

SKYGATE

EAST MIDLANDS GATEWAY, KEGWORTH, DERBY, DE27 2DL

ULTRA-HIGH-SPECIFICATION LOGISTICS WAREHOUSE
ON ONE OF THE UK'S PREMIER LOGISTICS PARKS

25 YEAR LEASE TO  THE VERY GROUP


A member of the Trenport Property Holdings Group

 CUSHMAN &
WAKEFIELD

 JLL



 VIDEO
TOUR

 INTERACTIVE
360°

INVESTMENT SUMMARY

- ▶ State-of-the-art, **mission critical** automated logistics warehouse.
- ▶ Located on the 700 acre **East Midlands Gateway** - one of the best connected logistics developments in the UK.
- ▶ Neighbouring units let to Amazon, DHL, XPO Logistics (Nestle), Kuehne & Nagel and Games Workshop.
- ▶ Adjacent to **East Midlands Airport** - the UK's busiest regional cargo airport.
- ▶ Dedicated 50 acre intermodal **rail freight terminal**.
- ▶ Total floor area of **553,235 sq ft**, including a 31,875 sq ft two storey office block in addition to out / inbound ancillary pods.

- ▶ The tenant has added an additional 359,424 sq ft of mezzanine space along with infrastructure to allow for further racking and mezzanine space.
- ▶ **Ultra-high specification** including **18.13m clear internal height** and enhanced build specification to support laser-guided high speed and high volume **automated fulfilment racking**.
- ▶ By virtue of a surrender and re-grant the existing lease is being extended to offer a new **25 year unbroken term** from 24th June 2021.
- ▶ 5 yearly **CPI compounded rent reviews** capped and collared at 2% and 4%.
- ▶ Passing rent of **£4,115,185 per annum** (reflecting £7.44psf - excluding mezzanine).
- ▶ **Freehold**.

We are instructed to seek offers in excess of **£80m**, reflecting a net initial yield of **4.82%** and capital value of **£145 psf**, after purchaser's costs of **6.8%**.



LOCATION

- ▶ The Property is prominently located on East Midlands Gateway and is centrally located within the Golden Triangle of distribution, adjacent to East Midlands Airport.
- ▶ East Midlands Gateway is considered one of the premier logistics park in the UK, due to its unrivalled connectivity and build specifications.
- ▶ The location provides access to over 90% of the UK population within a 4 hour drive.
- ▶ The Property is optimally located for e-commerce to reach all of the mainland parcel company delivery depots overnight with the latest possible "last order" cut off.
- ▶ There is a population of 1,000,000 within a 30-minute drive, including:

Nottingham

12.5 miles (24 minute drive)
and home to a population of
321,500

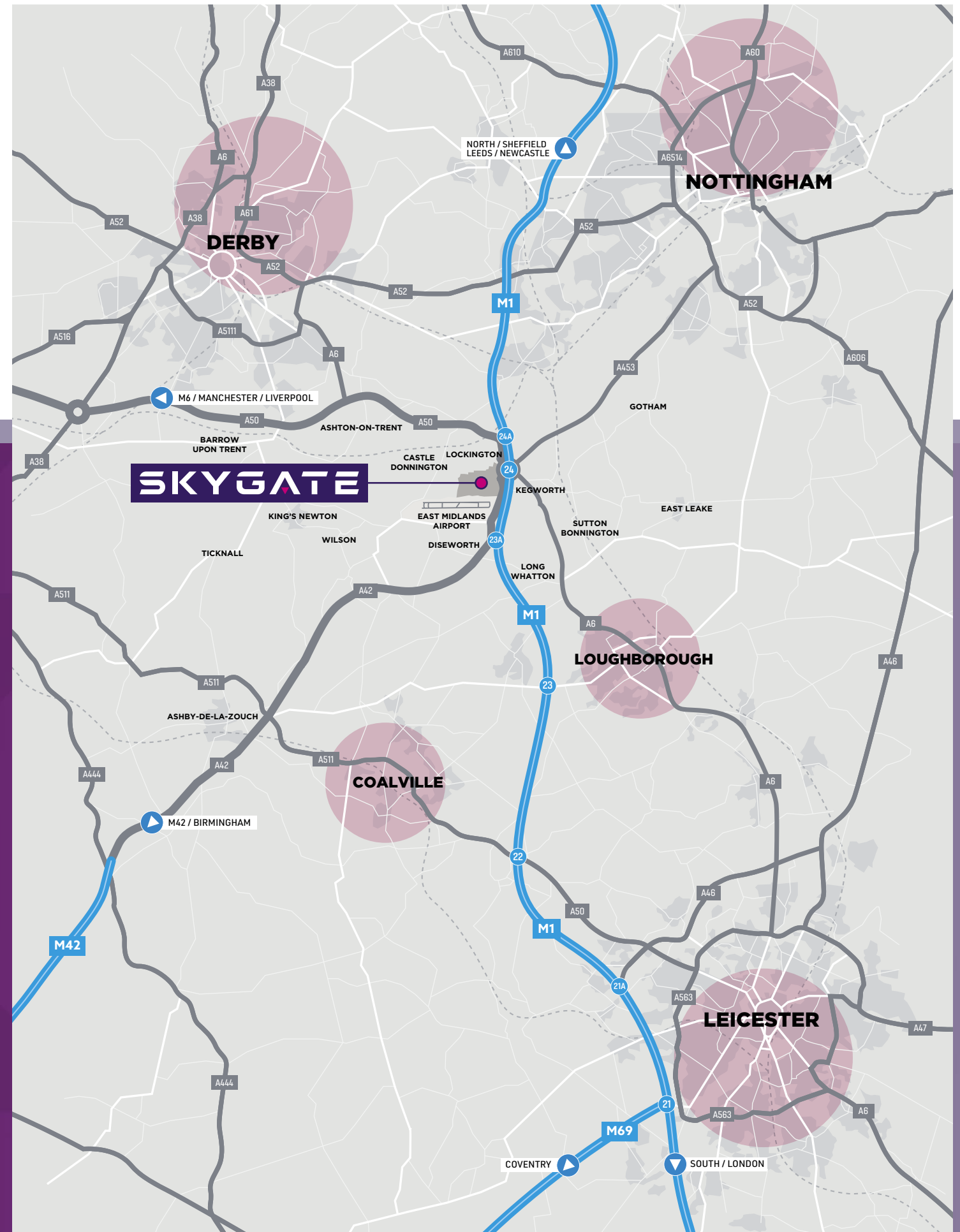
Derby

13.5 miles (23 minute drive)
and home to a population of
248,750

Leicester

20 miles (28 minute drive)
and home to a population of
348,300

- ▶ These three key cities and the surrounding area provide a large skilled logistics workforce.

