



## **Longmead & Kiln Lane Industrial Estates**

# Contents

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- 1. Introduction**
- 2. Borough overview**
- 3. Company analysis**
- 4. Sector analysis**
- 5. Jobs analysis**
- 6. Foreign investment analysis**
- 7. Conclusion**

# 1. Introduction

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## 1.1 Purpose of the report

Coast to Capital was commissioned by Epsom & Ewell Borough Council to examine the economic value of two key industrial estates in the borough – Longmead and Kiln Lane. This report analyses different aspects of the economic activity on the industrial estates to support an understanding of this value. After presenting an overview of the Epsom & Ewell for context, the following areas are considered:

- ⇒ **Companies**
- ⇒ **Sectors**
- ⇒ **Jobs**
- ⇒ **Foreign investment**

We conclude this report by offering our view, as the borough's local enterprise partnership (LEP), on the role the industrial estates play within the wider regional economy and an overall assessment on the economic value based on the findings throughout the report.

## 1.2. About the industrial estates

The Longmead and Kiln Lane Industrial Estates are located to the north of Epsom Town Centre, between the B284 Hook Road and the A24 Epsom Road. They are dissected by the north / south Waterloo mainline railway line with no direct vehicular access, across the railway line, to each other. The entire site covers an area of approximately 35 hectares.

The Longmead Industrial Estate or Employment Area is located to the west of the railway line and is accessed via the Longmead Road. The site is approximately 20 hectares of industrial and warehouse units varying in size from small start-up units to large storage centres.

The Kiln Lane Industrial Estate or Employment Area is located to the East of the railway line and is approximately 15 hectares. The site includes a large Sainsbury's Superstore, a Halfords and a Wickes. There are a number of smaller scale industrial units set in their own 'business parks' and a variety of car dealership franchises. Again these are of varying sizes and use classes. The site is accessed via Kiln Lane from the junction with the main A24 that runs through the entire Borough. The Industrial Estate is in a highly sustainable and accessible location.

## 1.3. General methodology

In order for us to conduct analysis on Longmead and Kiln Lane, Epsom & Ewell Borough Council provided a list of the postcodes which correspond to the geographical extent of both industrial estates. We used this list of postcodes to search for detail about the industrial estates using the economic intelligence platforms we use for regional studies across the Coast to Capital area. The main platforms used for this purpose are:

- ⇒ **Beauhurst** – used primarily for company and sector information
- ⇒ **Lightcast** – used primarily for jobs information
- ⇒ **mnAI** – used primarily for overall statistics and EDI analysis

Throughout the report we note the platform used when presenting data. The data gathered through these platforms is based primarily on publicly available sources, such as published company accounts. A drawback of these as a source is that should a company operate in other locations in the UK or around the world, information on turnover or employee numbers is usually aggregated across these locations. This makes establishing the amount relevant to an operation on either industrial estate difficult. For the purposes of this report we have attempted to disaggregate this data where possible, and note our methods for doing so.

Where we cannot obtain localised or more specific data, we have fallen back on borough-level figures which are reliably produced from sources such as the Office for National Statistics (ONS). We note throughout the report the sources used when presenting data for clarity.

## 2. Borough overview

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Epsom & Ewell has a strong economy, founded primarily on its role as a commuter town to London. The strong income levels of its residents contributes to a vibrant local economy, particularly in the retail, engineering, credit, leisure and race horse training sectors.

The borough is home to a number of major international and national headquarters. Atkins, a British multinational engineering and design company, has its primary base in the borough. Me Group International, a global vending services company, has its global head office on Longmead Industrial Estate.

In addition to large corporate operations the borough has a strong mix of small and medium-sized enterprises (SMEs) based in and around its towns, suburban and rural areas. With significant amounts of protected green space and excellent road and rail links into London and other parts of the country, the borough is often recognised as one of the top ten places to live in the UK.

