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Holland&Barrett

VisionExpress
Opticians

100% PRIME NEWLY DEVELOPED
SOUTH WEST LONDON RETAIL INVESTMENT



INVESTMENT SUMMARY

- Clapham is situated in the **London Borough of Lambeth** and is one of the **most vibrant and desired areas of South London**, situated only 4 miles south of Central London, 1.5 miles southeast of Battersea and 2 miles southwest of Vauxhall
- **Excellent public transport links with Clapham Common underground station**, which is on the Northern Line, just 2 minutes walking distance. Additionally, **Clapham High Street** benefits from an **overground station** providing access to London Victoria in less than 10 minutes

- The property occupies a **100% prime trading position** on the southern side of **Clapham High Street**, in close proximity to Clapham Common Underground, Venn Street and The Pavement
- **Two modern self-contained retail units** arranged on **ground floor only** and comprising **4,290 sq ft** (399 sq m) of commercial accommodation
- **Rare opportunity** to acquire a prime retail holding in a **sought after destination**
- Available by **Freehold** or **Virtual Freehold**
- **Recently let units** with strong tenant demand, with lease start dates in 2024 and 2025
- The property is let to the **undoubted covenants of Holland and Barrett and Vision Express**, producing a total current income of **£267,500 per annum**
- **WAULT of 9.12 years to expiry** and 7.18 years to break

OFFERS ARE INVITED FOR THE VIRTUAL FREEHOLD INTEREST, SUBJECT TO CONTRACT AND EXCLUSIVE OF VAT.

Our client would also consider offers for the freehold of the whole building.

In addition, the shops are available individually with prices available upon application.

LOCATION

Clapham is situated in the London Borough of Lambeth and is one of the most vibrant and desired areas of South London, situated only 4 miles south of Central London, 1.5 miles south east of Battersea and 2 miles south west of Vauxhall.

Clapham is a highly in demand location amongst young professionals and modern families with its excellent transport links, prestigious schools, quality retail offering and open green space, with Clapham Common providing 2,000 trees and two small areas of woodland, making it an ideal location for the local residents to enjoy.

Clapham High Street sits within a highly affluent neighbourhood of Clapham and boasts an eclectic mix of independent and national retail brands, a café culture and an established foodie scene. Notable neighbourhood restaurants include Baristo, Sorella and the Michelin starred Trinity which are all a short walk from the Old Post Office.





EXCELLENT TRANSPORT LINKS



Clapham benefits from excellent road links with Clapham High Street forming part of the A3, providing easy access to the City of London to the north and access to the M25 (junction 10) to the south. The inner London Ring Road, A205 is also located one mile southwest of the subject property.



The High Street benefits from excellent public transport links with two Northern line underground stations, Clapham Common and Clapham North.



Clapham High Street also benefits from an overground station providing access to Clapham Junction and London Victoria in less than 10 minutes. Clapham Junction is one of Britain's busiest railway stations with over 2,500 trains passing through it daily.



Clapham has excellent international connectivity with Gatwick Airport being situated only 24 miles to the south and Heathrow Airport only 15.6 miles to the West.

DEMOGRAPHIC PROFILE

Clapham High Street is a highly affluent location with the area having undergone significant gentrification over the years.

The population consists largely of young professionals and affluent individuals. Many residents work in high-paying industries, particularly in central London, which is easily accessible from Clapham. The population boasts a high proportion of working aged adults aged 25-44, with over 50% of the 5 minute drivetime radius within this age demographic.



50%

POPULATION
AGED 25-44 IN
5 MINUTE
DRIVETIME

42%

RESIDENTS
WITHIN 5 MINUTE
DRIVETIME IN
AB SOCIAL GRADE

Highly affluent population with 42% of the total 5 minute drivetime population in the highest Social Grade AB, and 38% in the 10 minute drivetime radius, above the national average of c.21%.

Total retail spend in the Clapham Junction area in 2023 was £1.058 billion with forecast growth in retail expenditure between 2023-2028 at 1.2% per annum.

