LUCAS
STUDIOS

291 CORPORATION STREET, BIRMINGHAM **B4 7DP**

OPPORTUNITY TO ACQUIRE
A HIGH QUALITY PBSA SCHEME
IN BIRMINGHAM CITY CENTRE

LONGSTREET
CONSULTING
INVESTMENT & DEVELOPMENT

CUSHMAN &
WAKEFIELD

EXECUTIVE SUMMARY

LUCAS STUDIOS IS A PROMINENT PBSA SCHEME SUPERBLY LOCATED NEXT ASTON UNIVERSITY CAMPUS.

- Prime PBSA in Birmingham City Centre overlooking Aston University campus.
- 62 studio beds, constructed in 2015 by Watkin Jones Group, achieving BREEAM Very Good.
- Large rooms averaging 24.2 sqm with an excellent letting history.
- Positioned at the entrance to what has become the largest student community in the city, with over 32,000 full time students located at Aston University (4-minute walk) and Birmingham City University's main campus (10-minute walk).
- 100% occupancy with strong let up for 2025/26.
- Low rental tone relative to competing schemes and an opportunity to drive income through refurbishment.
- Birmingham is the UKs second largest student market, over 83,500 full time students at five universities and a PBSA demand pool of 59,080.
- Institutional technical safety standards:
  - Passive fire protection works completed.
  - Fully sprinklered
  - HRB registered and Building Safety Act compliant.
  - External Wall system Independently tested by Building Research Establishment (BRE)
  - EWS1 – B1
- The property is held on a long leasehold basis for 125 years from April 2013.

Longstreet Consulting and Cushman & Wakefield have been jointly instructed to seek offers in the excess of **£5,900,000 (Five Million, Nine Hundred Thousand Pounds)** for the long leasehold interest in the Property. This reflects a low capital value per bed of **£95,000** subject to contract and exclusive of VAT.

LUCAS STUDIOS IS AT THE FOREFRONT OF WHAT HAS BECOME ONE OF THE LARGEST CLUSTERS OF PBSA IN THE CITY.

LUCAS
STUDIOS

LOCATION

BIRMINGHAM IS THE UK'S SECOND LARGEST CITY, HAS THE LARGEST ECONOMY IN THE UK OUTSIDE OF LONDON AND ONE OF THE YOUNGEST POPULATIONS IN EUROPE.

Located in the centre of England, the city is the social, cultural, financial and commercial centre of the Midlands whilst **it's five universities make it the largest regional centre of higher education in the UK**.

The vibrant cultural scene, buzzing nightlife, world class shopping and fine cuisine make Birmingham an exciting and unique place to live, work and learn. It is also home to 571 Parks, more than any other European city, and has more miles of canal than Venice. Offering a diverse range of attractions, it is one of the most visited cities in the UK.

The city's reliable transport networks, lower operational costs and pool of skilled, youthful talent have made it an increasingly popular location for both established and new businesses. A number of major global finance and technology firms have chosen to relocate to the city from London in recent years and investment in tech firms and startups exceeded £200 million in 2023.

Strong economic growth in the city is projected to continue, with a number of major investment projects set to further boost the city. The highest profile of these being **High Speed 2 – a major railway infrastructure project that will link Birmingham to London in just 45 minutes**, injecting a projected £105 billion into the local economy. The HS2 Curzon Street station is **located less than 15 minutes' walk from Lucas Studios**.

TOTAL POPULATION 1.15M

(ONS, 2022)

37.4% UNDER 25 YEARS OLD – ONE OF THE HIGHEST % IN EUROPE

RUSSELL GROUP CITY WITH FIVE UNIVERSITIES AND THE SECOND LARGEST STUDENT POPULATION IN THE UK

CONNECTIVITY

Geographically located at the heart of the UK, Birmingham is a central transport hub and considered the best connected regional city in the UK. **Approximately 90% of the UK population live within a 2-hour travel time.**

Road
Birmingham lies at the centre of the UK's motorway network, with the M6, M5, M40 & M42 providing excellent accessibility by road.

Air
Birmingham International Airport is the third busiest airport outside of London with flights to 400 International destinations and is easily reached within ten minutes by train from the city centre.

Train
Birmingham New Street Station provides direct links to other major UK cities, with journey times to London, Manchester and Bristol under 1.5 hours. Snow Hill and Moor Street stations also provides local and national rail services into the city centre.

Bus & Tram
Extensive and regular bus services run throughout the city, with wait times rarely exceeding ten minutes. The city's tram network also provides another option for quick and easy travel around the city.