### 2.1. Key statistics

- ⇒ Epsom and Ewell's population was **80,865** in 2021. This has **grown by 1,866** (2.4%) over the last five years, and its projected **to grow by 1,312** (1.6%) over the next five years.
- ⇒ Total employment is **29,656**. Jobs **decreased by 1,309** (4.2%) over the last five years but are projected to **grow by 369** over the next five years.
- ⇒ Average wages per job were **£29,700** in 2021. Average wages per job are **£785 below** the national average wages of £30,400 per job.
- ⇒ Concerning educational attainment, **46.9%** of Epsom and Ewell residents possess a Degree or Equivalent and Above, **13.3% above** the national average.
- ⇒ Gross Value Added (GVA) in 2021 was **£1.36 billion**. The borough's imports were valued at **£3.43 billion** in the same year, with exports of **£1.89 billion**.

## 2.2. Key industries

- ⇒ The largest three industries in Epsom & Ewell in 2021 by jobs are **Human Health and Social Work Activities, Professional Scientific and Technical Activities**, and **Education**. The level of jobs in each industry far outweighs the national average.
- ⇒ The top three growing industries in the borough (by jobs) in 2021 were **Accommodation and Food Service Activities, Information and Communication** and **Arts, Entertainment and Recreation** – all adding over 200 jobs.
- ⇒ **Arts, Entertainment and Recreation** is the most specialised industry in the borough using location quotient analysis, with well over twice the number of jobs expected by national averages.
- ⇒ The top three industries by GVA in 2021 were **Professional, Scientific and Technical Activities, Wholesale and Retail Trade; Repair of Motor Vehicles and Motorcycles** and **Human Health and Social Work Activities**.
- ⇒ The top three industries by wages in 2021 were **Electricity, Gas, Steam and Air Conditioning Supply, Information and Communication** and **Professional, Scientific and Technical Activities**.

*(Source: Lightcast, 2022)*

# 3. Company analysis

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Our company analysis focuses on summary figures for Longmead and Kiln Lane industrial estates and then looks in more detail at a number of the more notable companies which are present on both sites. All data in this chapter is from the Beauhurst economic intelligence platform unless otherwise noted.

## 3.1. Overall figures

Defining the search area using the geographical extent dictated by the postcode information provided by Epsom & Ewell Borough Council, we exported a list of companies active on both industrial estates. Below is the key data points relating to this list:

- ⇒ Our analysis found **126 companies** located in the Longmead and Kiln Lane industrial estates' geographical area.
- ⇒ **92 of these companies** have head offices located on the industrial estates.
- ⇒ An additional **34 companies** had trading addresses within the geographical area.
- ⇒ The companies fell into **15 different sector groupings** using Standard Industrial Classifications. More detail is provided in [4. Sector analysis](#).
- ⇒ With regards to their operations on the industrial estates, all companies have **fewer than 250 employees on site**. While a select group have wider operations and therefore more employees than this overall, this characterises their operations on Longmead and Kiln Lane as those of small and medium-sized enterprises (SMEs). More detail is provided under [5. Jobs analysis](#).

## 3.2. Notable companies

The Beauhurst economic intelligence platform we used for company analysis captures information on the fastest growing companies in the UK. Companies 'tracked' on the platform are recognised as among the most notable in the country. 35,000 companies are tracked in this manner on the database, making those among the top five percent most significant nationally. If Beauhurst tracks a company, it also categorises a that company's 'stage of evolution', which can align to any from the below list:

- ⇒ **Seed** – a young startup, with low employee count and low amounts of equity raised, uncertainty remains over market for products.
- ⇒ **Venture** – developed business models and technology, secured investment and expanding product range.
- ⇒ **Growth** – operating for more than five years, regulatory approval and bringing in significant revenue, with valuations in the millions.
- ⇒ **Established** – trading for 15+ years, or less with three-year consecutive profits of £5m+, several offices and a widely recognised brand.
- ⇒ **Exited** – exited the private market, by listing on the stock exchange or being acquired.
- ⇒ **Zombie** – neglected for a long time or in a troubled financial state, while not 'dead', it does not appear to be operating successfully.

Of the 126 companies present on Longmead and Kiln Lane industrial estates, 12 were tracked by Beauhurst. Below we provide an overview of each, including what they do, why the platform considers them worth tracking and their 'stage of evolution'.

### 1. **Wilsons Automobiles and Coachworks Limited (Wilsons)**

Wilsons sells new and used cars at its dealership and as a click-and-mortar business. It also offers vehicle servicing and MOT tests as well as parts and accessories. Beauhurst tracks Wilsons as it has grown at least 10% on average over a three-year period and the company was featured on a competitive list that ranks and profiles high-growth



companies. Wilsons' stage of evolution is described as 'established'. The company's head office is located on Kiln Lane Industrial Estate.

