



# THE SOLENT CENTRE

SOLENT BUSINESS PARK  
FAREHAM PO15 7AW



FREEHOLD SOUTH COAST OFFICE  
INVESTMENT WITH SIGNIFICANT  
ASSET MANAGEMENT OPPORTUNITIES



## INVESTMENT SUMMARY

- Solent Business Park is the premier business park on the South Coast equidistant between Portsmouth and Southampton.
- The estate totals c.1.4 million sq ft of office accommodation and is home to numerous multi-national companies.
- It has unrivalled connectivity being adjacent to Junction 9 of the M27 motorway as well as being served by two railway stations and Southampton Airport within 10 miles.
- The Solent Centre comprises three detached buildings set within landscaped grounds.
- Each property is mixed use, benefitting from retail facilities on the ground floor with modern open plan offices arranged over first and second floors.
- A number of the office suites have been refurbished as have the common parts of all three buildings.
- Total floor area of 68,025 sq ft.
- Excellent car parking ratio of 1:182 sq ft (374 spaces).
- Multi let to 20 tenants with a WAULT of 4.83 years to expiries and 3.17 years to breaks.
- Total rent of £841,937 pa
- Low average rent of £11.38 psf on the office accommodation, excluding vendor rent guarantees.
- Prime rents on Solent Business Park are now £19 psf, demonstrating the property's reversionary potential.
- Numerous asset management opportunities to enhance the income profile, improve the WAULT, increase the rental tone and drive income returns.
- Offers are sought in excess of **£9,500,000 (NINE MILLION FIVE HUNDRED THOUSAND POUNDS)**, subject to contract and exclusive of VAT.
- A price at this level reflects a **net initial yield of 8.30%**, assuming purchaser's costs of 6.7%.
- Low capital value of £140 psf, compared with other investments in the South East.





- |                                     |   |  |   |  |   |
|-------------------------------------|---|--|---|--|---|
| 1. <b>Solent Centre</b>             | 8. Fulcrum Business Centre                              | 13. Forum 4<br>Innovation Group<br>Ranstad                         | 18. 1480 Parkway<br>St James's Place Wealth<br>Management                       | 22. 1600 Parkway - Spectrum<br>BMT<br>Flight Data Services<br>Mitie                              | 26. 4000 Parkway<br>National Air Traffic Service (NATS) |
| 2. Solent Hotel & Spa               | 9. Fusion 1, 2 & 3<br>ITV Meridian<br>Cobham<br>Optegra | 14. Forum 5<br>Peach Telecomm                                      | 19. 1490 Parkway<br>Utilita Services  | 23. 1620-1627, 1630-1638,<br>& 1640-1649 Parkway<br>RGIS<br>Chubb<br>Whiteley Village Vet Centre | 27. The Links<br>Menzies<br>Onecom<br>Omron             |
| 3. Meadowside Leisure Centre        | 10. 1300 Parkway<br>Innovation Group                    | 15. Forum 6<br>Specsavers  | 20. 1560, 1570, 1580 & 1590<br>Parkway<br>Tikit<br>8 Wealth Management<br>Atmel | 24. 1650 Parkway - Prism<br>Multi let  | 28. 4500 Parkway<br>Covidien<br>Indra                   |
| 4. Cineworld Cinema                 | 11. Forum 1<br>HSBC                                     | 16. 1450 Parkway<br>Matchtech                                      | 21. 1550 Parkway<br>Shoosmiths  | 25. The Zurich Centre<br>Zurich  | 29. 4600 Parkway<br>Northrop Grumman                    |
| 5. Whiteley Shopping Centre         | 12. Forum 3<br>Regus<br>Interbay<br>Aztec Group         | 17. 1460 Solent House<br>Cunningham Lindsey<br>8 Wealth Management |   |  |   |
| 6. Tesco Superstore                 |   |  |   |  |   |
| 7. Parsons Collar<br>(Public House) |   |  |   |  |   |



← 3500





← 3600





← 3700





## LOCATION

Solent Business Park forms a significant part of the South Coast office market which comprises the major commercial centres of Southampton, Portsmouth, Bournemouth and Brighton. It is the largest commercial cluster in the South of England outside Greater London.

