

# WHITE LION WALK

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DRAFT - SUMMARY OVERVIEW

PRIVATE AND CONFIDENTIAL





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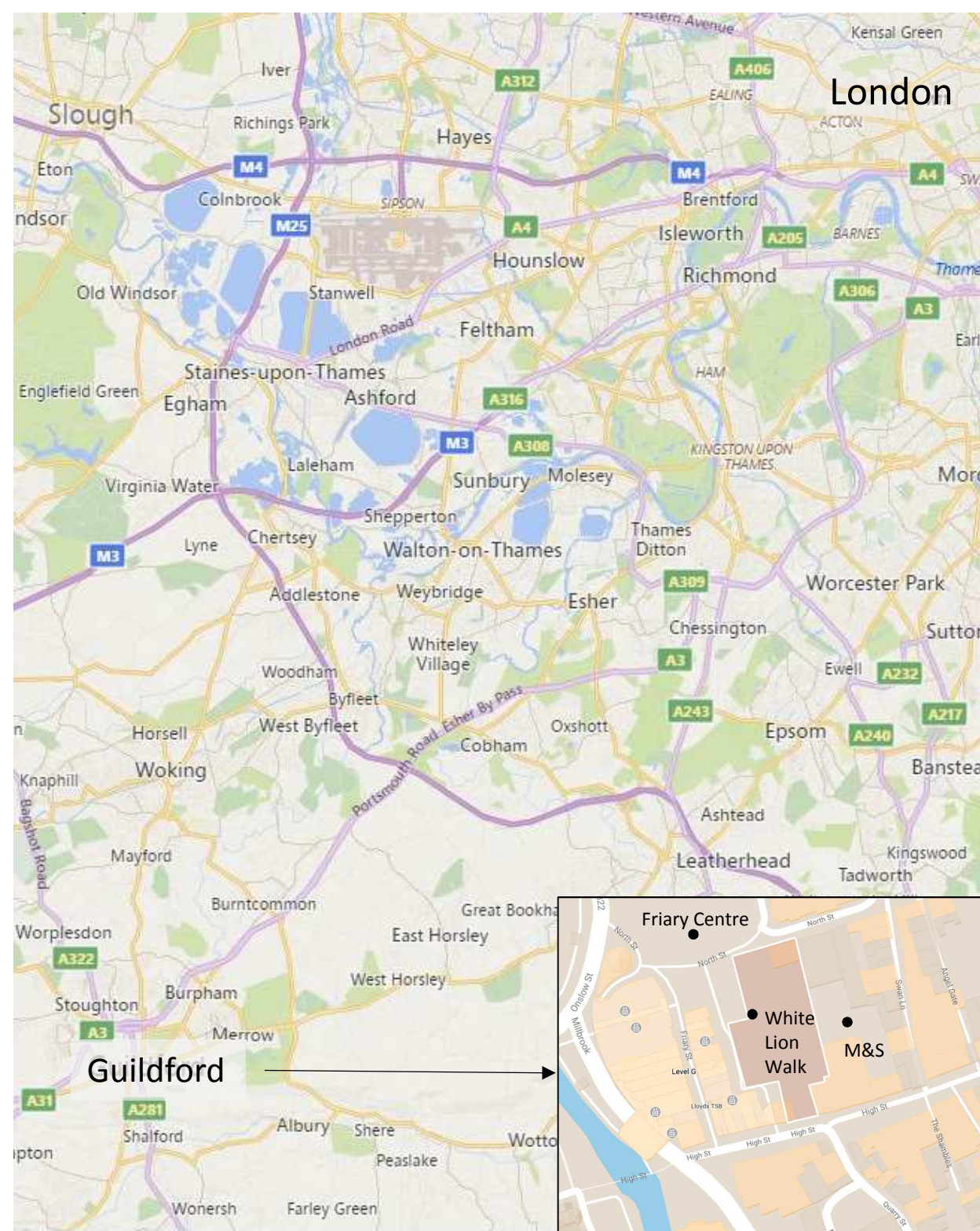
## LOCATION

Guildford is the **county town** of Surrey. The attractive market town is located approximately **27 miles south west of London** and benefits from **excellent transport links** making it a very popular commuter destination.

**Train:** Direct trains run from Guildford Station into London Waterloo, with a journey time of only **36 minutes.**

**Car:** Guildford is well supported by the **A3 and M25** road networks, with easy access to Central London, Heathrow Airport and Gatwick.

**Bus:** The town centre is served by an extensive bus service, with the principle town centre bus station located opposite the North Street entrance of White Lion Walk on Commercial Road.