## **2. TensCare Limited (TensCare)**

TensCare manufactures and distributes a range of chronic pain relief machines. Beauhurst tracks TensCare as the company has secured equity fundraising (£125k), has grown at least 10% on average over a three-year period and the company was featured on a competitive list that ranks and profiles high-growth companies. TensCare's stage of evolution is described as 'established'. The company's head office is located on Longmead Industrial Estate.

## **3. Ergonomic Solutions Limited (Ergonomic Solutions)**

Ergonomic Solutions manufactures technology mounting and mobility products. Beauhurst tracks Ergonomic Solutions as it has attended an accelerator with a competitive application process and has grown at least 10% on average over a three-year period. Ergonomic Solutions' stage of evolution is described as 'established'. The company's head office is located on Longmead Industrial Estate.

## **4. Tucker French Limited (Tucker French)**

Tucker French offers plumbing, heating and bathroom products for sale in its showrooms. Beauhurst tracks Tucker French as it has grown at least 10% on average over a three-year period. Tucker French's stage of evolution is described as 'established'. The company's head office is located on Kiln Lane Industrial Estate.

## **5. Frequency 3G Telecom Limited (Frequency)**

Frequency Telecom sells and distributes mobile and tablet accessories to wholesalers internationally. Beauhurst tracks the company as it has grown at least 10% on average over a three-year period and was featured on a competitive list that ranks and profiles high-growth companies. Frequency's stage of evolution is described as 'growth'. The company has a trading address on Longmead Industrial Estate; its head office is in Epsom town centre.

**6. The Good BOOK Company Limited (The Good Book Company)**

The Good BOOK Company publishes and sells Christian themed books. Beauhurst tracks the company as it has grown at least 10% on average over a three-year period. The Good BOOK Company's stage of evolution is described as 'established'. The company's head office is on Longmead Industrial Estate.

**7. Shelly Motors Limited (Shelly Motors)**

Shelly Motors sells new and used cars and vehicle parts and provides maintenance and rental services for vehicles. Beauhurst tracks the company as it has grown at least 10% on average over a three-year period. Shelly Motors' stage of evolution is described as 'established'. The company's head office is on Longmead Industrial Estate.

**8. Norden Heating & Plumbing Supplies Ltd (Norden Heating & Plumbing Supplies)**

Norden Heating & Plumbing Supplies wholesales plumbing, piping and heating products. Beauhurst tracks the company as it has grown at least 20% on average over a three-year period, marking it out for exceptional growth. Norden Heating & Plumbing Supplies' stage of evolution is described as 'growth'. The company's head office is on Kiln Lane Industrial Estate.

**9. Carmel (Group) Limited (Carmel Group)**

Carmel Group provides a variety of design, construction and management services for buildings. Beauhurst tracks the company as it has grown at least 10% on average over a three-year period. Carmel Group's stage of evolution is described as 'established'. The company's head office is on Longmead Industrial Estate.

**10. LGM Engineering Limited (LGM Engineering)**

LGM Engineering manufactures metal parts through laser and water cutting processes. Beauhurst tracks the company as it has grown at least 20% on average over a three-year period. Like Norden Heating & Plumbing Supplies, this marks the company out for an exceptional rate of growth. LGM Engineering's stage of evolution is described as 'growth'. The company's head office is on Kiln Lane Industrial Estate.

#### **11. Domex (Domex Holdings Limited)**

Domex operates an appliance store providing delivery and installation services. Beauhurst tracks the company as it has grown at least 10% on average over a three-year period. Domex's stage of evolution is described as 'established'. The company's head office is on Kiln Lane Industrial Estate.

#### **12. Somers Hills Limited (European Process Plant)**

European Process Plant manufactures and installs plant and production equipment for bakeries. Beauhurst tracks the company as it has undergone a primary or secondary management buyout or management buy-in and has grown at least 20% on average over a three-year period. This makes it one of three tracked companies on the industrial estates that are growing at an extremely fast pace. European Process Plant's stage of evolution is described as 'established'. The company's head office is on Kiln Lane Industrial Estate.

