CANTERBURY 41 ST GEORGE'S STREET, CT1 2LE
PRIME RETAIL INVESTMENT OPPORTUNITY

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Urban Property Advisers

Investment Summary

- The historic cathedral city of Canterbury is an attractive retail centre with a highly affluent catchment population.
- Canterbury occupies a central role in Kent's tourism offering as a UNESCO World Heritage Site, and in 2023 its Cathedral was ranked the most visited attraction in Kent.
- The property occupies a highly prominent position on the northern side of the pedestrianised St George's Street, directly opposite the 116,000 sq ft Fenwick department store.
- The property is let entirely to the undoubted covenant of Mountain Warehouse Limited on a brand-new 11-year lease.
- Long leasehold with approximately 124 years unexpired.
- Total net income £249,530 per annum.

We are instructed to seek offers in excess of **£2,600,000** (Two Million Six Hundred Thousand Pounds), subject to contract and exclusive of VAT. A purchase at this level reflects a **net initial yield of 9.00%** assuming standard purchasers' costs.

Location

Canterbury is a historic, and affluent cathedral city located approximately 17 miles (27km) north west of Dover, 20 miles (32km) east of Maidstone, and approximately 61 miles (99km) south east of London.

Canterbury has excellent road communications with the M2 situated approximately 7 miles (11km) to the north, providing access to London in 1 hour 45 minutes. The A2 and the A260 connect Canterbury with the port of Dover and the Eurotunnel terminal to the south, with a journey time of 40 minutes.

Canterbury is served by two mainline train stations, Canterbury East and Canterbury West, which combined facilitate approximately 3.6 million passengers per annum (Railway Data). Both stations offer frequent direct connections to London St Pancras (55 minutes), Charing Cross (1 hour 30 minutes) and London Victoria (1 hour 45 minutes).

For indicative purpose only.

Demographics

Canterbury has a primary retail population of 259,000, ranking it 64th of the 200 Promis centres with a broad catchment covering much of East Kent. The city's economy is valued at approximately £4 billion, supporting over 9,963 businesses and employing approximately 41,439 people (Varbes).

A significant proportion of Canterbury's population falls within the AB and C1 social grades, a profile bolstered by the presence of approximately 49,700 full-time students at the University of Kent and Canterbury Christ Church University (The Uni Guide).

Canterbury attracts 8.1 million visitors annually, generating an estimated £520 million in visitor spend and sustaining over 10,230 jobs in the tourism sector (Visit Kent). Canterbury is a UNESCO World Heritage Site and in 2023, Canterbury Cathedral was ranked the most visited attraction in Kent (Canterbury Newsroom).

Leading employers in Canterbury include the University of Kent, Canterbury Christ Church University, Canterbury City Council, and the NHS Trust.

Retailing in Canterbury

Canterbury's principal retail area forms a continuous pedestrianised spine, extending through St Peter's Street, The Parade, High Street, and St George's Street where both the subject property and Fenwick department store are situated. The city offers approximately 1.01 million sq ft of retail floorspace, and according to PROMIS, is considered undersupplied for a centre of its size.

The city accommodates a broad mix of national and regional retailers, alongside a strong selection of independent shops and restaurants that cater particularly to the tourist market. Higher-end fashion brands — including Hugo Boss, Armani, Reiss, and Barbour — are represented locally through concessions within the Fenwick department store.

The Whitefriars Shopping Centre, the city's largest managed retail scheme and now owned by Canterbury City Council, originally opened in 1970 and has since been redeveloped and extended through several phases. Designed in an open-street, pedestrian-friendly format, it comprises over thirty retail units and is anchored by Fenwick, M&S, and Primark, with additional occupiers such as H&M, JD, Next, River Island, and Zara.

Highly prominent position on the northern side of the pedestrianised St George's Street, directly opposite the 116,000 sq ft Fenwick department store

Situation

The property occupies a highly prominent position on the northern side of the pedestrianised St George's Street, at its intersection with the busy Lower Bridge Street, directly opposite the 116,000 sq ft Fenwick department store.

National multiple retailers within the immediate vicinity of the property include:

PRIMARK · M&S EST. 1884 · next · Fenwick
NatWest · GREGGS · RIVER ISLAND
HOTEL Chocolat · M · THE IVY

Description

The subject property comprises a prominent corner building with retail and ancillary space found at ground, first and second floors. The vendor has spent a significant amount of capital bringing the building up to full FR&I condition, including replacing the roof, which comes with a 10-year insurance backed warranty.

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Accommodation

The property comprises the following approximate net internal areas (GIA):

	Area (sq ft)
Ground Floor	10,717
First Floor	10,381
Second Floor	6,575
TOTAL	**27,673**

Tenancy

The property is let in its entirety to Mountain Warehouse Ltd on a new lease from 15 August 2025 until 20 June 2036, giving almost 11 years unexpired. There is a rent review on 21 June 2030. The rent is to be reviewed to the open market value subject to a 15% cap.

The passing rent is £275,000 per annum

Tenure

The property is held on a new 125 year long leasehold from 11 October 2024, expiring 23 June 2149, giving approximately 124 years unexpired.

A head rent is payable to the freeholder at the higher of £25,470 per annum or 7.2% of the occupational rent, reviewed every five years.

