

# EQUITY TRADE CENTRE & IO CENTRE

HOBLEY DRIVE | SWINDON | SN3 4NS

PRIME MULTI-LET REVERSIONARY TRADE COUNTER AND INDUSTRIAL INVESTMENT



On instructions of



## Investment Summary

- Opportunity to acquire a modern, reversionary multi-let trade counter and industrial investment.
- Prime industrial/trade counter scheme in Swindon, located in a prominent position fronting Hobley Drive.
- Comprises 123,753 sq ft, arranged as 72,050 sq ft of industrial accommodation and 51,703 sq ft of trade counter uses.
- Freehold.
- Fully let to 22 tenants on 25 separate leases, providing an attractive WAULT of 4.2 years to expiry and 2.1 years to break.
- Diverse range of occupiers.
- Over 75% of passing rent is secured against 'Very Low Risk' rated covenants.
- Produces a total passing rent of £1,094,686 per annum, equating to a low average passing rent of £6.86 per sq ft and £11.60 per sq ft respectively, for the industrial and trade counter uses.
- Strong tenant retention, demonstrated by the fact that 12 break options have not been activated by tenants on the estate over the last 5 years.

### PROPOSAL

We are instructed to seek offers in excess of **£16,000,000 (Sixteen Million Pounds)** subject to contract and exclusive of VAT (assuming purchasers' costs of 6.73%).

A purchase at this level reflects an attractive **Net Initial Yield of 6.41%**, with a potential **reversionary yield of 7.75%** and a **low capital value of £129 per sq ft**.



## Location

Swindon is the principal commercial town of Wiltshire, situated in the heart of the M4 corridor, strategically located midway between Bristol and London. Swindon has a population of 233,400 (2021) reflecting an 11% increase in 10 years, 5% ahead of the rest of the UK which stood at 6.6% over the same period.

Swindon has become an increasingly popular destination for both residents and businesses, benefitting from increased connectivity and travel times to London and relatively low residential prices.

The town benefits from excellent road, rail, and air links.

### RAIL



Swindon Railway Station is located on the Great Western Rail mainline between London and the South West and offers fast direct services to London Paddington and Bristol Temple Meads, with the fastest journey times being 56 minutes and 29 minutes, respectively.

### DRIVE



Swindon is located at J15 and J16 of the M4, providing easy access to London, the South West and Wales. J15 also provides an axis between Swindon and the West Midlands via the A419.

### AIR



Heathrow Airport and Bristol Airport are conveniently accessible via the M4 within 64 miles and 52 miles respectively, both providing scheduled flights throughout the UK, all major European countries and various international destinations.



## Situation

The IO Centre and Equity Trade Centre is regarded as the prime industrial/trade counter scheme in Swindon, strategically positioned on Hobley Drive (B4006), Swindon Road and Radway Road. The trade park occupies a prominent site with excellent main road frontage onto Hobley Drive, totalling approximately 380 metres.

The property is located just 2 miles North East of the commercial centre of Swindon, and has easy access onto the A419 dual carriageway, the major through route connecting Swindon to J15 of the M4 (5.7 miles). The estate's primary access is conveniently located off Hobley Drive and has a second access point via Radway Road.

The property sits in a wider commercial and trade counter location which includes industrial and logistics tenants such as Howard Tenens, Imperial Logistics International, Bookers, KBR, Stronghold Global, Mini Plant and BMW Group, as well as established trade counter operators such as Edmundson Electrical, Travis Perkins, Howdens, in addition to Home Bargains, Aldi and ATS Euromaster.

Swindon Trade Park, off Gypsy Lane is located 1.4 miles to the South West and comprises a newly developed industrial/trade-counter development arranged as 5 trade counter and 2 industrial units. The scheme is due to complete in Q1 2025 and we understand the trade counter units are achieving rents equating to £17 per sq ft.



## Description

The Equity Trade Centre and IO Centre provides a two-phase development, comprising both trade counter and industrial provisions, constructed in the early 2000's.