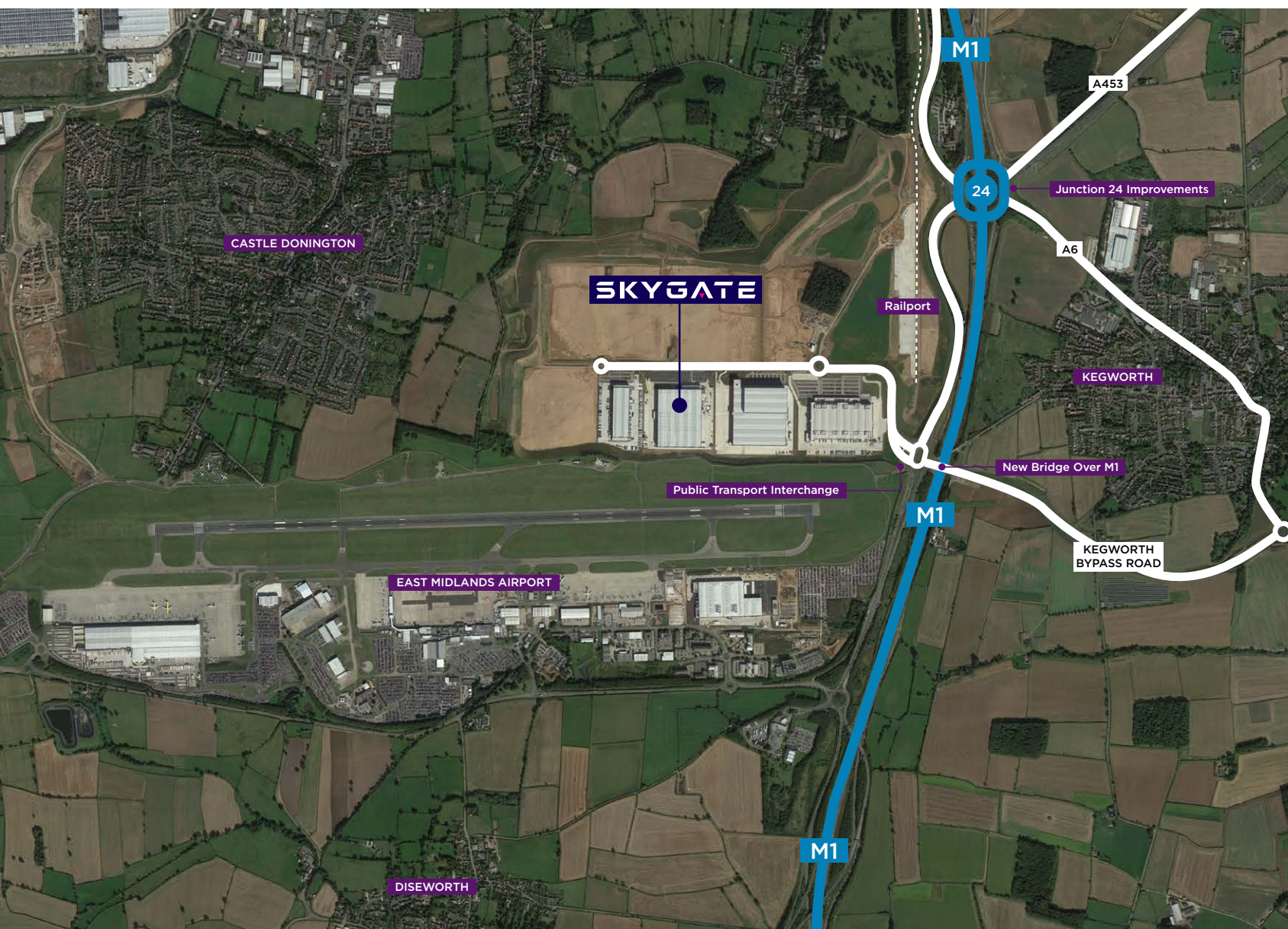


City	Distance (Miles)	Drive Time
Derby	13.5	23 mins
Nottingham	12.5	24 mins
Leicester	20	28 mins
Birmingham	38	50 mins
Sheffield	46	1 hr
Leeds	80	1 hr 30 mins
London (M25)	100	1 hr 40 mins
Manchester	87	1 hr 50 mins
Liverpool	100	2 hrs
Bristol	128	2 hrs
Cardiff	149	2 hrs 30 mins

UNRIVALLED CONNECTIVITY

East Midlands Gateway is at the heart of the UK's most desirable logistics region. In addition, the park is adjacent to East Midlands Airport with direct access to J24 of the M1, and has a dedicated rail freight terminal.

As a result it has been dubbed an 'inland port' and is undoubtedly one of the best located and connected logistics parks in the UK.



► **The Subject Property was developed as Unit 3 during Phase 4 on the Segro Logistics Park, known as East Midlands Gateway:**

- Phase 1 - Unit 1 and Unit 2 as well as site access and works to the A453 (Completed)
- Phase 2 - Highways works to the M1 J24 and J24A (Completed)
- Phase 3 - Kegworth bypass (Completed)
- Phase 4 - Units 3 and 4 and site roads (Completed)
- Phase 5 - Dedicated freight railway terminal (Completed)
- Phases 6 & 7 - Unit 6, pre-lets of unit 7 & 11 and remaining available land (Part Completed/Underway)

Road



- Superb road connectivity.
- Adjacent to the A50 and A453 trunk roads. A42/M42 connection is easily accessed at Junction 23 of the M1.
- Significant highways improvement works at Junction 24 and Junction 24A of the M1 and the new Kegworth bypass over the M1.
- New public transport interchange on the A453 site access point.

Rail



- East Midlands Gateway links directly to the Castle Donington freight line which provides direct a connection to the UK's network of rail freight interchanges as well as major UK ports including Southampton, London Gateway and the Channel Tunnel.
- The 50 acre rail freight terminal operates 24/7 and can accommodate up to sixteen 775m freight trains per day, as well as capacity for 5,000 TEU container storage and HGV parking.
- Let to Maritime Transport on a 25 year lease and the new headquarters of Maritime Intermodal, a division focused on growing national intermodal volumes through rail-connected terminals.

Air



- East Midlands Airport is adjacent to the Property.
- East Midlands Airport is the UK's busiest regional airport for cargo volumes, handling in the region of 320,000 tonnes of air freight per year.
- The airport is the principal UK hub for DHL and UPS and is also a key hub for Royal Mail and TNT. It also operates 24 hours with no runway slot restrictions.
- The airport has recently seen a 20% increase in freight volumes, as a result of the growth in online shopping and demand from freight operators.
- East Midlands Airport serves over four million passengers a year, offering flights to more than 90 leisure and business destinations worldwide.

Airport	Distance
East Midlands	1 mile
Birmingham	37 miles
Manchester	80 miles
Heathrow	116 miles
Stansted	123 miles
Gatwick	153 miles

Sea



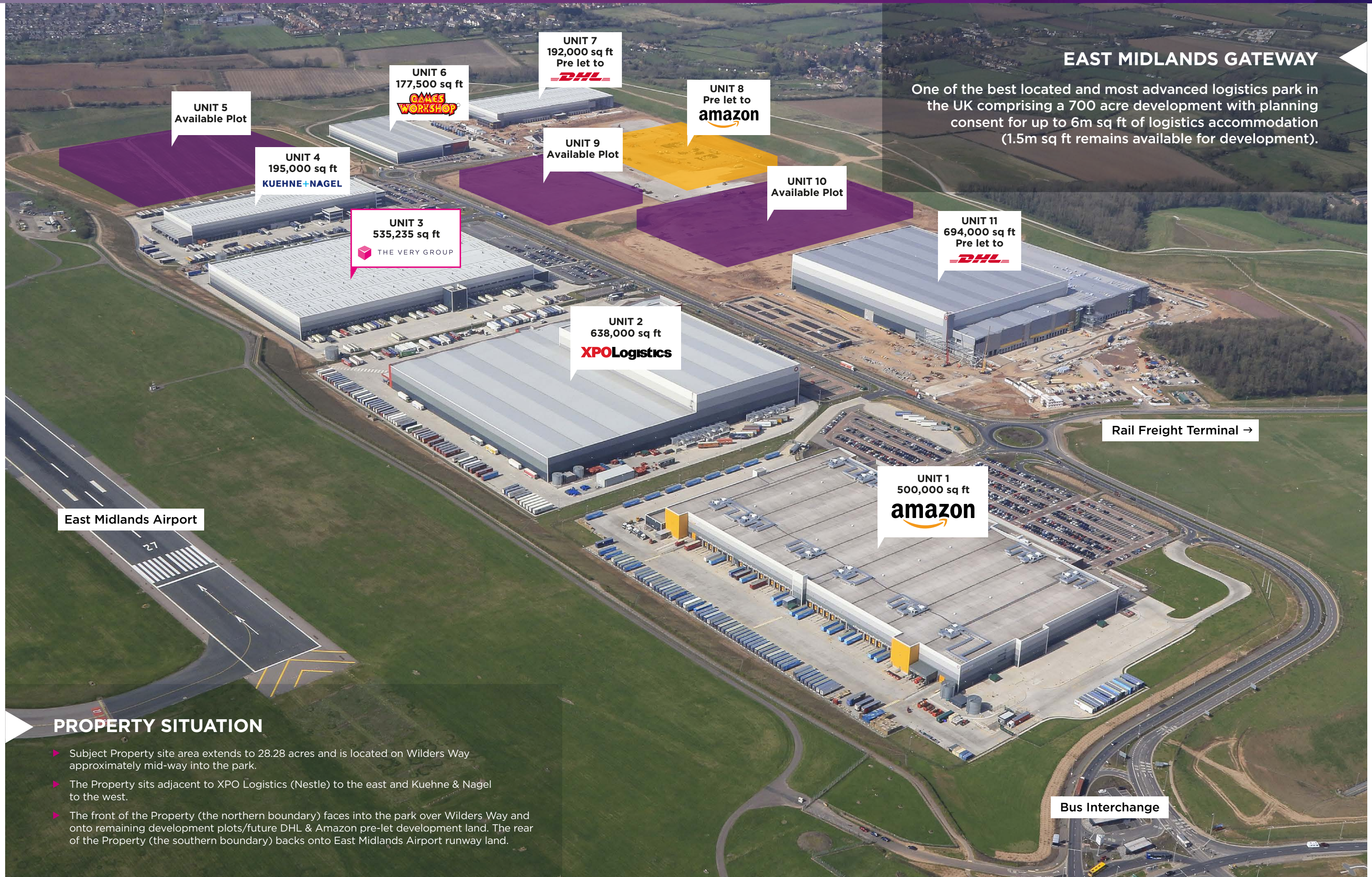
- The dedicated rail terminal means that all major UK ports can be accessed within three and a half hours.
- The Humber Ports can be accessed by road within 1 hour 45 minutes, providing excellent connectivity to mainland Europe.

Port	Distance
Humber Ports	96 miles
Merseyside	108 miles
Bristol	123 miles
Thames Ports	142 miles
Teesport	142 miles
Felixstowe	163 miles
Southampton	166 miles
Lowestoft	185 miles
Dover	201 miles



EAST MIDLANDS GATEWAY

One of the best located and most advanced logistics park in the UK comprising a 700 acre development with planning consent for up to 6m sq ft of logistics accommodation (1.5m sq ft remains available for development).



