

# Cambridge

2 MARKET HILL  
CB2 3NJ



Extremely Rare, 100% Prime Freehold Retail Investment Opportunity

**FMX.**  
Urban Property Advisers





## Investment Summary

- Cambridge is an exceptionally attractive and cathedral city and one of the UK's premier retailing destinations.
- The city has a large and exceptionally affluent primary catchment population of 627,000 people, ranking the city 22nd of the 200 PROMIS retail centres in the UK.
- Cambridge enjoys 8.1 million visitors per annum, contributing more than £800m to the city's local economy.
- 100% prime retail investment on the eastern side of Market Hill, within the heart of Cambridge's historic retail core.
- The property is let entirely to Lululemon Athletica UK Ltd on a full repairing and insuring lease, expiring 19th August 2031 (TBO 19th August 2026), at a rental of £150,000 per annum.
- Freehold.

## PROPOSAL

We have been instructed to seek offers in excess of **£2,250,000** (Two Million Two Hundred and Fifty Thousand Pounds), subject to contract and exclusive of VAT. A purchase at this level would reflect a **Net Initial Yield of 6.25%**, assuming standard purchaser costs.





Senate House

Gonville & Caius College

Sidney Sussex College

Jesus College

All Saints Church  
Great St Mary's

Cambridge Market Square

2 Market Hill

Christ's College  
The Guildhall

Lion Yard Shopping Centre

Cambridge Station ➡





## Location

Cambridge is a globally renowned university city that boasts one of the most vibrant economies in the UK. Whilst known around the world for the university, the city is also internationally recognised as one of the world's leading technology clusters.

Cambridge is situated approximately 50 miles (80km) north of London, 75 miles (120km) east of Oxford and 58 miles (93km) south west of Norwich. The city is the administrative and commercial centre for Cambridgeshire and dominates its extensive catchment area.



Cambridge benefits from excellent road communications with the M11 providing direct access to London and the M25. Furthermore, the A14 dual carriageway connects the city to the Midlands and east coast ports of Harwich and Felixstowe. Accessibility to the city is further enhanced by the five park and ride sites located on the periphery of the city centre.



Cambridge is served by a mainline station, which is situated to the south east of the City centre. The station facilitates fast and frequent direct trains to London King's Cross (48 minutes) and London Liverpool Street (1 hour 6 minutes) making it a popular London commuter destination.



London Stansted is located approximately 28 miles (45km) south of the city and it accessible via a direct train service, taking approximately 35 minutes and running every 30 minutes. The airport serves over 140 domestic and international routes. London Luton Airport is located approximately 40 miles (64km) south west of the city centre.



## Demographics



**AFFLUENT CATCHMENT  
POPULATION OF  
627,000 PEOPLE**

Cambridge dominates an extensive catchment area given all of the city's major competitors are more than 30 minutes drive away. Cambridge has a large and exceptionally affluent primary catchment population of 627,000 people, ranking the city 22nd of the 200 PROMIS retail centres in the UK (Promis).

Cambridge boasts a shopping population of 371,000 and is considered one of the most affluent in the UK, with 12% of the catchment earning over £60,000 per annum — almost double the national average of 7%. Additionally, the city boasts one of the lowest unemployment rates in the UK at 2.4%, compared to the national average of 4.4%.



**2.4%  
UNEMPLOYMENT RATE**

**40,000 WORLD RENOWNED  
UNIVERSITY POPULATION**



**£5.3BN COMBINED ANNUAL  
TURNOVER FROM TECH, LIFE  
SCIENCE AND R&D SECTORS**

Cambridge has experienced strong economic growth in recent years, driven by the expansion of the tech, life sciences, and research and development sectors. The life sciences cluster in the city region recorded a 10.3% increase in employment during 2020/2021, while IT and telecoms saw a 6.9% rise. Combined, these sectors now support a workforce of over 23,000 and generate an annual turnover of approximately £5.3 billion.



**8.1 MILLION  
VISITORS PER ANNUM**

Cambridge's local economy is further boosted by tourism, with approximately 8.1 million visitors per annum, contributing over £800 million to the local economy per annum and accounting for around 17,000 jobs.



## Retailing in Cambridge

Cambridge is one of the UK's premier retailing destinations. The combination of historic university and collegiate buildings linked together by pedestrianised cobbled streets creates a thriving and attractive retail core centred around Sydney Street, Market Street, Petty Cury, and Market Hill.



