

# FLYERS WAY INDUSTRIAL ESTATE

WESTERHAM | KENT | TN16 1DE

**Highly Reversionary  
M25 Multi-Let Industrial Estate**

**Kimmre**



## Investment Summary

- Opportunity to acquire a **highly reversionary M25 multi-let industrial estate**
- Swift access to **Junction 5 of the M25 Motorway, Central London and the wider South East**
- **Multi-let estate totalling 7 units** extending to 69,492 sq ft GIA
- **3.6 acre site with a low site coverage of 44%**
- **Total headline rent of £694,485 per annum** reflecting a low average rent of **£9.99 per sq ft**
- **Prime industrial rents are circa £14.00 psf**, providing an opportunity to capture a significant reversion at lease expiries
- **Average weighted unexpired lease term of 1.8 years to expiries**
- **Freehold**

## Proposal

We are instructed to seek offers in excess of **£10,850,000**, subject to contract and exclusive of VAT. A purchase at this level reflects a **Net Initial Yield of 6.00%**, and a **Reversionary Yield of 7.58%**, assuming purchaser's costs of 6.70%.









## Location

Westerham is situated in Kent and provides a key strategic position between London and the South East. The estate is situated approximately 24 miles South East of Central London.



### CAR

The town benefits from exceptional road connections, being in close proximity to Junction 5 & 6 of the M25 and the M26 interchange. The M25 provides swift access to the National Motorway network which includes the M1, M2, M3 and M4. The A223 gives direct access to South London and the A25 to Kent and Surrey.



### RAIL

Sevenoaks Railway Station is approximately 6 miles from the estate and provides direct services to London Bridge and London Blackfriars.



### AIR

Westerham sits 18 miles North East of Gatwick Airport and can be accessed easily via the M25 and M23. The UK's largest cargo airport, Heathrow Airport is approximately 38 miles to the North West and accessible via the M25.



Situation

The property is situated on Flyers Way, which is accessed via London Road. Junction 5 of the M25 motorway is 4 miles to the East and is accessed via the A25.




Flyers Way is an established industrial estate with limited competing stock in the area. Development has been restricted in the surrounding area due to the constraints of the Green Belt.



## Description

The property is a multi-let industrial estate arranged as two terraces and a solus unit across seven units which extends to a total of 69,492 sq ft (6,457 sq m) GIA.

The specification includes the following:

-  Steel portal frame construction
-  5 to 6 metres internal eaves heights
-  One level entry access door per unit

## Site

The site has a total area of 3.6 acres (1.46 hectares), providing a low site coverage of 44%.

