

# Rail Interface Capability Statement



**aspire** are rail-property project specialists, expert in railway compulsory purchase and land value capture and able to unlock railway interface solutions

## The Problem:

Interfaces with Network Rail and Transport for London will always be a major risk to project cost and programme. If their network is not available for use, rail infrastructure owners have to pay damages to Train Operating Companies that can amount to as much as £5 million a day, often leaving rail-project promoters facing huge potential liabilities.

And yet, with development land in cities a scarce commodity, and the need for 'sustainable' development in close proximity to transport hubs, the demand to undertake 'railway' projects is at an all time high. Infrastructure owners themselves are also keen to generate additional revenues to meet the spiralling costs of investing in their networks. Network Rail and Transport for London (TfL) are therefore keen to encourage development activity on their land so as to generate additional revenue. Where development is taking place requiring access over their land, they will also seek to extract a share in the land value uplift this generates.



## The Solution:

With direct client-side experience of project delivery at Network Rail, Crossrail and Transport for London, the aspire team are uniquely placed to help our clients navigate the minefield of working above and around operational assets.

As rail-property project specialists we are expert in compulsory purchase and negotiations for 'special purchase' of railway land as well as land value capture. For example, at Nine Elms we devised an integrated station delivery and development concept that unlocked sufficient value to pay for the land acquisition for the whole Northern Line Extension.

We know how to unlock 'shared value' ransom positions, how to manage the 'GRIP' process and negotiate asset/ infrastructure protection agreements that will create rather than destroy value. Our network of contacts within the railway business is unrivalled and, having acted both for and against the infrastructure owners, we understand their requirements, the regulatory regime they must adhere to, what their negotiating red lines will be and where to target wins.

We have direct experience of delivering rail projects successfully, having encountered all the potential problems and identified workable solutions.

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## Our Projects:

### Network Rail:



Birmingham New St: Grand Central



The Shard



Epsom Station (Solum)

Responsible for some of the most complex projects on the Network Rail estate such as development of the Shard, Cannon Place and Birmingham's Grand Central shopping centre/ John Lewis, as well as helping set up Solum as Network Rail's first property development joint venture. Extensive experience of GRIP (Governance for Rail Investment Projects) & shared value.

### Crossrail:



Soho Place OSD Crossrail/Derwent



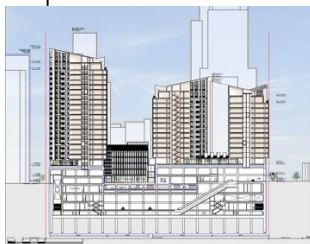
Paddington lease



Southall station and rail land

Assembled the land required for project construction, managed the estate & delivered the 3.5m sq.ft over-site development portfolio. Managed all interfaces/lease agreements with Network Rail such as at Paddington station and operational interfaces inc. land adjacent to Southall.

### Transport for London:



Battersea NLE



55 Broadway



Morden Town Centre

Managed all of TfL's operational land and delivery of key projects such as Croydon Tramlink, the Jubilee Line extension, East London Line works etc. Delivered major development projects such as on the Northern line extension to Battersea and sale of TfL HQ at Broadway. Now supporting Morden town centre regeneration with TfL & LB Merton.

## Our Key People:

### Ian Lindsay:



**Network Rail:** Head of Major Development 2005-2011;  
**Crossrail:** Land & Property Director 2011-2018

### Adrian Maher:



TfL Head of Operational Property 1987-2017

### Peter Hopson:



**Lend Lease Projects:** Board Director 1997-2007; **TfL Property Client Lead:** Northern Line Extension