# CATHMENT

The total catchment population of Guildford is 5,499,680 **ranking 27th nationally**. The local shopping population is 240,869, ranking 58th nationally and with a total available **comparison goods spend estimated at £934.93m**.

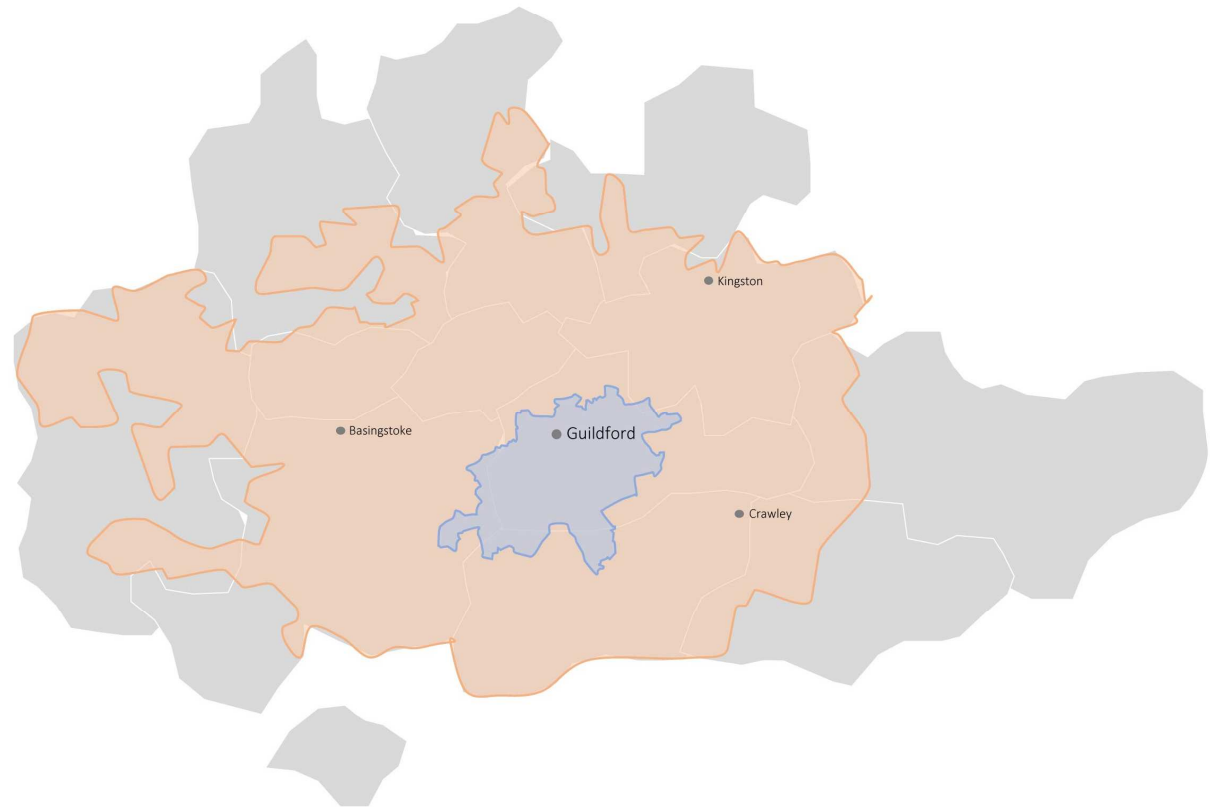
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The catchment is forecast to experience above average **population growth of 8%** between 2014-2024.

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Guildford has an extremely affluent catchment, with **65%** of the total catchment population classed as **ABC1**, and **70%** of the shopper population falling within the same category<sup>1</sup>.

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**Core: 70% Trade Contribution**



**Secondary: 70%-100% Trade Contribution**

<sup>1</sup>NSLSP – National Survey of Local Shopping Patterns

Catchment Map for illustrative purposes only.  
NSLSP Map can be provided on request.

# RETAIL IN GUILDFORD

Guildford is one of the UK's strongest retail destinations, ranking **13th in the UK** for Non-Food Retail, **12th in the UK** for its Fashion offer and **7th in the UK** for its café and restaurant provision<sup>2</sup>.

Guildford town centre provides approximately **1.03 million sq. ft.** of retail floor space. The picturesque town centre and affluent catchment helps Guildford attract the leading national and international retail and restaurant brands.

The core shopping area is focused around High St and North St, with a number of attractive streets and lanes connecting the two providing a mix of aspirational and independent retailers.

Prime pitch in Guildford is located on High Street between Quarry Street and Tunsgate. Prime Zone A is currently between £290 ZA and £305 ZA.

