

MATALAN

CRICKETERS WAY
BASILDON SS13 1SA



**PRIME SOUTH EAST RETAIL
WAREHOUSE INVESTMENT**



INVESTMENT SUMMARY

- Strong South East location, adjacent to the A127.
- Situated adjacent to an 88,383 sq ft Sainsbury's foodstore.
- Large and affluent catchment with an annual spend of £1.36 bn.
- Modern unit of 35,289 sq ft on ground floor.
- Originally designed for division into 3 units.
- Parking for 139 cars showing a ratio of 1:254 sq ft.
- Freehold.
- Open A1 (non-food) planning consent.
- Let to Matalan at a rent of £632,934 pa, £17.94 psf.
- Secured to Matalan for 9.75 years without break.
- Matalan trade very well from the store.
- Current retailer requirements for a unit of this size.
- £9,100,000 – 6.5% IY.



LOCATION

Basildon is a London commuter town located in the South East of England in the county of Essex. It is a New Town that was created in the aftermath of World War II to accommodate population overspill from London.

Basildon is 26 miles east of Central London, 11 miles south of Chelmsford and 10 miles west of Southend-on-Sea.

The A127 runs to the north of the town and the A13 runs to the south of the town, both of which run west to the M25 and London, and east to the city of Southend-on-Sea.

The London Gateway deep-sea container terminal is located 6 miles south of Basildon, which is the UK's most advanced logistics hub. It occupies a site of 1,500 acres, has the largest rail terminal in the UK and a Local Development Order consented approximately 9.6 million square feet of logistics development.

Regular train services run from Basildon to London's Fenchurch Street station with a fastest journey-time of just 35 minutes.

London's Gatwick, Heathrow and Stansted airports are all easily accessible.





BASILDON TOWN CENTRE

PIPPS HILL RETAIL PARK

Argos

M25 (Jct 29)

FESTIVAL
LEISURE PARK

NEW HOLLAND
AGRICULTURE

MAYFLOWER SHOPPING PARK

NYSE

DHL

COSTCO
CO.UK

COSTA

amazon

KORDA
THINKING TABLE

amazon fresh

Sainsbury's

A127 SOUTHEND ARTERIAL ROAD

MATALAN

PMS

SITUATION

The Matalan is located 1¼ miles north-east of Basildon town centre, east of the town's largest industrial estate and north of the Burnt Mills industrial estate.

The Matalan occupies a site on the northern side of Cricketers Way, immediately east of a 88,383 sq ft Sainsbury's foodstore and petrol filling station.

The surrounding area is a mix of uses. To the east of the property is Lords Court, a development of 11 small office buildings and a 175,000 sq ft distribution unit. To the south is residential housing. The site is bounded to the north by the A127 dual carriageway.

Cricketers Way runs to East Mayne, which in turn runs north to a roundabout junction with the A127.



For indicative purposes only. Not to scale.

“Situated adjacent to an
88,383 sq ft Sainsbury's”



DEMOGRAPHICS

Basildon has a large and affluent catchment. A total of 255,320 people live within a 15 minute drive of the Matalan.

The C1 and C2 social grades are significantly over-represented. Car ownership of 3 or more cars per household is 31% higher than the national average. Home ownership, both with and without a mortgage, is also significantly higher than the national average.

Levels of spending on comparison goods, convenience goods and food/beverage are all above the national average. The 15 minute drive-time catchment has a total spend of £1.36 billion per annum on these goods.

A full demographic report is available upon request.



“Large and affluent catchment with an annual spend of £1.36 bn”



DESCRIPTION

The Matalan comprises a modern purpose-built retail warehouse that was developed in 1995. It is currently let as a single unit to Matalan. The unit is of a steel framed construction with pitched roofs and brick-clad elevations.

It comprises an L-shaped unit of 35,289 sq ft on ground floor, together with a mezzanine floor of 4,614 sq ft used for storage and first floor staff accommodation/office of 1,389 sq ft.

Customer car parking is laid out regularly to the front of the unit. The customer car park is accessed from Cricketers Way. There is parking for 124 cars. There are also 15 spaces for staff cars to the rear in the service yard. In total there are 139 spaces showing an institutional ratio of 1:254 sq ft.

The unit is serviced from a secure yard to the rear, which is accessed from Cricketers Way.

The property was originally designed to be occupied as three separate units. It could easily be reconfigured to be occupied as either two or three separate units.

SITE

The property occupies a regular site of approximately 2.25 acres (0.91 hectares).

TENURE

Freehold.



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PLANNING

Planning consent for the development was originally granted on 27 July 1994 (BAS/338/94). Under this consent the unit has Open A1 (non food) use (now Class E). This consent restricted sub-division to units of less than 10,000 sq ft. This sub-division restriction was lifted in 1997 (BAS/0819/97) but never implemented.

TENANCY

The property is let in its entirety to Matalan Retail Limited on a full repairing and insuring lease for 25 years from 9th July 2001, expiring on the 8th July 2026 and has recently been extended to 8th July 2031. The property is therefore let to Matalan for a further 9.75 years.

The property currently produces an income of £632,934 per annum reflecting £17.94 psf overall on the ground floor area.

The schedule below sets out the tenancy details;

Tenant	Area (sq ft)	Mezz Area (sq ft)	Annual Rent	Rent (psf)	Lease From	Term	Expiry Date	Break	Comment
Matalan Retail Ltd	35,289	6,003	£632,934	£17.94	09/07/2001	25 yrs	08/07/2026 08/07/2031*	-	*Landlord has exercised a PUT option to extend the lease for 5 years from 08/07/2026 subject to a Day One upwards only rent review.



INCOME SECURITY

Matalan is a high quality fashion and homewares retailer that was founded in 1985. Matalan has a portfolio of 230 UK stores and employs over 13,000 people.

Matalan have just announced positive interim trading results stating that full price sales were up 25% in the second quarter to 28 August 2021, resulting in an operating profit of £35m for this quarter.

We understand Matalan trade very well from this store.

The schedule below sets out the most recent financial information on the tenant;

Tenant	D&B Rating	Year Ending	Turnover	Pre-tax Profit (loss)	Net Worth
Matalan Retail Ltd	5A3	29/02/2020	£1.129 bn	(£22m)	£280m
		23/03/2019	£1.103 bn	£28.3m	£305m
		24/02/2018	£1.062 bn	£29.8m	£252m



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RETAIL WAREHOUSING IN BASILDON

There are two retail warehouse parks of consequence in Basildon; Mayflower Shopping Park, which is fashion orientated and located west of the Matalan fronting the A127 and PIPPS Hill Retail Park which is the more traditional bulky goods scheme further to the west. Additionally there is Westgate Shopping Park, which is a hybrid scheme on the edge of the town centre.

Rental levels on Mayflower Shopping Park are £30 psf for standard 10,000 sq ft units. Rents on PIPPS Hill are £22 psf for standard 10,000 sq ft units.

We are aware of a number of retailers with active requirements for Basildon who would consider taking this property in its entirety.

VAT

The property has been elected for VAT purposes so it is expected that the sale will be treated as a Transfer of a Going Concern (TOGC).

EPC

The property has an epc rating of B(43). A copy of the epc is available upon request.



PURCHASE PRICE

Our client is seeking offers in excess of **£9,100,000 (nine million one hundred thousand pounds)** subject to contract and exclusive of VAT for their freehold interest in the property. A purchase at this level will show a **net initial yield of 6.5%** after allowing for purchase costs of 6.8%.

FURTHER INFORMATION

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