.

Social Media Promotion

We continue to actively market the development site opportunities and existing building availability on all social media channels, particularly 'Linked in' and 'Rightmove'. Please refer to appendix 5.

Bespoke Targeting

The pdf marketing brochures and weblinks promoting availability have consistently been emailed / mailed to all of the following:

- Known Cardiff / South Wales based occupier enquiries
- Major UK wide occupiers
- Major existing South Wales regional occupiers
- Major existing target Cardiff occupiers
- Cardiff and Regional Office Agents
- Cardiff Investment Agents and other influential regional surveyors
- Regional and London Agents dealing regularly in the South Wales area
- Welsh Government & Cardiff Council – Economic Inward Investment Teams

As mentioned previously, the development site opportunities have not only been targeted at the B1 sector but also the alternative use sector, including various end users, investors and developers.

Occupier, Investor and Developer Office Sector response to marketing promotion of CGIBP

The significant level of initiatives undertaken by the owners of CGIBP has unfortunately not responded in any positive engagement from any parties in the B1 office sector for the subject development sites, either by way of occupier, investor or developer interest.

Cardiff Gate saw an influx of office development in the early years of the park's inception. There were some key pre-let's / pre-sale's to the likes of Bank One, Hodge Bank, IBO and SSE, however, all these buildings were developed on prominent sites on the business park. It should be noted that the subject development sites were not shortlisted for any of these requirements, which related to the hidden nature and non-profile associated with the sites.

A key explanation for the lack of B1 interest in the subject development sites over the last 10 years, directly relates to office development not being financially viable, especially due to high build costs, finance costs, soft exit yields and the level of rent occupiers are prepared to pay. The established office rents at Cardiff Gate Business Park are between £10.00 and £15.00 per sq ft (higher range reflecting more modern office space on the park), which would need to be at least £40.00 per sq ft plus for any new development viability to possible. The Cardiff office occupier market would not accept this level of rent for this out of town location, especially as Cardiff city centre hasn't reached £40.00 per sq ft yet.

The project viability has impacted all office locations throughout the UK, however, with the sustainable travel systems already in place in UK city centres, it is anticipated that even if development is viable, the city centre will continue to be the focus for new office development. As shown in table 1 the Cardiff occupier location preference is highly focussed on the city centre.

There are several examples, whereby, occupiers have had live office requirements, however, business parks have been immediately discounted due to location preference and a particular need for a sustainable location for 'travel to work' purposes.

We can confirm that there are no examples over the last 18 months of large city centre occupiers (5,000 sq ft plus) relocating from Cardiff city centre to an out of town location, with all transaction examples, either, out of town to a city location or relocations within the city. Please refer below.

Cardiff Office Occupier Transactions over the last 18 months – Table 1.

Occupier	Existing Location	Relocated to
Cardiff & Vale College 145,000 sq ft	One Canal Parade (Cardiff city)	St William House (Cardiff city) – Expansion
Lloyds Bank 115,000 sq ft	Consolidating St William House (Cardiff City) and their Newport out of town facility.	One John Street (Cardiff city)
British Gas 36,000 sq ft	4 Callaghan Square (Cardiff City)	1 Callaghan Square (Cardiff city)
IBO 26,000 sq ft	Petersen House (Cardiff Gate)	Fusion Point (Cardiff city)
Creditsafe 15,000 sq ft	1 Caspian Point (Cardiff out of town)	Coal House (Cardiff city)
Starling Bank 15,000 sq ft	Brunel House (Cardiff City)	Brunel House (Cardiff city) – Expansion
WSP 10,000 sq ft	1 Capital Quarter	1 Capital Quarter (Cardiff city)
Stantec UK Ltd 9,500 sq ft	Vision Court Business Park, Pentwyn	One Central Square (Cardiff city)

Browne Jacobson 9,135 sq ft	St Andrews Crescent (Cardiff city)	One Central Square (Cardiff city)
Ridge 9,000 sq ft	Oak Tree Court, Cardiff Gate Business Park	5 Callaghan Square (Cardiff city)
Avantis Marine 8,470 sq ft	1 Caspian Point (Cardiff out of town)	Southgate House (Cardiff city)
Natwest 7,800 sq ft	One Kingsway (Cardiff city)	One Central Square (Cardiff city)
Lewis Silkin 7,500 sq ft	Southgate House (Cardiff city)	One Central Square (Cardiff city)

The lack of occupier demand / interest at Cardiff Gate Business Park directly impacts the office investor and developer appetite to undertake speculative or pre-let office development.

Occupier, Investor and Developer Alternative Use Sector response to marketing promotion of CGIBP

The appointment of JLL in October 2025 to promote all of the available development and existing owned built estate by Cardiff Business Park Ltd resulted in a far and wide campaign targeting a variety of different uses, including the office sector. This campaign continues.

As mentioned previously, there has been no interest from the office sector for any of the development sites and interestingly there has been no interest in the subject development sites 12, 14 and 15A for any other use other than residential. This is based on the Fletcher Morgan historic marketing evidence (as appendix 1) as well as JLL's current marketing campaign.

To date, we have received a range of interest for different uses, including, drive-thru's, E.V. charging and storage operators etc, however, this only related to the development sites (Plot 2A, 3B and 8A) located at the front of the park that benefit from visibility or close access to the M4. The various parties expressing an interest on the park specifically confirmed that they had no interest in the development sites to the rear of the park, especially due to the hidden nature of the sites, which would not promote the brand awareness, visibility and direct access they require for the optimum customer experience.

The residential interest is a complete contrast to this requirement, as the hidden and non-visible sites creates the right environment for the residential sector. Strong visibility and brand awareness not being a necessity for the residential sector.

Cardiff Market Office Review

Headline Rents

Cardiff city centre prime Grade A rents have been firmly established between £30 and £35 per sq ft with the higher range relating to transactional evidence at Cardiff's prime office building, One Central Square. There continues to be a significant rental gap between Cardiff and other UK city centres, which in some cases are achieving rents in excess of £50.00 per sq ft, which is the minimum required to progress high quality city centre new build office development.

As stated previously, Cardiff out of town rents range between £10.00 and £15.00 per sq ft, which is the rental tone adopted at Cardiff Gate business park. This low level of rent has resulted in no new development or refurbishments at Cardiff Gate Business Park as this is not financially viable, fuelled further by very limited occupier demand.

Supply

The current available office supply equates to 1.1million sq ft in the city centre with 0.4million sq ft out of town. All of the available supply is either Landlord CAT A refurbished or Tenant second hand Grade A/B office space with a range of different specifications offered.

The city centre Grade A availability is currently at an all time low with three Landlord refurbished schemes currently under construction, namely 4 Callaghan Square, 6 Park Street and Oakleigh House, which collectively provides circa 150,000 sq ft. There have been no new build development starts in Cardiff city centre since JR Smart speculatively commenced the 115,000 sq ft One John Street in 2019, which they pre-let to Lloyds Bank during construction and completed in Q1 2026. This was a seven year build due to the developer halting construction during the Covid pandemic, which didn't re-commence until they secured pre-let interest.

Take-up

The Cardiff City Centre office market saw a strong conclusion to 2025, with 91,600 sq ft transacted in Q4, the most active quarter of the year. This helped to boost the annual figure to 191,800 sq ft, although this fell behind the 5-year average of 259,500 sq ft. The largest city centre deal for the year, was Centrica taking 36,770 sq ft at the Grade A refurbished One Callaghan Square in December 2025. In addition, Cardiff's prime Grade A office building, One Central Square, saw the combined letting of approximately 26,000 sq ft to Stantec (9,000 sq ft), Brown Jacobson (9,135 sq ft) and Lewis Silkin (7,439 sq ft). The most active business sector in 2025 was professional services, which has continued into 2026.

The Cardiff out of town total take up for 2025 was just under 100,000 sq ft with 50% relating to the letting of Ty Meridian, Cardiff Gate to Creditsafe. This is the largest out of town letting for 15 plus years and was a very unique requirement, as the occupier had a specific need for a high level of car parking due to their staff being used to plentiful parking at their previous out of town Caerphilly office. The maximum rent Creditsafe were prepared to commit was £13.75 per sq ft. The remaining 19 deals were predominantly in the sub 3,000 sq ft bracket, with 74% of out-of-town transactions in 2025 falling within this smaller deal size bracket.

