



# Chris Wheaton

## Board Director

BSc (Hons), MRICS

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### Areas of expertise

Chris is an expert in viability and financial analysis. He has particular skills in the pre-planning process, ranging from strategic analysis as to what development would benefit an area, through helping Councils and developers develop deliverable policies and masterplans, and to individual scheme applications.

Using his analytical skills Chris helps clients optimise proposals for complex developments, often including public & private sector partners. He has provided financial modelling for many of the largest developments in London as well as strategic land schemes across the UK.

Chris develops an in depth understanding of the financial dynamics of schemes and what this means for each party within the deal. He uses this insight to add value for clients at each stage of the process including bidding for opportunities, improving masterplan viability, navigating the planning process, negotiating affordable housing details, establishing joint ventures, securing debt funding and monitoring performance in delivery / ownership.

Chris has also supported DCLG on many regulatory reviews related to the housing sector and advised GLA / HCA on new approaches to investment including several of the first equity stakes. He has also advised Transport for London on funding for transport infrastructure and delivery of new homes at transport hubs. In addition to capital expenditure Chris is able to model long term ownership and has advised clients on Private Rented Sector schemes as well as innovative intermediate products and Council house building.

### Key experience

**Canada Water** – Chris has provided financial modelling and housing strategy advice for this major regeneration scheme in Southwark. The land interests at the site include British Land and Southwark Council. The scheme has required close cooperation

### Key projects

Canada Water  
Otterpool Garden Town  
Bakerloo Line Extension  
East Village  
Earls Court  
Gilston Park Estate  
Mayfields Market Town  
Nine Elms OSD  
Aylesbury Estate  
Wornington Green  
Agar Grove  
Nestle Site  
Isle of Dogs Regeneration  
Harwell Campus  
Crossrail 1

### Key clients

Delancey  
British Land  
Folkstone Council  
Fizzy Living  
Transport for London  
Uplift  
Places for People  
DCLG  
Barratt  
Capital & Counties  
Southwark Council



between the parties and extensive work has been undertaken as to how the housing offer fits with local need and can unlock wider benefit within the area. This has included a range of private & affordable tenures for rent and ownership. Client – British Land

**Otterpool Garden Town** – Chris advises Folkstone Council on the housing strategy for development of c.10,000 homes at the Otterpool Garden Town near Folkestone. The work involves identifying a viable mix of housing types and tenures to meet local needs, assessing cashflow impacts of alternative affordable housing delivery options and preparing material to assist in the public's understanding of the proposals. Chris has also worked with the Council to identify the ways in which housing can support wider growth strategies and the potential for the Council's own direct delivery of Council Housing. Client – Folkstone Council

**Transport for London** – Chris has worked for TfL on a number of large scale transport projects, assessing how new infrastructure could unlock development and the methods by which value could be captured to fund this infrastructure. The work has involved some of the team's largest capital projects, ranging up to £5bn and representing key opportunities to support housing and economic growth. Client – Transport for London

**Gilston Park Estate** – The Gilston site represents an opportunity for a sustainable new settlement, including 5,000-10,000 new homes in six villages. Chris leads the development economics team, maintaining the scheme financial model and working with the wider cost, value and design team members to develop the proposals. Chris has also prepared the strategic analysis of the housing market, identifying potential need across a range of types and tenures of home. Client – Places for People

**Earls Court** – Chris has supported Capco from the outset of its proposals for Lillie Square and Earls Court, providing a range of advice including financial modelling, affordable housing and reporting on specific issues such as the Private Rented Sector or Starter Homes. Chris continues to help Capco progress this scheme which represents one of the largest regeneration projects in Europe. Client – Capco

**Fizzy Living** – Chris works closely with Fizzy to help bring forward its high quality Build to Rent development. This involves analysis as to how the homes fit into the local market, what housing need is served, the potential benefits to the local area & economy and how the optimum scheme design fits to local policies (recognising that these have generally been developed with a sale product in mind).

**East Village** – Chris provided financial modelling and technical advice in support of the acquisition of the Athletes Village.

Affinity Sutton  
Camden Council  
UK Regeneration  
Argent  
Catalyst  
Qatari Diar