

# tp Telford Plaza



LANDMARK TOWN CENTRE OFFICE INVESTMENT

**MK2**  
REAL ESTATE

**BULLEYS  
BRADBURY**  
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**01952 292233**





## INVESTMENT SUMMARY

- > A rare opportunity to acquire a landmark town centre office building.
- > Prominently positioned in Telford the fastest growing town in the West Midlands.
- > Excellent transport links close to Junction 5 of the M54 and Telford Central Station.
- > The property comprises two office plazas arranged over ground and 10 upper floors and ground and 5 upper floors respectively, extending in total to **162,102 sq ft**.
- > Large underground parking providing **640 spaces** at a ratio of **1:253 sq ft**.
- > Let to 7 tenants producing **£1,667,384.04 per annum**, equating to a low passing rent of **£10.29 per sq ft** on an overall basis.
- > **WAULT** of **5.2 years** to lease expiry and **3.8 years** to break.
- > **87.9%** of the income is secured against **5A1 covenants**, of which **66.4%** is government income.
- > Highly reversionary providing asset management opportunities through lease events.
- > **Freehold**.
- > We are instructed to seek offers in excess of **£20,700,000 (Twenty Million Seven Hundred Thousand Pounds)** subject to contract and exclusive of VAT, a purchase at this level reflects a **Net Initial Yield of 7.55%** and a **reversionary yield of 9.53%** after allowing for usual purchase costs of 6.75% and a low capital value of **£127.70 per sq ft**.

**PROPOSAL**  
(IN EXCESS OF) **£20,700,000**

**NET INITIAL YIELD** **7.55%**

**REVERSIONARY YIELD** **9.53%**

**LOW CAPITAL VALUE** **£127.70 PER SQ FT**



## LOCATION

|                             |                |
|-----------------------------|----------------|
| CURRENT POPULATION          | <b>170,200</b> |
| PROJECTED POPULATION (2031) | <b>196,900</b> |
| WORKFORCE WITHIN 30 MINUTES | <b>300,000</b> |
| LOCAL BUSINESSES            | <b>5,000</b>   |



Telford is a new town located in the county of Shropshire with a population of approximately 170,200 people. The town is 33 miles north west of Birmingham, 30 miles south west of Stoke on Trent and 15 miles east of Shrewsbury. Road access is excellent with Junction 5 of the M54 motorway network very close by, providing access to the M6, M5 and a wider network of roads. By rail Telford Central Station provides direct services to Birmingham New Street in a journey time of 37 minutes and London Euston in a journey time of 2 hours and 11 minutes.

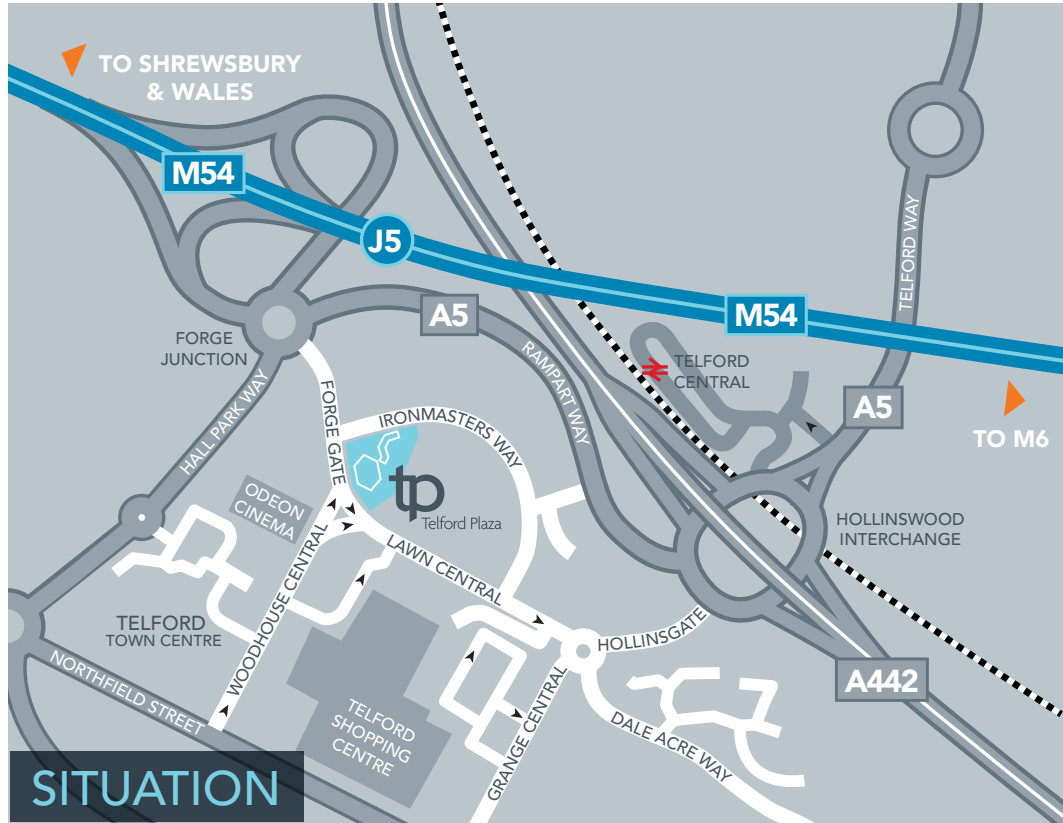
### TELFORD DEVELOPMENT STATISTICS

- > Telford town centre is undergoing extensive regeneration works known as the Southwater development and is estimated to cost £250 million.
- > Phase 1 of the Southwater development was completed in 2014 which comprises of the town's flagship building Southwater One. The building houses the town's Library, The council's information service first point, the Citizen Advice Bureau and a café.
- > The Southwater development is being constructed around a man-made lake situated approximately 0.5 miles south of the subject property. The additional phases of the development are to comprise of the following which will enhance both the localities amenities and offering;
  - > 11 Screen I Max Movie Theatre.
  - > 7 restaurants
  - > Hotel (Pre-let to Travelodge)
  - > 600 space multi-store car park.
- > Additional investments in the area include;
  - > £83 million - Ministry of Defence logistics centre extending 860,000 sq ft.
  - > £1 billion - Jaguar & Landover manufacturing facility extending 2,000,000 sq ft.