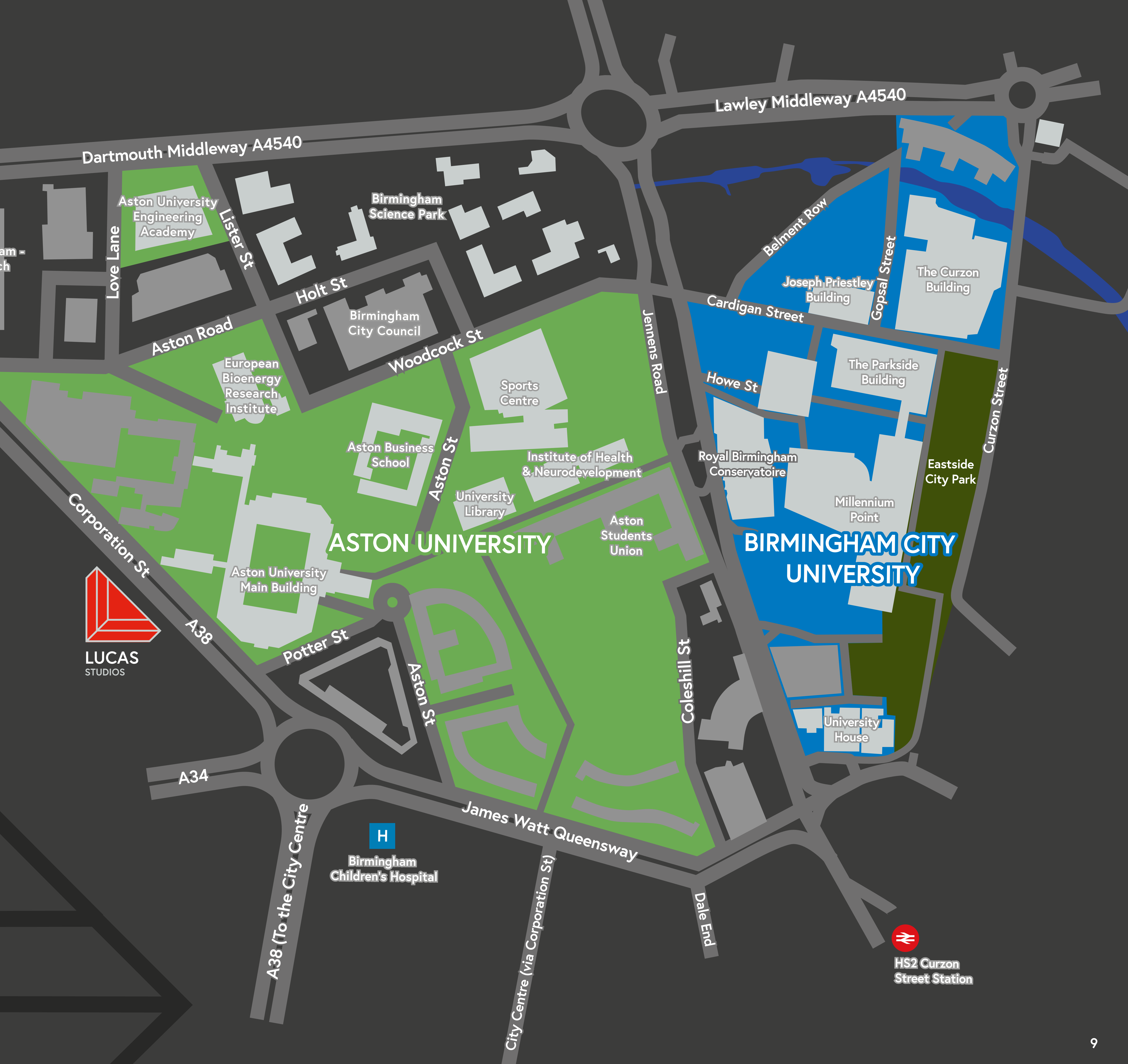
BY RAIL (from Birmingham New Street)

BIRMINGHAM AIRPORT	LONDON EUSTON	BRISTOL TEMPLE MEADS	MANCHESTER PICCADILLY	LIVERPOOL LIME STREET	LEEDS	EDINBURGH WAVERLEY
9 minutes	1 hour 19 minutes	1 hour 18 minutes	1 hour 28 mins	1 hour 32 mins	1 hour 58 mins	4 hours

UNIVERSITY CAMPUSES

OVER 32,000 FULL-TIME STUDENTS STUDY WITHIN A 10-MINUTE WALK OF THE SCHEME, OF WHICH OVER 8,000 ARE INTERNATIONALS

WALK TIMES FROM LUCAS STUDIOS	MINUTES
Aston University	4
Birmingham City University (City Centre Campus)	10
HS2 Curzon Street Station	14
Snow HIll Station	15
New Street Train Station	18
Moor Street Station	18
Bullring Shopping Centre	19
University College Birmingham	22



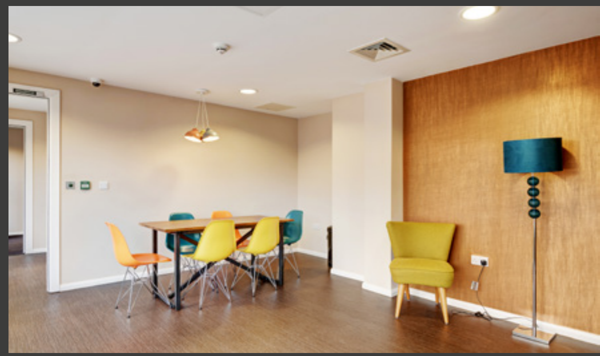
PROPERTY DESCRIPTION

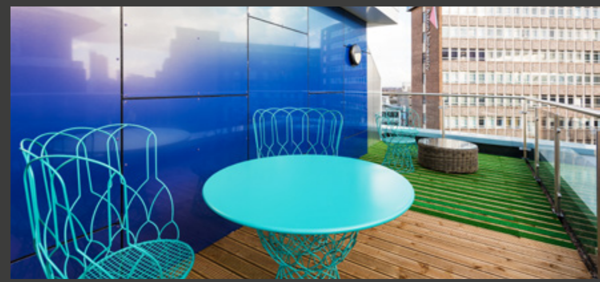
Lucas Studios was constructed by the Watkin Jones Group and opened in September 2015. The accommodation comprises 62 large self-contained studios across ground and 8 upper floors.