The net rent receivable is £249,530 per annum.

Covenant Information

MOUNTAIN WAREHOUSE LIMITED (03417738)

Mountain Warehouse is a British outdoor retailer selling equipment for hiking, camping, skiing, cycling, running and fitness. Founded in 1997, the company now trades from more than 250 stores across the UK, employing 2,700 staff.

The company displays a CreditSafe rating of A-99, indicating a 'very low risk' of default. A summary of the company's most recent financial statements is as follows:

	2025	2024	2023
Turnover	£449,226,000	£386,003,000	£371,035,000
Pre Tax Profit	£32,995,000	£26,203,000	-£1,485,000
Shareholder's Funds	£75,480,000	£141,092,000	£120,311,000

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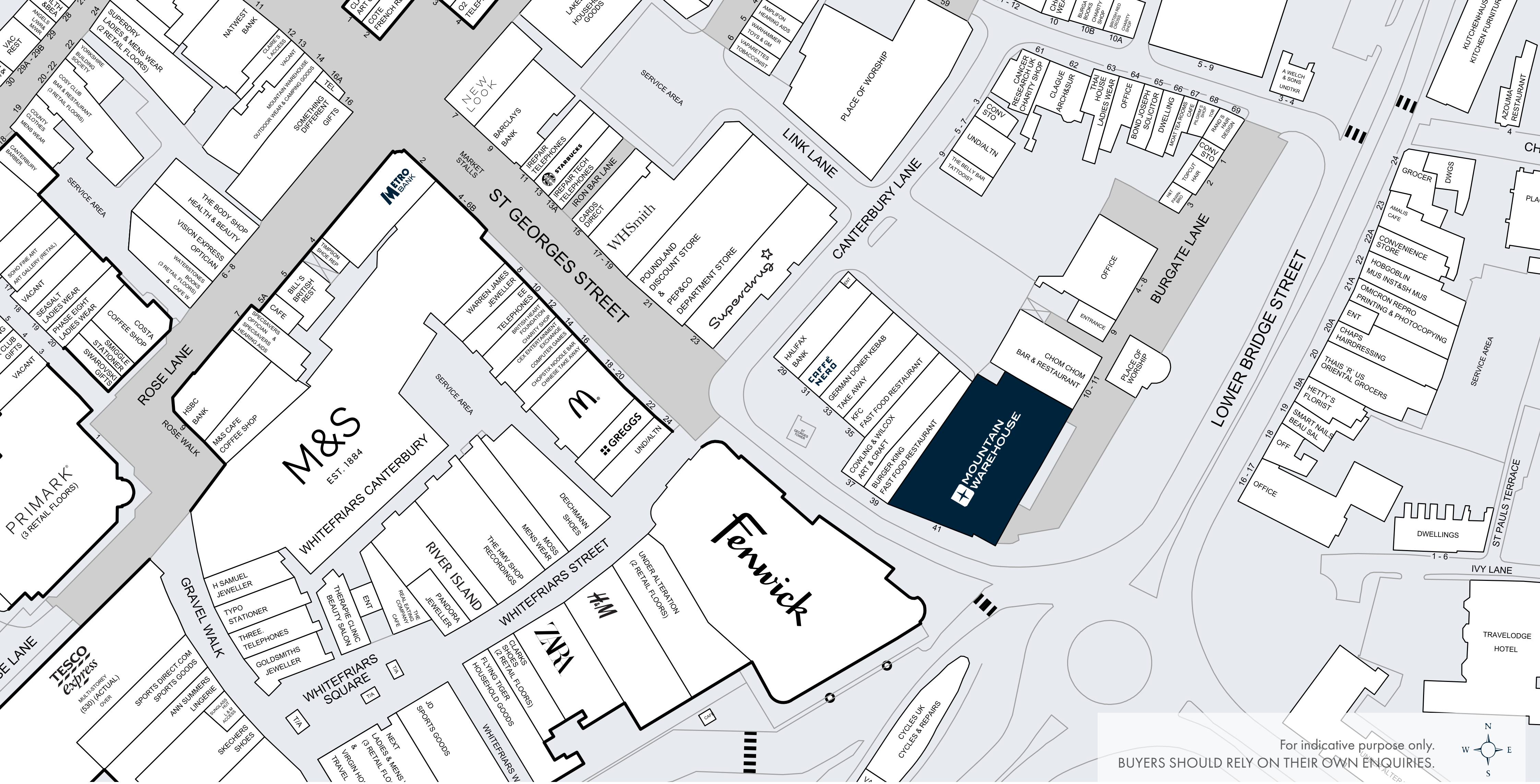

EPC

41 George Street – C-53

A copy of the energy performance certificate is available upon request.

VAT

The property is elected for VAT purposes. It is anticipated that the sale will be structured as a transfer of a going concern (TOGC).

The property is held as the only asset in a special purchase vehicle which could be sold. The stamp duty saving would be slit on a 50:50 basis.

Anti-Money Laundering

In order to comply with Anti-Money Laundering legislation, the successful 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.

Proposal

We are instructed to seek offers in excess of **£2,600,000** (Two Million Six Hundred Thousand Pounds), subject to contract and exclusive of VAT. A purchase at this level reflects a net initial yield of **9.00%** assuming standard purchasers' costs of 6.40%.

Further Information

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