The cost of housing in and around Clapham High Street is above the London average. House prices in Clapham High Street have an overall average of £772,500 over the last year. The historic sold prices in Clapham High Street over the last year were 59% up on the previous year and 10% up on the 2022 peak of £702,000 (source: Rightmove).

RETAILING IN CLAPHAM

Clapham hosts a wide variety of national retailers and local boutique stores, providing a wide and differentiated shopping experience for local residents and visitors.

Clapham has a vibrant night time economy for the local residents, with offerings such as Be At One, Clapham Picturehouse, Venn Street Records and Infernos. Every Saturday, Venn Street is transformed by market stalls offering street food and artisan retail.



THE PRIME RETAILING IN CLAPHAM IS FOCUSED ALONG THE NORTHERN AND SOUTHERN END OF CLAPHAM HIGH STREET, WHERE THE PAVEMENT AND VENN STREET CONNECT THE HIGH STREET TO CLAPHAM OLD TOWN.

Retailers on the street include: **Waitrose**, **Sainsburys**, **Pret a Manger** and **Starbucks**. **M&S** have recently opened a c.12,000 sq ft store opposite the subject property at 158-164 Clapham High Street.

There is a very strong occupational demand in the vicinity with **M&S**, **Lina Stores** and **Rudy's Pizza** all recently taking units in the area, alongside Holland & Barrett and Vision Express at the subject property.



SITUATION

The property is situated in a prime trading location on the southern side of Clapham High Street, close to Clapham Common tube station and Venn Street, which is known for its independent retailers and vibrant night life.

Nearby occupiers include: M&S, Little Waitrose, Sainsburys, Five Guys, WH Smith and Boots.



DESCRIPTION

The property provides a newly developed attractive mid terrace retail and residential building arranged over ground and four upper floors. The two retail units are arranged over ground floor only and are serviced from the rear.

The upper floors provide 14 self-contained design-led residential flats, which have been sold off on individual long leases and have a self contained entrance off Clapham High Street.



TENANCY & ACCOMMODATION

Address	Tenant	Accommodation (sq ft)	Lease Start	Lease Expiry	Rent Review	Break Date	Rent (pa)	Zone A (psf)	Comments
161 Clapham High Street	Holland & Barrett Retail Ltd	Ground Sales: 1,991 ITZA: 972 Total: 1,991	02/12/2024	01/12/2034	02/12/2029	02/12/2030	£130,000	£134	3 months rent free followed by 12 months at half rent. Rent commencement 02/03/2025. Rent paid monthly. Upward only OMV rent review.
163 Clapham High Street	Vision Express (UK) Limited	Ground Sales: 2,299 ITZA: 1,007 Total: 2,299	08/05/2025	07/05/2035	08/05/2030		£137,500	£137	3 months rent free from the 1st of May followed by 12 months at half rent. Rent review at the end of the 5th anniversary of the term to the higher of rent passing or OMV.
TOTAL		4,290					£267,500		

The property has a weighted average unexpired lease term of 9.12 years to expiry and 7.18 years to break.

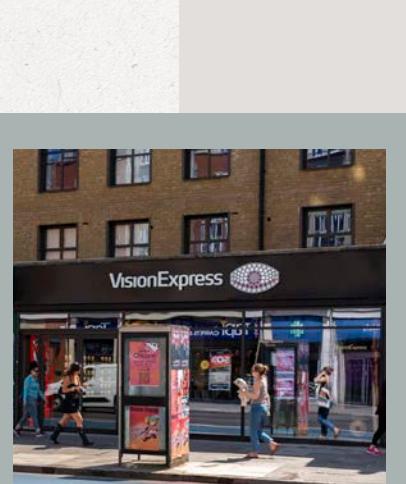
COVENANTS



Vision Express (UK) Limited (02189907)

Vision Express, founded in 1988 is a prominent optical retailer in the United Kingdom offering eye care services and a diverse range of eyecare products. The company currently trade from over 500 stores across the United Kingdom supporting in excess of 3,600 jobs.