There is a communal roof terrace on the top floor and an accommodation office, common room, laundry room and plant room located on the ground floor.

	Bronze	Silver	Gold	Platinum	
Floor	19.5-20.0m²	20.5-23.0m²	24.0-27.0m²	27.0-32.3m²	Total
Ground	0	0	0	2	2
First	1	3	3	1	8
Second	1	3	3	1	8
Third	1	3	3	1	8
Fourth	1	3	3	1	8
Fifth	1	3	3	1	8
Sixth	1	3	3	1	8
Seventh	1	2	2	2	7
Eighth	0	2	2	1	5
Total	7	22	22	11	62

THERE ARE FOUR STUDIO ROOM TYPES VARYING IN SIZE FROM 19.5 SQM TO OVER 32 SQM, ALL BEING LARGER THAN AVERAGE IN SIZE, WITH 15 ROOMS ALSO HAVING THEIR OWN BALCONY AND 5 ROOMS HAVING THEIR OWN TERRACE.





FLOOR PLANS

Ground Floor

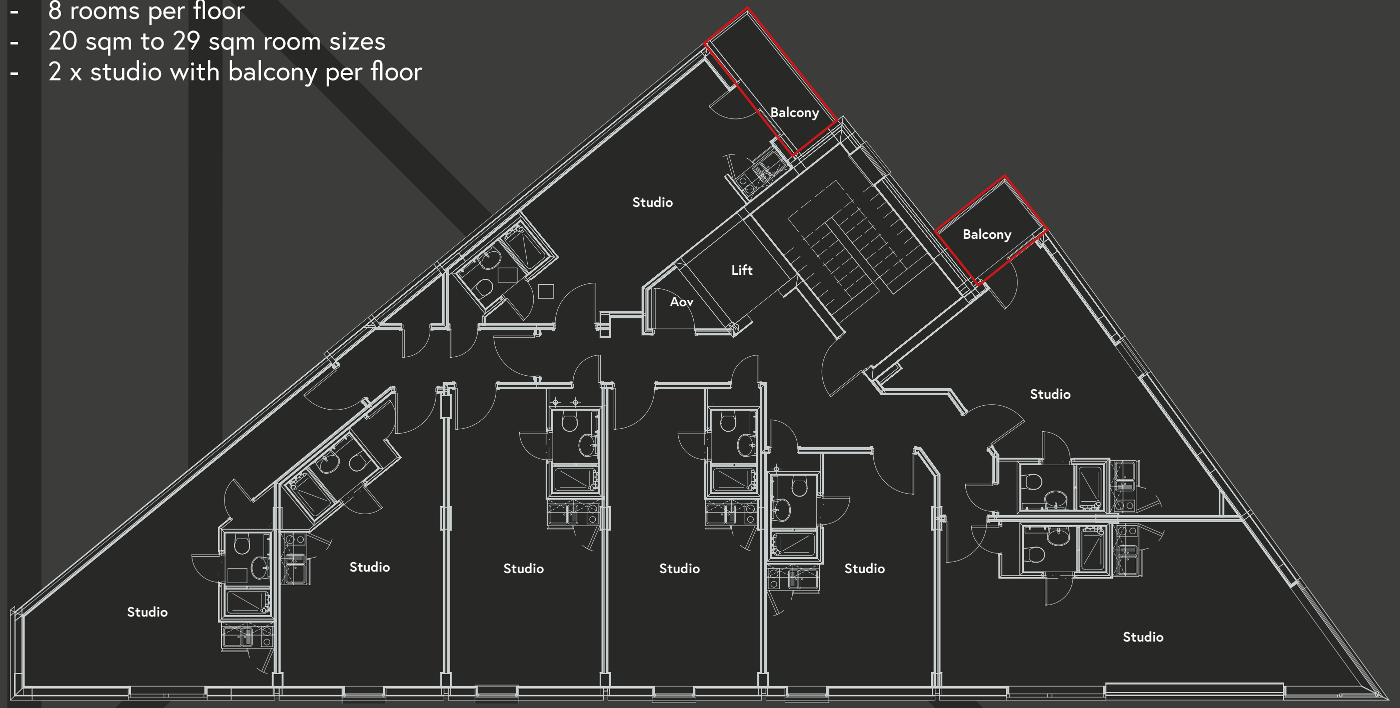
- 2 rooms
- Reception and management facilities
- Laundry
- Plant and refuse
- Common room

7th Floor

- 7 rooms
- 20 sqm to 29 sqm room sizes
- 2 x studio with balcony
- 1 x studio with terrace

