

Christopher Dee

THE
ALEX

SALFORD QUAYS

WATERFRONT OFFICE
INVESTMENT

LET TO:

M&S



Ministry of Housing,
Communities &
Local Government

Investment Summary

- A modern, high-quality waterside office building in Salford Quays, less than a mile from Manchester city centre.
- Exciting mix of media, creative and digital businesses including BBC, ITV, University of Salford, Dock 10, Kellogg's and Ericsson as well as over 250 SMEs.
- Five-storey office building of striking design, built in 2002. Extending to 58,944 sq ft the property provides clear open plan floorplates of up to 12,249 sq ft plus 233 car parking spaces in the adjacent multi storey car park.
- Modern office specification with works ongoing to replace boilers with air source heat pump.
- A new 999 year leasehold interest at a peppercorn (Freehold sale considered).
- Let to 3 tenants generating a marketing rent of £1,108,254 pa secured primarily from the excellent covenant of Marks and Spencer plc (79%), a long term occupier of the building and the Secretary of State (18%).
- One floor has recently been vacated, and our client will provide a 12 month rent, rates and service charge guarantee on this space.
- WAULT of 3.42 years to expiry (2.72 years to break).
- Substantial reversions available given low passing rent, in part at only £15.35 psf.



£9,000,000 (STC)

Net Initial Yield: 11.5%

Capital Value: £153 psf

Offers for the freehold interest in excess of this level will be considered.





Manchester

YOUTHFUL, DIVERSE, ENERGETIC AND BURSTING WITH CHARACTER; MANCHESTER IS A WORLD CLASS CITY THAT OFFERS A FANTASTIC ENVIRONMENT FOR BUSINESSES TO GROW AND PROSPER.

Manchester has firmly established itself as the UK’s 2nd city and is the administrative and commercial hub of the north west region and is the largest and fastest growing regional capital in the UK.

Manchester is a dynamic regional city with considerable corporate, financial and media representation. Inward investment is attracted as a result of its substantial number of large blue chip businesses, along with its highly skilled workforce.

With one of the largest student populations in Europe (105,000) across four Universities, the human resource demographic continues to attract leading businesses from across the globe.

Greater Manchester, with a population of 2.7 million is the 2nd most populous ‘large urban zone’ in the UK after London and the 16th in Europe, with 7 million people living within 1 hour drive time.

Financial and professional services account for 56% of jobs in Manchester, placing it in the top 30 cities in the world for this sector. The city is forecast to see an average 3.9% growth per annum in office based employment over the next 5 years, with 5,500 additional office based jobs created (Oxford Economics).



Greater Manchester is the **UK’s largest city-region economy** outside London, generating **over £100bn in GVA** and the **UK’s fastest-growing city-region economy** since 2015.



Population of **over 3 million**, with **7 million** people within a **one-hour drive** of **Manchester city centre**.

Salford Quays & MediaCityUK

SALFORD QUAYS FORMS ONE OF THE LARGEST OFFICE MARKETS WITHIN THE WIDER GREATER MANCHESTER AREA AND IS EASILY ACCESSIBLE FROM ALL MAJOR UK DESTINATIONS.

As well as an established office location, Salford Quays is also a popular leisure destination boasting a wide range of hotels (budget to 4 star), restaurants, coffee shops and convenience stores, together with Quayside which consists of over 300,000 sq ft of retail and leisure accommodation, incorporating a 7 screen Vue cinema along with the world famous Lowry Theatre and Central Bay, a massive indoor food hall offering global street food from 19 separate pop up kitchens.

At the heart of Salford Quays, **MediaCityUK** is one of the UK's most significant creative and digital developments, designed specifically around the needs of these industries and home to the UK's first shared media infrastructure.

MediaCityUK brings together the UK's main broadcasters, including BBC and ITV, as well as other independent creative industries.

Three office buildings totalling circa 330,000 sq ft were developed for the BBC to accommodate approximately 2,500 staff members along with a broadcasting studio facility providing television, radio and orchestral recording facilities.

ITV relocated their main north west campus from Manchester city centre, including a major production and studio facility with a new set for Coronation Street. SIS, who operate the largest fleet of satellite uplink and outside broadcast trucks in Europe are also based at the site.