City centre take-up has been strong for H1 2026 standing at 242,714 sq ft, however, 145,000 sq ft of the total take-up to date relates directly to the freehold sale of St William House to Cardiff & Vale College, which completed in June 2026.

As a contrast to the city centre, out of town take-up for H1 20026, equated to a total of 65,000 sq ft, with the stand out transaction being the 22,500 sq ft sale of Unit 5 St Mellons Business Park to the South Wales Islamic Education Trust for a School use.

Office Demand

Office demand in relation to known requirements, currently extends to c. 450,000 sq ft, of which less than 10% relates to out of town offices. Office demand by submarket is dominated by city centre focused requirements, which is reflected in the 5 yearly average take-up by office submarkets in Cardiff.

Cardiff Gate Take-Up

As referenced in the general Cardiff Market overview, the Cardiff out of town market continues to be in the shadows of the City centre market, which is a similar UK trend. In relation to take-up for Cardiff Gate specifically over the last 5 years, the transactional activity at the park comprises the following:

Year	Office Total Take-Up	Comments
2026 (year to date)	6,379 sq ft	A total of 3 transactions with the average transaction size of 2,126 sq ft.
2025	57,445 sq ft	There was one stand out transaction relating to the the 50,000 sq ft acquisition of Ty Meridian by Creditsafe. The occupier had a particularly key requirement of ensuring plenty of car parking due to them having a similar out of town parking facility at the Caerphilly office they relocated from. In addition, their maximum rent budget was £13.75 per sq ft. Excluding the Creditsafe deal, there was a total of 2 deals with the average transaction size of 3,754 sq ft.
2024	4,235 sq ft	A total of 2 transactions with the average transaction size of 2,118 sq ft.
2023	21,538 sq ft	A total of 6 transactions with the average transaction size of 3,590 sq ft. Of the 6 transactions, 3 were freehold sales to owner occupiers, equating to 17,414 sq ft.
2022	8,366 sq ft	A total of 3 transactions with the average transaction size of 2,789 sq ft. Of the 3 transactions, 1 was a freehold sale to an owner occupier, equating to 5,533 sq ft.
2021	11,380 sq ft	A total of 5 transactions with the average transaction size of 2,276 sq ft.

Cardiff Gate Supply

The main office development undertaken on the park since its inception in 1992, comprises low rise (2 / 3 storey) courtyard style office developments offering smaller floor plates of circa 2,000 to 3,000 sq ft. A total of seven courtyard office developments have been built on the park, namely, Copse Walk 1 and 2, Greenwood Close, Ash Tree Court, Oak Tree Court, Beck Court and Lime Tree Court. The last courtyard scheme developed on the park was Lime Tree Court, which was completed in 2013 having been pre-sold to Broomfield & Alexander and Cardiff Gate Business Park Limited.

A total of seven larger office buildings (20,000 sq ft plus) were developed on the park between 1995 to 2010, of which two of the buildings are currently vacant (50,000 sq ft each) and a third building (25,000 sq ft) occupied as an Islamic school following a successful change of use application in July 2024. Further detail on the seven larger office buildings is detailed below.

- Centre7 (50,375 sq ft) - **Vacant** (Originally developed as a pre-let for occupier Lloyds Bank who relocated to Cardiff city – continues to remain vacant since 2018)
- Ty Meridian (50,000 sq ft) - Occupied by Creditsafe Business Solutions
- Petersen House (48,000 sq ft) - **Vacant** (Originally developed as a pre-sale to Hodge Bank, however, Hodge aborted the city centre relocation to out of town due to employee resistance. The building was occupied by IBO until 18 months ago where they relocated to Cardiff city)
- Ty Calon (45,000 sq ft) – Occupied by SSE (Originally developed as a pre-let to IBO)
- Raglan House (25,000 sq ft) – **Occupied by a Muslim School** (previous occupier Freshwater relocated to Cardiff city)
- Regus House (22,000 sq ft) – Developed and occupied as a pre-let by Regus Serviced Offices
- H&J Copse Walk (22,000 sq ft) – Developed and occupied as a pre-let by Royal College of Nursing

The main availability on the park currently comprises the following:

Property	Size (sq ft)	Comments
Centre7	50,375	Refurbished in 2019 (tenant vacated in 2018) has remained vacant since. Previous occupier (Lloyds) relocated to Cardiff city centre. Welsh Government bought the building in February 2024 and are targeting the semi-conductor sector.
Petersen House	48,236	Remained vacant for last 18 months following the previous occupier (IBO) relocating to Cardiff city centre.
Unit F&G, Copse Walk	13,380	Remained vacant for last 2 years. Was developed in 1999.

Unit L, Copse Walk	11,360	Released to the market over the last 6 months following the closure of Molson Coors office on the business park.
Beck Court	5,000	2 suites being marketed at present. Unit 5-8 available and launched to market in May 2024, following a full refurbishment. Marketed as small suites of 474 sq ft. 2,165 sq ft is also being marketd following the relocation of occupier.
Unit D, Copse Walk	2,250	1st floor offices have been on the market since April 2025.
2A Oak Tree Court, Mulberry Drive	2,207	Part of 1st floor available following relocation of occupier in June 2026.
Castleton House, 4 Oak Tree Court	1,936	Ground floor suite has been on the market since April 2026 following the occupier vacating the property.

Unit B, Copse Walk	1,432	1st floor suite available following the relocation of occupier. Property has been on the market for 10 months.

Enhanced Business Park Transport Connectivity

Cardiff Gate Business Park Ltd, owner of the development sites 12, 14 and 15A as well as other sites and existing built office buildings recognises the importance of sustainable travel on the business park and they would be very supportive of enhanced bus services through the business park.

As part of the proposed residential planning application for the subject sites, it is understood a new bus route is proposed by the applicant, which will provide a route from the Taylor Wimpey Strategic site to St Mellons Road via the business park. The precise routing would be subject to detailed consideration, but the landowner is supportive of facilitating improved bus permeability through the Business Park. This would benefit both future residents and the existing businesses and occupiers at Cardiff Gate.

The support for this new bus route (facilitated by the residential development of the plots) is recognised as being particularly advantageous to the general business park, potentially providing increased connectivity and access for the existing mix of business park uses.

Conclusion

This report clearly demonstrates that the most visible sites on the park (M4 motorway and Malthouse Avenue frontages) were the main sites developed in the initial 20 years of the parks inception. The available market evidence indicates that the rear location, lack of visibility, infrastructure constraints and wider shift in office occupier requirements have materially constrained the prospects of employment development on these plots. Almost all occupiers (office or other uses) locating on a business park promote strong branding, awareness and easy accessibility, which is not possible for the subject sites. The proposed residential use for the subject development sites is of complete contrast to commercial with a discrete and hidden site favoured by the end residential user.

In addition, there have been major market shifts / trends going against out of town office park locations (not just Cardiff but UK wide), especially where 'travel to work by car' is the main transport mode. Occupiers have a preference for multiple public transport modes with a preference for both train and bus connectivity. The development of the subject sites for residential provides the opportunity for enhanced bus connectivity on the park, which will be of benefit for the existing office occupier built estate.

Poor out of town occupier demand (also fuelled by the slow recovery following the Covid pandemic) over the last 10 plus years has resulted in no appetite from investors or developers undertaking speculative or pre-let office development at Cardiff Gate Business Park. This is

further backed up by office development not being financially viable due to high development and finance costs as well as soft exit yields with no appetite from office occupiers to pay high office rents of circa £40 per sq ft plus, especially when the established out of town market rents are circa £10.00 to £15.00 per sq ft.