**TOTAL RETAIL FLOOR SPACE:**  
1.49 MILLION SQ FT

Total retail floor space in Cambridge is estimated at 1.49 million sq ft, which reflects its status as the dominant regional retail destination within its immediate catchment and beyond.



Grande Arcade and Lion Yard, comprise two adjoining shopping centres fronting onto Petty Cury and are anchored by a 670,000 sq ft John Lewis. Other retailers with representation here include Apple, Tesla, JD Sports, Mango, All Saints and Hollister.

The city's third covered shopping centre, the **Grafton Centre**, which is a 10 minute walk from the city centre, is being repositioned into a mixed use, life science led facility. This will reduce retail supply in the city centre and reinforce the historic retail core as the dominant retail provision within Cambridge city centre.



## Situation

The property is situated in a highly prominent, 100% prime retailing position on the pedestrianised Market Hill.

A thriving daily market, that has been operating since Saxon times, takes place directly opposite the subject property on Market Square. Additionally, the property is in close proximity to the principal entrance into Lion Yard and Grand Arcade Shopping Centres, via Petty Cury.

Multiple national retailers in within the immediate vicinity of the property include:

**M&S** EST. 1884    Anthropologie    **BOSS** HUGO BOSS    **RITUALS...**  
 Mappin & Webb    **Barbour**



## Market Square

The property fronts on to Cambridge's Market Square, which is set for redevelopment as part of the broader Civic Quarter project, which also encompasses the re-development of the Guildhall and Corn Exchange. The £15 million regeneration scheme aims to revitalise this central historic space with improved accessibility, new surfacing, and enhanced infrastructure to support year-round trading. A planning proposal is anticipated to be submitted in Autumn 2025, with the plans including the provision of 94 market stalls, 36 being permanent and 58 demountable to accommodate peak trading days.

The Civic Quarter project supports Cambridge City Council's commitment to achieving net-zero operational carbon by 2030, with proposals featuring biodiversity enhancements, improved water efficiency, waste management and smart energy systems (Cambridge City Council).





### Description

The property comprises an attractive and impressive brick built building under a part tile, part slate and part flat roof.

The property comprises a large well configured building, with sales accommodation located at ground floor level. The first and basement floors comprise ancillary accommodation.

The second and third floors are accessed via a ceiling trap door and are therefore not utilised by the tenant.

### Accommodation

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

		Area (sq ft)	Area (sq m)
Ground Floor	Sales	2,129	197.79
ITZA		796 units	
First Floor	Ancillary	1,350	125.42
Second Floor	(Unused)	515	47.84
Third Floor	(Unused)	345	32.05
Basement	Ancillary	1,670	155.15
Total		6,009	558.25



Tenancy Information

The property is let entirely to Lululemon Athletica UK Ltd on a full repairing and insuring lease for a term of ten years from 20th August 2021, expiring 19th August 2031, at a current rental of £150,000 per annum. The lease is subject to a tenant only break option on 19th August 2026, with a break penalty of £100,000 if operated.

There is a an upwards only open market review on the fifth anniversary of the term. Rental evidence is available upon request.

Tenure

Freehold.



Covenant Information



**LULULEMON ATHLETICA UK LTD (7655911)**  
Lululemon Athletica UK Ltd, trading under the globally recognised Lululemon brand, is a multi-national, premium athletic apparel brand founded in Vancouver in 1998. Lululemon opened its first UK store in 2014 in London’s Covent Garden and has since expanded to 23 stores across the UK. Lululemon’s expansion into the UK has resulted in the recent upsizing of its Regent Street flagship store, doubling its floorspace, making it Lululemon’s largest store in the EMEA region.