### LOCAL STATISTICS

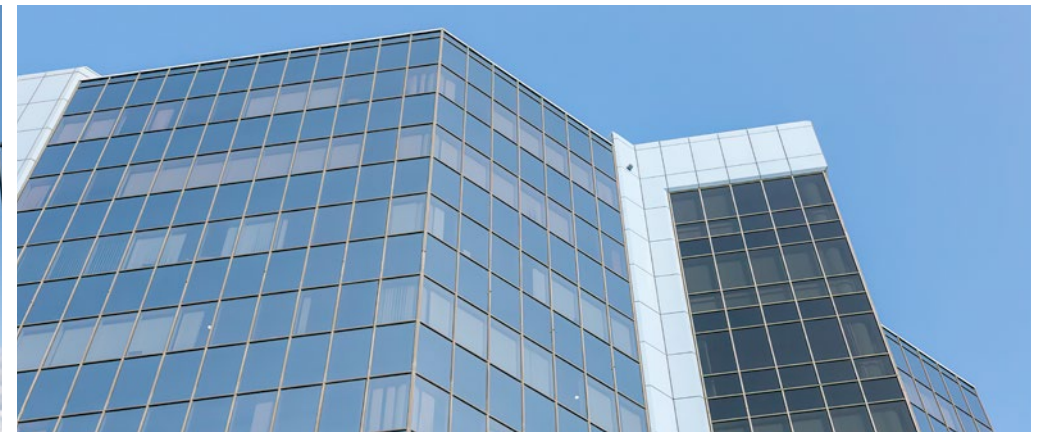
- > Telford has access to a workforce of **300,000 people** located within a **30-minute radius** of the town centre.
- > The town's population has been forecasted to increase to **196,900** by **2031**, which is to be aided by the town's new homes programme.
- > Telford is home to **5,000** businesses including a number of national corporations such as ReAssure, Epsom, Denso and NEC who have been established in the town for in excess of **20 years**.





**SITUATION**

Situated on a prominent 4.3-acre site immediately to the north of Lawn Central and adjacent to both Junction 5 of the M54 and A442. Access to the property is via Ironmasters Way. Telford Central Station is a short walk from the property and is located approximately 0.5 miles to the east. Directly opposite is Telford Shopping Centre and the newly developed extension comprising of a 20,000 sq ft Aldi supermarket. There are additional plans to further extend the centre which will comprise of an 80,000 sq ft fashion complex. Occupiers in the area include Telford & Wrekin Council, ReAssure, Land Registry, HMRC, Fujitsu and Capgemini.







- A Euston Park
- B Stafford Park
- C Telford Central
- D Kendall Court
- E Development Site
- F Telford & Wrekin Council
- G Windsor House (Reassure)
- H Park Inn Hotel
- I Matheson House
- J Telford Shopping Centre
- K Odeon Cinema
- L Ramada Hotel



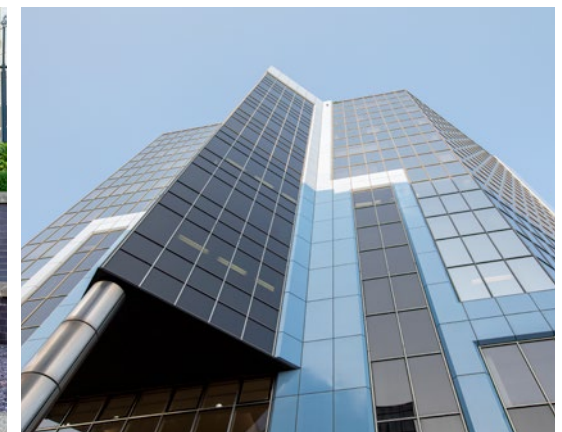


## DESCRIPTION

The property comprises two landmark Grade A plaza buildings constructed during the early 1990's on a large site of 4.3 acres. The properties are of steel portal frame construction, with exterior facades clad in blue aluminium panels and tinted glass. The extensive site features a pedestrian concourse and landscaped areas with a large multi-level car park providing 640 spaces, equating to a ratio of 1:253 sq ft.