### EQUITY TRADE CENTRE

A terrace of 7 high quality trade counter units (T9-T15) totalling 24,519 sq ft, constructed in 2004 of steel portal frame with steel profile cladding. The units occupy a prominent position facing Hobley Drive. An additional 14 units to the rear, have been sold off on 999 year leases, at peppercorn rents and are included in the sale.

### THE IO CENTRE

A two-phase development constructed in 2000 comprising 8 high specification trade counter units (T1-T8) of steel portal frame construction, arranged in two terraces totalling 27,184 sq ft facing Hobley Drive and 10 modern industrial units (I1-I10) arranged over 2 terraces totalling 72,050 sq ft.



EQUITY TRADE CENTRE



**7 MINIMUM**  
EAVES HEIGHT



**ELECTRONIC SURFACE**  
LEVEL LOADING DOORS



**30 KN/SQ M**  
FLOOR LOADING



**HIGH SPECIFICATION**  
OFFICE PROVISION



**DESIGNATED FORECOURT**  
AND PARKING PROVISION



**INDUSTRIAL ELEMENT (8.4M)**  
**TRADE COUNTER UNITS (7M)**  
MINIMUM EAVES HEIGHT



**SURFACE LEVEL**  
LOADING DOORS



**30 KN/SQ M**  
FLOOR LOADING



**HIGH SPECIFICATION**  
OFFICE PROVISION



**DESIGNATED FORECOURT**  
AND PARKING PROVISION



THE IO CENTRE

## Site

The property is held over two separate titles extending to 10.05 acres in total, including the units sold off on long leases. The IO Centre occupies a 5.98-acre site under title number WT67977. Equity Trade Centre occupies a 4.07-acre site under title number WT225736, including the 2.20 acres sold off on long leases.

\*Areas taken from Nimbus.

## Service Charge

The IO Centre (Units 1 - 10 & Units T1 - T8) and Equity Trade Centre are managed under separate service charge accounts. The Service Charge Budget for the period to 23/06/2025 is £132,160. Further service charge information is available upon request.



### Key:

■ Sold off long leasehold

■ Equity Trade Centre

■ IO Centre



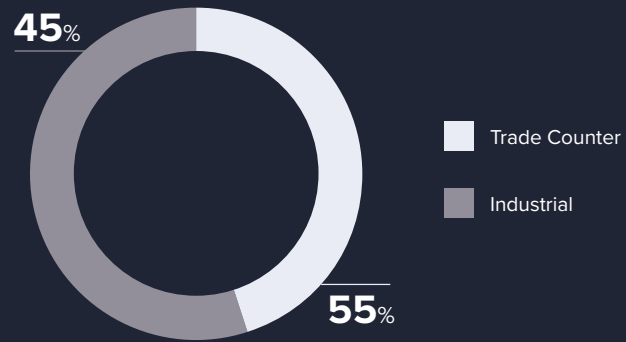
## Tenure

The property is held on a freehold basis.

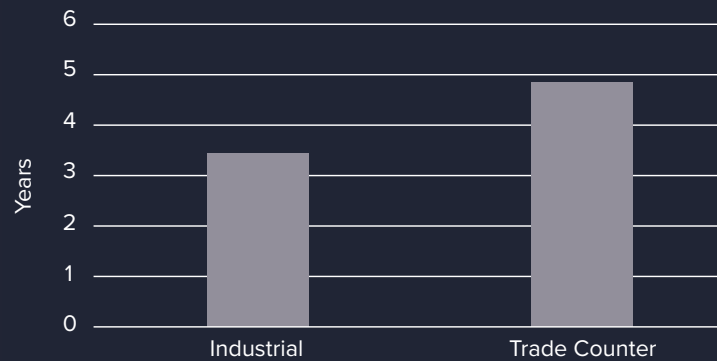
## Tenancy

The property is fully let to 22 tenants on 25 separate leases, providing a WAULT of 4.2 years to expiry and 2.1 years to break.

### USE BY RENT PAYABLE



### INCOME EXPIRY BY USE



Ritter-Courivaud



Panoramic Bathrooms



Toolstation

## Tenancy

The property produces a total passing rent of £1,094,686 pa. Trade counter uses account for £599,736 per annum, reflecting a low £11.60 per sq ft.