Southampton is one of the largest commercial centres in the South East and is the largest city on the South Coast. The wider Southampton office market, incorporating Eastleigh and Chandlers Ford as well as Solent Business Park, has an estimated office stock of 9.1 million sq ft.

The South Coast is internationally renowned for its expertise in aerospace, defence, marine and automotive however is now primarily driven by the service sector, in particular by finance, insurance and legal firms. Major international occupiers include HSBC, PWC, Zurich, Ageas and Royal Bank of Scotland.



# COMMUNICATIONS

## ROAD

Solent Business Park is accessed directly from Junction 9 of the M27 motorway which runs from Southampton to the west and Havant to the east, providing excellent road communications to the South Coast and national motorway network.

Road	Distance
M27 (Junction 9)	0.5 miles
Southampton	10 miles
Portsmouth	10 miles
Winchester	22 miles
Bournemouth	42 miles
Brighton	55 miles
Reading	55 miles
London	80 miles

## RAIL

Solent Business Park is served by three key railway stations located within 10 miles of the Park, providing direct links to Central London and the South Coast.

### Swanwick

(1 mile from Solent Business Park)

Rail	Time
Southampton Central	17 mins
Portsmouth & Southsea	33 mins
Brighton	1 hr 28 mins
London Victoria	2 hrs 8 mins

### Fareham

(5 miles from Solent Business Park)

Rail	Time
Southampton Central	20 mins
Portsmouth Harbour	27 mins
Brighton	1 hr 15 mins
London Waterloo	1 hr 39 mins

### Southampton Airport Parkway

(10 miles from Solent Business Park)

Rail	Time
Winchester	7 mins
Bournemouth	38 mins
Reading	40 mins
Clapham Junction	1 hr 4 mins
London Waterloo	1 hr 10 mins
Birmingham New Street	2 hrs 25 mins

## AIR

Southampton International Airport is the main airport for the South Coast, handling over 1.8 million passengers annually and serving 40 destinations across the UK and Europe.

Air	Distance
Southampton Airport	10 miles
Heathrow Airport	69 miles
Gatwick Airport	70 miles

## SEA

Solent Business Park is strategically located between the two internationally recognised ports of Southampton and Portsmouth. The Port of Southampton is the UK's busiest cruise terminal and the second largest container port. Portsmouth International Port handles over 3.5 million people and two million tonnes of imports and exports annually.

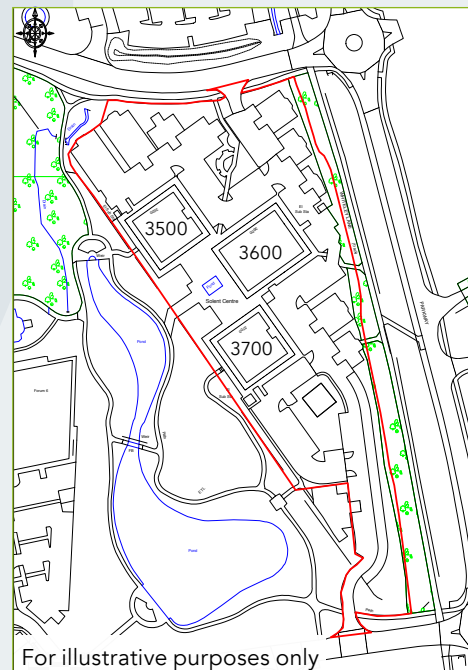
Sea	Distance
Port of Southampton	10 miles
Portsmouth International Port	11 miles



Solent Business Park  
is the South Coast's  
premier business park







## DESCRIPTION

The Solent Centre is a recently refurbished, mixed use scheme with ground floor retail facilities and modern, open plan office accommodation on first and second floors. Constructed in the 1990's, the three individual buildings known as 3500, 3600 and 3700 are set within mature landscaped grounds.

The ground floor of each of the three buildings provide amenities for the wider Solent Business Park and includes cafes (dine in and takeaway options), hairdressers and a dental practice.

The vendor has undertaken a phased refurbishment of the accommodation, this space benefits from the following specification:

- Full access raised floors
- Central heating system
- Suspended ceilings
- Recessed lighting
- Comfort cooling
- Upgraded WCs

In addition, the common parts of all three buildings, including the receptions and core areas, have been fully refurbished.

## CAR PARKING

There are a total of 374 car parking spaces, providing an exceptional car parking ratio of 1:182 sq ft.