## TENURE

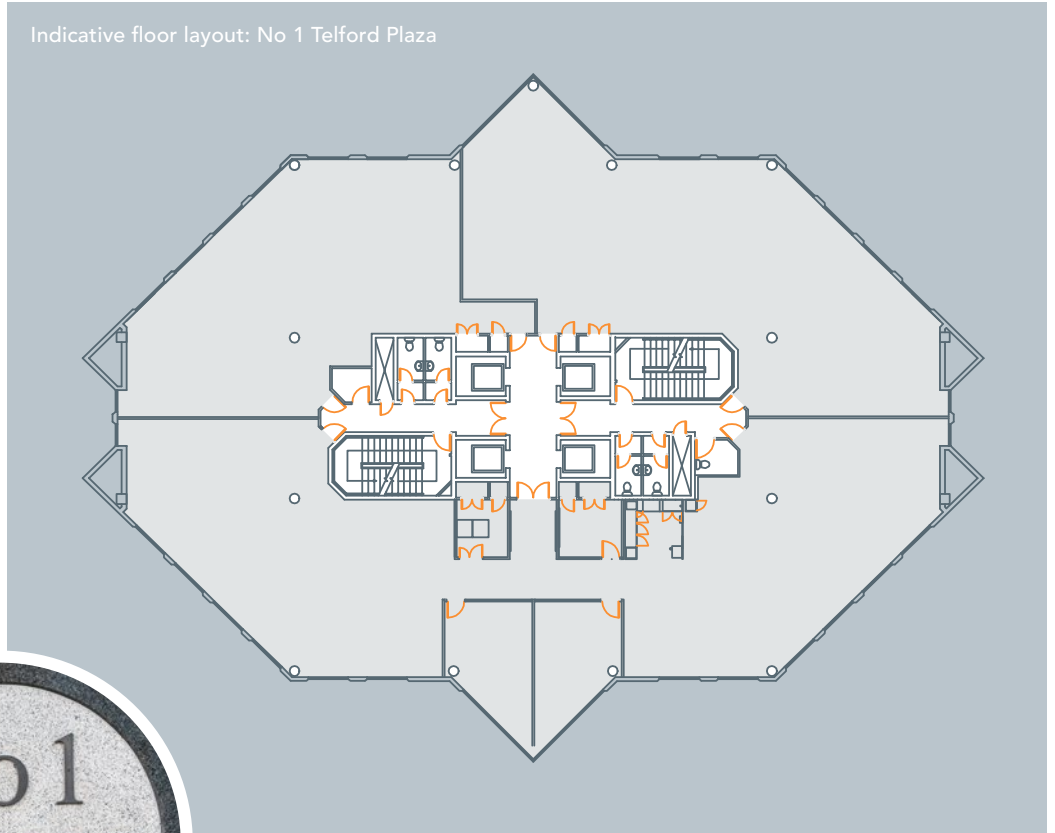
The property is held Freehold under title number SL54669.







PLAZA 1



Plaza 1 is arranged over ground and 10 upper floors with additional ancillary storage space located at basement level. The building is accessed via a revolving door, which leads to a triple height atrium reception area which has been fitted with marble tiled walling and floor, LED recessed spot lighting, a reception desk and communal seating area. To the rear of the reception is a single height central lobby area with four 13-person passenger lifts. The upper floors are arranged around a central core comprising the passenger lifts and a mixture of men's, women's and disabled WC's. Both the central cores and WC's have been recently refurbished to a high standard.

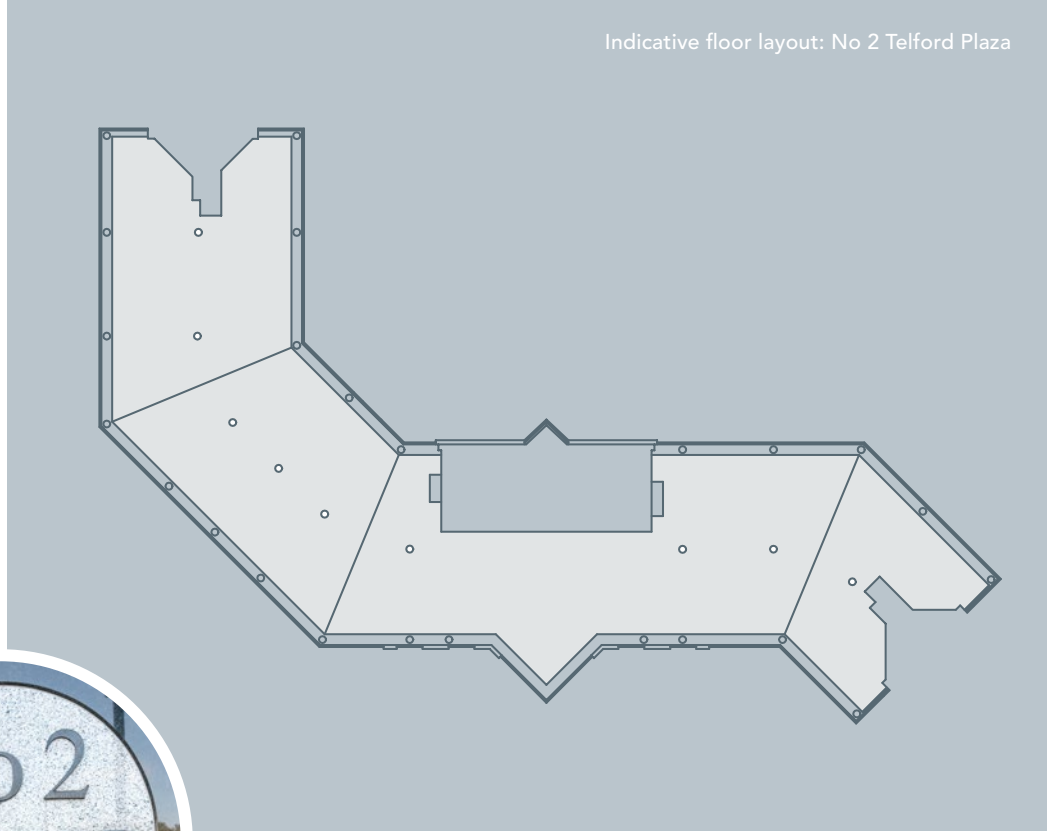
The offices specification include;

- > Large divisible suites.
- > Carpeted tiled flooring.
- > Raised floor boxes.
- > Suspended ceilings,
- > 2.7m floor to ceiling height
- > A mixture of both LED and Cat II lighting.
- > Comfort cooling.