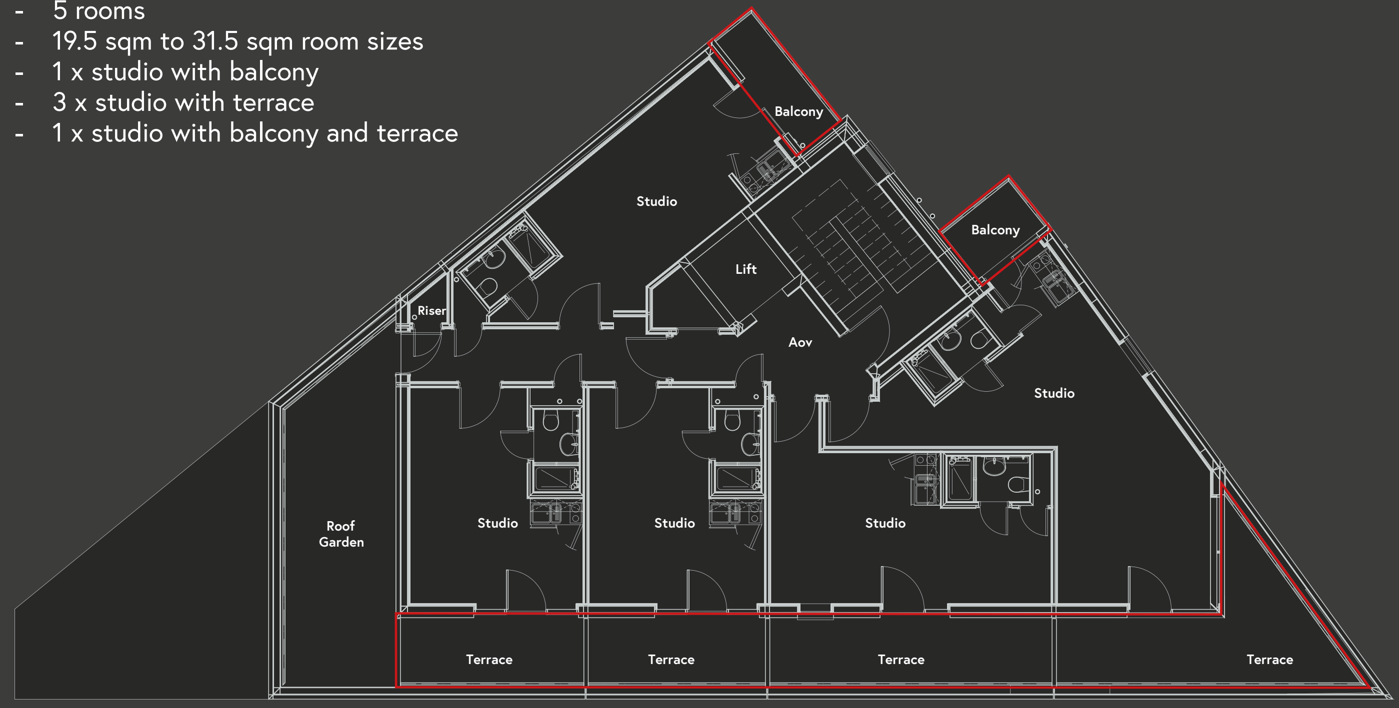
Typical 1st-6th Floor

- 8 rooms per floor
- 20 sqm to 29 sqm room sizes
- 2 x studio with balcony per floor



8th Floor (Top)

- 5 rooms
- 19.5 sqm to 31.5 sqm room sizes
- 1 x studio with balcony
- 3 x studio with terrace
- 1 x studio with balcony and terrace



BUILDING SAFETY ACT

Institutional technical safety standards:

Passive fire protection and remedial works completed in 2023 by Watkin Jones Group

Internal passive fire protection has been installed on all fire rated and compartment walls along with the installation of fire rated putty pads.

SPRINKLERS

Installed throughout in 2023

AOVs

Stairwell and lift lobby windows

FIRE DOORS

Remedial repairs, upgrade and installation of new fire doors, frames and door sets by Watkin Jones Group in 2023.

External Wall system Independently tested by Building Research Establishment (BRE)

The external wall system has been reconstructed off site at BRE's Global Test Facility and tested in line with methodology BS8414-2:2015 to independently verify and evidence fire safety performance when exposed to fire.

Intrusive FRAEW undertaken by Osborn Associates

EWS1 – B1

FRA – completed 2024 actions and 2025 assessment in April

Completed Building Safety Case in accordance with Building Safety Act requirements.

Following an FRAEW and EWS1 assessment by Osborn Associates in 2022 which recommended works were required, the vendor has undertaken a thorough programme of works in conjunction with Watkin Jones Group, which has led to an updated FRAEW and EWS1 assessment rating of B1 in 2023. The vendor has also completed the Building Safety Case in line with requirements under the Building Safety Act.

Further details of surveys and remedial works are available in the data site for review.

FINANCIAL OVERVIEW

Net Operating Income

The building consistently achieves 100% occupancy, is fully let for the current 2024/25 academic year and is letting up strongly for the forthcoming 2025/26 academic year on a 100% direct let basis.

The table below shows the projected net operating income for both the 2024/25 and 2025/26 Academic Years.