Industrial and warehouse uses account for £494,950 per annum, reflecting a low passing rent of £6.86 per sq ft.

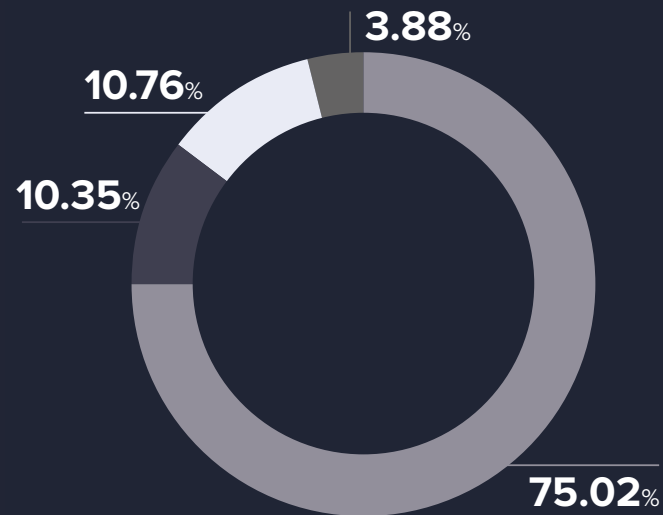
Tenant	Unit	Area (sq ft)	Lease Start	Period	Lease Expiry	Term Unexpired	Breaks	Contracted Rent	Rent (/sq ft)	Next Review	ERV (/sq ft)	Comments
BWT UK Ltd	Units 1 & 2 The IO Centre	11,628	05/10/2016	10y	04/10/2026	1y 10m		69,850	6.01		8.50	2021 rent review outstanding.
Rockstar Climbing Ltd	Unit 3 The IO Centre	7,357	04/09/2015	15y	03/09/2030	5y 9m	04/09/2025	46,750	6.35	04/09/2025	8.50	
True Function Ninja Training Ground Ltd	Unit 4 The IO Centre	8,270	18/07/2018	10y	17/07/2028	3y 7m		48,500	5.86		8.50	Excluded from L&T Act '54. 2023 rent review outstanding.
Rockstar Climbing Ltd	Unit 5 The IO Centre	10,025	10/05/2019	11y 4m	03/09/2030	5y 9m	04/09/2025	66,500	6.63	04/09/2025	8.50	
One Motion Logistics Ltd	Unit 6 The IO Centre	8,665	16/02/2022	5y	15/02/2027	2y 2m		65,250	7.53		8.50	Excluded from L&T Act '54. Photographic schedule of condition attached.
Seven Seas Worldwide Ltd	Unit 7 The IO Centre	7,221	29/11/2021	10y	28/11/2031	7y	29/11/2026	52,500	7.27	29/11/2026	8.50	Excluded from L&T Act '54.
Ritter-Courivaud Ltd	Unit 8 The IO Centre	7,221	02/03/2022	5y	01/03/2027	2y 3m	On 3 months' notice	57,500	7.96		8.50	
Ritter-Courivaud Ltd	Land rear of Unit 8		02/03/2022	5y	01/03/2027	2y 3m	On 1 months' notice	4,500				Excluded from L&T Act '54.
CCM Technologies Ltd	Unit 9 The IO Centre	5,813	05/05/2021	5y	04/05/2026	1y 5m		41,800	7.19		8.50	Excluded from L&T Act '54. Photographic schedule of condition attached.
CCM Technologies Ltd	Unit 10 The IO Centre	5,850	05/05/2021	5y	04/05/2026	1y 5m		41,800	7.15		8.50	Excluded from L&T Act '54. Photographic schedule of condition attached.
Sally Salon Services Ltd	Unit T1 The IO Centre	2,740	03/10/2012	10y	02/10/2022			30,535	11.14		13.00	Tenant served S.26 notice.
Micheldever Tyre Services Ltd	Unit T2 The IO Centre	3,383	01/03/2016	10y	28/02/2026	1y 3m		40,560	11.99		13.00	