## PLAZA 2



Plaza 2 is arranged over ground and 5 upper floors with additional ancillary storage space located at basement level. Plaza 2 has been fitted to same specification as Plaza 1 with the following differences;

- > Double height atrium.
- > Three 10-person, 800 KG passenger lifts.
- > The plazas central core and WC's have not been refurbished.
- > HMRC have installed their own comfort cooling system.





## TENANCY

The property is mult-let to 7 tenants producing an annual rent of £1,667,384.04 per annum (£10.29 per sq ft), providing a WAULT of 5.2 years to lease expiry and 3.8 years to break.

The income across the two properties can be analysed as follows;

- > 87.9% of the income across the two buildings is against 5A1 covenants.
- > HMRC account for 66.4% of the income across the two buildings.
- > 82.3% of the income of Plaza 1 is against 5A1 covenants.
- > HMRC account for 46.6% of the income of Plaza 1.
- > HMRC account for 96.3% of the income of Plaza 2.

We are of the view that Telford Plaza is highly reversionary to £2,106,629 per annum assuming an estimated rental value of £12.50 per sq. ft. on the office accommodation.

HMRC break clauses in 2020 on a number of floors have recently been agreed to be removed demonstrating the tenant's commitment to the building.

| UNIT                          | TENANT                         | AREA (SQ FT)   | ALLOCATED PARKING | RENT EPA             | RENT EPSF      | ERV EPSF       | ERV EPA              | LEASE START | LEASE EXPIRY | REVIEW DATE | COMMENTS  |
|-------------------------------|--------------------------------|----------------|-------------------|----------------------|----------------|----------------|----------------------|-------------|--------------|-------------|---|
| <b>PLAZA 1</b>                |                                |                |                   |                      |                |                |                      |             |              |             |   |
| Ground Floor                  | CapGemini UK Plc               | 7,480          | 22                | £93,500.00           | £12.50         | £12.50         | £93,500.00           | 28/7/2017   | 27/07/2020   | -           | Excluded lease 1954 Act. Current S/C Cap £60,594            |
| 1st Floor                     | Hillesden Securities Ltd       | 7,671          | 23                | £92,052.00           | £12.00         | £12.50         | £95,887.50           | 12/02/2018  | 01/11/2022   | -           | Excluded lease 1954 Act. Current S/C Cap £53,869            |
| 2nd Floor                     | Orbit Debt Collections Limited | 7,671          | 23                | £92,052.00           | £12.00         | £12.50         | £95,887.50           | 02/11/2017  | 01/11/2022   | -           | Excluded lease 1954 Act. Current S/C Cap £53,869            |
| 3rd Floor (Part)              | HMRC*                          | 4,161          | 12                | £38,489.25           | £9.25          | £12.50         | £52,012.50           | 01/07/2017  | 31/07/2026   | 05/07/2021  | S/C Cap £33,707. Tenant break: 31/07/2022 & 31/07/2024      |
| 3rd Floor (Part)              | HMRC*                          | 4,173          | 12                | £38,600.25           | £9.25          | £12.50         | £52,162.50           | 22/07/2016  | 31/07/2026   | 05/07/2021  | S/C Cap £34,682. Tenant break: 31/07/2022 & 31/07/2024      |
| 4th Floor                     | HMRC*                          | 8,390          | 25                | £77,607.50           | £9.25          | £12.50         | £104,875.00          | 22/07/2016  | 31/07/2026   | 05/07/2021  | S/C Cap £69,731. Tenant break: 31/07/2022 & 31/07/2024      |
| 5th Floor                     | HMRC*                          | 8,390          | 25                | £77,607.50           | £9.25          | £12.50         | £104,875.00          | 01/07/2017  | 31/07/2026   | 05/07/2021  | S/C Cap £67,965. Tenant break: 31/07/2022 & 31/07/2024      |
| 6th Floor                     | HMRC*                          | 8,350          | 25                | £77,237.50           | £9.25          | £12.50         | £104,375.00          | 22/07/2016  | 31/07/2026   | 05/07/2021  | S/C Cap £69,398. Tenant break: 31/07/2022 & 31/07/2024      |
| 7th Floor                     | Fujitsu Services Limited       | 8,390          | 25                | £104,875.00          | £12.50         | £12.50         | £104,875.00          | 01/07/2017  | 30/06/2022   | -           | S/C Cap £53,402. Tenant break: 30/06/2020                   |
| 8th Floor (Part)              | Kare Plus Franchising Limited  | 4,195          | 17                | £31,642.00           | £7.54          | £12.50         | £52,437.50           | 14/12/2015  | 13/12/2020   | -           | Guaranteed by Curae Limited. S/C Cap £30,901                |
| 8th Floor (Part)              | Kare Plus Franchising Limited  | 4,195          | 12                | £52,437.50           | £12.50         | £12.50         | £52,437.50           | 15/08/2016  | 13/12/2020   | -           | Sub-let to Fujitsu g'teed by Curae Limited. S/C Cap £30,901 |
| 9th Floor                     | HMRC*                          | 8,370          | 25                | £77,422.50           | £9.25          | £12.50         | £104,625.00          | 22/07/2016  | 31/07/2026   | 05/07/2021  | S/C Cap £69,565. Tenant break: 31/07/2022 & 31/07/2024      |
| 10th Floor                    | HMRC*                          | 8,370          | 25                | £77,422.50           | £9.25          | £12.50         | £104,625.00          | 22/07/2016  | 31/07/2026   | 05/07/2021  | S/C Cap £69,565. Tenant break: 31/07/2022 & 31/07/2024      |
| <b>Total</b>                  |                                | <b>89,806</b>  | <b>271</b>        | <b>£930,945.50</b>   | <b>£10.37</b>  | <b>£12.00</b>  | <b>£1,122,575.00</b> |             |              |             |   |
| <b>PLAZA 2</b>                |                                |                |                   |                      |                |                |                      |             |              |             |   |