	Academic Year 2024/25				Academic Year 2025/26			
Room Type	No. Rooms	Weekly Rent	No. Weeks	Total	No. Rooms	Weekly Rent	No. Weeks	Total
Bronze Studio (19.5 - 20 sqm)	7	£186	51	£66,402	7	£195	51	£69,615
Silver Studio (20.5 - 23 sqm)	10	£203	51	£103,530	17	£219	51	£189,873
Gold Studio (24 - 27 sqm)	4	£211	51	£43,044	12	£229	51	£140,148
Platinum Studio (27+ sqm)	11	£233	51	£130,713	11	£249	51	£139,689
NOMS - Silver Studio	12	£206	45	£111,240				
NOMS - Gold Studio	18	£214	45	£173,340				
Silver Studio (20.5 - 23 sqm)					5	£222	49	£54,390
Gold Studio (24 - 27 sqm)					5	£232	49	£56,840
Gold Studio (24 - 27 sqm)					5	£235	45	£52,875
Total Rental Income	62			£628,269	62			£703,430
Ancillary Income				£2,192				£2,287
Summer income				£8,533				£2,137
Cashback Incentives				-£2,500				-£2,500
Void & Bad Debt provision		0.5%		-£3,141		2.0%		-£14,069
Total Income	62			£625,769	62			£691,285
Management Costs	£4,018 per bed			£249,116	£4,139 per bed			£256,618
Ground Rent				£6,000				£6,000
Net Operating Income				£370,653				£428,667

Income

Total rental income shown for 2024/25 is contracted and includes 30 rooms on an annual nomination agreement over 45 weeks to OnCampus, which is part of the Cambridge Education Group.

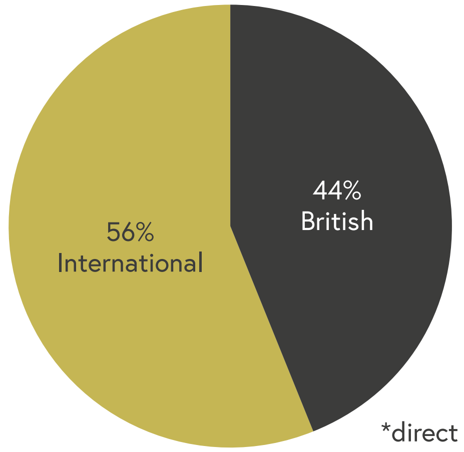
Similar annual agreements with OnCampus have been in place for a number of years, however due to the strong demand, it has been decided to let all rooms on a direct let basis for 2025/26.

Management Costs

The management cost budget for the 2024/25 academic year is £249,116, reflecting £4,018 per bed, with 3% cost inflation applied to arrive at projected budget costs for the 2025/26 academic year.

A full breakdown of the income and expenditure budget can be reviewed in the data room.

Occupant Demographics



*direct let occupants

Tenants for the current 2024/25 academic year reflect a mix of nationalities, with a wide variety of nationalities forming the 56% of Internationals, The high proportion of UK students for an all studio scheme highlights the affordability and broad appeal of the asset.

Management

Lucas Studios is currently managed by Universal Student Living, which is now part of Homes For Students (HFS) who are one of the largest independent student accommodation providers operating over 39,000 beds in over 160 properties the UK and Ireland.

Universal Student Living has managed the building since 2018.

COMPETING SCHEMES

Lucas Studios provides students with large, modern and safe rooms situated right next to campus.

One third of rooms have the additional benefit of a private balcony and/or terrace space - a feature that is unique in this location.

Furthermore, current pricing levels are highly competitive and offer excellent value to students at a time of increased affordability pressures.

2025/26 Studio Rents

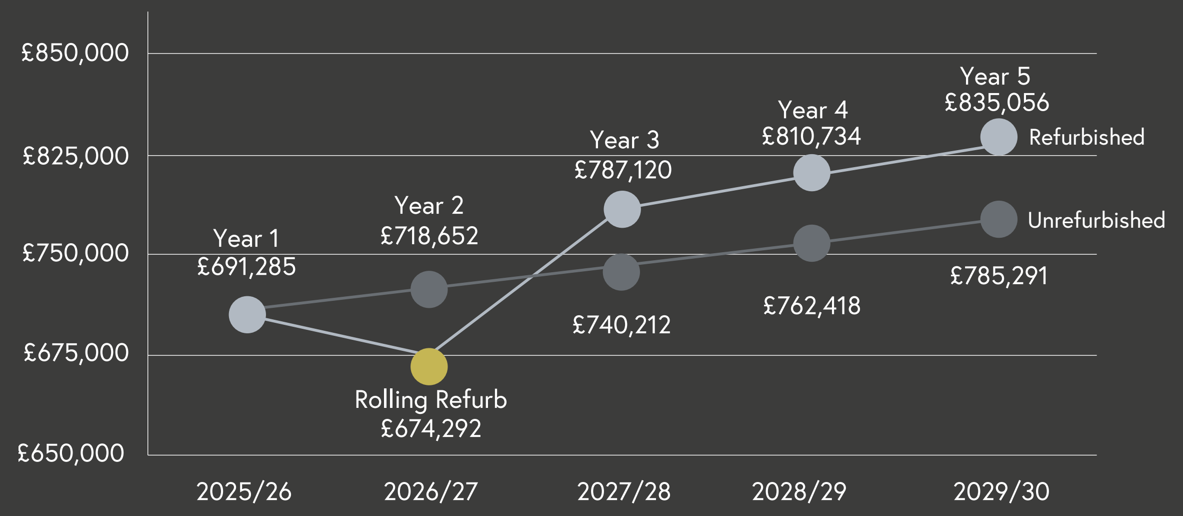
Map No.	Scheme	Operator	Year Opened	Studio Beds	Weeks	Min £pw	Max £pw	Average £pw
1	Volume Works	Volume Property	2021	70	45 & 51	£224	£355	£277
2	Onyx	Prestige Student Living	2020	105	45 & 51	£239	£299	£248
3	Staniforth House	Unite	2018	61	51	£239	£239	£239
4	Chamberlain Place	Prestige Student Living	2023	182	45 & 51	£229	£269	£238
5	Studios 51	IQ	2017	149	44 & 51	£230	£256	£237
6	Penworks House	IQ	2017	3	45 & 51	£227	£237	£230
7	The Old Fire Station	Canvas	2015	273	45 & 51	£199	£264	£229
8	The Heights	Canvas	2004	59	45 & 51	£219	£264	£227
9	Lucas Studio	Universal Student Living	2015	63	49 & 51	£195	£249	£226
10	Bagot Street	Collegiate AC	2018	50	51	£222	£232	£224
11	Globe Works	YUGO	2019	344	46 & 51	£195	£231	£215