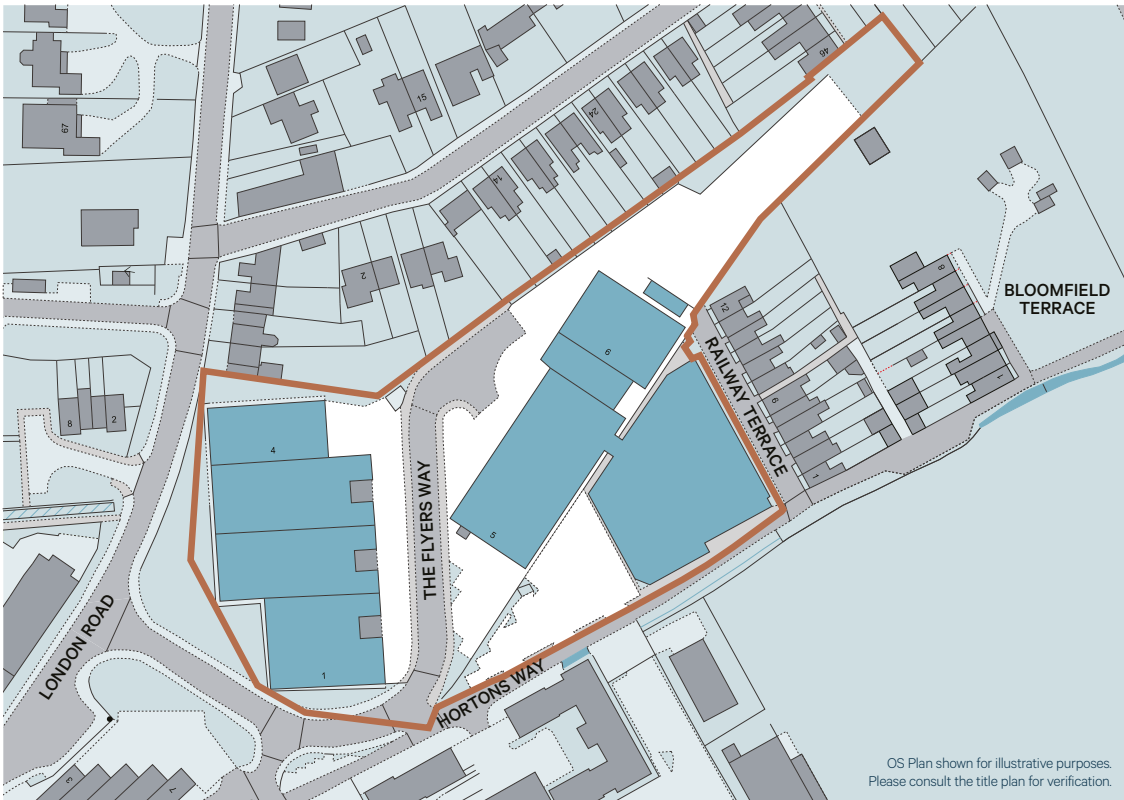
## Tenure

The property is held Freehold.



## Accommodation

The property has been measured in accordance with the RICS Property Measurement (2nd Edition), and provides the following Gross Internal Areas (see table on the right).



UNIT	AREA (SQ M)	AREA (SQ FT)
UNIT A		
Warehouse	415	4,469
Office	38	405
Subtotal	453	4,874
UNIT B		
Warehouse	645	6,943
Office	111	1,192
Subtotal	756	8,135
UNIT C		
Warehouse	686	7,381
Office	68	735
Subtotal	754	8,116
UNIT D		
Warehouse	683	7,344
Office	37	396
Subtotal	719	7,740
UNIT E		
Warehouse	305	3,280
Office	855	9,201
Subtotal	1,160	12,481
UNIT F		
Warehouse	616	6,628
Office	109	1,170
Subtotal	725	7,798
THE JOHN GRAY BUILDING		
Warehouse	1,612	17,351
Office	278	2,992
Subtotal	1,890	20,348
Total	6,457	69,492



Tenancy

The property is 100% let to two tenants by way of five separate FRI leases. The property currently produces a passing rent of £694,485 per annum, reflecting a low average rent of £9.99 per sq ft. Aqualisa Products Limited is the dominant tenant on the estate, accounting for 87% of the passing rent.

UNIT	TENANT	AREA (SQ FT)	LEASE START	LEASE END	UXT (EXPIRY)	RENT (PA)	RENT (PSF)
A	Aqualisa Products Ltd	4,874	29-Sep-15	28-Sep-25	2.1 yrs	£50,000	£10.26
B	Fantasia Distribution Ltd	8,135	25-Dec-18	24-Dec-23	0.3 yrs	£89,485	£11.00
C & D	Aqualisa Products Ltd	15,856	19-Sep-15	28-Sep-25	2.1 yrs	£158,500	£10.00
E, F & Link	Aqualisa Products Ltd	20,279	29-Sep-15	28-Sep-25	2.1 yrs	£203,500	£10.04
The John Gray Building	Aqualisa Products Ltd	20,348	29-Sep-15	28-Sep-25	2.1 yrs	£193,000	£9.48
TOTAL		69,492			1.8 yrs	£694,485	£9.99



Tenant Covenant

AQUALISA PRODUCTS LIMITED  
(Company Number: 01281596)

Aqualisa is an established and iconic British shower brand renowned for its excellence and innovation since 1977. With over 46 years' experience spanning over several decades, Aqualisa distribute and service shower related goods across the UK. The property is Aqualisa's UK headquarters facility and they have heavily invested in the operation on site.

Aqualisa Products Ltd has an Experian rating of 77 out of 100 indicating a 'Below Average Risk' covenant strength. We have set out the previous three years accounts below:

AQUALISA PRODUCTS LTD			
	DEC-19	DEC-20	DEC-21
Sales Turnover	£43,716,000	£36,474,000	£44,608,000
Pre-Tax Profits	£4,646,000	£3,277,000	£7,118,000
Tangible Net Worth	£34,246,000	£32,165,000	£39,457,000



FANTASIA DISTRIBUTION LIMITED  
(Company Number: 02726968)

The property is Fantasia's UK headquarters facility. From here, products are distributed nationwide to leading department stores, selected independent lighting retailers and electrical wholesalers.