This represents one of the best ratios on the park with the majority of other buildings offering 1:200 sq ft +.

## SITE

The properties are situated on a large, landscaped site of approximately 4.80 acres resulting in a low site density of 15%.



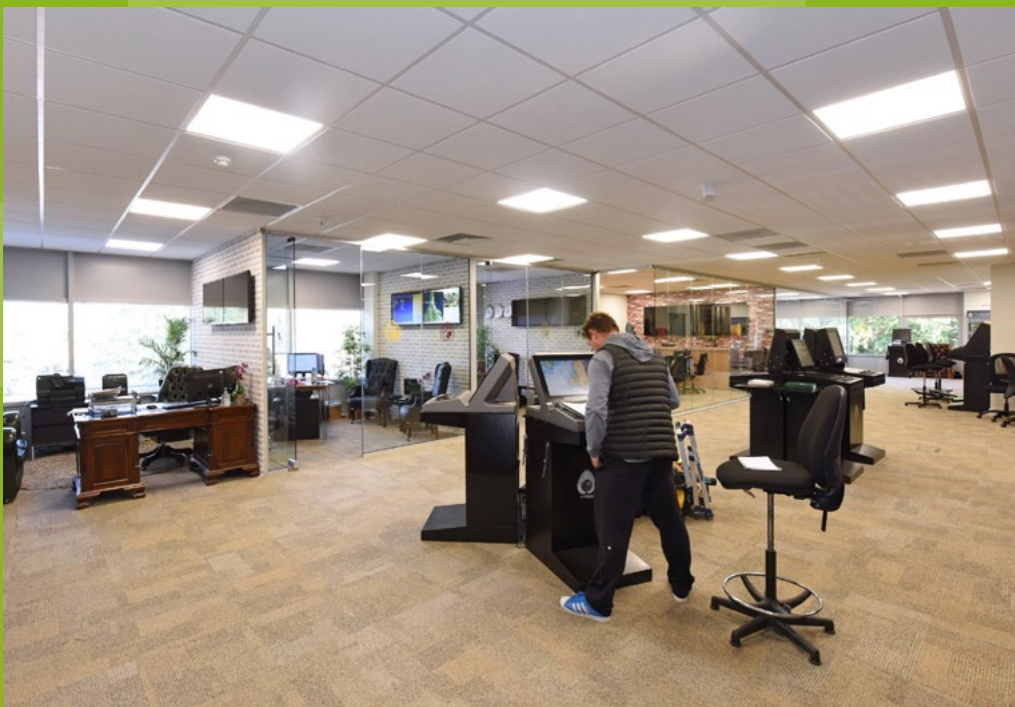
# ACCOMMODATION & TENANCIES

 Retail element

Unit	Tenant	NIA (sq ft)	Parking Spaces	Lease Start	Lease Expiry	Inside/ Outside Act	Next Rent Review	Break Date	Rent (£pa)	Rent (£psf)	Refurbished	CreditSafe Rating (Out of 100)*	Comments
<b>3500</b>													
Building 3500, Ground Floor Shop A	DP Realty Ltd, t/a Dominos Pizza	1,076	6	01-Jul-08	30-Jun-28	Inside	01-Jul-18		£17,000	£15.80		61	
Building 3500, Ground Floor Shop B	Subway Realty Ltd, t/a Subway	2,204	2	26-Sep-08	25-Sep-23	Inside	26-Sep-18		£24,000	£10.89		76	
Building 3500, Ground Floor	Ian Leslie Capewell	1,088	5	29-Sep-13	28-Sep-28	Inside	29-Sep-18	29-Sep-23	£12,500	£11.49		-	
Building 3500, 1st Floor, Suite 1	Anson Operations (UK) Ltd	1,823	8	01-Jun-17	31-May-22	Outside			£27,350	£15.00		16	
Building 3500, 1st Floor, Suite 2	Softcat Plc	3,073	15	09-Oct-17	08-Oct-23	Inside	08-Oct-20	08-Oct-20	£40,000	£13.02	Yes	87	Additional 2 months rent free if tenant does not break.
Building 3500, Part 1st Floor	Office Team Ltd	2,567	13	01-Jun-17	31-May-27	Inside	01-Jun-22	31-May-22	£33,375	£13.00	Yes	49	9 months rent free and 18 months half rent. S/Cs capped at £8psf.
Building 3500, Part 2nd Floor	Vacant	6,267	65						£81,471	£13.00	Yes	-	12 months rent (£13 psf), rates and service charge vendor guarantee
Building 3500, Part 2nd Floor (B)	Vacant	1,979	20						£25,727	£13.00	Yes	-	12 months rent (£13 psf), rates and service charge vendor guarantee
<b>3600</b>													
Building 3600, Ground Floor Shop 1	Not for Cats Ltd, t/a Not for Cats	579	2	10-Nov-16	09-Nov-21	Outside		09-Nov-19	£11,580	£20.00		23	Personal guarantee from Mr Gainey and Ms King. £7,500 rent deposit
Building 3600, Ground Floor Shop 2	Kelly Shaw & Kelly Shaw Consultancy Ltd, t/a K-Spa Beauty	860	2	31-Oct-13	30-Oct-23	Outside	31-Oct-18		£16,020	£18.63		68	
Building 3600, Ground Floor Shop 3	Douglas Ross t/a Barber Shop	421	2	06-Oct-16	05-Oct-26	Outside	06-Oct-21		£10,388	£24.67		-	
Building 3600, Ground Floor, Part A	Sneaky Dog Escapes	1,547	7	TBC	TBC		TBC		£26,299	£17.00	To be refurbished.	47	UNDER OFFER: 5 year lease, 3 year break (6 months notice) at £17 psf inclusive of S/C. 4.5 months rent free. Subject to planning for Escape Room use and landlord's sub-division works.
Building 3600, Ground Floor, Part B	Alto Marketing Ltd	987	10	TBC	TBC		TBC		£14,805	£15.00	To be refurbished.	96	UNDER OFFER: Alto Marketing Ltd. 5 year lease, 3 year break at £15 psf. 14 weeks rent free. Subject to landlord sub-division works.