UNIT 5
Available Plot

UNIT 4
195,000 sq ft
KUEHNE+NAGEL

UNIT 3
535,235 sq ft
THE VERY GROUP

UNIT 6
177,500 sq ft
GAMES WORKSHOP

UNIT 7
192,000 sq ft
Pre let to
DHL

UNIT 9
Available Plot

UNIT 8
Pre let to
amazon

UNIT 10
Available Plot

UNIT 11
694,000 sq ft
Pre let to
DHL

UNIT 2
638,000 sq ft
XPOLogistics

UNIT 1
500,000 sq ft
amazon

Rail Freight Terminal →

East Midlands Airport

Bus Interchange

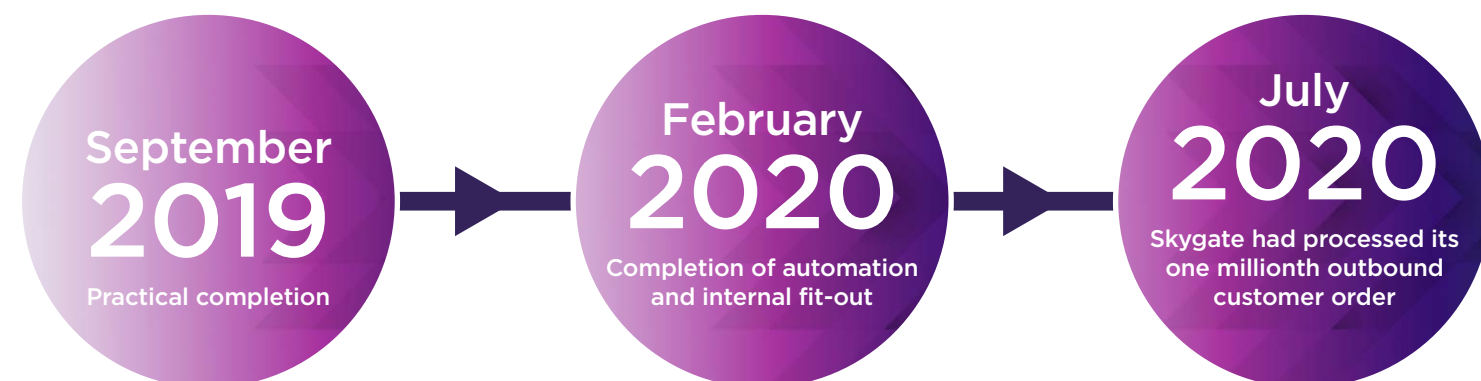
PROPERTY SITUATION

- ▶ Subject Property site area extends to 28.28 acres and is located on Wilders Way approximately mid-way into the park.
- ▶ The Property sits adjacent to XPO Logistics (Nestle) to the east and Kuehne & Nagel to the west.
- ▶ The front of the Property (the northern boundary) faces into the park over Wilders Way and onto remaining development plots/future DHL & Amazon pre-let development land. The rear of the Property (the southern boundary) backs onto East Midlands Airport runway land.



ULTRA-HIGH BUILDING SPECIFICATION BEST-IN-CLASS LOGISTICS WAREHOUSE

The base unit was constructed at a cost of over £55m, but the specification was enhanced with a further £15m of tenant's improvements during the construction. The tenant has invested nearly £90m in specialist fit-out in order to create one of the most advanced logistic centres currently operational in the UK. This has had a transformational impact on The Very Group business in terms of service delivery, cost savings and efficiencies.



PROPERTY DESCRIPTION

Base Build Specification Cost: £55m+

- 74 loading docks and 3 loading bays
- 360-degree full perimeter road access
- 18.13m meter clear internal height (maximum internal height of 20.99m)
- Parking for 468 cars (including 17 disabled) & 126 HGV's
- 70Kn Floor Loading
- 10% rooflights
- Minimum 50m yard
- High speed and backup high speed data connections

Enhanced Build Specification Cost: £15m+

During development, the tenant requested enhancements to the base build specification including the foundations and frame to support a state-of-the-art automated operating model and fit-out.

There were over £15m of tenant requested enhancements to the base build specification, which included:

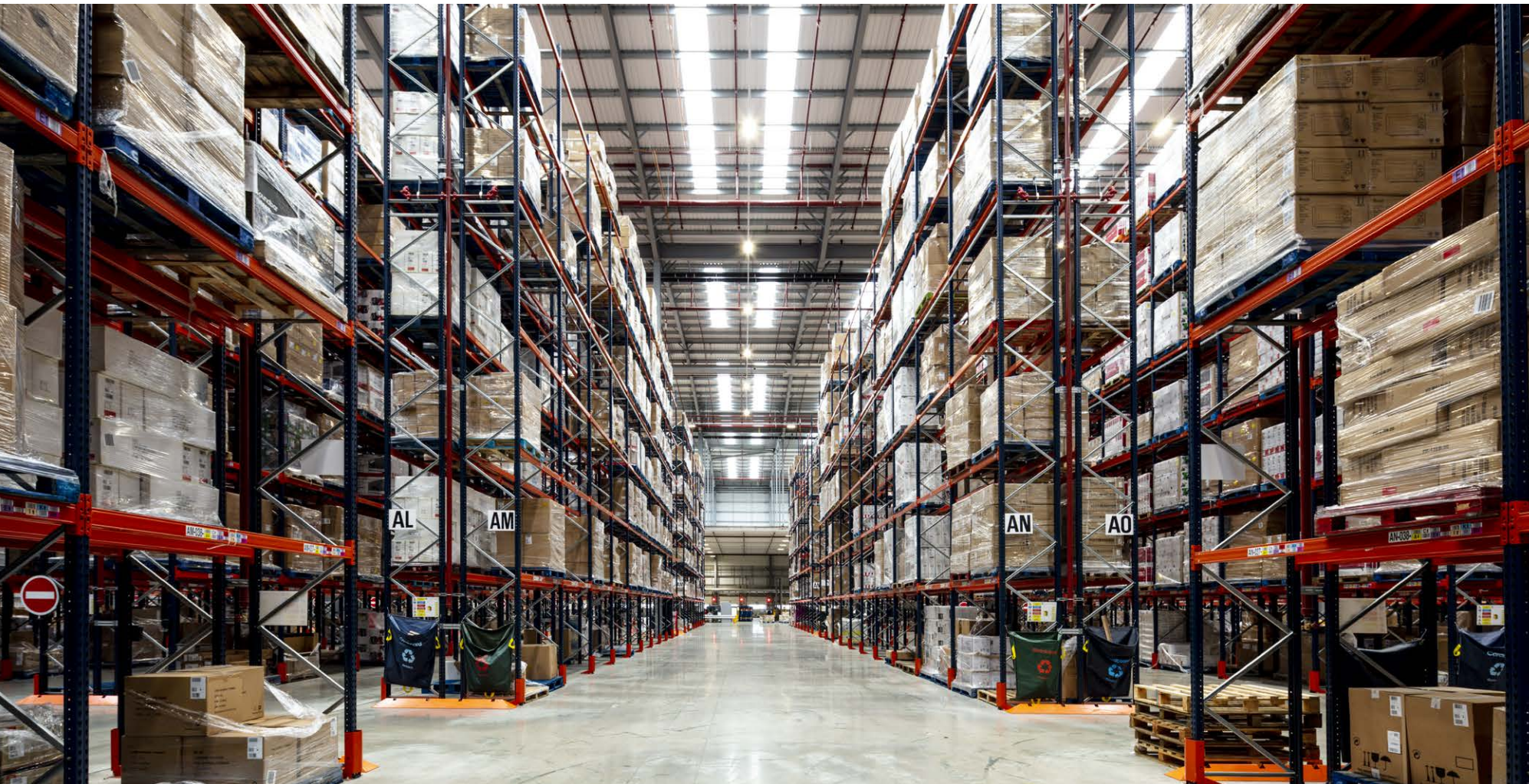
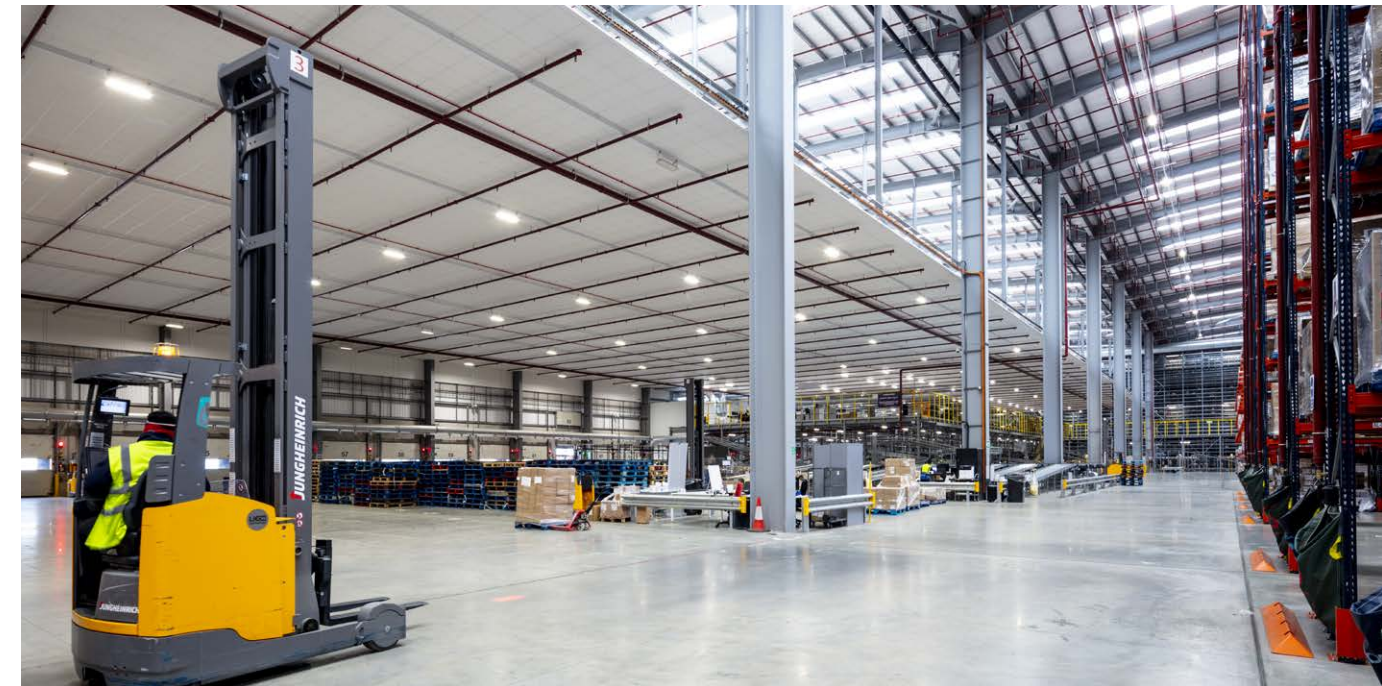
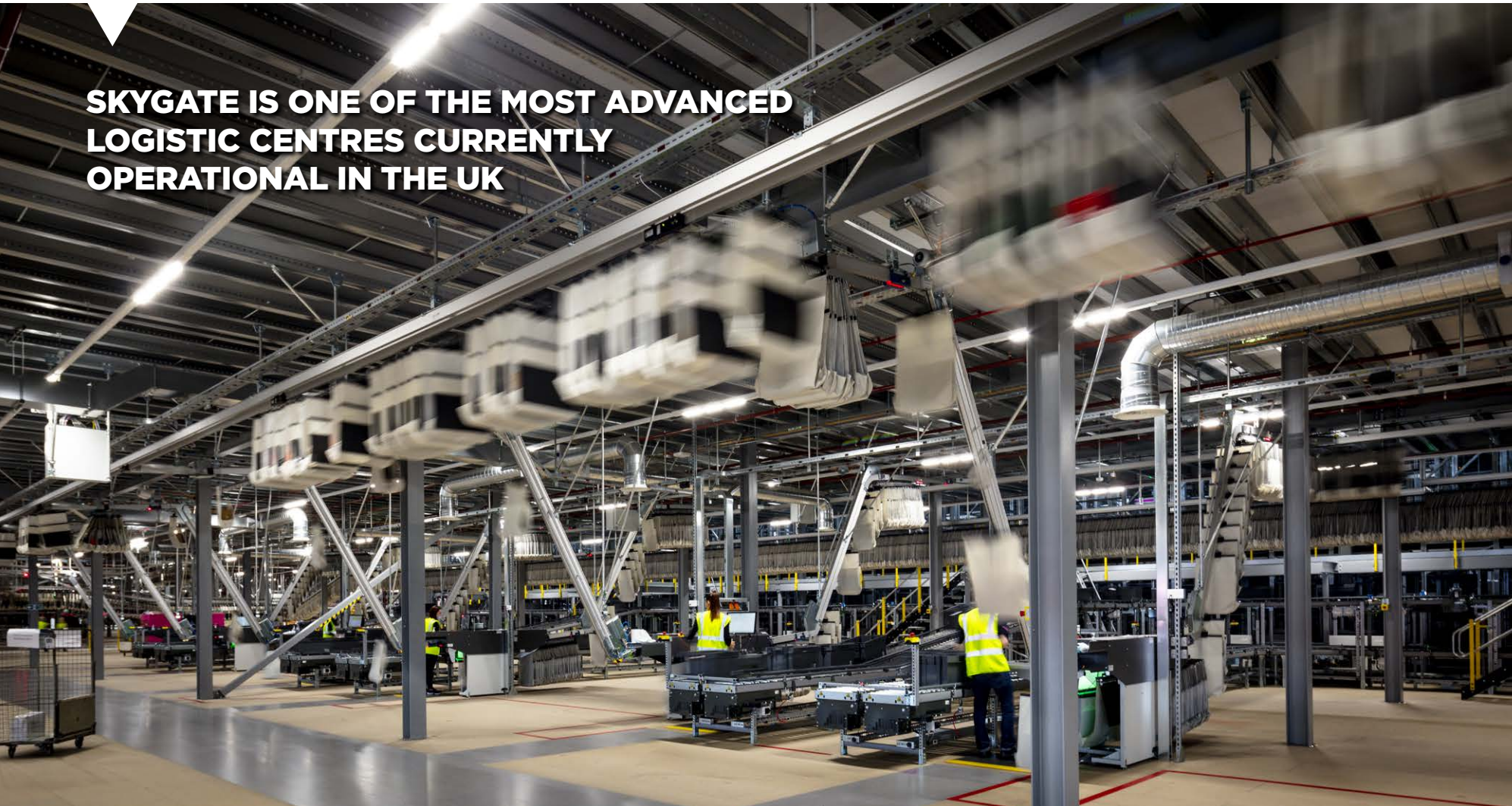
- Enhanced strength steel frame and foundations to minimise deflection and support the operation of the laser-guided automation system
- Warehouse lighting at roof level and under mezzanine floor areas
- Full sprinkler coverage and backup pumps
- Inbound and outbound pods (totalling 11,122 sq ft)
- Intruder alarm and CCTV systems
- Access control systems to barriers and turnstiles
- Fresh drinking water points
- Additional shelters and bollards
- PA system
- Mezzanine foundations and foundations for future mezzanine extension
- 2 National Grid connections and 100% backup generators
- Warehouse power upgrade to meet automation fit-out requirements
- Warehouse high level frost protection heating
- Mezzanine ventilation
- Warehouse roof level fire detection and alarm systems
- Fire protected ceilings
- Electric car charging points
- Extension of yard to provide additional truck/trailer parking
- Extension of employee car parking area
- Widening of service roads from one-way to two-way

Tenant Fit Out Specification Cost: c£90m

The tenant has completed the property with a world-class fit-out at an additional cost of c.£90m, which includes:

- Construction of mezzanines
- Over £67m on automation and robotics
- £9m on IT programming
- Over 3.3m on IT cabling, networks and devices
- Further £2.2m+ on internal IT setup
- Over £0.5m on generators

SKYGATE IS ONE OF THE MOST ADVANCED LOGISTIC CENTRES CURRENTLY OPERATIONAL IN THE UK





ENVIRONMENTAL, SOCIAL AND CORPORATE GOVERNANCE

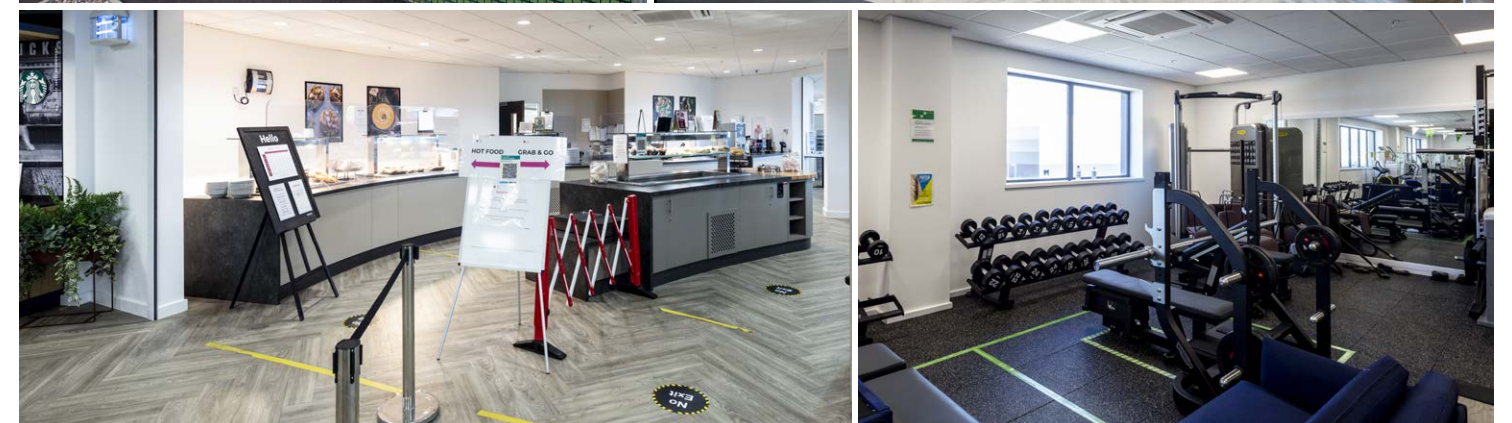
Skygate has been developed with the increasing demand for sustainable real estate ownership in mind. The Property's environmental and wellbeing credentials are matched by few others.