| Lower Ground Flr              | Caffe Kix                      | 1,854          |                   | £24,200              | £13.05         | £13.50         | £25,029.00           | 19/08/2011  | 18/08/2021   | -           | Excluded lease 1954 Act, turnover rent review               |
| Ground Floor                  | HMRC*                          | 11,115         | 34                | £102,813.75          | £9.25          | £12.50         | £138,937.50          | 01/07/2017  | 31/07/2026   | 05/07/2021  | S/C Cap £78,874   |
| 1st Floor (Part)              | HMRC*                          | 6,727          | 21                | £62,224.75           | £9.25          | £12.50         | £84,087.50           | 01/07/2017  | 31/07/2026   | 05/07/2021  | S/C Cap £47,736   |
| 1st Floor (Part)              | HMRC*                          | 4,388          | 13                | £40,589.00           | £9.25          | £12.50         | £54,850.00           | 05/07/2016  | 31/07/2026   | 05/07/2021  | S/C Cap £31,138   |
| 2nd Floor                     | HMRC*                          | 12,053         | 36                | £95,580.29           | £7.93          | £12.50         | £150,662.50          | 30/10/2015  | 29/10/2022   | 30/10/2020  | S/C Cap £85,530. Tenant break: 29/10/2020                   |
| 3rd Floor (Part)              | HMRC*                          | 12,053         | 36                | £111,490.25          | £9.25          | £12.50         | £150,662.50          | 01/07/2017  | 31/07/2026   | 05/07/2021  | S/C Cap £85,530   |
| 4th Floor                     | HMRC*                          | 12,053         | 36                | £111,490.25          | £9.25          | £12.50         | £150,662.50          | 05/07/2016  | 31/07/2026   | 05/07/2021  | S/C Cap £85,530   |
| 5th Floor                     | HMRC*                          | 12,053         | 36                | £111,490.25          | £9.25          | £12.50         | £150,662.50          | 05/07/2016  | 31/07/2026   | 05/07/2021  | S/C Cap £85,530   |
| Plant & UPS Room              | HMRC*                          | -              | -                 | £1,200.00            | -              | -              | £1,200.00            | -           | 31/07/2026   | -           | -   |
| <b>Total</b>                  |                                | <b>72,296</b>  | <b>212</b>        | <b>£661,079</b>      | <b>£9.14</b>   | <b>£12.50</b>  | <b>£905,554.00</b>   |             |              |             |   |
| <b>ADDITIONAL CAR PARKING</b> |                                |                |                   |                      |                |                |                      |             |              |             |   |
| Car Parking                   | CapGemini UK Plc               | -              | 81                | £38,880.00           | £480.00        | £500.00        | £25,500.00           | -           | -            | -           | Licence   |
| Car Parking                   | Fujitsu Services Limited       | -              | 30                | £14,400.00           | £480.00        | £500.00        | £15,000.00           | -           | -            | -           | Licence   |
| Car Parking                   | Fujitsu Services Limited       | -              | 46                | £22,080.00           | £480.00        | £500.00        | £23,000.00           | -           | -            | -           | Licence   |
| <b>Total</b>                  |                                |                | <b>157</b>        | <b>£75,360.00</b>    | <b>£480.00</b> | <b>£500.00</b> | <b>£78,500.00</b>    |             |              |             |   |
| <b>TOTAL</b>                  |                                | <b>162,102</b> | <b>640</b>        | <b>£1,667,384.04</b> | <b>£10.29</b>  |                | <b>£2,106,629.00</b> |             |              |             |   |

\*The Secretary of State for Communities and Local Government



## COVENANT

### The Secretary of State for Communities & Local Government (HMRC) 66.4% of the total income

Her Majesty's Revenue and Custom is a non-ministerial department of the UK Government, which is responsible for the collection of taxes, the distribution of payments for child benefits and additional state support, the enforcement of minimum wage and the administration of National Insurance and money laundering. HMRC have reorganised the structure of their department and in turn their real estate requirements. The company employs approximately 56,000 people throughout the UK and operates from 13 regional centres. As part of the departments re-model they have identified 5 specialist sites throughout the UK which will enable work that cannot be undertaken elsewhere, notably where HMRC needs suppliers or other Government agencies or departments. **The specialist sites identified are Telford, Dover, Gartcosh, Worthing and Ipswich.** The Telford office provides support to the department's IT systems and infrastructure throughout the UK. **The department has identified Telford to undertake this specialist work due to the existing occupiers within the locality. Fujitsu and Capgemini are both subcontracted by the Governmental department to both advise and support on IT related functions.**

The covenant strength is considered undoubted.

### KarePlus Franchising Limited (07309400) 5.1% of total income

KarePlus was established in 1989 and is recognised as one of the fastest growing providers of healthcare with 81 branches in the UK. The business is made up of four services which include The Caring Company which provides support services across a number of residential establishments, private hospitals, local councils, private clients and homes visits. Nursing & Healthcare Recruitment Specialists which supply's professionals to both public and private sector organisations to work in Hospitals, Nursing and Residential homes. KarePlus Homecare Services and KarePlus Supported Living offering 24-hour in house healthcare to a range of clients.