1. Volume Works (Volume Property)
2. Onyx (Prestige Student Living)
3. Staniforth House (Unite Students)
4. Chamberlain Place (Prestige Student Living)
5. Studios 51 (iQ)
6. Penworks House (iQ)
7. The Old Fire Station (Canvas)
8. The Heights (Canvas)
9. Lucas Studios (Universal Student Living)
10. Bagot Street (Collegiate)
11. Globe Works (Yugo)

ASSET MANAGEMENT

Lucas Studios is a high quality operational asset maintained to institutional ownership standards. Rooms are generously sized, averaging 24.2 sqm, whilst rents are competitively priced below average studio rents in the market. This has led to an consistently strong letting history and a high level of resident satisfaction.

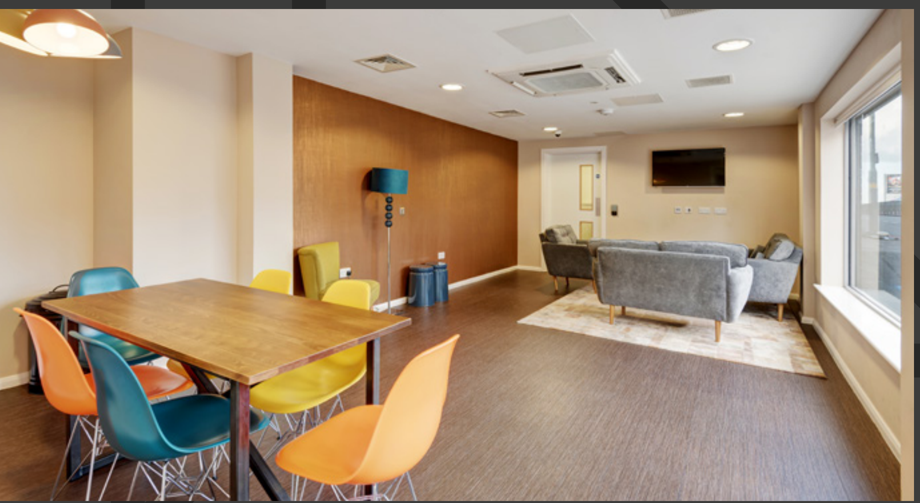
Projected Gross Income - Asset Management Plan



Whilst the scheme performs strongly, there is an opportunity for a purchaser to undertake a programme of refurbishment and to reposition as a premium boutique asset.

Assuming a rolling refurbishment programme is completed during the 2026/27 academic year (enabled by a rolling 10% void) with full repositioning in the market for 2027/28, there is an opportunity to drive strong income growth.

We are anticipating each room would receive upgrades including: kitchens, flooring, lighting, furniture, ensuite pod refurbishment, and decoration. We expect a purchaser could achieve a higher rental tone in line with Onyx and Chamberlain Place, given the large room sizes and strong micro-location.



Projected Pricing Trajectory

The tables below compare the rental growth projections of unrefurbished and refurbished approaches, assuming 3% annual market rental growth and 51 week letting terms.

No refurbishment programme

Direct Let	Sizes (Sq m)	2025/26	2026/27	2027/28	2028/29	2029/30
Bronze Studio	19.5 - 20	£195	£201	£207	£213	£219
Silver Studio	20.5 - 23	£219	£226	£232	£239	£246
Gold Studio	24 - 27	£229	£236	£243	£250	£258
Platinum Studio	27 - 32.3	£249	£256	£264	£272	£280
Average	**24.2**	**£225**	**£232**	**239**	**246**	**253**
Projected Gross Rent		**£691,285**	**£718,652**	**£740,212**	**£762,418**	**£785,291**

Refurbishment Programme throughout 2026/27

10% void for rolling refurbishment. Projected refurbished rents shown.

