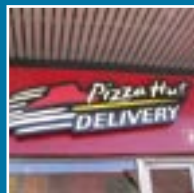




CLARKSTON TOLL

GLASGOW

Retail Parade Investment for Sale



INGLISHOWIE
PROPERTY CONSULTANTS

2 - 22 THE TOLL CLARKSTON GLASGOW

Unbroken Retail Parade Investment for Sale

Investment Summary

- Extremely popular suburban retail parade
- Wealthy immediate catchment, as well as large wider catchment population
- Busy arterial route both between Paisley and East Kilbride as well as into Glasgow City Centre
- Tenant line-up includes a number of national multiple retailers
- Strong income stream with 95% of rent on leases with more than 5 years remaining, 63% on leases in excess of 10 years, and 22% with more than 15 years remaining assuming the letting of Units 19 and 20.
- Potential to develop above the existing parade subject to Planning
- Proven reversionary potential based on renewal and new letting transactions

Offers in excess of **£6.6m** sought, providing attractive Net Initial and Reversionary Yields of 6.28% and 7.00% respectively

LOCATION

Glasgow is Scotland's largest city and the third largest in the UK with a population of approximately 610,000 and an estimated catchment in excess of 2.5 million people.

Glasgow benefits from excellent transport communications with the M8 running through the city and connecting with the M74, M80 and M77 accessing the rest of the UK. The city has 2 main line rail stations accessing the suburbs of the city, major nearby

towns, and many cities throughout the UK. Glasgow International Airport lies approximately 8 miles to the west of the city centre, providing regular domestic and international services.

Glasgow is generally recognised as being the main retailing centre outside London in the UK.

SITUATION

Clarkston is an affluent suburb of Glasgow, lying approximately 7 miles to the south of the city centre.

The Toll forms parts of the A727 the main route between Paisley and East Kilbride and also the main arterial link to Glasgow city centre.

The area benefits from frequent bus services as well as a train station immediately adjacent to the Parade. The subjects form the main retailing pitch for the area and cater for an extensive local catchment.

DESCRIPTION

The subjects comprise an uninterrupted Parade of 17 retail units with car parking for approximately 74 vehicles above.

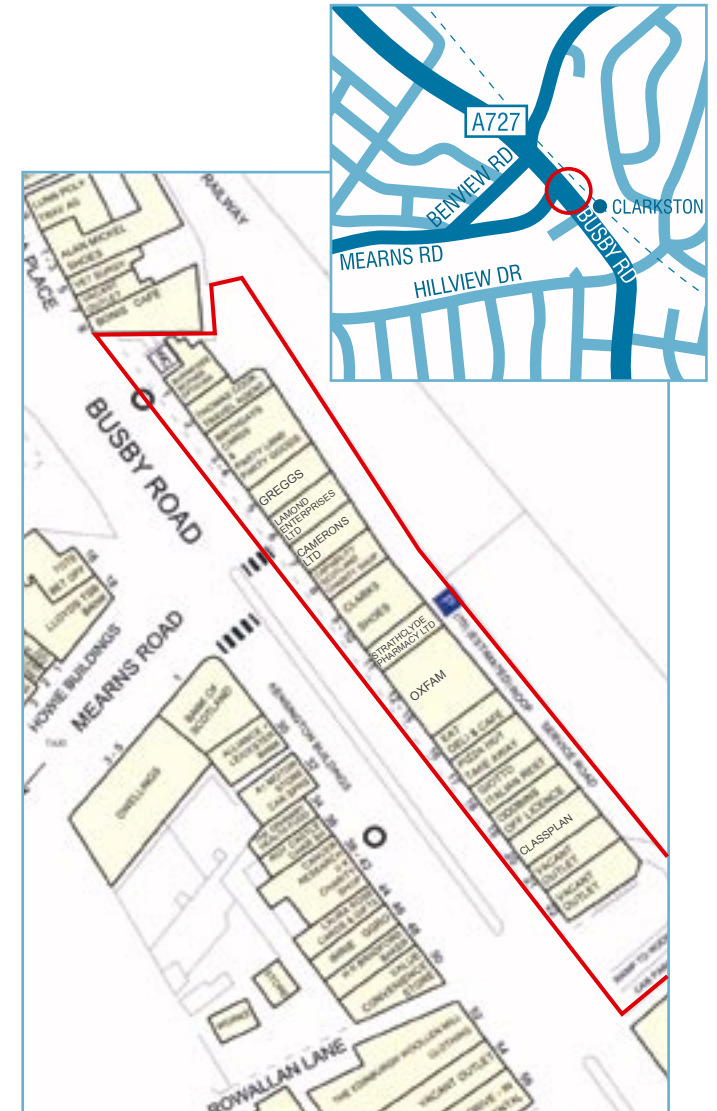
The Parade provides accommodation over ground and basement floors with servicing provided to the rear.

In addition, plans are being prepared for an additional unit to the south end of the Parade for a prospective tenant and further information in relation to this will be provided to interested parties.

Due to the excellent location of the Parade, a number of national multiple retailers are tenants.

ACCOMMODATION & TENANCY SCHEDULE

The Parade is let in accordance with the following tenancy schedule. The premises have been measured in accordance with the RICS/ISVA code of measuring practise (5th edition) 2001.