Kare Plus National Limited has an Experian Credit Score of 76, Below Average Risk. The company has a Credit Limit of £44,000 and a Credit Rating £22,000. The latest summary of their accounts are as follows;

| £             | 31/10/2018 | 31/10/2017 | 31/10/2016 |
|---------------|------------|------------|------------|
| Net Worth (£) | 340,019    | 217,218    | 476,203    |

### Fujitsu Services Ltd (00096056) 8.5% of the total income

Fujitsu is a multinational corporation and is a member of the Global 500 largest companies. The company operates in 100 countries and employs over 156,000 people. The company is the 4th largest IT services provider (2018) in the world offering a range of services to help enhance organisations and business productivity and performance. Fujitsu is listed on the Tokyo Stock Exchange and reported a global revenue of £31.21 billion. In the UK the business provides IT consulting services, technology products, managed services, cloud-based solutions and systems integration.

Fujitsu Services Ltd has an Experian rating of 100, Very Low Risk. The company has a Credit Limit of £10,000,000 and a Credit Rating of £6,200,000. The latest summary of their accounts are as follows;

| £                                | 31/03/2018    | 31/03/2017    | 31/03/2016    |
|----------------------------------|---------------|---------------|---------------|
| Turnover                         | 1,501,500,000 | 1,545,400,000 | 1,595,100,000 |
| Pre-Tax Profit                   | -2,800,000    | 26,400,000    | 84,100,000    |
| Net Current Assets (Liabilities) | 484,600,000   | 384,000,000   | 410,000,000   |

### Hillesden Securities Limited 5.6% of total income

Hillesden Securities Limited trading as DLC are a leading debt collection agency which provide credit control, debt collection, debt purchase, debt recovery, Tracing and Litigation services to a variety of renowned corporate bodies. DLC were established in 1979 and is part of the Cabot Credit management group of companies. The group has purchased over 5.5 million customer accounts and employs over 1300 people across offices in Telford, Kings Hill, Dublin, Worthing and London. DLC is an appointed representative of Wescot Credit Services Limited which is authorised and regulated by the Financial Conduct Authority (FCA).

Hillesden Securities Limited have an Experian Credit Score of 91, Very Low Risk. The company has a Credit Limit of £190,000 and a Credit Rating of £63,000. The latest summary of their accounts are as follows;

| £                  | 31/12/2017  | 31/12/2016  |
|--------------------|-------------|-------------|
| Turnover (£)       | 8,104,000   | 11,670,000  |
| Pre-Tax Profit (£) | -10,490,000 | 3,043,000   |
| Net Worth (£)      | 133,704,000 | 142,126,000 |

### Capgemini UK Plc (00943935) 7.4% of the total income

Capgemini is a multinational corporation which operates in 40 countries and employs over 200,000 people. The group reported a global revenue of 13.2 billion Euros (2018). Capgemini UK Plc is the business's UK entity and is made up of two subsidiary companies Capgemini Invent and Sogeti. Capgemini Invent is the company's digital innovation, consulting and transforming brand. Sogeti provides custom solutions to businesses from existing and emerging technologies to accelerate processes to create viable outcomes. Capgemini UK Plc has 3 UK offices located in Telford, Woking and Central London.

Capgemini UK Plc has an Experian credit score of 100, Very Low Risk. The company has a Credit Limit of £10,000,000 and a Credit Rating of £5,000,000. The latest summary of their accounts are as follows;

| £              | 31/12/2018    | 31/12/2017    | 31/12/2016    |
|----------------|---------------|---------------|---------------|
| Turnover       | 1,486,658,000 | 1,555,534,000 | 1,447,696,000 |
| Pre-Tax Profit | 79,182,000    | 76,184,000    | 129,046,000   |
| Net Worth      | 79,193,000    | -96,369,000   | -258,366,000  |