Direct Let - Refurbished	Sizes (Sq m)	2025/26	2026/27	2027/28	2028/29	2029/30
Bronze Studio	19.5 - 20	£195	£220	£227	£233	£240
Silver Studio	20.5 - 23	£219	£240	£247	£255	£262
Gold Studio	24 - 27	£229	£250	£258	£265	£273
Platinum Studio	27 - 32.3	£249	£275	£283	£292	£300
Average	**24.2**	**£225**	**£248**	**£255**	**£263**	**£270**
Projected Gross Rent		**£691,285**	**£674,292**	**£787,120**	**£810,734**	**£835,056**

ASTON UNIVERSITY

Located opposite Lucas Studios, Aston University is performing strongly across numerous metrics and now has a total full time student population of over 15,400, underpinning a continued growth in demand for quality PBSA close to campus.

Growth has been particularly strong amongst internationals (129% growth over 3-years) and postgraduates (139%) leading to total student growth at the university of 18% over the latest 3-years and 27% over 5-years.

There has been a continued rise in students studying at Aston who are from outside the Birmingham region and therefore more likely to require a bed. UCAS applications show a 26% increase between 2020/21 and 2024/25, recording over 23,600.

Aston University has climbed the Times Good University ranking 21 places between 2019-2025 and 10 places in the latest two years, now ranked comfortably in the top 40 institutions nationally at 35th place. This includes a student experience score up 34 places now ranked at 16th, and a degree completion rate of 96.2%, ranking it 22nd. The Guardian Good University Guide 2025 ranks Aston at 21st, a rise of 4 places on 2024. Furthermore, Aston has been awarded Triple-Gold in the Teaching Excellence Framework (TEF); the highest level.

LUCAS
STUDIOS

BIRMINGHAM CITY UNIVERSITY

Located just a 10-minute walk from Lucas Studios, Birmingham City University is the second largest of Birmingham's five universities with over 27,000 full time students.

Growth at BCU has been similarly strong amongst internationals (19% growth over 3-years) and postgraduates (10%) leading to total student growth at the university of 7% over the latest 3-years and 27% over 5-years.

Similarly to Aston, there has been a strong increase in students from outside the Birmingham region, including an international population over 4,900 strong as of 2023/24. This trend continues to underpin a growth in demand for PBSA nearby. UCAS applications have remained strong at 34,795 for 2024/25.

BIRMINGHAM STUDENT MARKET

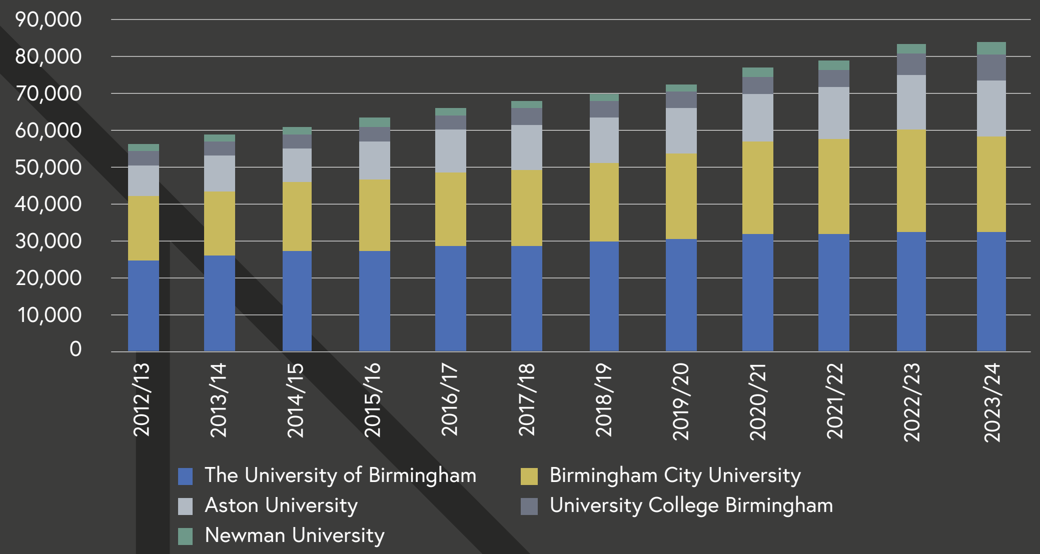
Birmingham is home to five universities and over 83,500 full time students, making it the second largest student market in the UK after London. Of these, over 59,000 require a bed. There are 26,481 purpose-built student accommodation bed spaces for the 2024/25 academic year creating a very healthy demand adjusted student to bed ratio of 2.33:1.

The private sector dominates the purpose-built student accommodation landscape, comprising 19,039 bed spaces (72%), with 14,459 beds (55%) offered through direct let arrangements. Meanwhile, the university sector contributes 7,442 beds, accounting for the remaining 28% of the market. The University of Birmingham accounts for the majority of university provided stock, while Aston and BCU rely on partnership agreements with the private sector to fulfil their accommodation obligations.