VISIONEXPRESS.COM ➔

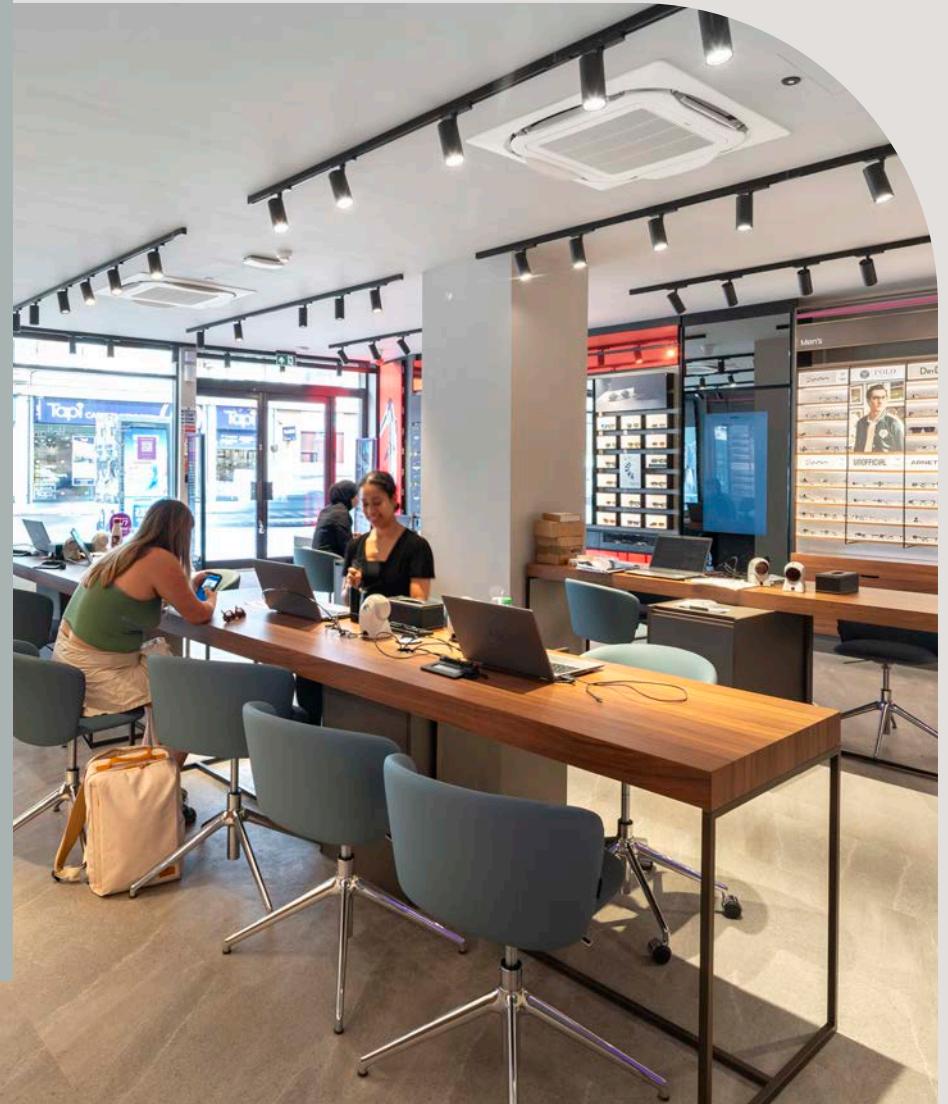


**500 STORES ACROSS
THE UK SUPPORTING IN
EXCESS OF 3,600 JOBS**



Vision Express (UK) Limited have an Experian Score of 100/100 reflecting very low risk of default.

	31 Dec 2023	31 Dec 2022	31 Dec 2021
Turnover	£384,567,000	£345,305,000	£333,680,000
Pre-tax Profit	£7,920,000	(£173,000)	(£1,700,000)
Total Net Worth	£15,337,000	£6,833,000	£3,475,000





Holland and Barrett Retail Limited have an Experian Score of 62/100 reflecting below average risk of default.