Toolstation Ltd	Unit T3 The IO Centre	3,865	27/04/2015	10y	26/04/2025	5m		46,242	11.96		14.00	Photographic schedule of condition attached. 2020 rent review outstanding.
Panoramic Bathrooms Ltd	Unit T4 The IO Centre	2,747	29/11/2019	10y	28/11/2029	5y		34,200	12.45	29/11/2024	14.00	Excluded from L&T Act '54. 2024 rent review outstanding.
Belron UK Ltd	Unit T5 The IO Centre	3,840	08/04/2020	10y	07/04/2030	5y 4m		50,365	13.12	08/04/2025	14.00	
YESSS (A) Electrical Ltd	Unit T6 The IO Centre	3,990	31/05/2013	15y	30/05/2028	3y 6m		35,046	8.78		13.00	2023 rent review outstanding.
Screwfix Direct Ltd	Unit T7 The IO Centre	2,789	31/10/2022	10y	30/10/2032	7y 11m	31/10/2027	30,000	10.76	31/10/2027	13.00	Photographic schedule of condition attached.
Prospect Hospice Ltd	Unit T8 The IO Centre	3,830	10/07/2024	9y	09/07/2033	8y 7m	09/07/2027	42,000	10.97	10/07/2029	13.00	Excluded from L&T Act '54. Photographic schedule of condition attached.
High Seat Ltd	Unit T9 Equity Trade Centre	3,254	20/11/2015	10y	19/11/2025	11m		39,876	12.25		14.00	2020 rent review outstanding. Tenant served S.26 notice.
Grant & Stone Ltd	Unit T10 Equity Trade Centre	3,295	28/02/2022	10y	27/02/2032	7y 3m	28/02/2027	41,000	12.44	28/02/2027	14.00	
GSF Car Parts Ltd	Unit T11 Equity Trade Centre	3,295	24/03/2023	10y	23/03/2033	8y 3m	24/03/2029	39,000	11.84	24/03/2028	14.00	
Greggs Plc	Unit T12 Equity Trade Centre	3,295	28/01/2022	10y	27/01/2032	7y 2m	28/01/2027	39,360	11.95	28/01/2027	14.00	
Rexel UK Ltd	Unit T13 Equity Trade Centre	3,296	24/06/2017	10y	23/06/2027	2y 6m		40,000	12.14		14.00	2022 rent review outstanding.
Williams Trade Supplies Ltd	Unit T14 Equity Trade Centre	4,015	27/08/2021	10y	26/08/2031	6y 9m	27/08/2026	49,125	12.24	27/08/2026	14.00	Photographic schedule of condition attached.
CIS London Ltd	Unit T15 Equity Trade Centre	4,069	24/06/2019	5y	23/06/2024			42,427	10.43		14.00	Tenant holding over.
		<b>123,753</b>						<b>1,094,686</b>	<b>8.81</b>		<b>10.66</b>	