We are of the opinion that the opportunity for office development has been extensively promoted over the last 30 years (evidenced by this report and Fletcher Mogan's report in appendix 1) and the various market exercises have confirmed there is no demand for new office development at the park, especially with the high level of existing supply on the park exceeding 130,000 sq ft. There should therefore be an opportunity for an alternative residential use to be considered for the subject development sites, which would be complimentary to the already existing uses on the park.

As mentioned earlier in the report, Cardiff Gate Business Park has attracted a wide range of developed and occupied uses as well as B1 office use, including the following:

- Car servicing and showrooms
- Education (Creche, Nursery, Primary and Secondary School)
- Hotel
- Medical & Healthcare
- Religious (Church & Synagogue)

The proposed residential use on the subject development sites also potentially provides the opportunity for the new residents to be immediately employed on the existing business park or the nearby Cardiff Gate retail park, proving an excellent live / work opportunity with limited travel required.

Cardiff Gate Business Park Ltd would also support the use of the proposed residential-led development to facilitate enhanced bus connectivity through the wider Business Park. This could be achieved through a connection via Beck Court towards St Mellons Road or alternatively via the existing roundabout at the M4 junction, with the detailed routing to be determined through the development process. Improved bus permeability would represent a wider benefit of the proposals and strengthen the long-term sustainability of the existing Business Park."

Appendices

Appendix 1 - Fletcher Morgan Marketing Report

Appendix 2 - Development Site Signage Boards (JLL)

Appendix 3 - Development Sites Brochure (JLL)

Appendix 4 – Press Release (JLL)

Appendix 5 – Website and social media listings (JLL)

Fletcher Morgan

PLOT 12/14

CARDIFF GATE INTERNATIONAL BUSINESS PARK CARDIFF

February 2021

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1.0 Introduction

This report has been compiled by Fletcher Morgan to support the planning application made by Cardiff Gate International Business Park (CGIBP) in respect of that part of the business park identified as Plot 12/14. For ease of reference a simple plan of CGIBP is attached in Appendix 1 to this report.

The sites have been available for occupation for employment use since 1994. The sites have attracted no successful occupier interest in more than 27 years and remains vacant.

In particular this report covers the following matters:

- The marketing initiatives which have been undertaken to promote the site
- The response to these marketing exercises
- An overview of the current office market
- A listing of competing alternative sites
- A conclusion

2.0 Background

CGIBP was incorporated in 1992 and the subject site, Plot 12/14, has been available for development/occupation since 1994 following the completion of the internal road infrastructure.

The site has had planning permission for employment use since 1992.

Plot 12 comprises a partly serviced site of approximately 8 acres located to the south of Malthouse Avenue at the rear of the Business Park with limited visibility from the Malthouse Avenue, the Parks main internal road and no visibility to the M4.

Plot 14 comprises gross area of [circa 3.5 acres]. The site is partly serviced and located to the rear of the Business Park. The site is compromised and difficult to develop as it is at a substantially higher level than Malthouse Avenue. The site has considerable constraints including a high pressure gas main and overhead electricity cable and pylons running through the site.

The sites have been actively marketed for development for a continuous period of over 20 years. It remains vacant.

3.0 Marketing Initiatives

Fletcher Morgan have been CGIBP's retained agent for sales and letting opportunities since the Park's inception in 1992. CGIBP have also appointed a series of PR consultants over that period to assist with maintaining and improving the profile of the park.

We set out below a brief summary of the various initiatives which have been undertaken to promote the development of the park.

3.1 Design Agency and Marketing

Over the period of its ownership CGIBP have availed themselves of the expertise of a number of marketing agencies including:

- Golley Slater
- Peterson Partnership
- Freshwater
- Merlin Media
- Carrick Business Services

Working in conjunction with these agencies and Fletcher Morgan, CGIBP have produced numerous sets of brochures, promotional videos and marketing literature. This high quality promotional material has been regularly updated via the various agencies throughout the marketing period.

All the marketing material highlights its Grant status and location to the M4.

For the purpose of illustration we attach in Appendix 2 a selection of current and historic marketing brochures and literature which include:

1. A copy of the original marketing brochure.
2. A copy of the second generation brochure.
3. An overview of Cardiff Gate International Business Park and the opportunities available (current).
4. A site brochure providing detailed information of the specific sites available including Plot 12/14 (current).
5. Cardiff Gate Online magazine.
6. A copy of the brochure for Centre 7.

These brochures have been targeted at office requirements, ranging from small to high employment occupiers. The marketing material has been designed to highlight the flexibility on offer both in terms of building capacity and tenure.

3.2 Direct Mailing/Emailing

The digital/hard copy marketing brochures have consistently been emailed/mailed to enquiries generated from the various marketing initiatives undertaken on a regular basis, including:

- Cardiff and Regional Office Agents
- Cardiff Investment Agents and other influential regional surveyors
- Regional and London Agents dealing regularly in the South Wales area
- Major existing South Wales regional occupiers
- Major existing target Cardiff occupiers – lists are held by Fletcher Morgan
- Welsh Government – Economic Inward Investment Teams

3.3 Bespoke Website

CGIBP has a dedicated interactive website for some 14 years. The website can be found at:

http://www.cardiffgate.com/

Besides serving as host to electronic reproductions of the CGIBP marketing material and video detailed above, this site also serves as a portal for the distribution of valuable information (e.g. bus timetables, cycling routes) for use of the tenants and potential occupiers.

3.4 Social Media

We use a variety of internet marketing methods to publicise the availability of the property to the widest possible audience including placing the details on:

- Fletcher Morgan's Twitter – https://twitter.com/FletcherMorgan
- Fletcher Morgan's Instagram – https://www.instagram.com/fletchermorganconsultants/
- Fletcher Morgan's Linkedin – www.linkedin.com/company/fletcher-morgan-chartered-surveyors

CGIBP also has a Twitter account for more immediate dispersal of information such as M4 motorway accidents and events of local interest.

3.5 Property Websites and Databases

Details of the site have been made available on Fletcher Morgan Website, EG Property Link, Estate Agents Clearing House, Social Media and on both the Welsh Government and Cardiff Council Property Registers since the park was first opened.

- Fletcher Morgan's Website – www.fletchermorgan.co.uk
- The UKs commercial property listing site EG Property Link – www.egpropertylink.co.uk
- Costar – www.costar.com
- The Estate Agents Clearing House – www.each.co.uk
- Movehut – www.movehut.co.uk

3.6 Signage

On site signage has been present throughout the marketing period. CGIBP has also invested heavily in structural signage at the entrance to the business park.

3.7 PR and Press Coverage

CGIBP have always retained the services of a PR agency to ensure continuous press coverage in relation to current and planned developments on the park.

Regular press releases have been issued throughout the marketing of the development which has created a strong local awareness of the availability of the site in the local and regional office and employment markets.

A small selection of current and prior releases are set out in Appendix 2.

3.8 Advertising

Advertising has been undertaken on a regular basis during the marketing campaign and includes the following:

- Estates Gazette (South Wales and Cardiff feature)
- Property Week (South Wales and Cardiff feature)
- Insider Magazine
- Western Mail

3.9 Presentations, Open Days and Occupier opening events

We have held numerous presentations and opening days targeting end occupiers and property agents. Senior members of the Welsh Government have attended some of the opening of high profile occupiers.

The most recent event was held at the Centre 7 Building in March 2019 and was attended by over 100 people.

3.10 Marketing Meetings

CGIBP hold monthly meetings at which they, Fletcher Morgan and the PR advisers are present.

Fletcher Morgan regularly consults with the Welsh Government and Cardiff Council Economic Department on behalf of CGIBP and representatives from both institutions have periodically attended marketing meetings.

At each meeting Fletcher Morgan have produced progress reports detailing all enquiries active in the market and targeted since the previous meeting.

The marketing meetings have been used to review the overall marketing strategy, its implementation, and the progress of discussions with interested parties, including terms to be offered to specific enquiries.

In addition, regular market updates detailing the performance of the wider Cardiff office market have been provided.

The meetings provide an important opportunity to share intelligence and fully utilise the resources of the marketing efforts being undertaken to secure enquiries.

The marketing meetings also provide the opportunity to ensure that all potential marketing initiatives and ideas are pursued, as well as providing an opportunity to review quoting terms to ensure that these remain relevant based on market activity.