Further details can be found at www.mediacityuk.co.uk



Trafford Wharfside Strategic Masterplan

A GAME CHANGING INITIATIVE FOR THE £7.3BN SPORTS-LED REGENERATION OF 370-ACRES WITHIN TRAFFORD PARK ON THE SOUTHERN BANK OF THE QUAYS AND OVERLOOKING MEDIACITYUK.

Anchored by a new 100,000-seat football stadium, designed by Foster + Partners and the new home of Manchester United, Wharfside will also see the development of homes for over 30,000 new residents and up to 48,000 new jobs.

Key partners in the scheme including Trafford Council, the Mayoral Development Corporation (chaired by Lord Sebastian Coe), Greater Manchester Combined Authority, and Manchester United FC.

Separated into 6 key neighbourhoods Wharfside will deliver fantastic world class amenity and architecture to the area, together with rapid transit connections and for MediaCityUK, the scheme will further establish the area as a major district supporting growth across the area.



**INDICATIVE DELIVERY TIMESCALE
WITHIN 5 TO 10 YEARS**

The full Masterplan and further details can be found at www.trafford.gov.uk/wharfside



Connectivity



ADJACENT TO **HARBOUR CITY METROLINK STOP** WITH **10-15 MINUTE** DIRECT JOURNEY TIME TO **MANCHESTER CITY CENTRE**



20 MINS DRIVE TO **MANCHESTER AIRPORT** – THE UK'S **LARGEST OUTSIDE LONDON** – SERVING **32M+ PASSENGERS** ANNUALLY



UP TO **76 TRAINS DAILY** BETWEEN **MANCHESTER AND LONDON**, WITH FASTEST JOURNEY TIMES FROM **UNDER 2 HOURS**



ACCESS TO A CATCHMENT OF **7 MILLION PEOPLE** WITHIN A **ONE-HOUR DRIVE**



EASY ACCESS TO THE **M602** AND **WIDER MOTORWAY NETWORK** CONNECTING TO THE **M60, M62, M6 AND M56**



Location

THE ALEX OCCUPIES A PROMINENT WATERFRONT POSITION IN THE HEART OF SALFORD QUAYS, ADJACENT TO HARBOUR CITY METROLINK STOP WITH A 10-15 MIN DIRECT JOURNEY TIME TO MANCHESTER CITY CENTRE.



Description

THE ALEX IS A LANDMARK FIVE-STOREY OFFICE BUILDING OF STRIKING DESIGN AND HIGH SPECIFICATION, BUILT IN 2002.

The building is accessed via a glazed entrance off Quays Road which, via a secure and manned reception, leads to a dramatic glazed central atrium that floods the interior with natural light.

Individual office floors provide panoramic views of Salford Quays and very flexible floor plates to suit a variety of occupier space requirements.

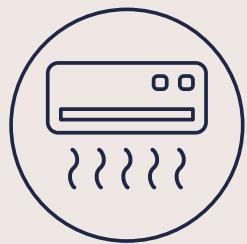
The Alex sits on a landscaped site benefitting from a paved piazza to the waterfront.

A programme of works to the building has just been initiated including removal of boilers and replacement with air source heat pump.

SPECIFICATION HIGHLIGHTS INCLUDE:



FLEXIBLE FLOOR PLATES
OF UP TO 12,249 SQ FT



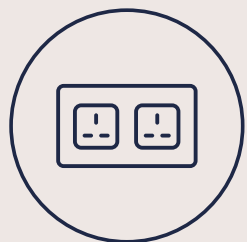
FOUR PIPE FAN COIL AIR
CONDITIONING SYSTEM