Building 3600, Ground Floor, Part C	Future U Fitness Ltd	996	4	TBC	TBC		TBC		£14,940	£15.00	To be refurbished.	49	Heads of Terms agreed to Future U Fitness Ltd. Personal trainer / Gym operator. 5 year lease, 3 year break, £15psf, 6 months rent free, 6 month rent deposit + personal guarantee. Subject to landlord sub-division works.
Building 3600, Ground Floor, Part D	Vacant	533	5						£7,995	£15.00		-	In discussions with Burrito takeaway business. 5 year lease, 3 year break at £15 psf. 6 months rent free. Subject to landlord sub-division works.
Building 3600, Ground Floor, Part E	Not for Cats Ltd, t/a Not for Cats	471	4	TBC	TBC		TBC		£9,420	£20.00	To be refurbished.	23	Heads of Terms agreed for lease re-gear, extending existing shop (shop 1, ground floor 3600). New 5 year lease of combined unit at a rent of £21,000 (£20 psf). 4 months rent free. Personal guarantees.
Building 3600, 1st Floor Office A	R McCann, N Critchley, P McCarthy & T Myles, t/a Horwich Farrelly	5,823	28	25-Apr-16	24-Apr-26	Outside	25-Apr-21	25-Apr-21	£75,699	£13.00		-	
Building 3600, 1st Floor Office B	ECDIS Ltd	4,644	23	01-Jun-18	31-May-23	Outside			£39,940	£8.60	Yes	-	No rent free period.
Building 3600, 2nd Floor	Serenity Holidays Ltd	11,040	56	14-May-10	13-Jul-20	Inside			£102,000	£9.24		-	
<b>3700</b>													
Building 3700, Ground Floor Shop 1	Fresh to Desk Ltd	1,520	7	21-Jan-16	20-Jan-26	Outside	21-Jan-21	20-Jan-21	£22,800	£15.00		50	21.08.16 to 20.01.19: £18,240 pa 21.01.19 to 20.01.20: £21,280 pa 21.01.20 to 20.01.21: £22,800 pa
Building 3700, Ground Floor Shop 2	Mr SE Rampton & Ms AJ Rampton, t/a Ramptons	948	6	23-Dec-16	22-Dec-21	Outside			£14,220	£15.00		75	
Building 3700, Ground Floor Shop 3	Haydn Russell Harding, t/a Trenchers Café	1,922	10	29-Sep-11	28-Sep-21	Inside			£25,000	£13.01		-	
Building 3700, 1st Floor, Office A	Saltus Partners LLP	3,516	17	29-Jul-16	28-Jul-26	Outside	28-Jul-21	29-Jul-21	£45,708	£13.00	Yes	86	6 months rent free if tenant does not break in year 5.
Building 3700, 1st Floor, Office B	Zentive Ltd	1,654	7	15-Sep-17	14-Sep-22	Outside			£21,500	£13.00	Yes	96	
Building 3700, 1st Floor, Office C	Zentive Ltd	2,669	13	03-May-16	14-Sep-22	Outside			£34,700	£13.00		96	Reversionary lease granted from May 2021
Building 3700, 2nd Floor, Part A	Fusion People Ltd	2,562	12	02-Sep-13	01-Sep-21	Outside			£31,000	£12.10		65	
Building 3700, 2nd Floor, Part B	Judicium Consulting Ltd	2,521	12	19-Jan-17	31-Jan-22	Outside			£29,500	£11.70		91	
Building 3700, 2nd Floor, Part C	England Associates Ltd	2,735	13	01-May-14	31-May-19	Outside			£27,000	£9.87		44	
<b>TOTAL</b>		<b>68,025</b>	<b>374</b>						<b>£841,937</b>	<b>£12.26</b>			