- EPC rating A 25
- Class Zero cladding
- Air tightness to 2.5m³/hr/m²
- Comfort cooling and intelligent, low energy lighting to the 2 storey office space
- Rainwater harvesting
- Solar thermal heating
- BREEAM V Good
- Infrastructure for solar array to meet power requirements (the tenant is finalising details for the solar array following monitoring of power consumption since becoming operational)
- Recycled aggregates used in the concreted yard
- Onsite packaging recycling
- Electric car charging points

Relocating operations to Skygate has placed The Very Group at the heart of its customer base, close to its supply chain. It saves time by eliminating the need to run through a parcel carriers central hub. As a result it has helped remove 1m future miles off the road.



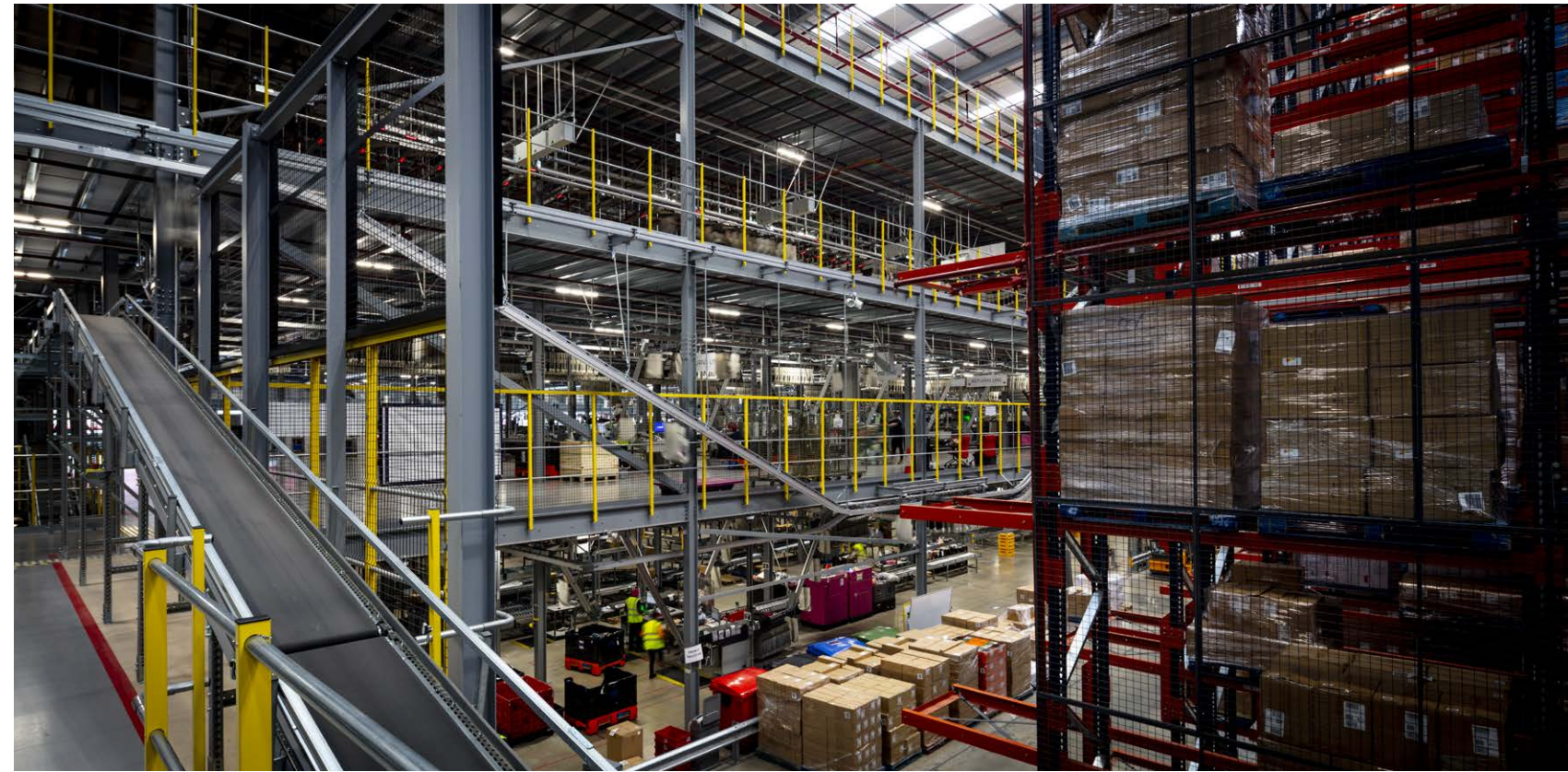
A HIGHLY DESIRABLE SPACE TO WORK, HELPING TO ATTRACT AND RETAIN THE BEST TALENT



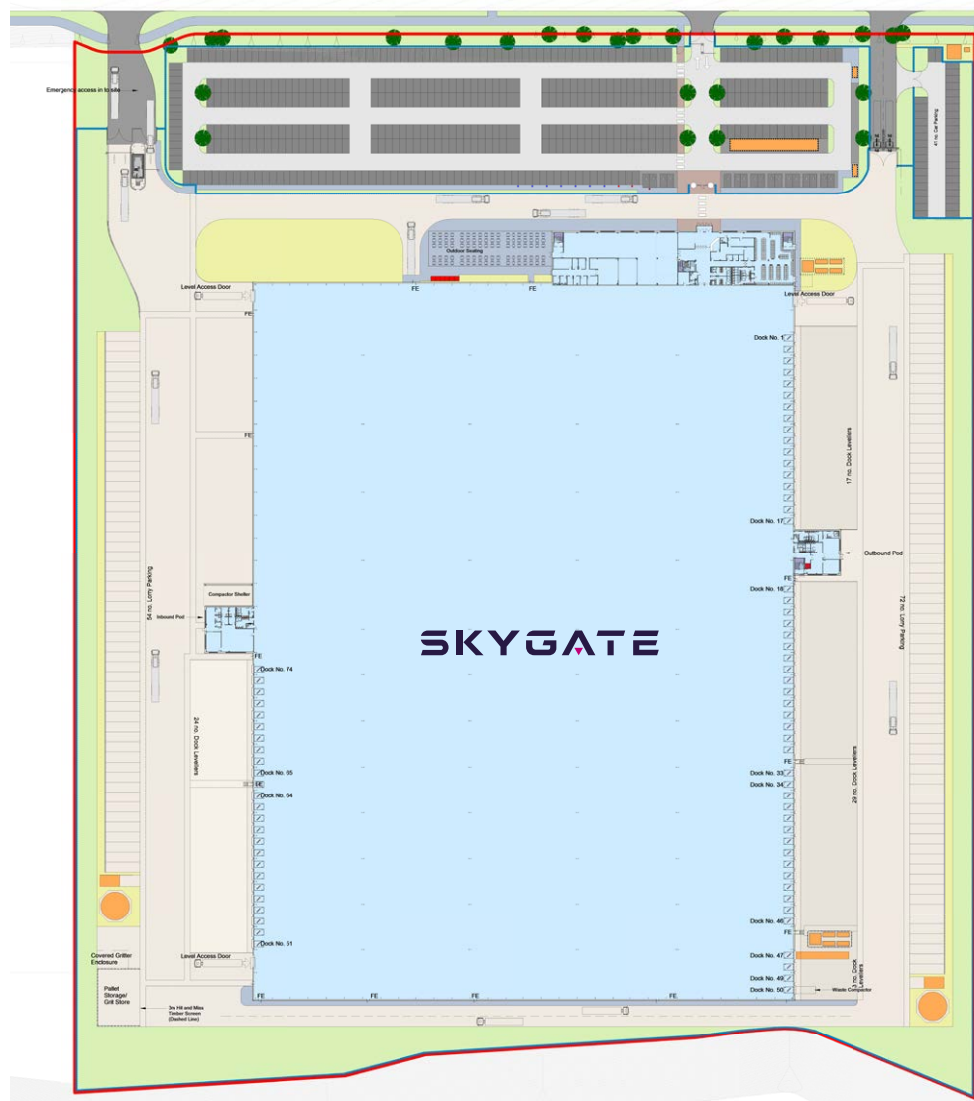
Skygate has been designed with the health and wellbeing of staff in mind and is a highly desirable space to work, helping to attract and retain the best talent. Skygate offers staff facilities including:

- An all-weather multi sports pitch
- High-quality 24/7 restaurant
- Gym
- Break out spaces
- Multi-faith room

As of June 2020, 975 staff had been employed at Skygate, rising to 1,200 at peak times, and because the site is supported by brand new public transport routes, getting to work has been made simple and affordable. Skygate has also enabled greater flexibility to shift patterns and working hours to support staff with home-work life balance.