PREMISES	TENANT	AREA SQ FT	AREA SQ M	DATE OF ENTRY	LEASE EXPIRY	NEXT RENT REVIEW	REVIEW FREQUENCY	RENT PA	RATE PER SQ FT	BREAK OPTIONS	COMMENTS
Unit 1, 2 The Toll	John Adam Burnside & Allan Stewart McPhee	480	44.59	20/10/1988	28/09/2010	29/09/2006	5/4 yrly	£15,750	32.81		The review dates are 29/09 in 1993, 1998, 2002, & 2006.
Unit 2, 3 The Toll	Thomas Cook Retail Limited	654	60.76	29/09/1986	28/09/2011	29/09/2006	5 yrly	£21,370	32.68		
Unit 3 & 4, 4 & 5 The Toll	Birthdays Limited	1,380	128.21	25/12/1986	24/12/2011	25/12/2006	5 yrly	£40,500	29.35		
Unit 5, 6 The Toll	Greggs plc	634	58.90	15/03/2004	14/03/2019	15/03/2009	5 yrly	£21,250	33.52	15/03/2014 (T)	Tenant has option to extend lease for a further five years at year 10.
Unit 6, 7 The Toll	Lamond Enterprises Limited	604	56.11	19/07/1991	23/06/2016	24/06/2006	5 yrly	£19,300	31.95		Guarantor - David Angus Lamond. Sub-let to Mr & Mrs Benjamin t/a Serendipity Gifts.
Unit 7, 8 The Toll	Camerons Limited	604	56.11	06/08/2004	06/08/2019	01/08/2009	5 yrly	£21,140	35.00	05/08/2014 (M)	
Unit 8, 9 The Toll	Capability Scotland	570	52.95	13/03/1996	24/03/2016	25/03/2011	5 yrly	£21,090	37.00	25/03/2011 (T)	Lease extension to 24/03/2016 effective from July 2005. Rent review agreed effective 24/06/2006 at a rent of £21,090. The vendor will top up the rent to this level from the date of sale. There is a development break clause in favour of the landlord on giving 12 months notice.
Units 9 & 10, 10 & 11 The Toll	C & J Clark International Limited	1,292	120.03	25/03/1987	24/03/2012	25/03/2007	5 yrly	£38,250	29.61		
Unit 11, 12 The Toll	Strathclyde Pharmacy Limited	644	59.83	25/12/1986	24/12/2011	25/12/2006	5 yrly	£20,500	31.83		Lease guaranteed by Strathclyde (Pharmaceuticals) Limited.
Units 12 & 13, 14 & 15 The Toll	Oxfam	1,260	117.06	07/01/2005	06/01/2020	07/01/2010	5 yrly	£41,500	32.94	07/01/2010 & 07/01/2015 (T)	
Unit 14, 16 The Toll	Eat-Eat.co.uk Limited	652	60.57	19/02/2002	18/02/2022	19/02/2007	5 yrly	£20,500	31.44	19/02/2007 & 19/02/2017 (T)	Lease guaranteed by Paul Knight. Six months advance written notice required in respect of tenant only break.
Unit 15, 17 The Toll	Pizza Hut (UK) Limited	634	58.90	23/05/1994	24/03/2019	25/03/2009	5 yrly	£21,750	34.31		
Unit 16, 18 The Toll	Giotto's Limited	652	60.57	18/02/2000	24/03/2020	18/02/2010	5 yrly	£26,950	41.33		Lease guaranteed by Aurelio Branco. £15,000 deposit for two years subject to satisfactory accounts. Review 18/2/05 just agreed - still to be documented.
Unit 17, 19 The Toll	Oddbins Limited	662	61.50	17/02/1987	24/12/2008	25/12/2004	5/4 yrly	£20,850	31.50		The review dates are 25/12 in 1991, 1996, 2000, & 2004.
Unit 18, 20 The Toll	Classplan Limited	684	63.55	03/05/2002	02/05/2023	03/05/2007	5 yrly	£22,000	32.16		
Unit 19, 21 The Toll	Vendor guarantee	682	63.36	Date of sale	2 years from date of sale			£25,460	37.50		Terms agreed with strong local bar/restaurant operator on a new 30-year lease at £25,460 pa, subject to license.
Unit 20, 22 The Toll	Vendor guarantee	682	63.36	Date of sale	2 years from date of sale			£25,460	37.50		Terms agreed with strong local bar/restaurant operator on a new 30-year lease at £25,460 pa, subject to license.
Waiting Room & WC's	East Renfrewshire Council			25/03/1966	24/03/2065						
TOTAL		12,770	1186.36					£423,620			

TENURE

Our client owns the heritable interest in the property (Scottish equivalent of freehold).

ESTIMATED RENTAL VALUE

Terms have been agreed in relation to Units 19 and 20 with a large local pub and restaurant operator on the basis of a new twenty year lease, however, subject to obtaining a Class 3 Public House licence. The rent agreed in relation to this transaction is £50,920 per annum reflecting a rate of £37.33 per sq ft. In addition to this terms have now been agreed with Capability Scotland for renewal of their lease at £21,090 per annum, equating to £37.00 per sq ft.

With this in mind, we are of the opinion that the estimated rental value throughout the Parade is £37.00 per sq ft providing a total ERV of £472,490 per annum.

In addition to this, as part of the agreement with the proposed tenant of Units 19 and 20, on receipt of the required licence over Units 19 and 20, the landlord will seek planning consent to add Unit 21 to the south end of the existing parade. This unit will provide an additional 1,772 sq ft (164.62 sq m) on a net internal basis at a rent of £19,861 per annum. With this additional letting the total ERV will be £492,351 per annum.

PROPOSAL

Offers in excess of £6,600,000 are invited for the heritable interest in this property. The subjects are held within an SPV, and as such our client is prepared to consider a sale of the heritable interest in the subjects or alternatively the company that owns the property.

Based on a company sale, and therefore costs of 2.25%, the yield profile at this level is as follows:

Net Initial Yield	6.28%
Reversionary Yield	7.00%
Nominal Equivalent Yield	6.82%
True Equivalent Yield	7.12%

In the above scenarios, we have not allowed for the creation of Unit 21, however we would envisage this will form part of separate negotiation.



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