### **3.3. Additional information**

Using the mnAI economic intelligence platforms, we have gathered the following information which provides some further detail about the companies present on the industrial estates:

- ⇒ **Average company age** – 15.9 years
- ⇒ **Incorporated in the last 12 months** – 8 companies
- ⇒ **Male / female officers** – 81% male / 21% female
- ⇒ **Non-ethnic / ethnic companies** – 83% non-ethnic / 17% ethnic

## 4. Sector analysis

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This sector analysis builds on the previous section by looking at the sector groupings which those companies present on Longmead and Kiln Lane fall into. This information is again gathered from the Beauhurst platform unless otherwise specified and defines sectors according to UK Standard Industrial Classifications (SIC) codes. The UK SIC 2007 is a categorisation tool used in classifying business establishments and other statistical unit by the type of economic activity in which they are engaged (ONS, 2022).

### 4.1. SIC codes for industrial estates companies

We have analysed SIC code designations for the 126 companies present on both industrial estates, providing detail on the sectoral makeup of Longmead and Kiln Lane. As mentioned under [3. Company analysis](#) above, **15 different high-level SIC codes** were present:

- 1. Manufacturing**
- 2. Construction**
- 3. Wholesale and retail trade / repair of motor vehicles and motorcycles**
- 4. Transportation and storage**
- 5. Accommodation and food service**
- 6. Information and communication**
- 7. Financial and insurance activities**
- 8. Real estate activities**
- 9. Professional, scientific and technical activities**
- 10. Administrative and support service activities**
- 11. Public administration and defence; compulsory social security**

**12. Human health and social work activities**

**13. Arts, entertainment and recreation**

**14. Other service activities**

**15. Activities of extraterritorial organisations and bodies**

By grouping companies under their SIC code designation, we can see which sectors are most prevalent on the industrial estates. This reveals the dominance of certain sectors across Longmead and Kiln Lane. Percentages are rounded to one decimal place:

1. **Manufacturing** – 22 companies. 17.5% of the total amount.
2. **Construction** – 11 companies. 8.7% of the total amount.
3. **Wholesale and retail trade / repair of motor vehicles and motorcycles** – 32 companies. 25.4% of the total amount.
4. **Transportation and storage** – 3 companies. 2.4% of the total amount.
5. **Accommodation and food service** – 1 company. 0.8% of the total amount.
6. **Information and communication** – 13 companies. 10.3% of the total amount.
7. **Financial and insurance activities** – 5 companies. 3.9% of the total amount.
8. **Real estate activities** – 9 companies. 7.1% of the total amount.
9. **Professional, scientific and technical activities** – 13 companies. 10.3% of the total amount.
10. **Administrative and support service activities** – 7 companies. 5.6% of the total amount.
11. **Public administration and defence; compulsory social security** – 1 company. 0.8% of the total amount.
12. **Human health and social work activities** – 3 companies. 2.4% of the total amount.
13. **Arts, entertainment and recreation** – 2 companies. 1.6% of the total amount.
14. **Other service activities** – 2 companies. 1.6% of the total amount.

**15. Activities of extraterritorial organisations and bodies** – 2 companies. 1.6% of the total amount.

By a significant margin, the most dominant sector across the industrial estates is **Wholesale and retail trade / repair of motor vehicles and motorcycles**. This sector constitutes just over a quarter of all companies operating on Longmead and Kiln Lane. The **Manufacturing** sector is a comfortable second in terms of dominance. **Information and communication** and **Professional, scientific and technical activities** are joint third in prevalence.

## 4.2. Sector specialisation

We can look to apply this sector analysis to the broader Epsom & Ewell economy, assessing whether the companies present on Longmead and Kiln Lane play a role in sector specialisations in the wider borough area.

Using data from the Lightcast economic intelligence platform, we have found there are eight sectors in Epsom & Ewell which are more specialised than the national level. This means the number of jobs in that sector out of the total employment figure is higher than we would expect to see based on national ratios. Of those eight, five of these sectors are represented on the industrial estates.