SITE PLAN



ACCOMMODATION SCHEDULE

Landlord Areas	Area (sq m)	Area (sq ft)
Warehouse	47,378.9	509,982
Main office	1,524.8	16,413
Main office 1st floor	1,436.6	15,463
Inbound pod office	259.3	2,791
Outbound pod office	240.6	2,590
Outbound pod office 1st floor	241.3	2,597
Outbound pod office 2nd floor	246.5	2,653
Outbound pod office 3rd floor	41.9	491
Gatehouse	27.4	295
Overall floor total	51,397.3	553,235

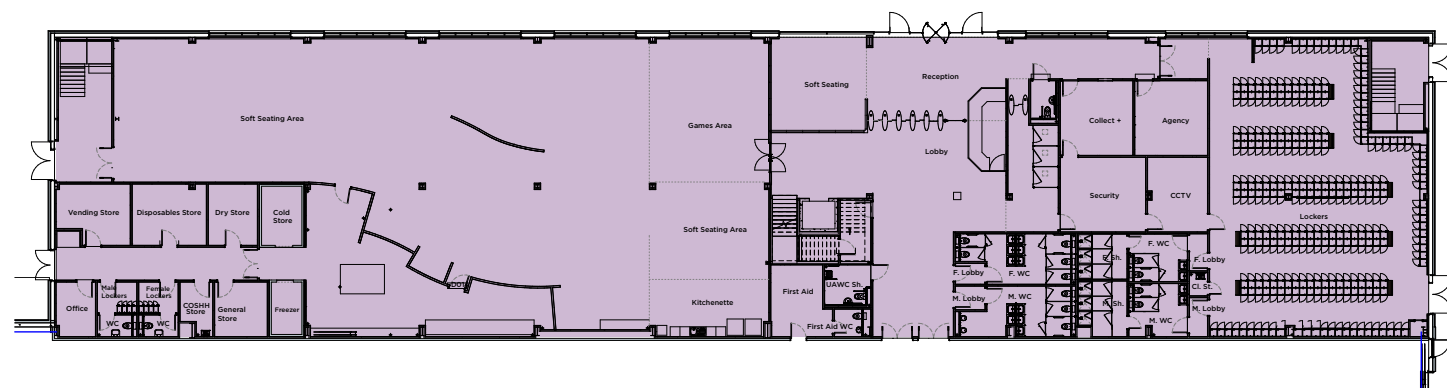
Additional Areas	Area (sq m)	Area (sq ft)
Excluded Areas		
Canopy	270.8	2,915
Covered boiler area	266.3	2,866
Tenant's Addition		
1st floor mezzanine	12,230.9	131,652
2nd floor mezzanine	10,580.3	113,886
3rd floor mezzanine	10,580.3	113,886
Mezzanine total	33,391.3	359,424
Total floor area with tenant's mezzanine	82,821.9	891,495

FLOOR PLANS



Main Office First Floor ▲

[Click to enlarge](#)

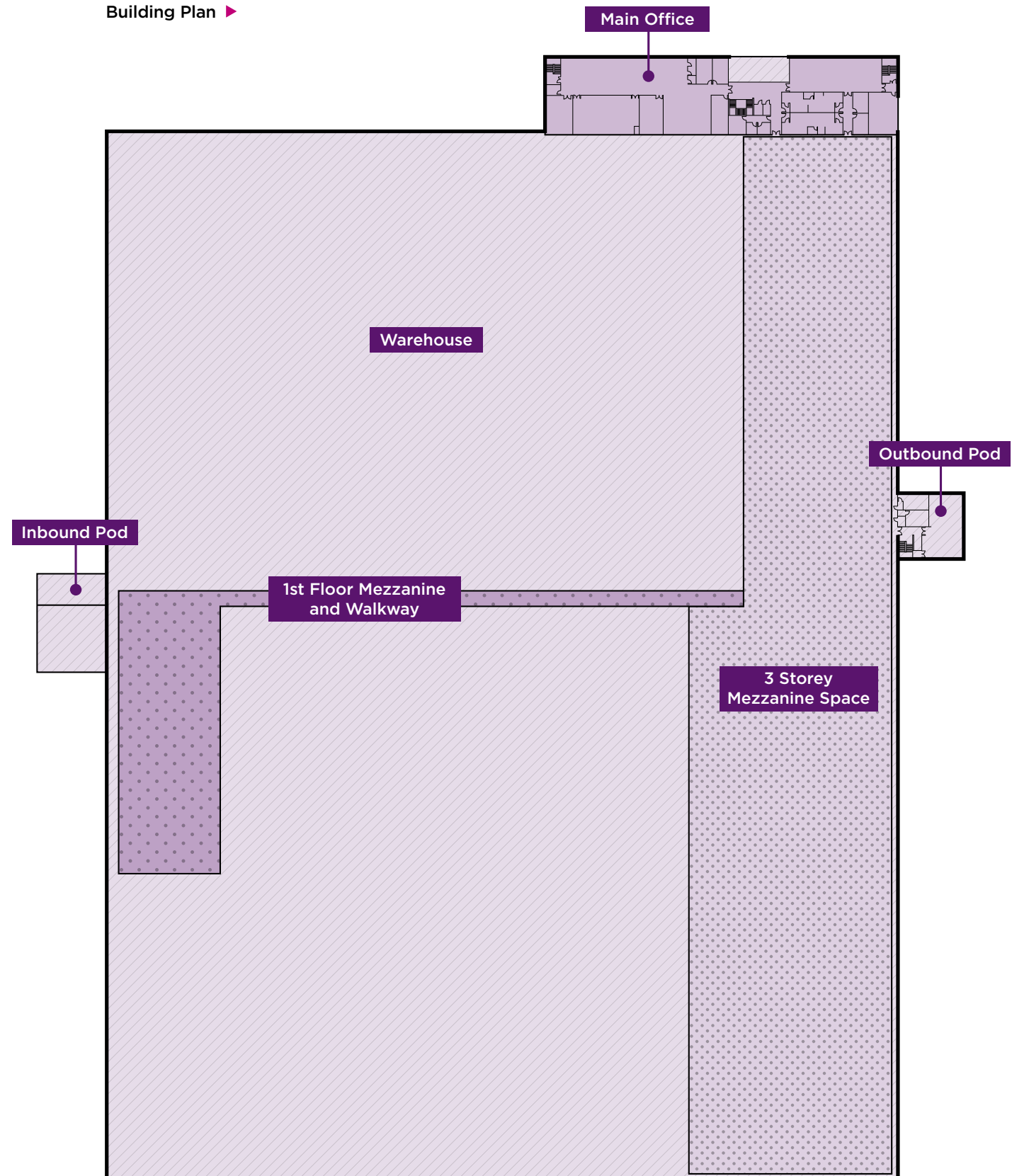


Main Office Ground Floor ▲

[Click to enlarge](#)



Building Plan ▶



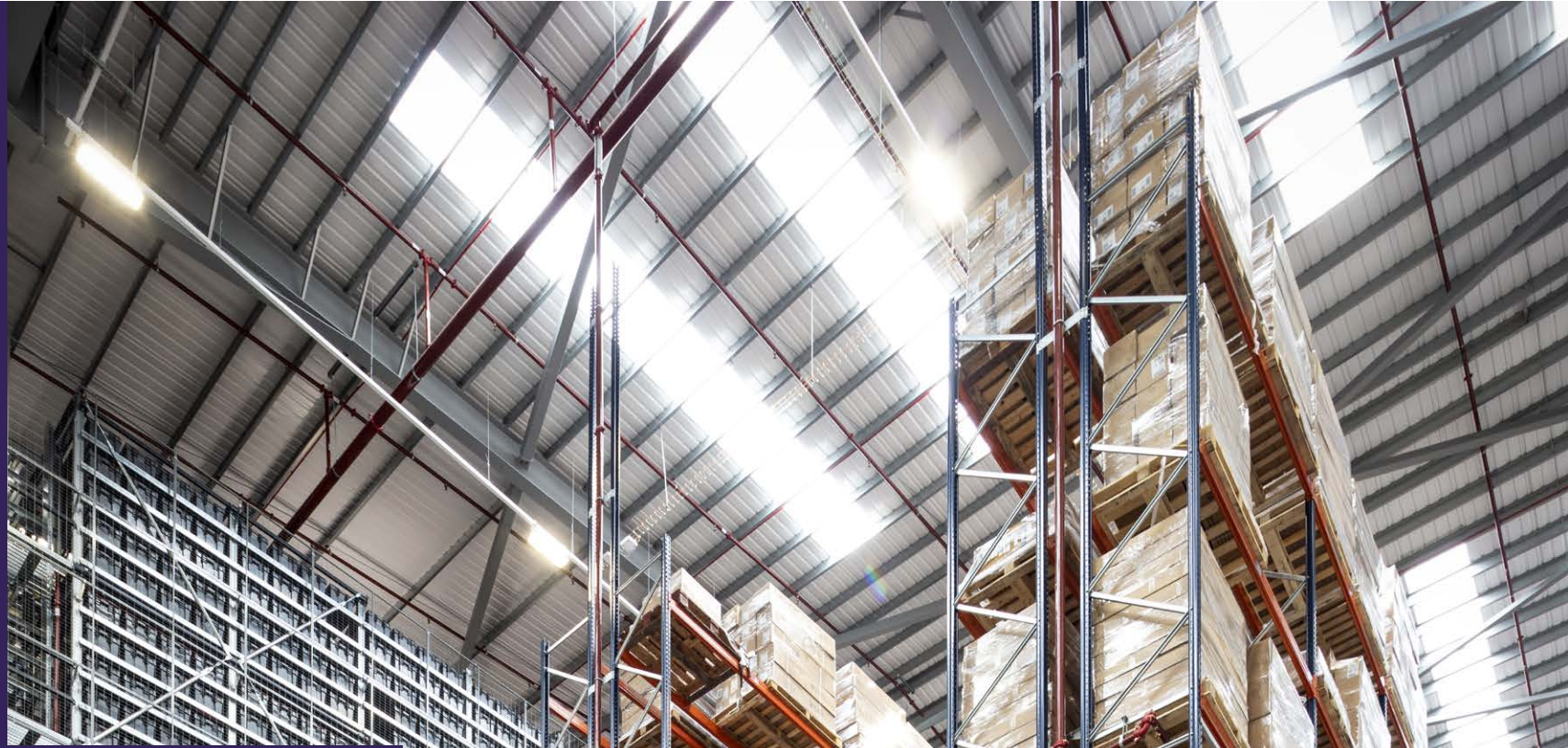
[Click to enlarge](#)