4.0 Response to the Marketing Initiatives

The following are examples of office enquiries that were offered Plot 12/14, Cardiff Gate International Business Park but rejected:

1. First Plus/Barclays Bank – 100,000 sq. ft.

   Terms were agreed on Plot 8 with First Plus/Barclays Bank for 100,000 sq. ft. bespoke building 2008. Unfortunately, First Plus/Barclays Bank pulled out following the Northern Rock collapse and the financial crash.

2. L & G – 60,000 sq. ft. located to Knox Court.

3. L & G – 70,000 sq. ft. located to Brunel House.

4. Admiral Insurance – 230,000 sq. ft. located to Admiral House.

5. BBC HQ – 200,000 sq. ft. located to Central Square.

6. BBC Studios – 300,000 sq. ft. located to Porth Teigr.

7. Deloitte – totalling 60,000 sq. ft. located to Fusion Pont and 6 Park Street.

8. Finance Wales, Balfour Beatty etc. – 70,000 sq. ft. located to No. 1 Capital Quarter.

9. First Source – 30,000 sq. ft. located to Cardiff Bay.

10. Welsh Government Property Hub – 250,000 sq. ft. located to Capital Quarter.

11. Geldards Solicitors/Admiral Insurance Legal Services – totalling circa 150,000 sq. ft. and located to Capital Quarter.

12. Hodge Bank/Motonovo Finance/Blake Morgan Solicitors/Hugh James Solicitors/Cardiff School of Journalism – totalling circa 200,000 sq. ft. and located to No 1 & 2 Central Square.

13. Legal & General – 120,000 sq. ft. pre-let Interchange Building, Central Square. Would not consider out of town location, needed to be in Central Cardiff close to the railway station.

14. Monzo Bank – 10,000 sq. ft. plus. Would only consider City Centre. Acquired space at 2 Kingsway.

15. Starling Bank – 20,000 sq. ft. Would only consider City Centre. Acquired space at Brunel House.

16. Currency Cloud – 6,500 sq. ft. Would only consider City Centre. Acquired space at Hodge House.

5.0 Competing Sites and Current Office Market Overview

5.1 Cardiff Office Take Up.

Since 2009 it is significant that the majority of office enquiries for Cardiff will only consider offices in the City Centre within the City Centre. Total office take up for 2019 was 350,000 sq. ft. of which 195,000 sq. ft. was located in the City Centre and 55,000 sq. ft. out of town.

As a result of Covid 19, the Welsh Government's policy on encouraging '30 % of the workforce to work from home', office enquiries are at a low level.

The 2020 total office take up in Cardiff was 305,000 sq. ft., of which only 58,558 sq. ft. (19%) was out of town, of which there was only one small office suite of 1,600 sq. ft. located at CGICP.

5.2 Current Office Enquiries.

Of the limited office enquiries currently considering office space in Cardiff there remains a preference for City Centre buildings as illustrated by the following:

- Client of JLL – 60,000 sq. ft. Preference for City Centre.
- Eversheds – 60,000 sq. ft. Will only consider the City Centre and are believed to be renewing their lease at their existing building.
- Arup – 30,000 sq. ft. Will only consider the City Centre/Cardiff Bay.
- PWC – 20,000 sq. ft. Will only consider the City Centre.
- Barclays Bank – 3,000 sq. ft. Will only consider the City Centre.

5.3 Current Space.

There is currently circa 1 million sq. ft. of existing vacant office space available in Cardiff, with a further estimated 400,000 sq. ft. expected to come to market as a result of downsizing.

There is currently also a substantial land-bank of sites available in Cardiff and along the M4. Many of the competing sites are more prominent, offering superior amenities and better public transport, to Plot 12/14.

We set out below a selection of competing sites:

- Vacant stock of circa 1 million sq. ft. in Cardiff of office floor space with a further estimated 400,000 sq. ft. expected to come to market as a result of downsizing.

- 1 million sq. ft. in Porth Teigr (south of Roath Dock) Cardiff Bay.

- JR Smart at Johns, circa 200,000 sq. ft. in total.
- Rightacres at Central Quay, circa 2.5 million sq. ft. of floorspace.
- Callaghan Square South, potential for 500,000 sq. ft.
- Rapports Car Park, Bridge Street, potential for 200,000 sq. ft. plus.
- Dumballs Road, Curran Embankment (Havannah Quay), potential for 484,200 sq. ft.
- Adam Street Car Park, potential for 2 million sq. ft.
- Hendre Lake/St. Mellons Business Park expansion, potential for 1 million sq. ft. plus new "Parkway" railway station.
- St Mellons, the existing Business Park and Eastern Business Park circa 150,000 sq. ft. available.
- Cardiff Waterside, circa 45,000 sq. ft. of office space currently available, potential for a further 540,000 sq. ft. to be developed.
- Junction 33 M4, employment land of circa 14 acres is available.
- Taylor Wimpey development Malthouse Farm, Pontprennau, up to 1.75 hectares of employment space include offices.

5.4 Examples of companies downsizing and office supply increasing.

As a result of 'work from home' the available office stock will increase further as we come out of lockdown and companies downsize. Early example of this:

- Blake Morgan subletting 7,300 sq. ft.
- Hugh James subletting 30,000 sq. ft.
- WSP downsizing from 20,000 sq. ft. to 10,000 sq. ft.
- British Gas releasing 40,000 sq. ft.

5.5 Issues specifically effecting Plot 12/14 and Cardiff Gate International Business Park generally.

- Perceived occupier concerns regarding potential for local congestion in the road network around the site particularly the M4 junction link. Because of traffic contra-flowing at peak times, a residential consent would alleviate these concerns for future occupiers of the park.
- The lack of main road visibility in comparison with a number of the key competing sites. The Plot 12 is largely hidden behind existing buildings and is at a significantly lower level than other sites in the park.

Consequently it's profile would be very unattractive to any major inward occupier – as has been shown by the reaction of all enquiries to date. Plot 14 is located at the rear of the site.

- Neither Plots 12 or 14 can be developed without extensive and expensive cut and fill of material.

- The distance to staff amenities in comparison with the city centre sites.

- Perceived occupier concerns regarding distance to staff amenities in comparison with the city centre sites.

- Both Plots 12 and 14 are affected by the high pressure gas main. Plot 14 is further constrained by overhead electricity cables and pylons

- CGIBP have two other sites which could accommodate major inward investment of between 70- 100,000 sq. ft. (plot 10 and Plot 8, 8a and 8b on the plan – see appendix 4). These sites benefit from a much higher profile within the site and also have the benefit of being fully serviced and available for immediate development.

If there was sufficient small or large requirement demand Plot 12/14 would have been developed. We set out below a schedule of office accommodation, which range from 1,000 sq. ft. to 50,000 sq. ft. currently available and on the market at CGIBP, a considerable amount of this space has been available for a number of years. Further information to be found at Appendix 3.

- Unit E Copse Walk – To Let 4,812 sq. ft.
- Unit G Copse Walk – To Let 2,500 sq. ft.
- Unit 2A Oak Tree Court – To Let 1,118 sq. ft.
- Glamorgan House – For Sale/To Let 5,533 sq. ft.
- Unit 8 Oak Tree Court – For Sale 3,698 sq ft.
- Unit 7 Ashtree Court – To Let 1,605 sq. ft.
- Unit 5 Ashtree Court – To Let 1,647 sq. ft.
- Centre 7 – To Let 50,671 sq. ft.
- Maple House – To Let 806 sq. ft.
- Thorens House – To Let 1,753 sq. ft.
- Raglan House – To Let 12,000 sq. ft.
- Unit 2A Oak Tree Court – To Let 1,232 sq. ft.
- Ty Calon – To Let 25,500 sq. ft.
- Unit 9 Oak Tree Court – To Let 2,104 sq. ft.

The following parties were offered Plot 12/14, Cardiff Gate International Business Park and turned down Plot 12/14 in favour of more prominent sites on the business park.