These are listed below with their location quotient (LQ) figure. LQ figures show the degree to which a sector is specialisation in a local area when compared to the national economy. For example, if an Epsom & Ewell sector has an LQ of 1.5, it is one and a half times more specialised than at the national level:

- ⇒ **Arts, entertainment and recreation** – Location quotient of **2.2**.
- ⇒ **Professional, scientific and technical activities** – Location quotient of **1.6**.
- ⇒ **Real estate activities** – Location quotient of **1.2**.
- ⇒ **Human health and social work activities** – Location quotient of **1.3**.
- ⇒ **Information and communication** – Location quotient of **1.1**.

These sectors vary in their presence on the industrial estates. For example there are just two **Arts, entertainment and recreation** companies on the estates, whereas there are 13 **Professional, scientific and technical activities** companies. Despite this variation, what is apparent is that Longmead and Kiln Lane have a significant role in supporting sector specialisation in the Epsom & Ewell, by providing a location for companies involved in these sectors to base themselves.

# 5. Jobs analysis

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Our analysis of the jobs across Longmead and Kiln Lane focuses on two key areas: overall jobs and jobs by sector (according to the SIC codes outlined above under [4. Sector analysis](#)). As mentioned in the introduction to this report, specifically under 1.3, there exists difficulties in attaining job data for a company's operation on the industrial estates in isolation. Job figures are usually disclosed in aggregated form, meaning if a company has multiple UK locations the figures represent a summation and are not broken down by individual site.

## 5.1. Overall figures

All baseline jobs information is from the Beauhurst platform, yet for the purpose of this report we have developed the following methodology to attempt to disaggregate these job figures and provide an educated estimate of the total jobs present on Longmead and Kiln Lane:

- ⇒ Where we consider a company to have a singular site/operation/location, and that is present on Longmead or Kiln Lane, we have taken the reported job figures as reliably demonstrating the number of employees that company has on the industrial estates.
- ⇒ Where a company has multiple sites across the UK or the world, we have taken the total job figure for all of these sites and divided it by the number of sites. Where the site on Longmead or Kiln Lane is a head office and hence likely to employ a greater number in comparison with a regional office, we have provided an approximate uplift in this figure based on the extent of their presence on the industrial estates.
- ⇒ Where job figures have not been reported at all in a company's accounts, if there is a similar business which we do have figures for and we can reliably estimate the likely employment we have done so. Where a company has not reported job figures at all and there are no suitable comparators we have not attempted to guess the employment figures.



Using this method, we estimate there are **1,941 jobs** present on Longmead and Kiln Lane industrial estates. This is an average of **15.4 jobs** per company.

## 5.2. Jobs by sector

Using the information provided under 4. Sectoral Analysis above, we can break down the number of jobs that relate to each of the 15 sector groupings that were found on the industrial estates. Even deploying the methodology described above, gaps in the data are unavoidable due to the nature of the information. The estimate of jobs by sector is as follows:

- ⇒ **339 jobs in Manufacturing** sector.
- ⇒ **115 jobs in the Construction** sector.
- ⇒ **963 jobs in the Wholesale and retail trade / repair of motor vehicles and motorcycles** sector.
- ⇒ **77 jobs in the Transportation and storage** sector.
- ⇒ **20 jobs in the Accommodation and food service activities** sector.
- ⇒ **116 jobs in the Information and communication** sector.
- ⇒ **5 jobs in the Financial and insurance activities** sector.
- ⇒ **8 jobs in the Real estate activities** sector.
- ⇒ **77 jobs in the Professional, scientific and technical activities** sector.
- ⇒ **78 jobs in the Administrative and support service activities** sector.
- ⇒ **No data** for the **Public administration and defence; compulsory social security** sector.
- ⇒ **55 jobs in the Human health and social work activities** sector.
- ⇒ **2 jobs in the Arts, entertainment and recreation** sector.
- ⇒ **69 jobs in the Other service activities** sector.
- ⇒ **15 jobs in the Activities of extraterritorial organisations and bodies** sector.

With this information we can also look at how the number of jobs on the industrial estates relates to the total number of jobs in the borough of Epsom and Ewell. As highlighted earlier under 2. Borough Overview, total employment in the borough is **29,656**. Therefore:

⇒ An estimated **6.5%** of the borough's employment is provided on the two industrial estates.

This figure demonstrates how despite covering an extremely small geographical area in relation to the wider borough, Longmead and Kiln Lane sustain a relatively high proportion of the borough's total employment.