	30 Sep 2024	30 Sep 2023	30 Sep 2022
Turnover	£645,665,000	£589,875,000	£536,257,000
Pre-tax Profit (Loss)	(£72,119,000)	(£57,292,000)	(£31,528,000)
Net Worth	£368,610,000	£253,922,000	£316,670,000

Holland&Barrett

Holland and Barrett Retail Limited
(02758955)

Holland and Barrett is a leading British health and wellness retailer dating back to 1870. The company has grown into a global brand specialising in vitamins, supplements, natural beauty products and health foods. The brand currently trades from over 1,300 stores in 24 countries employing around 9,000 staff.

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RENTAL VALUE

Both leases were agreed on the open market since December 2024 and in our opinion the passing income is the same as the Market Rent.

M&S have recently taken a new 20 year lease at 156-164 Clapham High Street, opposite the subject property. We understand they are paying £700,000 per annum on 12,000 sq ft equating to an overall rent of £70 psf assuming a 50% discount for basement space. This is ahead of the rents agreed at the subject property despite the significantly larger size, suggesting there is potential for future reversion.

When compared to neighbouring locations such as Balham (£160 ZA) and Brixton (£250 ZA) the subject property (c. £125 ZA) offers strong rental growth prospects.



SALE EVIDENCE

The most recent comparable investment evidence is set out in the below table:

Date	Address	Tenant(s)	Area (sq ft)	Rent (£psf)	Sale Price	Apportioned NIY (Retail)	Unexpired Term (Years)
Dec 2025	168-180 Clapham High Street, Clapham	Boots & Tapi Carpets	12,328	£394,000	£6,500,000	5.68%	4.55
Oct 2025	64 Northcote Road, Battersea	Gail's	2,928	£151,100	£2,650,000	6.00%	3.31
May 2025	69 Tooting High Street, Tooting	Vodafone	1,698	£58,500	£1,050,000	5.27%	1.25
Jan 2025	11-13 Bedford Hill, Balham	Hamptons Estate Agent	1,660	£65,000	£920,000	6.69%	4.60
Sep 2024	30-38 Northcote Road, Battersea	Joe & The Juice & The Red Setter Pub	11,248	£643,440	£9,600,000	6.60%	11.53

TENURE

Our clients are proposing selling the ground floor retail accommodation on a 999 year long leasehold interest from completion at a peppercorn rent.

Alternatively, our client is happy to sell the **freehold interest** of the whole building including the sold off 14 residential flats.

In addition, the shops are available individually. More information available on application. The vendor also owns a **10 space car park** to the rear of the property and would consider offers on this. Further information can be provided upon request.

Both the long leasehold interest and the Freehold interest are held in newly formed SPV's, therefore a corporate deal is available.



AML

In order to comply with anti-money laundering legislation, the preferred purchaser will be required to provide certain identification documents. The required documents will be confirmed to and requested from the successful purchaser at the relevant time.



Holland & Barrett

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Misrepresentations Act:

The agents for themselves and for the vendors or lessors of the property whose agents they are give notice that: (i) these particulars are given without responsibility of The agents or the vendors or lessors as a general outline only for the guidance of prospective purchasers or tenants, and do not constitute the whole or any part of an offer or contract; (ii) The agents cannot guarantee the accuracy of any descriptions, dimensions, references to condition, necessary permissions for use and occupation and other details contained herein and any prospective purchaser or tenant should not rely on them as statements or representations of fact but must satisfy themselves by inspection or otherwise as to the accuracy of each of them; (iii) no employee of The agents (and their joint agents where applicable) has any authority to make or give any representation or warranty or enter into any contract whatsoever in relation to the property; (iv) VAT may be payable on purchase price and/or rent, all figures are quoted exclusive of VAT, intending purchasers or lessees must satisfy themselves as to the applicable VAT position, if necessary by taking appropriate professional advice; (v) except in respect of death or personal injury caused by the negligence of The agents, its employees or servants, The agents will not be liable, whether in negligence or otherwise howsoever, for any loss arising from the use of these particulars save to the extent that any statement made in these particulars has been made fraudulently. JANUARY 2026

PROPOSAL

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