<sup>2</sup>PMA

## DEPARTMENT STORES

DEBENHAMS

HOUSE OF  
FRASER  
SINCE 1849

## HIGH STREET & NORTH STREET

MARKS &  
SPENCER

next

Massimo Dutti

JIGSAW

White  
STUFF

joules

kikki.K

TED BAKER  
LONDON

WHISTLES

GANT®

## TUNSGATE QUARTER

lululemon  athletica

THE IVY  
CASTLE VIEW  
GUILDFORD

NESPRESSO  
loaf

THE WHITE COMPANY  
LONDON

## FRIARY CENTRE

PRIMARK®

Levi's

URBAN OUTFITTERS

ZARA

TOPSHOP

Superdry.  
極度乾燥(しなさい)



# ASSET SUMMARY

White Lion Walk was built in 1987 and consists of three atrium buildings forming linear malls connecting High Street and North Street. The retail accommodation is predominantly arranged over ground and first floor, with Next occupying the majority of the upper level following a reconfiguration of the centre in 1999.

The centre is held predominantly **Freehold** and consists of 23 units across 50,000 sq ft.

Annual footfall is approximately 3.75 million.

**Anchored by Next**, the shopping centre provides prominent units fronting High Street (Guildford's Prime Pitch) and North Street (Opposite The Friary). Key retailers include; Starbucks, Robert Dyas, Swarovski, Trotters and Card Factory.



# INCOME SUMMARY

The Shopping Centre is let accordance with the marketing tenancy schedule. In total there are 19 tenancies providing a Gross Income of £925,700.

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Gross Income:	£925,700
Shortfalls on let units:	(£158,010)
Shortfalls on vacant units:	(£36,331)
<b>Property Net Income:</b>	<b>£731,359</b>

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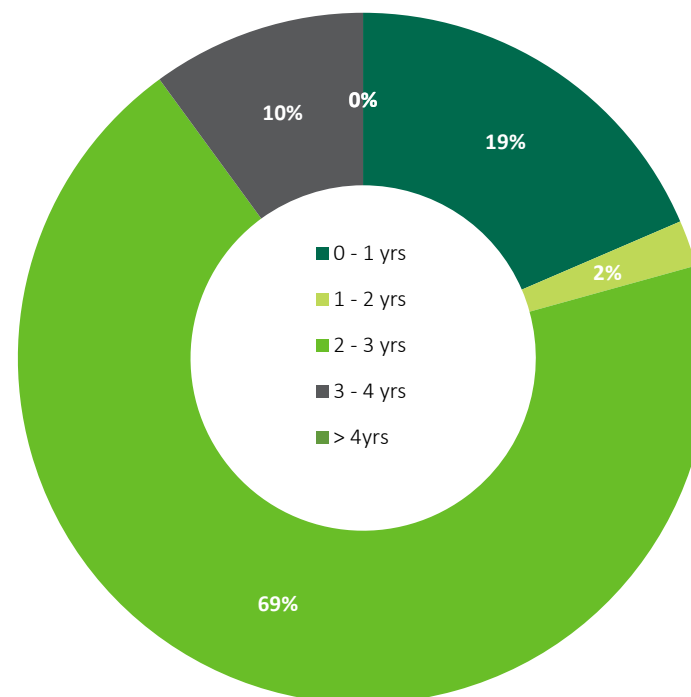
**WAULT** to first exit of 2.08 years and **WAULT** to expiry of 2.72 years.

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82% of income is secured against national multiple retailers.

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Gross Income Expiry Profile (First Exit)



Top 5 Tenants by Gross Income

Tenant	Leases	Expiry Date	Rent
Robert Dyas	1	13/04/2023	£218,700
Greggs	1	25/07/2022	£93,000
C&H Fabric	1	31/01/2021	£82,500
Starbucks	1	28/02/2019	£80,000
H Samuel	1	24/12/2020	£76,000

# TENURE

The Shopping Centre is held predominantly Freehold.