### 5.3. Staffing patterns

The Lightcast economic intelligence platforms allows us to look at the staffing patterns for the roles the platform determines as most linked to the sectors present on the industrial estates. This information is drawn from job adverts and employment figures which demonstrate how demand for certain roles is changing over time. Below are listed those roles and the percentage change from 2020 to 2022:

- ⇒ Professional Occupations – **No change**
- ⇒ Associate Professional and Technical Occupations – **1% increase**
- ⇒ Administrative and Secretarial Occupations – **No change**
- ⇒ Managers, Directors and Senior Officials – **No change**
- ⇒ Sales and Customer Service Occupations – **2% decrease**
- ⇒ Caring, Leisure and Other Service Occupations – **3% decrease**
- ⇒ Elementary Occupations – **2% decrease**
- ⇒ Skilled Trades Occupations – **2% decrease**
- ⇒ Process, Plant and Machine Operative – **3% decrease**

The economic impact of the pandemic have likely played a role in the staffing patterns detailed above. The largest decrease coming in roles which include leisure and service occupations, some of the areas most severely impacted by restrictions, may illustrate this.

Percentage change figures can mask fluctuation that does take place within these roles. Looking at these job roles by the unique job postings that have been advertised from January 2020 – June 2022 provides a more positive picture of the activity taking place:

- ⇒ Professional Occupations – **8,897 unique postings**
- ⇒ Associate Professional and Technical Occupations – **4,108 unique postings**
- ⇒ Administrative and Secretarial Occupations – **2,385 unique postings**
- ⇒ Managers, Directors and Senior Officials – **2,155 unique postings**
- ⇒ Sales and Customer Service Occupations – **1,947 unique postings**
- ⇒ Caring, Leisure and Other Service Occupations – **2,628 unique postings**
- ⇒ Elementary Occupations – **1,672 unique postings**
- ⇒ Skilled Trades Occupations – **1,416 unique postings**
- ⇒ Process, Plant and Machine Operative – **490 unique postings**

Though these figures are for Epsom & Ewell in its entirety, they provide an indication of the strength and activity of those sectors and roles that we know are important to the companies on the estates. While the overall trend for many of the staff roles has been negative over the past two years (due to considerable external factors), the turnover rates are a more encouraging signifier of the economic health of these sectors.

## 6. Foreign investment analysis

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This foreign investment analysis attempts to establish the role foreign capital and investment plays on Longmead and Kiln Lane industrial estates. Foreign direct investment (FDI) is a signifier of a company's or location's exposure to global markets, and is hence helpful in establishing the characteristics of either in these terms.

### 6.1. Foreign direct investment

As the local enterprise partnership (LEP) covering Epsom & Ewell borough, Coast to Capital receive year-end reports from the Department for International Trade on successful foreign direct investment (FDI) into the region. We have reviewed these reports for the previous five financial years. According to this information:

⇒ There have been **no recorded FDI successes** on either Longmead or Kiln Lane industrial estates in the previous five financial years.

A number of factors can be looked at as to why this is the case. First is the challenging investment climate that has existed over the past two years due to the coronavirus pandemic. This has led to a reduction in projects across the UK.

Looking more specifically at Longmead and Kiln Lane, reasons exist as to why the past year alone has not seen any inward investment successes. As noted in Epsom & Ewell Borough Council's [2018 study](#) into the industrial estates, vacancy across the entire area is low. Successful occupants are present and commercial activity appears to be thriving. Successful inward investment projects of the type that would land on industrial estates tend to be in large units with significant car parking and loading capacity. Low vacancy and strong activity would preclude Longmead and Kiln Lane from much of this.

Competition will also play a role. Industrial estates of a similar nature can be found nearby in Chessington, Croydon, Leatherhead and further south in Redhill. If vacancy is more fluid

on these sites then business relocation is likely be targeted there. The age of the commercial stock on the industrial estates may also play a role. If vacancy is low and companies within them are performing well, it reduces the likelihood that long-time vacant units are comprehensively redevelopment for re-marketing.

## 6.2. Foreign ownership of companies

Despite the lack of FDI successes in the previous five financial years, according the Beauhurst platform, there is significant foreign ownership of companies based on Longmead and Kiln Lane:

- ⇒ **27 companies** located on the industrial estates had an ultimate parent company that is registered outside the United Kingdom. This equates to over a fifth of the companies present on Longmead and Kiln Lane, at **21.4%** of the total amount.
- ⇒ Parent companies based in the United States are the most common. **13 companies** are in such a corporate structure.