\* 71 - 100 Very Low Risk | 51 - 70 Low Risk | 30 - 50 Moderate Risk | 21 - 29 High Risk | 1 - 20 Very High Risk







## TENURE

Freehold.

## ESTATE SERVICE CHARGE

The total estate charge budget apportionment for the Solent Centre for the period 01/01/2018 to 31/12/2018 is £17,673.66 which equates to £0.25 psf.

## SERVICE CHARGE

The current budget for the year ending 31 December 2018 is £399,580 which equates to £5.87 psf. Further information is available on request.









# OCCUPATIONAL MARKET

## M27 CORRIDOR

- Solent Business Park sits within the heart of the M27 Corridor office market which comprises circa 12.7 million sq ft.
- The majority of demand is focussed on out of town accommodation driven largely by the lack of good quality, available options in the town centre and a preference for accessible locations with good levels of car parking.
- Availability in the M27 Corridor has fallen substantially over the last few years as a combined result of no new speculative development, sustained tenant demand and absorption of secondary stock for conversion to residential.
- There is currently 1.02 million sq ft of existing available accommodation in the M27 Corridor representing a vacancy rate of 8.50%. Grade A vacancy is just 3.3%
- Speculative development is underway with 20,000 sq ft at Southampton University Science Park (specifically designed to accommodate small incubator users from c. 2,000 sq ft) and 21,000 sq ft at Chilcomb Business Park in Winchester.
- The M27 Corridor has witnessed an increase in headline rents over the last 12 months. Prime Southampton town centre rents have now reached £22.00 per sq ft. Out of town rents also reached £21.50 per sq ft.
- The M27 Corridor has shown robust performance and is set to perform well given the gulf in correlation to performance indicators across similar office centres in the South East.



## SOLENT BUSINESS PARK

- Solent Business Park is the largest and most dominant business park in the M27 Corridor and comprises high quality, predominantly office buildings totalling 1.4 million sq ft across 130 acres.
- The Park's success can be attributed to its high quality environment, its central location on the M27 with good transport connections, its availability of good quality, large buildings with flexible floor plates and its amenity offering.
- Solent Business Park also offers a significant discount in total occupancy costs compared to other key South East locations.
- Current competing availability on Solent Business Park is just 129,856 sq ft representing a vacancy rate of 9%.
- Occupier demand remains strong with circa 150,000 sq ft live, named requirements considering the Park.
- Current prime rents on the Park stand at £18.25 per sq ft. The Solent Centre offers a significant discount to other available options on the Park with a quoting rent of £13.00 per sq ft against a prime quoting rent on the Park of £19.00 per sq ft at Forum 5.
- All competing centres command rents significantly in excess of the passing rent at The Solent Centre as illustrated in the rental map below.





## INVESTMENT MARKET

South East investment volumes have been well ahead of the long-term average in recent years. H1 2018 has witnessed similar market dynamics, with significantly more purchasers looking to invest in the South East than vendors willing to exit, particularly for good-quality multi-let assets with genuine asset management opportunities.