1. International Baccalaureate Organisation – 60,000 sq. ft.
2. Julian Hodge/118 – 60,000 sq. ft.
3. Scottish Southern Electric – 60,000 sq. ft.
4. Scottish Life/Lloyds Bank – 60,000 sq. ft.

The out of town office market had not recovered since the 2008 financial crash and the current recession caused by the Covid 19 Pandemic will only compound the problem.

Plot 12/14 will not be developed as the market has profoundly changed since 2008 and office development other than in City Centre is simply not a fundable proposition and the problems.

5.6 Diminishing Relevance of Grant Status.

Cardiff Gate International Business Park is located in a Tier 2 grant assisted area.

Although a few of the earlier occupiers benefited from assistance some 20 years ago. There was a totally different market environment, prior to occupiers become more environmentally conscious and favouring city centre locations where staff can easily access without a car.

We are also not aware of many if any occupiers located at the Park who have benefited from the assistance over the last 10 to 15 years.

Although CGIBP is located in a Tier 2 grant assisted status area, so is the majority of the city of Cardiff, including in the City Centre and Cardiff Bay, which also have the additional benefits of being in an Enterprise Zone. The St Mellons area also has the same Tier 2 status including the new Hendre Lakes Business Park.

The attached assisted areas status map at Appendix 4 illustrates that CGIBP is no different to other site along the M4 in Wales. As large areas of South Wales benefit from Tier 1 or some cases Tier 2 status (which offers a higher level of incentives). Including Business Parks in Newport and the Llantrisant area.

As a result of Brexit there is also currently some uncertainty as is how and if this type of assistance will be continued.

6.0 Conclusion

Plot 12/14 has been fully exposed to the market for over 27 years and have failed to attract an occupier despite the comprehensive and extensive marketing campaign detailed in this report. Indeed, the whole of CGIBP has failed to attract an occupier of any size since IBO and SSE in the early 1990's which is a reflection of the general UK wide lack of demand for out of town office space over this period. The have been compounded by the Covid 19 Pandemic, the new 'work from home' culture and Welsh Government wish to have 30% of office workers home based.

We conclude from this lack of occupier interest in Plot 12/14 that there has been a major shift in office demand away from out of town locations to City Centre locations.

6.1 Market Trend, Supply and Demand

- Although Cardiff Gate International Business Park is located in a Tier 2 assisted area, the assistance available has not attracted occupiers for a number of years and the City Centre Enterprise Zone offers a larger package of assistance.

- In recent years, the demand for out of town offices in Cardiff and the UK in general has substantially declined. The majority of current office occupiers now require City Centre locations with good public transport hubs, as is offered by the Central Business District, i.e. Callaghan Square and Capital Quarter, etc. This trend has seen a large expansion by new office occupiers in the City Centre and Cardiff Bay areas. Plot 12/14 is therefore competing against a market trend of occupier requirements.

- There is a large supply of land and office premises in Central Cardiff, in Cardiff Bay, City Centre Enterprise Zone, the wider City Centre and elsewhere. As a result Plots 12/14 are competing against more prominent sites with superior infrastructure and easier and less costly development.

- There is generally limited demand for out of town offices. This is illustrated by Centre 7, a 51,000 sq. ft. Grade A office building occupying a prime location at the front of Cardiff Gate International Business Park, which remains vacant following a comprehensive refurbishment and after 18 months of marketing.

- There is circa 80,000 sq. ft. available at Eastern Business Park and circa 70,000 sq. ft. at St. Mellons Business Park. Severnside House 30,000 sq. ft. recently refurbished Grade A spec is available vacant and available.

- Out of town office rental levels are between £8.00 per sq. ft. and £14.00 per sq. ft and tenants require flexible lease terms between 1 and 5 years, as a result new office development is not financially viable at CGIBP.

- Plot 12/14 has been offered to all occupiers considering Cardiff as a location over the last 27 years and has been turned down by all including those parties who have located to more prominent sites at CGIBP including: International Baccalaureate, Julian Hodge Bank, Scottish & Southern Electricity. The last major enquiry to seriously consider Cardiff Gate International Business Park as a location was First Plus/Barclays Bank in 2008.

- The out of town office market had not recovered since the 2008 financial crash and the current recession caused by Covid 19 outbreak together with the Welsh Governments aspirations to see 30 % of the work force working from home will only compound the problem.

6.2 Implications of refusal of application

Plot 12/14 will not be developed speculatively as the market has profoundly changed since 2008 and speculative development other than in City Centre locations is simply not a fundable proposition.

Without a change of use we do not see any prospect that the plot will not be development.

APPENDIX 1

- **Cardiff Gate International Business Park e-Brochure**
- **Cardiff Gate International Business Park General Brochures**
- **Design & Build Opportunities Brochure**
- **Cardiff Gate Superfast Broadband**
- **Cardiff Gate Centre 7 Brochure**

APPENDIX 2

- **PR and Press Coverage**

APPENDIX 3

- **Property currently available To Let/For Sale at Cardiff Gate International Business Park**

Unit E, Copse Walk, Cardiff Gate Business Park, Cardiff CF23 8RB

The property is a three-storey office building which provides good quality open plan office accommodation. Availability at ground and first floor. The first floor has been subdivided to provide two suites.

Size: GF 3,155 sq ft | FF 1,657 sq ft
Total Size: 4,812 sq ft
Rent: £11.20 per sq ft (exclusive of service charge)
Business Rates: GF £19,661 | FF £10,326 pa
Parking: 12 spaces
More Information & Brochure

Unit G, Copse Walk, Cardiff Gate Business Park, Cardiff CF23 8RB

The property is a three-storey office building which provides good quality open plan office accommodation. Availability at first floor.

Size: 2,500 sq ft
Rent: £11.20 per sq ft
Service Charge: £2.72 per sq ft
Business Rates: £13,776 pa
Parking: 9 spaces
More Information & Brochure

2A Oak Tree Court, Mulberry Drive, Cardiff Gate Business Park, CF23 8RS

The ground floor forms part of a larger three-storey, purpose-built self-contained office building and is accessed via the communal access door, with a stairwell and lift access to the upper floors.

Size: from 1,118 sq ft
Rent: £14.25 per sq ft (exclusive of service charge)
Business Rates: £7,233 pa
Parking: 5 spaces
More Information & Brochure

Glamorgan House, Woodsy Close, Cardiff Gate, Greenwood Close, Cardiff CF23 8RD

Two storey self-contained office building. Ground floor is a mixture of cellular offices and meetings rooms, with male/female/ disabled toilet facilities and kitchen. First floor is mainly open plan offices with male/female toilets.

Size: 5,533 sq ft
Rent: £14.00 per sq ft (exclusive of service charge)
Purchase Price: £850,000
Business Rates: £4.83 per sq ft
Parking: 24 spaces
More Information & Brochure

8 Oak Tree Court, Mulberry Drive, Cardiff Gate Business Park, Cardiff CF23 8RS

The property is a mid terraced two storey self-contained office building benefitting from high quality existing fit out.

Size: 3,698 sq ft
Purchase Price: £435,000
Business Rates: £20,891
Parking: 16 spaces
More Information & Brochure

7 Ashtree Court, Woodsy Close, Cardiff Gate Business Park, Cardiff CF23 8RW

The first floor forms part of a two-storey, purpose-built self-contained office building and is accessed via the communal access door, with a stairwell and lift access to the upper floors.

Size: 1,605 sq ft
Rent: £12.00 per sq ft (exclusive of service charge)
Business Rates: £4.20 per sq ft
Parking: 6 spaces
More Information & Brochure

5 Ashtree Court., Woodsy Close, Cardiff Gate Business Park, Cardiff CF23 8RW

The two storey semi-detached office building is accessed via the communal access door, with stairwell access to first floor. The first floor is a mixture of open plan and cellular offices with male/female toilets.