## Covenant Information

The property is let to a diverse range of national and local occupiers. Over 75% of the contracted income is secured against covenants with 'Very Low Risk' of business failure ratings, according to Creditsafe.

### COVENANT STRENGTH BY INCOME



- Very Low Risk
- Low Risk
- Moderate Risk
- Non Rated



Ninja Warrior



## Occupational Market

Swindon continues to have one of the best performing economies in the country, according to the latest Centre for Cities Outlook report, and Swindon is ranked 7th in Britain when it comes to the rate of productivity per worker. Boasting a strong advanced manufacturing and engineering economy, Swindon has seen strong industrial rental growth, over 3% in the last 12 months with prime rents now standing at £9.00 psf. Nearby, the brand new Swindon Trade Park is seeking a record £13 psf for the larger 34,000/39,000 sq ft units whilst the trade park element has already achieved rents of £16 psf, with further units under offer at £17 psf.

Accordingly we are of the opinion that ERV of the standard units in the IO Centre are now £8.50 per square foot, and ERV of the Trade Park is £13-£14 per square foot, the higher rent applying to the units fronting Hobley Drive.



Grant & Stone



## Investment Market

Multi-let industrial and trade counter investments remain one of the most in-demand investment sectors across the UK, particularly within large urban locations and city centres with strong transport links.

With improved market sentiment, tightening of interest rates and a robust occupational market leading to rental growth, investment demand in the industrial sector continues to be strong, predominantly in the larger mixed-use and multi-let opportunities.



### Key transactions include

Property	Size (sq ft)	Description	Tenancy	Rent (pa)	Price	Net Initial Yield	Date of Transaction
Beeches Industrial Estate, <b>Yate</b>	331,448	1970's industrial estate comprising 52 units.	27 tenants and three vacant units with an AWULT of 2.89 years to lease expiry and 1.99 years to breaks.	£2,787,596	£47.15M	5.50%	Dec-24
Launton Business Park, <b>Bicester</b>	120,000	1970's multi-let industrial estate with value-add potential.	8 tenants with an AWULT of 1.63 to break, 2.9 to expiry.	c. £985,000	£16.05M	5.75%	Dec-24
Cheltenham Trade Park, <b>Cheltenham</b>	149,740	42 industrial units and 2 office buildings built in the 1990's.	26 tenants with an AWULT of 4.1 years to expiry and 3.2 years to breaks.	£1,561,363	£22.7M	6.45%	Oct-24
Cranham Industrial Estate, <b>Worcester</b>	67,846	1980's industrial estate comprising 16 units.	Let to 11 tenants with an AWULT of 1.7 years to expiry.	£499,848	£8.0M	5.85%	Oct-24
Kings Business Park, <b>Bristol</b>	58,501	1980's industrial estate comprising 7 units.	Let to 6 tenants with an AWULT of 2.9 years to expiry and 2.1 years to breaks.	£438,492	£7.91M	5.50%	Apr-24
Lister Road Industrial Estate, <b>Basingstoke</b>	131,450	20 unit industrial estate constructed in 1980's on 7.2 acre site.	Let to 13 tenant with an AWULT of 1.97 years.	c. £1,155,000	£19.75M	5.48%	Nov-23

## Further Information

### VAT

We understand the property is elected for VAT, and it is anticipated the sale will be treated as a Transfer of a Going Concern (TOGC).

### EPC

A schedule of Energy Performance Certificates are available upon request.

### Data Room

Access to the data room is available upon request.

### Anti-money Laundering

In accordance with the current Anti Money Laundering (AML) Regulations, the purchaser will be required to provide and satisfy the Vendor and their agents on the source of the funds used to acquire the property in advance of an exchange.

### Purchaser contribution towards vendors costs

The purchaser will pay a non negotiable sum of £125,000 plus VAT, upon completion, as a contribution towards Swindon Borough Council's costs incurred in the transaction.

Conditions under which these particulars are issued: All details in these particulars are given in good faith, but Hartnell Taylor Cook LLP for themselves and the Vendors/ Lessors of this property for whom they act give notice that:- 1. These particulars do not and shall not constitute, in whole or in part, an offer or a contract or part thereof, and Hartnell Taylor Cook LLP have no authority to make or enter into any such offer or contract. 2. All statements contained in these particulars are made without acceptance of any liability in negligence or otherwise by Hartnell Taylor Cook LLP, for themselves or for the Vendors/Lessors. 3. None of the statements contained in these particulars is to be relied on as a statement or representation of fact or warranty on any matter whatsoever, and intending purchasers must satisfy themselves by whatever means as to the correctness of any statements made within these particulars. 4. The Vendors/Lessors do not make, give or imply, nor do Hartnell Taylor Cook LLP or any person in their employment have any authority to make, give or imply, whether in these particulars or otherwise, any representation or warranty whatsoever in relation to the property. The statement does not affect any potential liability under the Property Misdescriptions Act 1991. 5. The successful purchaser will be required to provide the usual information to satisfy the ANTI MONEY LAUNDERING requirements when Heads of Terms are agreed. JANUARY 2025.



### CONTACT

For further information, or to arrange an inspection, please contact:

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