Investment volumes for 2018 stand at £1.24 billion as at end Q2, with a number of significant deals since happened or under offer. Prime yields stand at 5.00%, with parties increasingly prepared to pay keener than this for reversionary assets.

Set out below are some recent comparable transactions:



Date	Address	Area (sq ft)	Tenant	Rent (psf)	WAULT (years)	Price	NIY (%)	Capital Value (psf)
Jun-18	3 Arlington Square, Bracknell	67,995	Multi-Let	£22.67	3.40	£22.65m	6.25	£333
Feb-18	Riverside House, Windsor	25,974	Multi-Let	£35.59	4.30	£15.84m	5.37	£610
Jan-18	1-7 Stoke Road, Guildford	37,360	Clyde & Co LLP	£24.25	4.10	£14.69m	5.74	£393
Dec-17	Focal Point, Leatherhead	22,502	Multi-let	£23.10	7.56	£8.00m	6.09	£356
Nov-17	One Station Square, Bracknell	43,313	Multi-let	£20.89	5.70	£12.00m	6.92	£277
Nov-17	1 Dorset Street, Southampton	25,599	Multi-let	£18.70	2.31	£5.20m	2.47	£203
Oct-17	1400 & 1500 Parkway, Fareham	23,017	Matchtech Group (UK) Ltd	£18.25	5.30	£5.43m	7.26	£236





## VAT

The property is elected for VAT. However, it is anticipated that the sale of the property will be treated as a Transfer of a Going Concern (TOGC).

## EPC

Available upon request.

## PROPOSAL

We are instructed to seek offers in excess of **£9,500,000 (NINE MILLION FIVE HUNDRED THOUSAND POUNDS)**, being subject to contract and exclusive of VAT.

A purchase at this level reflects an attractive **net initial yield of 8.30%**, exclusive of purchasers costs 6.7% and low capital value of £140 psf.



## FURTHER INFORMATION

For further information, please do not hesitate to contact one of the below.

Inspections are strictly by appointment only.

**Mathew Finn**

mathew@finnandcompany.co.uk

**Charles Curtis**

charles@finnandcompany.co.uk

**Ali Rana**

ali@finnandcompany.co.uk

**Tom Kerins**

tom@finnandcompany.co.uk



1 Portland Place  
London W1B 1PN

Tel: 020 7631 1202

[www.finnandcompany.co.uk](http://www.finnandcompany.co.uk)

Misrepresentation Act: Finn & Company for themselves and for the vendors of these properties whose agent they are give notice that: 1. These particulars do not constitute, nor constitute any part of the offer for sale or contract for sale. 2. All statements contained in these particulars as to these properties are made without responsibility on the part of Finn & Co or the vendors or lessors. 3. None of the statements contained in these particulars as to these properties are to be relied on as statements or representations of fact. 4. Any intending purchasers must satisfy themselves by inspection or otherwise as to the correctness of each of the statements contained in these particulars. 5. Any plans or photographs or drawings shown in these particulars are to enable prospective purchasers or tenants to locate the properties. The plans are photographically reproduces and therefore not to scale except where expressly stated. The plans or photographs or drawings are not intended to depict the interest to be disposed of. Where location plans are based on Ordnance Survey maps this is with the consent of HM Stationery Office, Crown Copyright Reserved. 6. No warranty or undertaking is given in respect of the repair or condition of the properties or any items expressed to be included in the sale. 7. Any properties or drawings of the relevant properties or part thereof or the neighbouring areas may not depict the properties or the neighbouring areas at the date a prospective purchaser or tenant inspects the brochure. Prospective purchasers or tenants are strongly advised to inspect the properties and neighbouring areas. 8. Finn & Company have not measured the properties and have relied upon clients information. Therefore Finn & Co give no warranty as to their correctness or otherwise and the purchasers must rely on their own measurements. 9. All terms quoted are exclusive of value added tax unless otherwise stated. 10. The vendors do not give and neither Finn & Co nor any person in their employment has any warranty whatsoever in relation to these properties. 11. These details are believed to be correct at the time of compilation but may be subject to subsequent amendment. 12. These details were prepared as of OCTOBER 2018

Adrian Gates Photography & Design: 07710 316 991