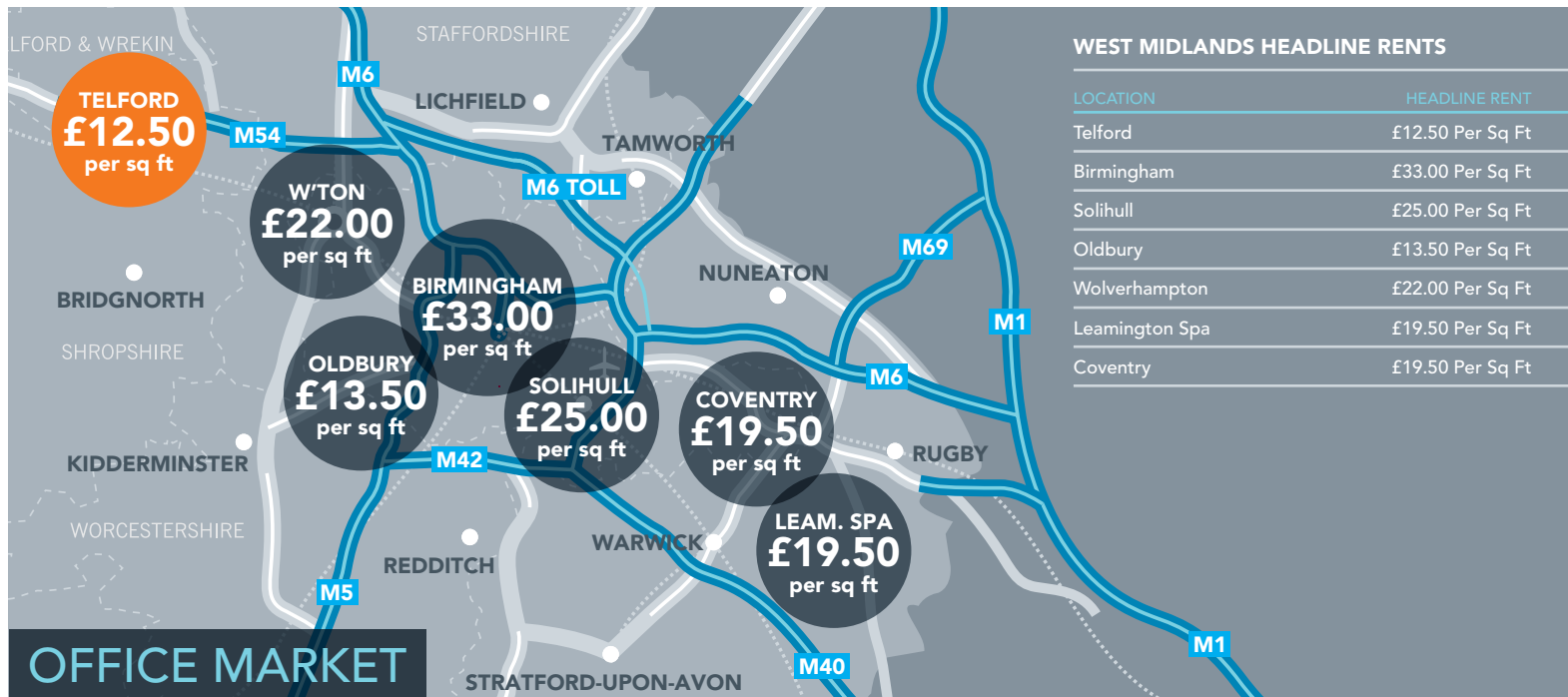
### Orbit Debt Collections Limited (06476959) 5.6% of the total income

Orbit Services has been established for 20 years and work with UK Water companies to offer ethical, transparent tailor-made support to customers for their bill payments. In addition, Orbit offer their clients training services to enable them to bring their debt collection services in house. Orbit work with both national utility providers such as Severn Trent, Southern Water, Npower, EDF and local authorities such as Leeds City Council, Sheffield City Council, Islington Borough Council and Sunderland City Council.

Orbit Securities Limited have an Experian Credit Score of 100, Very Low Risk. The company has a Credit Limit of £170,000 and a credit Rating of £56,000. The latest summary of their accounts is as follows;

| £                  | 31/12/2017 | 31/12/2016 |
|--------------------|------------|------------|
| Turnover (£)       | 6,540,000  | 3,947,021  |
| Pre-Tax Profit (£) | 423,000    | 567,618    |
| Net Worth (£)      | 1,419,000  | 1,122,002  |





**WEST MIDLANDS HEADLINE RENTS**

| LOCATION       | HEADLINE RENT    |
|----------------|------------------|
| Telford        | £12.50 Per Sq Ft |
| Birmingham     | £33.00 Per Sq Ft |
| Solihull       | £25.00 Per Sq Ft |
| Oldbury        | £13.50 Per Sq Ft |
| Wolverhampton  | £22.00 Per Sq Ft |
| Leamington Spa | £19.50 Per Sq Ft |
| Coventry       | £19.50 Per Sq Ft |

**Telford & Wrekin provides an affordable alternative to the dominant West Midlands sub markets**

**TELFORD & WREKIN OFFICE MARKET**

- 12 MONTH PREDICTED RENTAL GROWTH **1.6%-5.5%**
- RENTAL GROWTH PAST 12 MONTHS **0.9%**
- CURRENT VACANCY RATES **6.8%**
- 12 MONTH PREDICTED VACANCY RATE **6.2%**

**WEST MIDLANDS OFFICE MARKET**

The West Midlands office market remains resilient and has demonstrated strong levels of rental growth in the last few years. Birmingham remains at the forefront both in rental growth and take up in the region which has been underpinned by a flurry of larger deals such as the letting of Six Brindley Place (97,000 sq ft) to WeWork in Q2 of 2019. The success Birmingham is currently experiencing is consistent throughout the wider region with vacancy rates down to 4.9% which is -0.4% on the previous year.

The regions inventory stands at 69.5 million sq ft which is up 200,000 sq ft on the previous year. There is currently a further 204,000 sq ft under construction, evidencing occupier demand for the region. The average rent across the West Midlands office market is £15.50 per sq ft which is a marginal increase of £0.05 on the previous year. Forecasts for the region remain positive with rent growth predicted to increase over the next 5 years with average rents increasing to £16.50 by Q4 of 2023. Current headline rents in the region are outlined above.

**The average rent across the West Midlands office market is £15.50 per sq ft**

**TELFORD OFFICE MARKET**

Telford & Wrekin is a submarket of the West Midlands and provides in excess of 2 million Sq Ft of office accommodation. According to Co-Star vacancy rates are running at 6.8% which is 1.4% down on the last 12 months and 2.1% down on the markets historical average. Forecasts remain positive with analysts predicting a further vacancy rate drop to 6.2% over the next 12 months.

There have been no new offices developed in Telford & Wrekin over the past 5 years and there are no new office schemes in the region's development pipeline. Despite a lack of construction, accommodation levels have reduced with the demolition of Boyd House and Reynolds House in 2018 by approximately 60,000 sq ft.