Size: from 1,647 sq ft
Rent: £13.00 per sq ft (exclusive of service charge)
Business Rates: £8,961 pa
Parking: 2 spaces
More Information & Brochure

Centre 7, Malthouse Avenue, Cardiff Gate Business Park, Cardiff CF23 8RU

Centre 7, which is located at the entrance to Cardiff Gate International Business Park, has been extensively refurbished throughout the three-storey building. The Grade A offices include features such as flexible floor plates of up to 17,000 sq. ft suitable for partitioned or open plan space.

Size: from 6,253 sq ft to 50,671 sq ft
Rent: £15.50 to £16.00 per sq ft
Service Charge; estimated £4.61 per sq ft
Business Rates: estimated £4.65 per sq ft
Parking: 5 spaces
More Information & Brochure

Maple House, Greenwood Close, Cardiff Gate Business Park, Cardiff CF23 8RD

Maple House, comprises a good quality detached, two storey office building with available accommodation at ground floor level.

Size: 806 sq ft
Rent: £13,000 per annum (inclusive of service charge and rates)
Parking: 3 spaces
More Information & Brochure

Thorens House, Beck Court, Cardiff Gate Business Park, Cardiff CF23 8RP

The property was built in the early 2000`s and comprises a modern, two-storey office building which benefits from a high quality existing fit-out. Available on flexible terms.

Size: 1,753 sq ft
Rent: £12.50 per sq ft (c. £23,666 per annum / c.£1,972 per month)
Service Charge: est. £378 per annum
Business Rates: £6.12 per sq ft
Parking: 8 spaces
More Information & Brochure

Raglan House, Malthouse Avenue, Cardiff Gate Business Park, Cardiff CF23 8BA

Raglan House comprises a modern, three storey office building, located within South Wales' premier business park, Cardiff International Business Park. The property provides excellent quality office accommodation which can be sub-divided to suit a range of occupiers.

Size: from c3,800 sq ft up to 12,000 sq ft
Rent: £13.00 per sq ft
Service Charge: est. TBC
Business Rates: £5.15 per sq ft
Parking: 1 space per 250 sq ft
More Information & Brochure

2A Oak Tree Court, Cardiff Gate Business Park, Cardiff CF23 8RP

The property comprises and excellent quality, three storey office building with the available suite located on the second floor and benefits from a good quality existing fit-out.

Size: 1,232 sq ft
Rent: £14.90 per sq ft
Service Charge: £4.55 per sq ft
Business Rates: £3.88 per sq ft
Parking: 5 spaces
More Information & Brochure

Ty Calon, Malthouse Avenue, Cardiff Gate Business Park, Cardiff CF23 8BA

The property comprises and excellent quality, three storey office building benefitting from a good quality existing fit-out.

Size: 25,500 sq ft
Rent:
Business Rates:
Parking:
More Information & Brochure

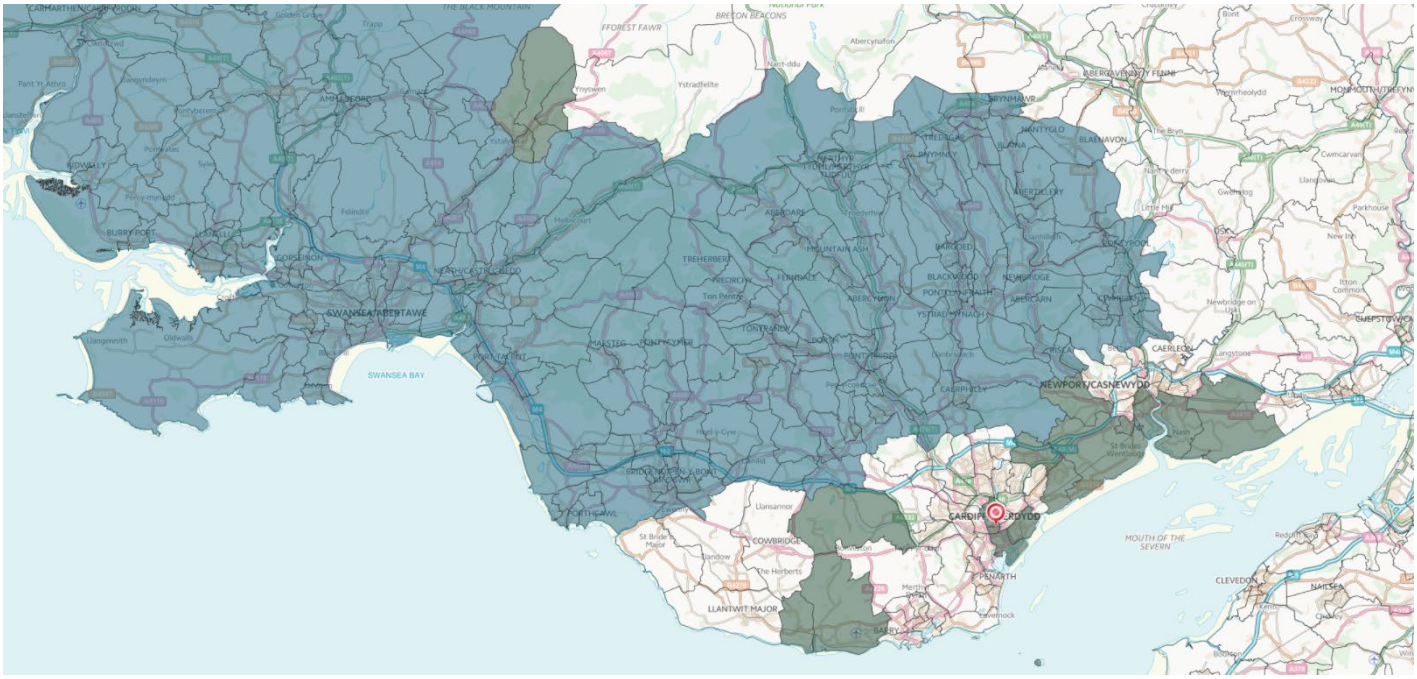
9 Oak Tree Court, Mulberry Drive, Cardiff Gate Business Park, CF23 8RS

The ground floor suite benefits from a new air cooling and heating system, open plan floor plate with full height glazed partitioned meeting rooms, double glazed windows, raised access flooring, suspended ceilings with recessed lighting, male and female WC's and a kitchen.

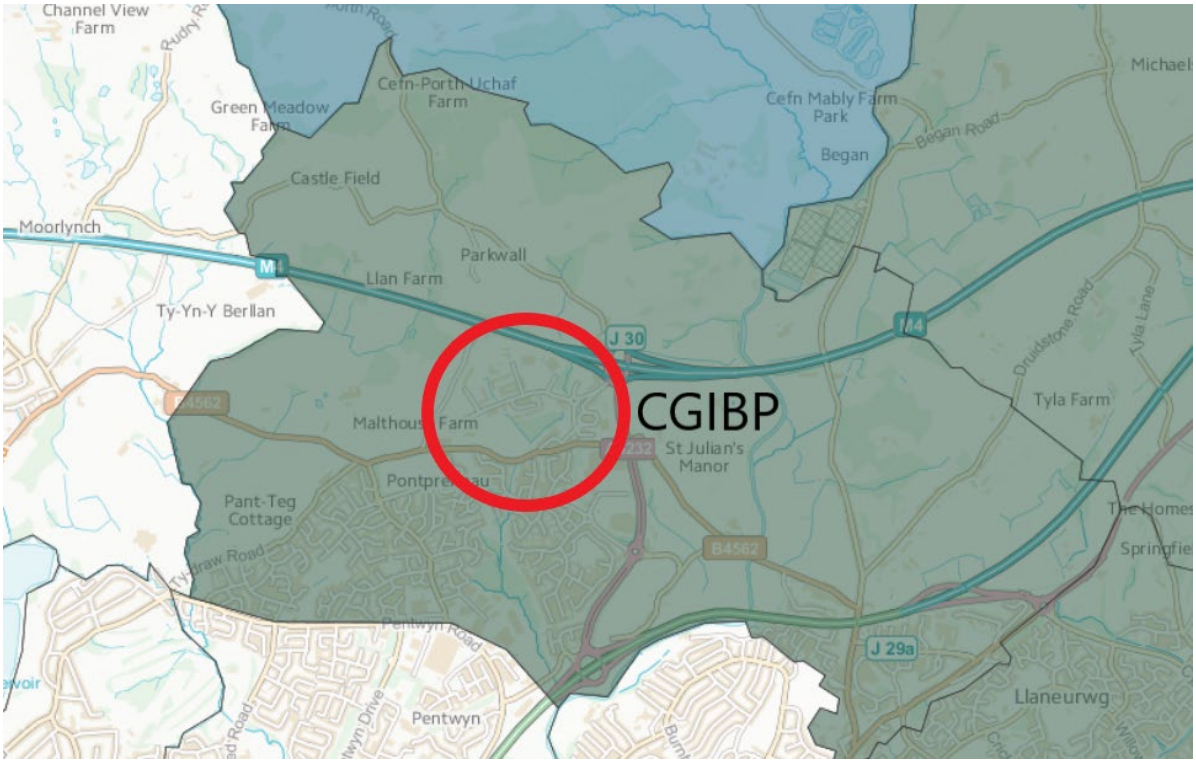
Size: 2,104 sq ft
Rent: £12.05 per sq ft (exclusive of service charge)
Business Rates: £22,750 pa
Parking: 7 spaces
More Information & Brochure