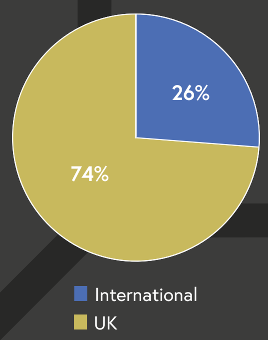
DEMAND POOL
59,080

STUDENT TO BED RATIO
2.33:1

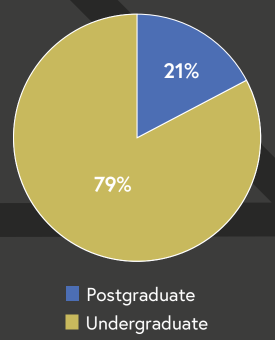
Full Time Students



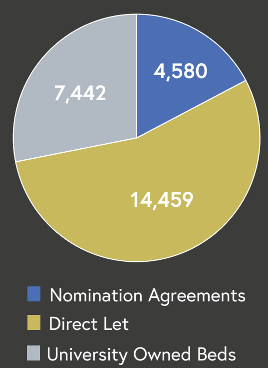
Full Time Students - Domicile



Full Time Students - Study Level



Birmingham PBSA Letting Profile



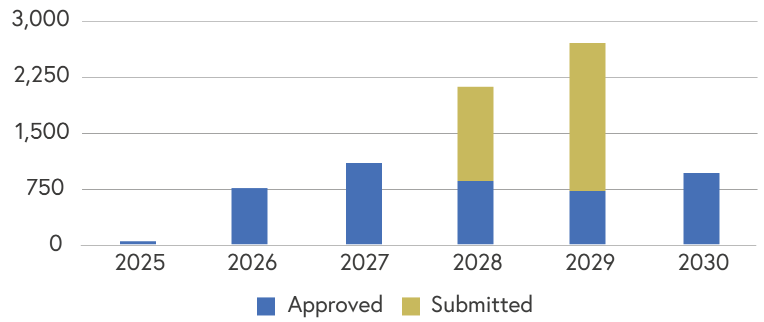
PIPELINE

Despite strong demand pool growth, Birmingham's development activity has been low compared to similarly sized markets, with just 1,646 new beds added since 2021/22.

The development pipeline for Birmingham is a total of 13,312 beds (submitted or approved - 49% have been approved). Of these, we assess beds in locations targeting the Aston & BCU demand pool in the city centre total 7,690. We project less than 2,000 of these are likely to open over the next 3 years, and 3,205 are currently submitted but not approved.

The lack of new beds in recent years combined with the strong demand pool growth across the five universities has led to a **student to bed ratio of 2.33:1**, reflecting an attractive level for a large market. The market is well placed to digest the pipeline as it is delivered across the city.

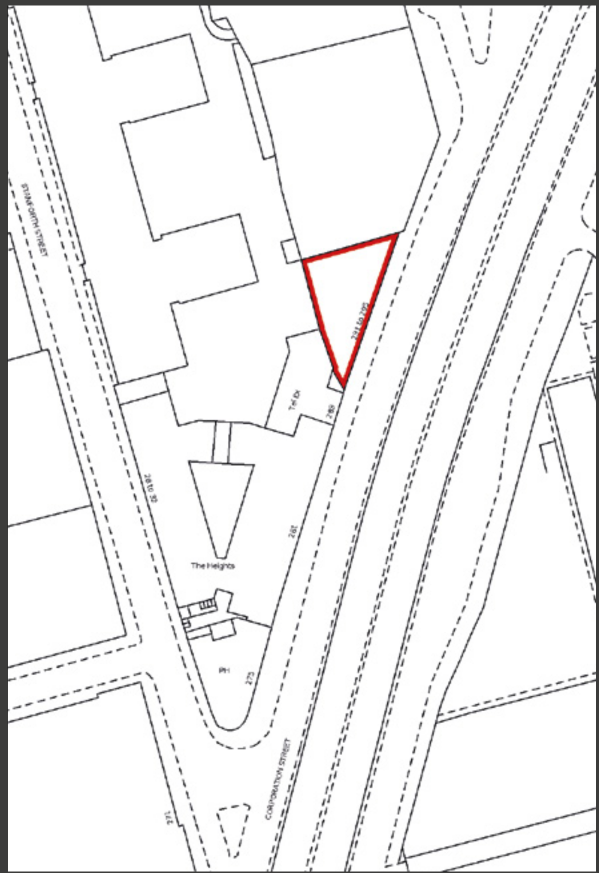
Projected Pipeline - Aston & BCU Locations



ADDITIONAL INFORMATION

Title

- The Property is held long leasehold.
- Freeholder – Birmingham City Council.
- Term – 125 years from and including April 2013.
- Ground Rent - £6,000 per annum subject to review.
- Rent Review – Upward only rent review every 15 years to the higher of:
  - The increase in RPI during the 15-year period of review
  - An effective open market rent review
- Alienation – The Tenant may assign the whole of the Property with prior consent of the Landlord.
- Security of Tenure – The lease is outside the provisions of the Landlord and Tenant Act 1954.



VAT

The Property is elected for VAT but is zero rated.

EPC

Rooms are rated B & C.

Data Site

Please click here to request access to the data site containing a comprehensive suite of documents for review.

Viewings

Viewings are by appointment only and must be made by contacting one of the vendors agents.

Sale Structure

The Property is offered for sale on an asset basis.

Contacts

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LONGSTREET CONSULTING
INVESTMENT & DEVELOPMENT

Proposal

Longstreet Consulting and Cushman & Wakefield have been jointly instructed to seek offers in the excess of **£5,900,000 (Five Million, Nine Hundred Thousand Pounds)** for the long leasehold interest in the Property. This reflects a low capital value per bed of **£95,000** subject to contract and exclusive of VAT.

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