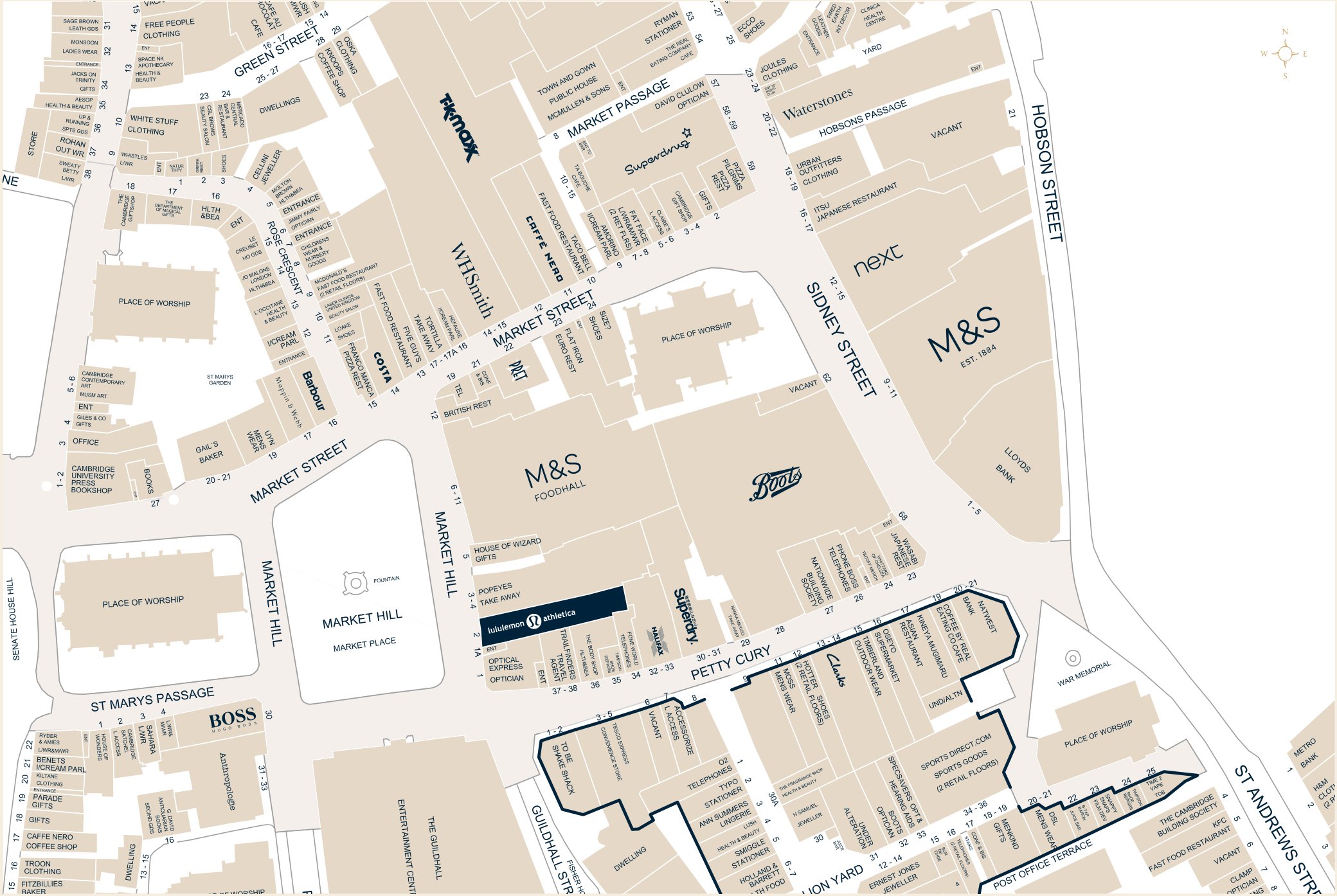
Lululemon Athletica Inc, the parent company of Lululemon Athletica UK Ltd, has a total of 767 stores worldwide.

The company’s latest financial accounts are summarised below:

	2024	2023	2022
Turnover	£113,391,727	£88,720,142	£60,885,094
Pre Tax Profit	£5,780,782	£4,084,868	£2,740,331
Shareholder Funds	£51,701,362	£43,928,151	£38,252,106

Lululemon Athletica UK Ltd displays a Creditsafe rating of A-96, indicating ‘very low risk’ of default.





FOR INDICATIVE PURPOSE ONLY. BUYERS SHOULD RELY ON THEIR OWN ENQUIRIES.





## VAT

We understand the property has been elected for VAT. We anticipate that the transaction will be structured as a transfer of a going concern (TOGC).

## EPC

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

## 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.



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## Further Information

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Misrepresentation Act: The particulars in this brochure are believed to be correct, but accuracy cannot be guaranteed and they are expressly excluded from any contract. **SUBJECT TO CONTRACT 2025**