SY173333: Freehold

SY19750: Freehold

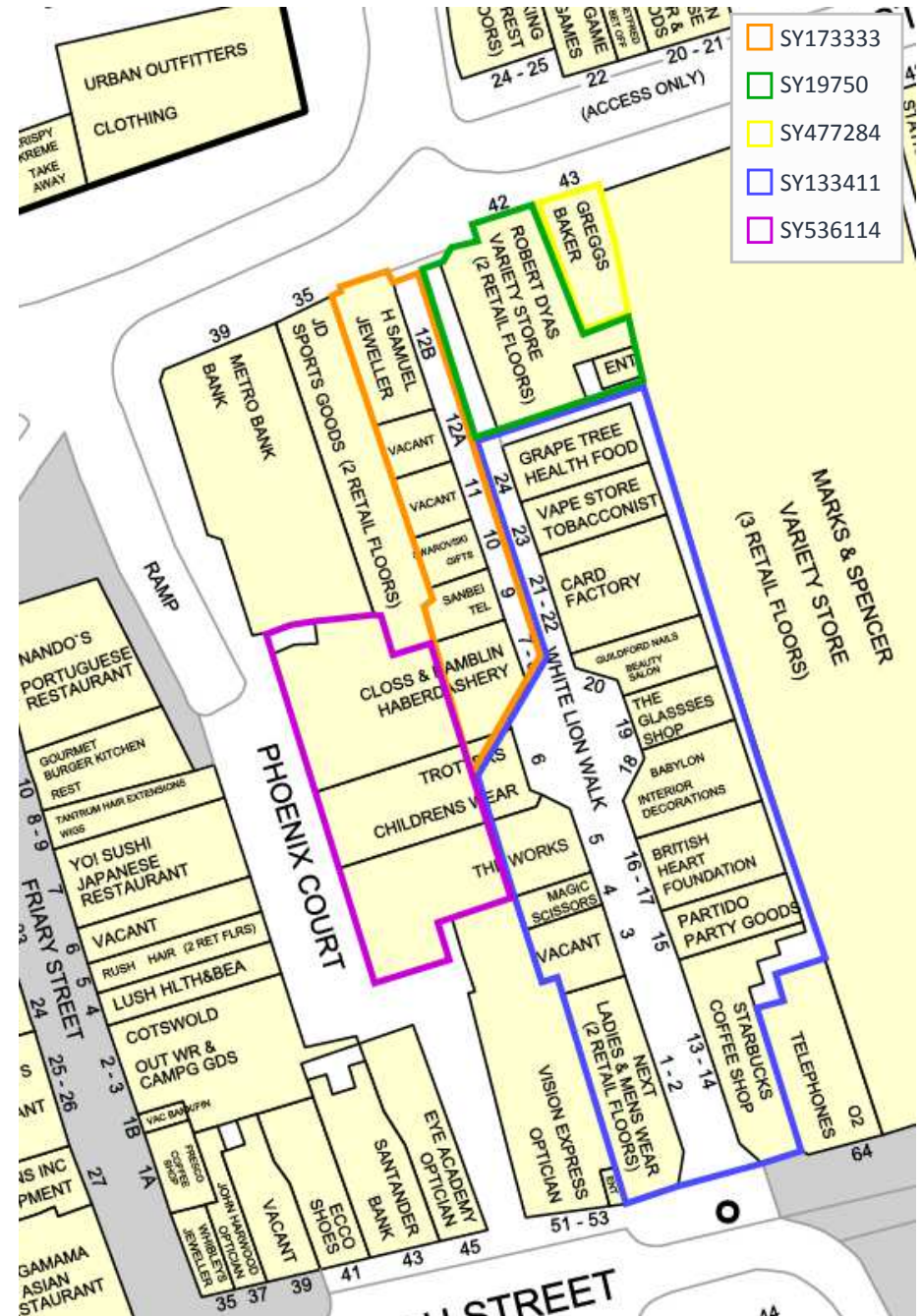
SY477284: Freehold

SY133411: Freehold

SY536114: Leasehold

SY536114 is a 999 leasehold title from April 1984. This title relates to the ground floor portion of the site fronting Phoenix Court. The long leasehold also grants rights to use the service road and basement underneath the centre.

M&S have a long leasehold interest out of SY133411. Their demise forms part of the basement and a store on the third floor which is used for their staff facilities. The leasehold Title number is SY560038.



Title boundaries for illustrative purposes only, official Title Plans available on request.



The asset has been managed for redevelopment.  
Landlord control has been engineered on the majority  
of tenancies from Q3 2021.

Prominent frontages on to High Street and New Street where prime rental tone is c. £295 - £315ZA and c. £150ZA respectively.

Guildford Town Centre Regeneration Strategy identifies White Lion Walk as an area where the “existing retail offer could be enhance to more successfully appeal to shoppers.”



# FURTHER INFORMATION

## SERVICE CHARGE:

The operating costs for the shopping centre are covered by a comprehensive Service Charge. The current Service Charge budget runs from 1<sup>st</sup> April 2018 to 31<sup>st</sup> March 2019 and totals £495,827.

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## EPC:

Copies of Energy Performance Certificates can be made available on request.

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