This demonstrates that while there has not been FDI into the industrial estates in recent years, a number of companies on the estates are integrated into the global system through ownership structures. It is also the case that companies based there, such as Me Group International, are active in many countries but have their global headquarters on the industrial estates.

# 7. Conclusion

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In concluding this report, we seek to broaden the discussion around Longmead and Kiln Lane. Where previous sections have focused on particular areas of activity on the industrial estates, here we reflect on the wider economic value they provide, both to Epsom & Ewell and the Coast to Capital region.

## 7.1. Role within the regional economy

In our role as the LEP for the region, Coast to Capital views employment space such as that provided on Longmead and Kiln Lane industrial estates as key components of our commercial property supply. Should the sites be considered for a residential-led mixed use redevelopment this would necessarily lead to a reduction in available floorspace, which from [previous studies](#) we know is constrained in our region.

This would be most pronounced in the loss of light industrial, industrial and warehousing floorspace. These types of uses have provided much of the growth on industrial parks and estates in recent years – leading to strong job creation and enabling the ‘bounce back’ from the impact of the pandemic we’ve seen in towns and urban areas that have significant sites of this nature. Logistics have performed exceptionally well since the pandemic and there is a strong demand for units which can provide space for such uses. While this will taper slightly, indications are that growth is likely to continue as consumer patterns change and more localised fulfilment is required.

Should redevelopment of Longmead and Kiln Lane occur without suitable alternative space provided in the borough, it is likely significant business displacement would occur as companies are driven to move to new locations. These would likely be outside the Epsom & Ewell as Longmead and Kiln Lane are the most prominent industrial estates and there is a lack of similar facilities elsewhere in the borough. Coast to Capital’s view of any threat of

displacement is that those businesses impacted and their employment are at risk of being lost to Epsom & Ewell and possibly the wider region.

Where there is the prospect for redevelopment on Longmead and Kiln Lane is in the upgrading of facilities to enable an increasing of job density. Protecting and densifying the employment space currently available has the potential to support the jobs current on the sites and attract new companies to locate there, increasing jobs and the value to the local economy. With the noted supply issues of commercial property in our region, Coast to Capital would see such evolution of the industrial estates as positive for the regional economy. As this report has outlined Longmead and Kiln Lane already host some regionally significant companies. Protection and densification of employment space could boost this role further.

## 7.2. Overall economic value

The overall economic value of Longmead and Kiln Lane can be defined in many ways. The preceding analysis of different aspects of the industrial estates forms part of this. Companies present on the site generate value in terms of turnover. Sectors and how they are specialised is a different type of value but important too. Jobs are a tangible source of value both to people and the local economy, where earnings are spent.

We can also look at figures which attempt to summarise this value in a more general manner by putting a numerical value of all of activity which occurs on the industrial estates. Below we have provided two headline figures which we consider the most accurate and useful in this regard:

- ⇒ The mnAI economic intelligence platform collects published company accounts and extracts the net assets (assets minus liabilities) that company holds. This applies only to companies that have filled accounts – some do not and hence there will be gaps in data. Totalling these figures for individual companies across all those active on Longmead and Kiln Lane provides a **Total Net Assets** figure of **£118,300,000**.

⇒ Using the information we have presented earlier in this report, we can also estimate the economic value that the jobs based on Longmead and Kiln Lane provide. Under 5. Jobs analysis above, we estimate the jobs on the industrial estates at 1,941. Multiplying this figure by the average wage in Epsom & Ewell of £29,700 (see 2. Borough overview) provides an estimated **Total Jobs Value** of **£57,647,700**.

Both these figures form part of the overall economic value that Longmead and Kiln Lane provide. Companies with strong asset positions are in a better position to hire, providing employment opportunities for residents of Epsom & Ewell. Likewise, the value of jobs existing on the industrial estates supports the borough beyond the industrial estates as employees spend their wages in the local economy. Pairing these headline figures with the more specific analysis in other sections on this report demonstrates that Longmead and Kiln Lane holds significant economic value both for Epsom & Ewell and the wider regional economy.