Fantasia Distribution Ltd has an Experian rating of 82 out of 100 indicating a 'Low Risk' covenant strength.

FANTASIA DISTRIBUTION LTD			
	DEC-20	DEC-21	DEC-22
Tangible Net Worth	£1,126,270	£1,119,219	£1,083,716

Fantasia do not publish audited accounts. However, they have been in occupation for over 20 years and have an excellent rent payment history.



Occupational Market

The South East occupational market remains strong with demand for industrial space expected to continue to be robust. Many occupiers are relocating their business operations out of Central London to capture lower rents but still benefiting from the exceptional transport connectivity and swift access to the Greater London and South East markets.

Light industrial vacancy in the Kent region remains below 3%, and rental growth over the past year has reached 6.8% in Sevenoaks and the local area. Supply of industrial space in the towns of Westerham and Sevenoaks is very restricted and there are no forthcoming developments in the pipeline. This limited supply will further add to the pressure on rents as demand remains sustained, also reflected in the low current average void period of only four months.

DATE	ADDRESS	AREA (SQ FT)	TENANT	RENT (PSF)	TERM
Under Offer	Unit B Sevenoaks Business Centre, Sevenoaks, TN14 5DQ	3,423	Confidential	£16.00	Confidential
Under Offer	3 GOYA Business Park, Sevenoaks, TN14 5GY	7,672	Confidential	£14.30	Confidential
Q4 2022	B2/3/4 Vestry Industrial Estate, Sevenoaks, TN14 5EL	4,015	Confidential	£14.82	10 years
Q2 2022	B9 Vestry Industrial Estate, Sevenoaks, TN14 5EL	2,123	Confidential	£16.08	10 years



PRIME INDUSTRIAL HEADLINE RENTS: 10K - 25K SQ FT





## Investment Market

Investor sentiment continues to remain buoyant around the UK industrial and logistics sector sustained by the robust supply/demand imbalance within the occupier market. The structural

changes within the market surrounding Brexit, and an acceleration of e-commerce capability to omni-channel and B2C retailers is likely to continue to increase future rental growth and investor demand.

DATE	ADDRESS	SIZE (SQ FT)	BUILD DATE	UNEXP TERM CERTAIN (YEARS)	PURCHASER	PRICE	INITIAL YIELD	CAP VAL PSF
U/O	Gunnels Wood Park, Stevenage	334,670	1980's	3.0 yrs	Confidential	£56,100,000	4.75%	£168
Aug-23	Euroway Trade Park, Aylesford	88,472	1980's	2.3 yrs	Orchard Street	£14,500,000	4.96%	£164
Jun-23	Erdington Industrial Park, Birmingham	216,874	1990's	3.0 yrs	Vengrove	£27,200,000	5.05%	£125
May-23	The Swallowfield Centre, Hayes	24,094	1990's	3.2 yrs	M&G	£7,125,000	4.10%	£296
May-23	Pioneer Industrial Park, Croydon	31,146	1990's	3.0 yrs	M&G	£9,380,000	4.10%	£301
Apr-23	Coral Park Trading Estate, Cambridge	50,474	1980's	3.0 yrs	Railpen	£17,000,000	3.98%	£337
Apr-23	Doranda Way Industrial Park, West Bromwich	152,311	1990's	3.2 yrs	St Modwen / Blackstone	£18,100,000	4.91%	£119
Apr-23	Anderson Road Industrial Estate, Woodford Green	62,280	1980's	11.7 yrs	M&G	£23,175,000	3.83%	£372
Feb-23	Fairways Industrial Estate, Hounslow	99,344	1980's	2.0 yrs	Milton Group	£24,690,000	5.00%	£249







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VAT

The property sale will be treated as a Transfer of Going Concern (TOGC) for VAT purposes.

EPC

Copies of the available Energy Performance Certificates are in the data room.

Data Room

Access to the marketing data room will be restricted to approved parties and provided only upon request.

Money Laundering Regulations

In accordance with Anti-Money Laundering Regulations, full disclosure of the proposed purchaser entity and confirmation of the funding source will be required at the time Heads of Terms are agreed.

Contact

For further information and to arrange an inspection, please contact the team below:

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