TENANCY INFORMATION

- ▶ Skygate is fully let to The Very Group Limited (company registration number 04730752) who run brands Very.co.uk and Littlewoods and whose history dates back to 1890.
- ▶ The Very Group Limited have sublet the Property to their operating company which is Shop Direct Home Shopping Limited (company registration number 04663281) for the duration of the superior lease less one day.
- ▶ Since its beginnings, The Very Group has been at the forefront in adapting to changing customer shopping habits and new technologies in the retail market. The business first launched mail order catalogues in 1890, followed by telephone ordering in the 1980's, e-commerce in the 1990's and is now driving ultimate customer convenience through flexible credit options, mobile device ordering and next day delivery.
- ▶ Today, The Very Group is a data and technology driven business underpinned by modern infrastructure and the Group's offering is more relevant than ever.
- ▶ There is an existing lease from 4th March 2019 for a period of 21 years. By virtue of a surrender and re-grant the term is being extended to offer a new 25 year term from 24th June 2021, expiring 23rd June 2046.
- ▶ 5 yearly CPI compounded rent reviews capped and collared at 2% and 4% are calculated from the original lease Term Commencement Date of 4th March 2019.
- ▶ Passing rent of £4,115,185 per annum (reflecting £7.44 psf).
- ▶ A purchase price of £80m reflects the following reversionary yield profile based on the minimum and maximum rent review increases:

Rent Review	Minimum Rent per annum	Minimum Reversionary Yield	Maximum Rent per annum	Maximum Reversionary Yield
2024	£4,543,497	5.32%	£5,006,752	5.86%
2029	£5,016,388	5.87%	£6,091,479	7.13%
2034	£5,538,497	6.48%	£7,411,216	8.67%
2039	£6,114,948	7.16%	£9,016,877	10.55%
2044	£6,751,397	7.90%	£10,970,410	12.84%

- ▶ The current owner has rentalised some of the enhanced specification that has been built in to the unit and cannot be separated



Automated Shuttle System



Narrow Aisle Racking



TENANT FINANCIALS

In the year to 30 June 2020 the company reported the following key performance indicators:



The Very Group

- Sales increased **2.9%** from £1.993bn (FY 2019) to £2.050bn, **surpassing £2bn for the first time.**
- The Very Group's focus on purely digital, multi-category retail combined with flexible ways to pay has seen them well adapted to the rapidly evolving retail environment and challenges from the Covid-19 pandemic.
- **Strong customer acquisition figures** underpinned an overall positive performance.
- **Total group customers** increased **10.6%** to 4.48m.

- **1.9m** website visits per day.
- **Group Profit** before tax increased by £233.9m to **£48.4m.**
- Group gross margin of **36.5%.**
- **Underlying EBITDA of £264.4m.**
- Strong volume growth and cost efficiencies have helped to mitigate impacts of Covid-19 and an unpredictable market in 2020.
- There was an **80.9% increase in new credit customers** in Q4 2020 compared to Q4 2019 showing the attractiveness of the Group's flexible payment options.
- Mobile device sales mix up 3% YoY to **82% of online sales.**

The Very Group not only increased sales and customers throughout the turbulent Coronavirus year but did not draw on the Government's job retention scheme nor any other Government Coronavirus business loan schemes and has also committed to repaying all temporary salary reductions to staff that were initially adopted.

Very.co.uk



- **Performed strongly throughout Covid-19 disruptions:**
- The Group's biggest and fastest growing brand – an online multi-category store “selling everything from tech to tableware” with a focus on big name brands and on-trend fashion.
- Sales growth of **6.8%** to £1.589bn.
- Retail sales growth of **36%** YoY.
- Total customers increased 14.1% to 3.4m, driven by **new customer growth of 26.6% for the full year and over 100% growth in Q4 YoY.**
- **Online visits increased 28.8%** YoY to 524m.
- Cash in the bank **£206.4m.**
- Orders placed on the Very.co.uk **mobile app increased 34.4% YoY** to a new high of 35.7%.

Littlewoods.com



- Established in 1923, Littlewoods is also an online only multi-category store, offering a wide range of family focused big brand products.
- Littlewoods provides flexible ways to purchase, such as options to pay in regular interest free instalments and has a loyal customer base, retaining 57.3% of its credit customers for 5 or more years.
- Sales of **£460.9m.**
- Pre-exceptional EBITDA of **£116.6m.**
- **162.5m** online visits.



The Very Group Latest Financial Accounts Summary

Q2 FY21 YTD (6 months to 31 December 2020)

Group revenue growth of 12.1% to £1.225bn (Very.co.uk revenue growth of 18.2% to £1.013bn).

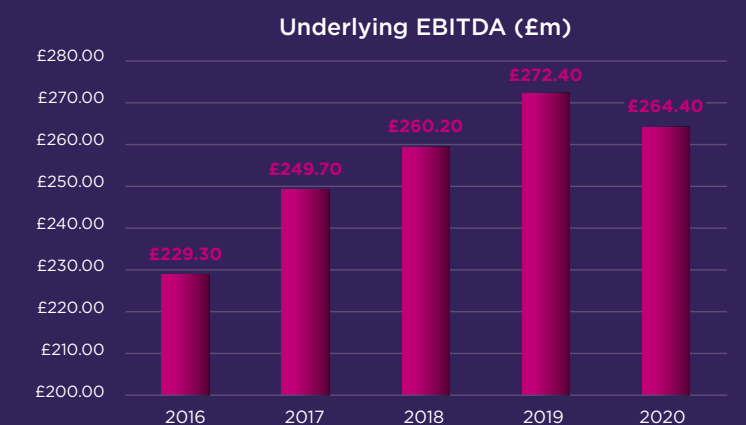
Underlying EBITDA increased 13.3% to £135.8m as a result of strong revenue growth and cost management.

A further strengthening of the Group's net worth position to £119m (increasing £58.4m in the 6 month period from 30 June 2020 and £114.2m in the 12 month period from 31 December 2019).

	Q2 FY21 YTD (6 months to 31 Dec-20)	June 2020	June 2019	June 2018	June 2017	June 2016
Total revenue	£1.255bn	£2.050bn	£1.993bn	£1.958bn	£1.929bn	£1.861bn
Pre-tax Profit	£24m	£48.4m	*(£185.5m)	*(£24.7m)	£24.9m	£105.6m
Net worth	£119m	£60.6m	(£88.5m)	£185.3m	£199.9m	£559.2m

*The Group's financial performance was impacted by £241m of exceptional items in 2019 and £164.8m in 2018 as a result of redress claims in relation to Payment Protection Insurance (PPI). The Financial Conduct Authority deadline for claims was 29th August 2019 and there was a surge in claims leading up to this date.

Group Financial Tables



MISSION CRITICAL FACILITY - THE IMPACT OF SKYGATE



£23m annual efficiency savings



Stock online and available for sale within 30 minutes of arrival



Order to dispatch in 30 minutes



Cut off time for next day delivery extended from 7pm to midnight



Future option of same day deliveries for customers

Skygate is a **world-class fulfilment hub with the very best automation technology possible**, and a modern, multi-skilled workforce. The site is a highly efficient operation responsible for servicing the millions of orders and returns received annually by The Very Group.

Skygate is at the very heart of the company's supply chain infrastructure and will initially create up to **£23m annual efficiency savings** for The Very Group. The automation has already been instrumental in mitigating the challenges created by the Covid-19 pandemic and has helped to underpin strong business performance in 2020.