APPENDIX 4

- **Grants Assistance Map**



TIER ONE	TIER TWO	NON ASSISTED

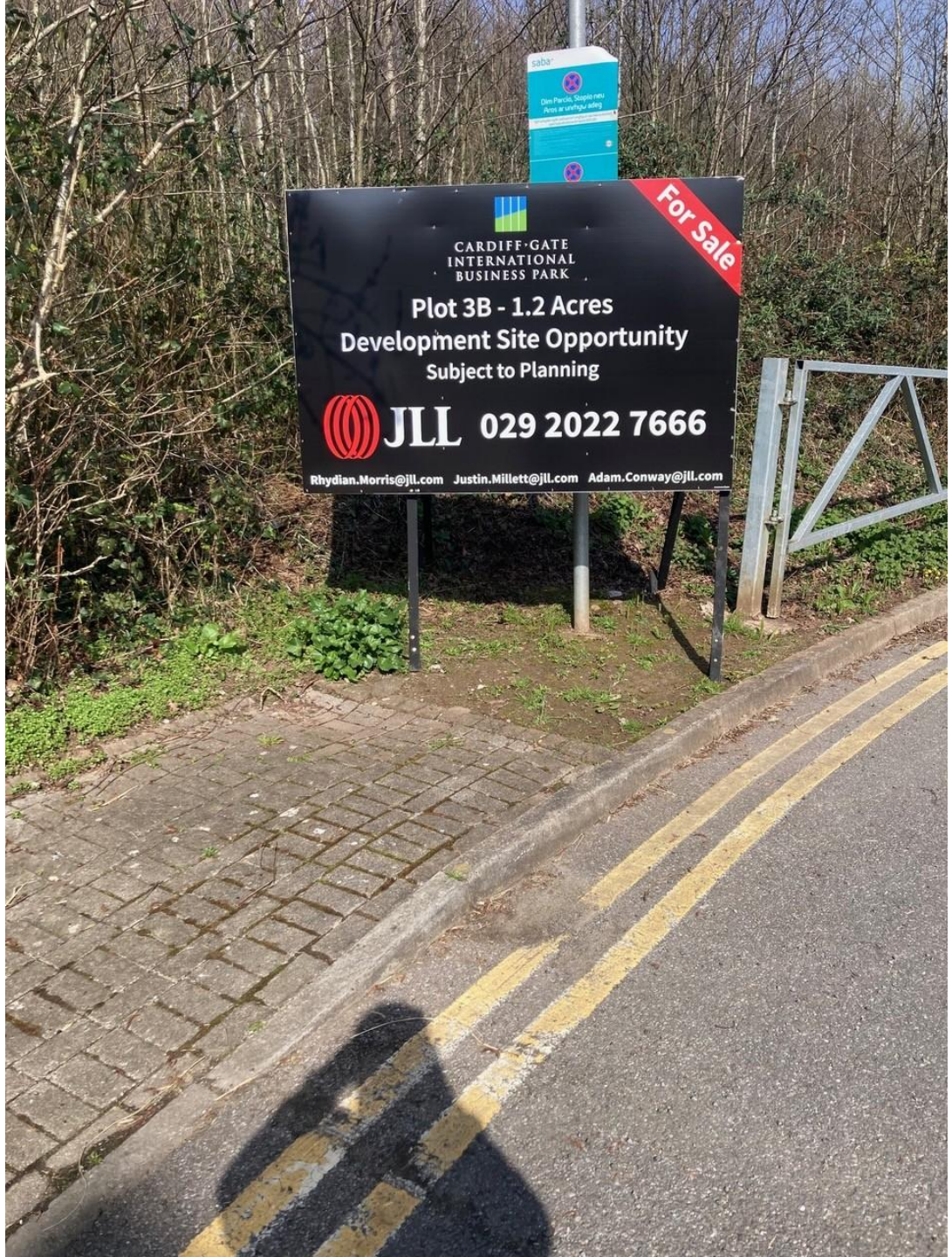


Appendix 2 - Development Site Signage Boards (JLL)

For Sale
CARDIFF·GATE
INTERNATIONAL
BUSINESS PARK
Plot 14 - 2.68 Acres
Development Site Opportunity
Subject to Planning
JLL 029 2022 7666
Rhydian.Morris@jll.com Justin.Millett@jll.com Adam.Conway@jll.com

For Sale
CARDIFF·GATE
INTERNATIONAL
BUSINESS PARK
Plot 12 - 7.74 Acres
Development Site Opportunity
Subject to Planning
JLL
029 2022 7666
Rhydian.Morris@jll.com
Justin.Millett@jll.com
Adam.Conway@jll.com

For Sale
CARDIFF·GATE
INTERNATIONAL
BUSINESS PARK
Plot 8A - 0.74 Acres
Development Site Opportunity
Subject to Planning
JLL
029 2022 7666
Rhydian.Morris@jll.com
Justin.Millett@jll.com
Adam.Conway@jll.com


For Sale
CARDIFF·GATE
INTERNATIONAL
BUSINESS PARK
Plot 3B - 1.2 Acres
Development Site Opportunity
Subject to Planning
JLL 029 2022 7666
Rhydian.Morris@jll.com Justin.Millett@jll.com Adam.Conway@jll.com

CARDIFF·GATE INTERNATIONAL BUSINESS PARK

Strategic Development Land Opportunities - For Sale - Up to 17.5 acres

Cardiff Gate International Business Park
Junction 30 M4 Motorway

JLL

Location

Cardiff is the capital city of Wales, with an estimated population of 362,000, and a further 1.2 million within a 45-minute travel time. The city is the commercial and administrative centre of Wales and is in the M4 corridor, approximately 30 miles west of Bristol and 40 miles west of Swansea.

The city benefits from strong road communications, with the M4 to the north of the city enabling drive times to Bristol and Swansea, within 40 to 50 minutes retrospectively.

Cardiff has strong public transport links with regular direct railway services to Bristol (35 minutes), Birmingham (1 Hour 55 minutes), Manchester (3 hours 55 minutes) and London Paddington (1 hour 47 minutes).

Situation

The property lies within Cardiff International Business Park, which is the prime out of town office location in the capital and is adjacent to J30 of the M4 Motorway, approximately 7 miles to the northeast of Cardiff city centre.

Cardiff International Business Park is the premier out of town office location in Cardiff, comprising 100 acres of prime, mixed-use development.

The property is strategically located in a prominent position fronting Malthouse Avenue close the entrance to the business park.

On-site and nearby amenities include a Welcome Break Services, a PFS, Travelodge Hotel, Starbucks, Toby restaurant/pub, Waitrose, WH Smith, crèche, doctor's surgery and a school. The adjacent Cardiff Gate Retail Park includes B&Q, Wren Kitchens, DFS, ScS, Bensons for Beds, Oak Furnitureland, Tapi Carpets, PureGym, Costa Coffee, Subway and ASDA Superstore (24/7).