A decrease in both accommodation levels and vacancy rates has helped aid rental growth which is at 0.9% over the past 12 months. Analysts in the region predict a bright future and a spike in rental growth by approximately 1.6% - 5.5% over the next year.

There is already evidence of growth in the region with headline rents having been achieved at £12.50 per sq ft.

Telford & Wrekin provides an affordable alternative to those dominant West Midlands sub markets such as Birmingham, Coventry and Solihull. It appeals to large employers who are able to attain Grade A accommodation at a below Midlands market rate in a location which is facilitated by strong commuter links and an accessible workforce.



# INVESTMENT MARKET

Demand for good quality office investments in the region has remained strong with a number of high profile transactions highlighted below;



**A Vodaphone Call Centre**  
 Eturia Valley, Forge Lane, Stoke-On-Trent, St1 5GP

| DATE      | FLOOR AREA (sq ft) | SALE PRICE (£) | CAPITAL VALUE (£psf) | NIY   | WAULT |
|-----------|--------------------|----------------|----------------------|-------|-------|
| June 2019 | 80,855             | £11,850,000    | £146.50              | 7.23% | 10    |

**B Fujitsu Services Limited**  
 Birmingham Business Park, Solihull, B37 7YU

| DATE     | FLOOR AREA (sq ft) | SALE PRICE (£) | CAPITAL VALUE (£psf) | NIY   | WAULT |
|----------|--------------------|----------------|----------------------|-------|-------|
| Dec 2018 | 120,769            | £18,500,000    | £153.19              | 6.78% | 6     |

**C Yarnfield Park Traning Centre**  
 Yarkfield Park, Stone, ST15 5GP

| DATE     | FLOOR AREA (sq ft) | SALE PRICE (£) | CAPITAL VALUE (£psf) | NIY   | WAULT |
|----------|--------------------|----------------|----------------------|-------|-------|
| Dec 2018 | 137,360            | £16,000,000    | £116.48              | 6.30% |       |

**D Unit 2 Airwave Solutions Ltd**  
 Bailey Road, Rugby, CV23 0PD

| DATE     | FLOOR AREA (sq ft) | SALE PRICE (£) | CAPITAL VALUE (£psf) | NIY   | WAULT |
|----------|--------------------|----------------|----------------------|-------|-------|
| Oct 2018 | 39,328             | £11,150,000    | £283.51              | 6.75% |       |

**E One Warwick Technology Park**  
 Gallows Hills, Warwick, CV34 6DA

| DATE     | FLOOR AREA (sq ft) | SALE PRICE (£) | CAPITAL VALUE (£psf) | NIY   | WAULT |
|----------|--------------------|----------------|----------------------|-------|-------|
| Aug 2018 | 49,571             | £13,325,000    | £268.81              | 6.92% | 5.69  |

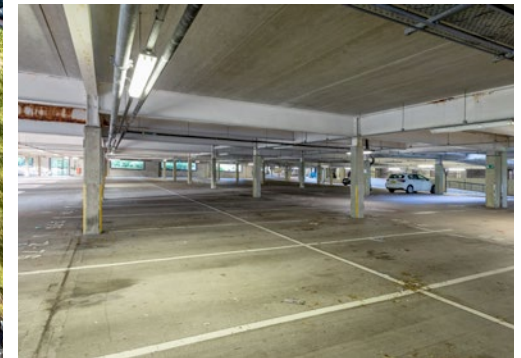
**F Swallowfield One**  
 Swallowfield Courtyard, Wolverhampton Road, Oldbury, B69 2AG

| DATE     | FLOOR AREA (sq ft) | SALE PRICE (£) | CAPITAL VALUE (£psf) | NIY   | WAULT |
|----------|--------------------|----------------|----------------------|-------|-------|
| May 2018 | 110,000            | £23,950,000    | £217.73              | 6.50% | 10    |

**G Princess House**  
 The Square, Shrewsbury, SY1 1JZ

| DATE     | FLOOR AREA (sq ft) | SALE PRICE (£) | CAPITAL VALUE (£psf) | NIY   | WAULT |
|----------|--------------------|----------------|----------------------|-------|-------|
| Apr 2018 | 50,400             | £12,400,000    | £246.01              | 6.40% |       |





## SERVICE CHARGE

Excluding recent refurbishment costs the current service charge budget expenditure is £1,233,395 pa which equates to £7.60 per sq ft overall. There is currently a Landlord's service charge shortfall however we propose that the vendor top's up the shortfall for three years as part of the sale. Further details are available on request.

## EPC

Plaza One has an EPC rating of D.

Plaza Two has an EPC rating of C.

Copies of the EPC certificates are available upon request.

## VAT

The property is elected for VAT and will be chargeable on the purchase price however we anticipate that the sale will be structured by way of a T.O.G.C.





## PROPOSAL

We are instructed to seek offers in excess of **£20,700,000** (**Twenty Million Seven Hundred Thousand Pounds**) subject to contract and exclusive of VAT, a purchase at his level reflects a **Net Initial Yield of 7.55%** after allowing for usual purchases costs of 6.75% and a **low capital value of £127.70 per sq. ft.** and a **reversionary yield of 9.53%**.

**PROPOSAL**  
(IN EXCESS OF) **£20,700,000**

**NET INITIAL**  
**YIELD 7.55%**

**REVERSIONARY**  
**YIELD 9.53%**

**LOW CAPITAL**  
**VALUE £127.70 PER**  
**SQ. FT**

## FURTHER INFORMATION

For further information or to arrange an inspection please contact:

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