SUSPENDED CEILINGS
WITH CAT 2 LIGHTING



MALE, FEMALE AND
DISABLED WCS AND SHOWERS
ON EACH FLOOR



FULL ACCESS
RAISED FLOORS WITH
INTEGRAL FLOOR BOXES



COMPREHENSIVE
BUILDING MANAGEMENT
SYSTEM



EXCELLENT FIBRE-OPTIC
CONNECTIVITY



SOLAR REFLECTIVE
DOUBLE-GLAZING



24 HOUR
ON-SITE SECURITY

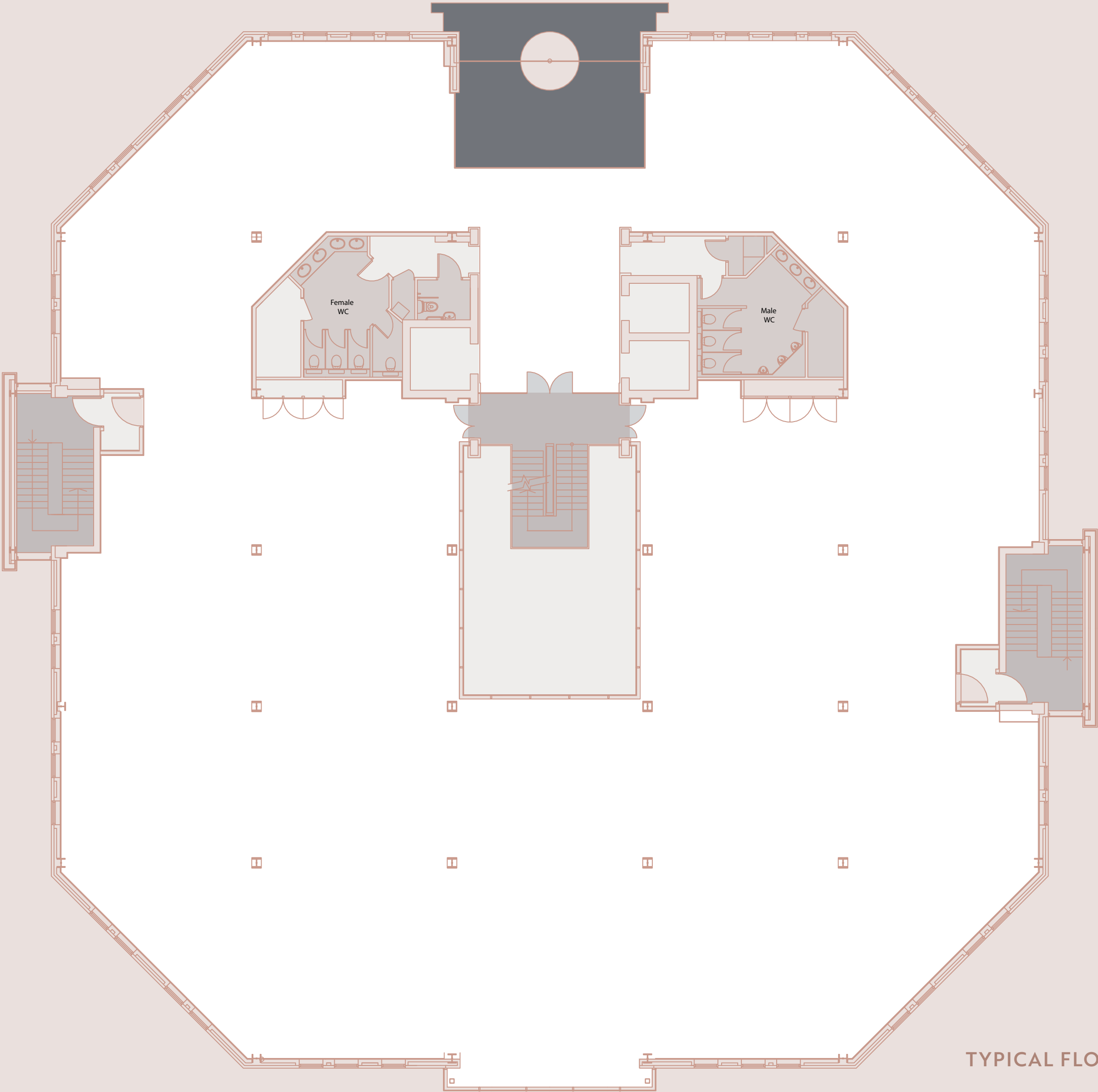


Accommodation

THE ALEX PROVIDES FIVE FLOORS OF GRADE A OFFICE SPACE WITH THE FOLLOWING NET INTERNAL AREAS:

FLOOR	SQ FT	SQM
Ground Floor	10,703	994.30
1st Floor	11,665	1,083.67
2nd Floor	12,159	1,129.57
3rd Floor	12,206	1,133.93
4th Floor	12,249	1,137.93
TOTAL	58,944	5,475.89

58,944 sq ft of Grade A office space plus 233 car parking spaces.