The facility gives The Very Group a competitive advantage due to the improved delivery lead times. Within **30 minutes** of stock arriving at inbound delivery it is available online and the process of order to dispatch can also be completed in as little as **30 minutes**.



In addition, Skygate has **extended the cut-off time for next day delivery capabilities** on customer orders **from 7pm to midnight** and has created the **future possibility of same-day delivery options**. This level customer service and efficiency is essential to the future competitiveness of the business and protects the company's dominant position within the rapidly growing ecommerce market.

Online shoppers are increasingly demanding ultimate flexibility, convenience and efficiency to fit in with their lives and Skygate enables The Very Group to be at the forefront in delivering the experience online shoppers want. **82% of total group orders were placed via a mobile device in 2020** (+3% YoY), demonstrating how well the business is synchronised to modern shopping habits and its customer base. The enhanced specification means that stock can be varied to meet changes in demand whether it be heavier, more flammable, varies in size etc. limiting obsolescence.



OCCUPATIONAL MARKET COMMENTARY

The COVID pandemic has created huge volatility and uncertainty, but at the same time it has highlighted the importance of supply chains and the crucial role that the logistics property market plays in facilitating the movement of materials and goods across the country. Occupier demand for Grade A logistics floorspace boomed in 2020 and total take-up for units of 100,000 sq ft and above reached 39.4 million sq ft for the year. The long term take up of lease lengths of 12 months or greater (35.8million sq ft) represented a 64% increase compared to 2019 and was 44% higher than the five-year annual average.

In what was a turbulent year, the logistics sector saw a surge in demand from occupiers, as many companies sought to bolster their network capacity and acquire space to meet the explosion in online shopping, healthcare and PPE.

In addition to the 35.8 million sq ft of Grade A space taken up, a further 3.6 million sq ft of short-term Grade A floorspace was taken up in transactions where leases of less than 12 months were agreed.

Midlands Commentary

The East and West Midlands combined accounted for 35% of Grade A take-up last year, demonstrating the continued importance of the region as a location for national and regional logistics hubs. With an unparalleled level of demand, many existing available buildings were taken up last year and this has created a supply and demand imbalance in key prime locations across the country.

Grade A supply at the end of 2020 was 15% down on the end of 2019 (27.2 million sq ft) which reflects less than one year (11 months) of supply in the market. This overall availability represents a national vacancy figure of only 7%.

INVESTMENT MARKET COMMENTARY

The extraordinary fundamentals of the occupational market underpinned the investment market in 2020 and showed why the logistics sector continued to establish itself as the most resilient commercial property asset class last year.

The accelerated structural shift in the retail market towards ecommerce has heightened investor demand for industrial and logistics. Despite a slower start to the year, total industrial investment volumes were up in 2020 compared with 2019; the only commercial property sector to record this last year. Overall, current JLL figures estimate that around £8.3 billion was transacted in the industrial market in 2020. For the industrial sector, full-year volumes were £8.3bn, 43% up on the £5.8bn seen in 2019 and 35% ahead of the 10-year average of £6.1bn – showing the undeniable strength of the market.

Investment Comparables

Date	Property	Size (sq ft)	Unexpired Term	Rent psf	Capital Value	NIY	CV psf
Under Offer	Next Group Plc, E3, South Elmsall	820,897	23.00	£5.00	£113,811,141	3.50%	£139
Under Offer	Pets at Home, Stafford Business Park, Stone Road, Stafford	670,348	20.00	£5.95	£95,548,421	4.10%	£143
Under Offer	Hermes, Gilcar 31, Wakefield Europort	109,863	15.00	£4.76	£13,044,170	3.75%	£119
Under Offer	Amazon, Bardonia	1,063,206	11.00	£6.43	£168,600,000	c. 3.80%	£159
Jan-21	Hermes, Omega Distribution Park, Warrington	163,184	13.00	£5.82	£38,623,674	3.70%	£237
Oct-20	John Lewis, MP2, Milton Keynes	669,000	23.20	£6.65	£107,000,000	3.82%	£160
Nov-20	Sainsbury's Distribution Warehouse, Marsh Leys, Bedford	462,746	15.00	£7.35	£90,500,000	3.40%	£196
Dec-20	Sainsbury's Distribution Centre, Hams Hall, Coleshill, Birmingham	783,674	17.50 (12.50)	£7.30	£142,935,281	3.75%	£182
Dec-20	AF Blakemore, Manton Lane, Bedford	164,846	20.00	£6.75	£27,505,249	3.79%	£167



ADDITIONAL INFORMATION

Tenure

Freehold (LT510345).

VAT

The Property is registered for VAT and it is assumed the sale will be dealt with by way of a TOGC.

Data Room

A data room available on request.

Capital Allowances

The vendor is retaining all capital allowances.

EPC

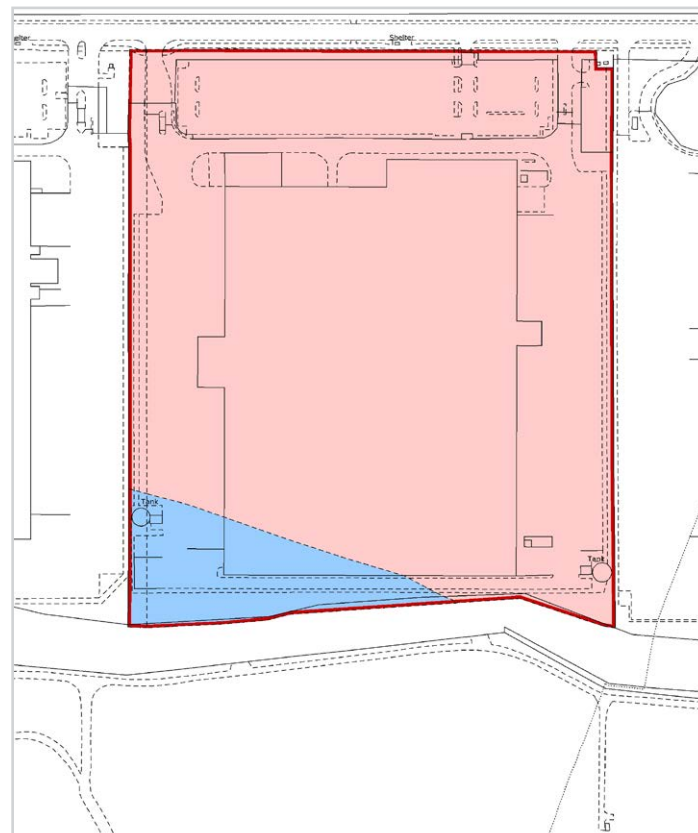
The building has a EPC rating of A 25.

Proposal

We are instructed to seek offers in excess of **£80m**, reflecting a **net initial yield of 4.82%** and **capital value of £145 psf**, after purchaser's costs of 6.8%.

For a full reversionary yield profile please refer to the tenancy information on page 20 of the brochure.

Title Plan



Contacts



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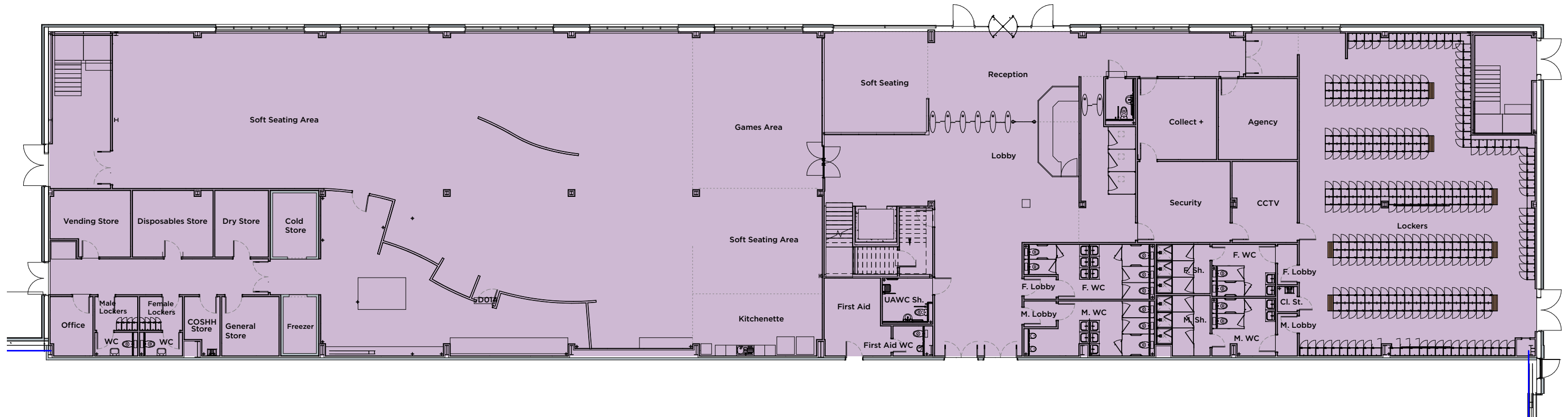
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