Surrounding occupiers include SSE, Travelodge, Welsh Government, Royal College of Nursing, Vinci, Cardiff Audi, Molson Coors, Volvo and Sinclair Mercedes-Benz.

For identification purposes only – Not drawn to scale

Development Sites Available

Site	Developable Area (Acre)
2A	0.30
3B	0.83 + (0.37*)
4A	0.58
8A	0.41 + (0.33*)
11A	2.00
12	5.85 + (1.89*)
14	2.19 + (0.49*)
15A	2.25

*estimated part of the site that is subject to limited development (i.e. car parking, pavement, landscaping, etc) for ecology protection purposes.

CARDIFF·GATE INTERNATIONAL BUSINESS PARK

Further information

Please contact the sole selling agents.

3 Callaghan Square, Cardiff, CF10 5BT

Rhydian Morris
07792 273120
rhydian.morris@jll.com

Justin Millett
07816 813434
justin.millett@jll.com

Adam Conway
07709 507732
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Appendix 4 – Press Release (JLL)

England Wales

JLL appointed as sole adviser to Cardiff Gate Business Park

Mar 20, 2026

Linkedin Twitter +

JLL's Cardiff office has been appointed as the sole agent for the letting and sale of the remaining Cardiff Gate International Business Park owned assets by Cardiff Gate Business Park Ltd. The park was originally 100% owned and developed by Cardiff Gate Business Park Ltd and over the last 30 years various parts of the park have been developed and sold.

Links to website - https://www.commercialnewsmedia.com/archives/138317

Inside Ashton's old Barclays bank building as 'fantastic development...

Business West's new chief executive on 'bringing in more money', the sale of...

Rising costs leave small firms struggling to afford UK apprentice training schemes

Andy Burnham says he wants to 'make life easier' for UK businesses ahead of...

Harworth doubles down on opposition to Peel Group takeover bid

Property advisory firm JLL appointed to Cardiff Gate Business Park

It has been appointed sold agent for the remaining stake in the park owned by Cardiff Gate International Business Park Ltd

COMMERCIAL PROPERTY By **Sion Barry** BusinessLive Wales Business

AD

Link to website - https://www.business-live.co.uk/commercial-property/property-advisory-firm-jll-appointed-33614782

Appendix 5 – Website and social media listings (JLL)

CARDIFF GATE INTERNATIONAL BUSINESS PARK

HOME | OCCUPIERS | SPACE AVAILABLE | LOCATION | AMENITIES | LOCAL TRAVEL INFO | PARK TOUR | CONTACT

SPACE AVAILABLE

- DESIGN AND BUILD OPPORTUNITIES
- SPACE AVAILABLE
- COPSE WALK
- RETAIL POD DEVELOPMENT
- LABURNUM HOUSE
- LIME TREE COURT
- INTERESTED?

Design and build opportunities

Six design and build plots of varying sizes (see map) for offices and associated parking.

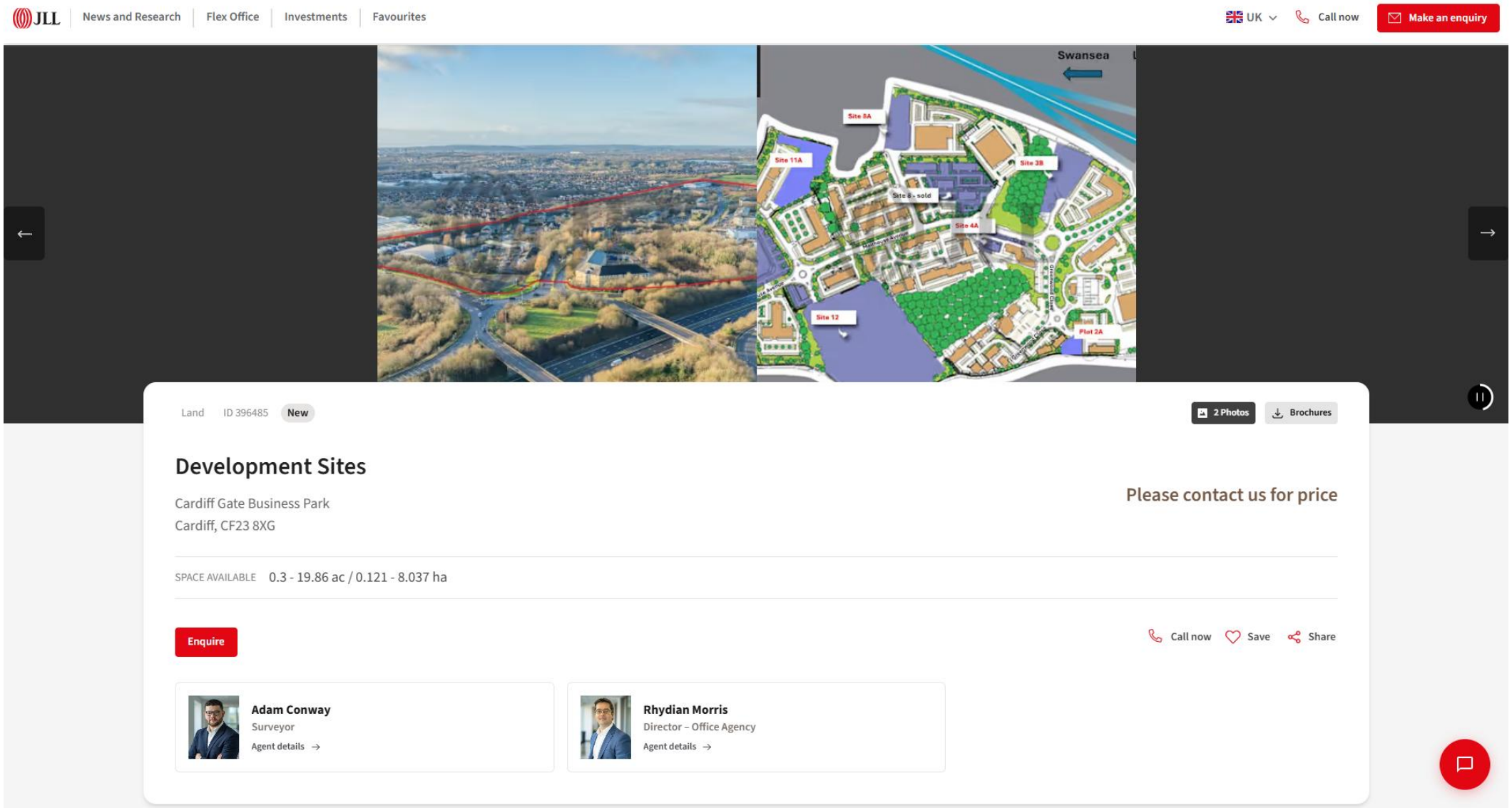
Offices to let

Prominent highly visible quality 'Grade A' air-conditioned office building at the gateway to Cardiff, Junction 30, M4

Cardiff Gate International Business Park location:

M4, Junction 30, Cardiff Gate,
Cardiff CF23 8BA

Link to Website - http://www.cardiffgate.com/design-and-build-opportunities



Link to website - https://property.jll.co.uk/listings/development-sites-cardiff-gate-business-park

rightmove

Buy | Rent | House Prices | Mortgages | Find Agent | Commercial | Inspire | Overseas | Sign in

← Back to search results

Development Sites, Cardiff Gate Business Park, Cardiff, CF23 8XG

POA

View brochure

SIZE AVAILABLE
13,068-865,102 sq ft
1,214-80,371 sq m

SECTOR
Commercial development for sale

No floor/site plan

MARKETED BY
JLL, Cardiff-Offices
3 Callaghan Square, Cardiff, CF10 5BT
More properties from JLL, Cardiff-Offices

Call

Request details

Key features

- Cardiff's Premier Business Park
- Zoned for Employment
- Immediately Available
- Development Plots of 0.30 acres to 9.16 acres
- Subject to Full Planning Application

Link to website - https://www.rightmove.co.uk/properties/92474247#/?channel=COM_BUY