TYPICAL FLOORPLATE

Tenure

THE ALEX

A new 999 year long lease at a peppercorn will be available to acquire.

MULTI-STOREY CAR PARK

The owner of The Alex will have the right to park 233 cars in the adjacent multi storey car park for a period of 50 years from purchase. Car parking spaces will be charged to the owner at the prevailing market rate.

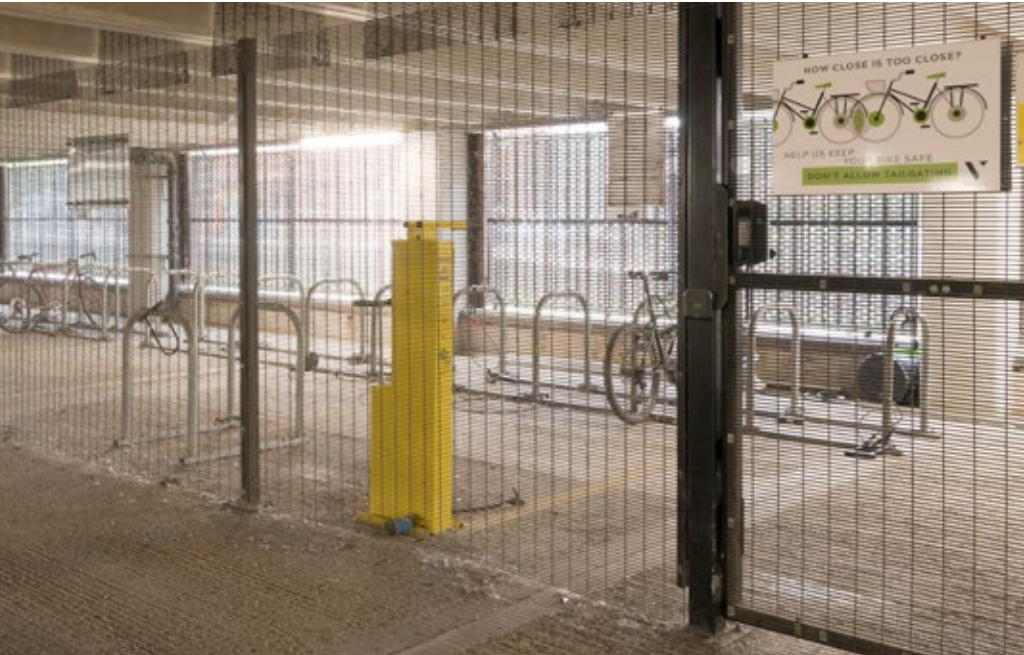
Secure bicycle storage and shower facilities are available.



Tenancy Schedule

Unit	Tenant		Size (sq ft)	Car Park Spaces	Start Date	Expiry Date	Review Date	Break Date	Rent (£pa)	Net Rent (£psf)
Part Ground Floor		The Secretary of State for Levelling Up Housing and Communities	9,048	-	27/04/23	26/04/33	27/04/28	31/05/29	£161,735.00	£17.50
Part Ground Floor, West		NassifMD Medical Spa UK	1,617	4	21/08/19	20/08/29	-	-	£30,617.50	£16.50
1st Floor	-	Vacant (Rent Guarantee)	11,665	-	12 months		-	-	£205,974.00	£18.00
2nd Floor	M&S	Marks & Spencer plc	12,159	-	21/03/25	16/05/29	-	-	£237,560.00	£20.00
3rd Floor	M&S	Marks & Spencer plc	12,206	47	17/05/19	16/05/29	-	-	£236,184.00	£15.35
4th Floor	M&S	Marks & Spencer plc	12,249	48	17/05/19	16/05/29	-	-	£236,184.00	£15.35
Total			58,944	99					£1,108,254.50	

SERVICE CHARGE: For the financial year 2026/2027 the building service charge budget will be £650,000 (i.e £11.12 psf overall).



Covenant

M&S

Marks and Spencer Plc	29 Mar 2025	30 Mar 2024	1 Apr 2023
Turnover (£'m)	£13,695.6	£12,896.8	£11,847.1
Profit before Tax (£'m)	£797.4	£686.6	£432.6
Net Assets (£'m)	£5,200.8	£4,746.6	£4,548.0

M&S are a major British multinational retailer with headquarters in London, that specialises in selling clothing, home products and food, mostly of its own label. Founded in 1884, M&S are listed on the London Stock Exchange and is a constituent of the FTSE 250 Index.

M&S have occupied The Alex for a number of years with several key Back of House departments represented in the property, including HR, Shared services and Finance. Recently additional staff members have relocated to the property from premises in central Manchester.



Ministry of Housing,
Communities &
Local Government

DEPARTMENT FOR LEVELLING UP, HOUSING AND COMMUNITIES

Renamed the Ministry of Housing, Communities and Local Government (MHCLG), the Department creates planning policies, boosts housing supply and funds local development, with an annual budget of circa £41bn. The Alex is utilised as an assessment centre.



Occupational Market Commentary

THE VIBRANCY OF THE SALFORD QUAYS OFFICE MARKET IS DRIVEN BY ITS STRONG VALUE PROPOSITION, PREMIER TRANSPORT CONNECTIVITY, MODERN WATERFRONT LIFESTYLE AND DEEP TALENT POOL.

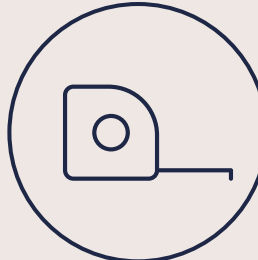
SALFORD QUAYS TAKE UP



81 TRANSACTIONS
UNDERTAKEN IN THE QUAYS IN 2025

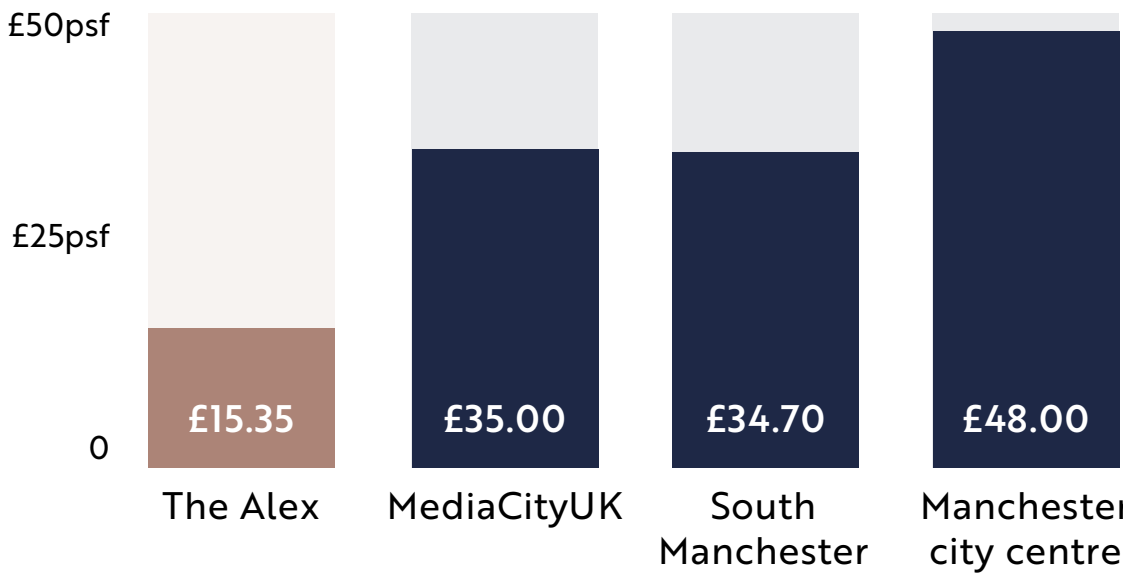


236,530 SQFT IN 2025
AN INCREASE OF 51% OVER 2024



179,633 SQFT IN H1 2026
STRONGEST PERIOD OF RESULTS SINCE 2018

PRIME RENTS IN COMPARISON:



Location	Prime Rent (£psf)
The Alex	£15.35
MediaCityUK	£35.00
South Manchester	£34.70
Manchester city centre	£48.00

OCCUPATIONAL COSTS

40% DISCOUNT TO COMPARABLE REFURBISHED SPACE COSTS IN CITY CENTRE

PHMG

LARGEST OFFICE LEASING TRANSACTION IN SALFORD SINCE 2020. PHMG SIGN UP FOR 67,000 SQFT AT SOAPWORKS, SALFORD

LEASING COMPARABLES:

Date	Address	Tenant	Area (sq ft)	Rent (per sq ft)	Grade
Oct-25	Tomorrow, MediaCityUK	Syspro	4,000	£34.50	Grade B (Fitted & Furnished)
Jul-25	Orange Tower, MediaCityUK	Ryan LLC	16,080	£29.50	Grade A (CAT A)
Jul-25	Orange Tower, MediaCityUK	Ryan LLC	16,080	£35.00	Grade A (Fitted & Furnished)
Jul-25	Exchange Quay, Salford Quays	AJ Bell	12,310	£19.35	Grade B (CAT A)
Jul-25	Exchange Quay, Salford Quays	3M	4,146	£29.00	Grade B (Fitted & Furnished)
May-25	Digital World Centre, MediaCityUK	Media Agency Group	4,117	£23.50	Grade B (CAT A)

Investment Considerations

GREATER MANCHESTER IS THE FASTEST GROWING CITY REGION ACROSS THE UK, MORE THAN DOUBLE THE UK AVERAGE, WITH SALFORD QUAYS THE FOCAL POINT OF DEVELOPMENT ACTIVITY IN THE AREA WITH TRAFFORD WHARFSIDE DELIVERING GENERATIONAL CHANGE TO THE AREA.



Attractive modern office building offering flexible space, with excellent natural daylight and floor to ceiling height, therefore limited restriction to potential upside ERV, pending refurbishment choices.



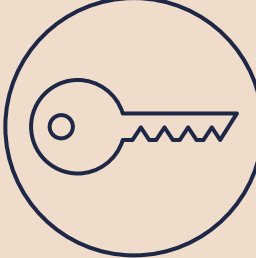
Long term occupier and recently taken further space.



Low base rent relative to local and wider office market across Greater Manchester, offering clear scope for rental growth.



Rental growth will continue with limited available office stock, conversions to residential and almost zero new build options.



Long term residential redevelopment potential, as identified by high-rise neighbours.



High net initial yield secured against undoubted covenant occupiers and scope to drive returns through further improvement works.



THE ALEX

Christopher Dee

Proposal

OFFERS ARE SOUGHT IN EXCESS OF

£9,000,000

(NINE MILLION POUNDS)

SUBJECT TO CONTRACT AND EXCLUSIVE OF VAT FOR THE LONG LEASEHOLD.
OFFERS FOR THE FREEHOLD INTEREST IN EXCESS OF THIS LEVEL WILL BE CONSIDERED.

ASSUMING USUAL PURCHASER’S COSTS OF 6.73% A PURCHASE AT £9,000,000 REFLECTS:



11.50%
Net Initial Yield



£153^{psf}
Capital Value

FOR FURTHER INFORMATION OR TO ARRANGE AN INSPECTION, PLEASE CONTACT:

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ENERGY PERFORMANCE CERTIFICATE

On completion of ongoing works an anticipated EPC rating of B.

ANTI-MONEY LAUNDERING REGULATIONS

In accordance with Anti-Money Laundering Regulations, two forms of identification and confirmation of the source of funding will be required from the successful purchaser.

DATAROOM

Access to a comprehensive data room can be provided on request.

VAT

The property is elected for VAT.
We envisage that the transaction will be treated as a Transfer of Going Concern.

MISREP: The accuracy of any description, dimensions, references to condition, necessary permissions for use and occupation and other details contained herein is not guaranteed and is for general guidance only and prospective purchasers or tenants must not rely on them as statements of fact or representations and must satisfy themselves as to their accuracy. Christopher Dee nor any of its employees or representatives has any authority to make or give any representation or warranty or enter into any contract whatever in relation to the property. Rents quoted in these particulars may be subject to VAT in addition. The reference to any mechanical or electrical equipment or other facilities at the property shall not constitute a representation (unless otherwise stated) as to its state or condition or that it is capable or fulfilling its intended function. Prospective tenants/ purchasers should satisfy themselves as to the fitness of such equipment for their requirements. September 2026.

