

# Manchester Properties Market Updates



弘捷國際

Fulcrum Global

# About Fulcrum

Established in 2009, Fulcrum is a boutique real estate investment firm based in Hong Kong with US\$ 500 million of assets under management.

The company focuses on city-center investments in the UK and ASEAN, and partners with some of the best developers in these regions. In addition to capital, our experienced team works intimately with our partners to deliver the best-in-class product in some of the most exciting cities in the world.



## Our Presence



London



Manchester



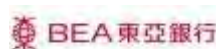
Bangkok

## Our Partners

### Developer



### Bank



### Law Firm



### Advisor





# High Quality Property Projects Over The World

As an international property's investment company, Fulcrum Global develops high quality projects over the UK, Thailand and Japan.

## UK



One Regent



Wilburn Basin



Riverside



ALTO



St. George Island



Green Quarter



Spectrum

## Thailand



Park 24



Noble Ploenchit



Noble Above Wireless Ruamrudee



The Park at EM District



Noble State 39



Noble NUE Ngnamwongwan

## Japan



Nippori

# Track Record

## Completed schemes in Manchester

- Green Quarter
- Spectrum
- Alto Block C & D
- Wilburn Basin
- One Regent
- Riverside
- St. George's Island





A conceptual image for a presentation about Brexit. It features a blue background with several yellow five-pointed stars, similar to the European Union flag. In the center-right, a puzzle piece with the Union Jack (UK flag) is placed among the stars. The puzzle pieces are interlocking, and the UK flag piece is slightly raised from the surface.

**How Brexit affect UK property?**

# How Brexit Affect UK Property?

## “Orderly Brexit”

The UK left the EU on Friday, January 31 at midnight CET (11pm UK time). Any remaining uncertainty was removed after the divorce deal was ratified by both the British and European parliaments — legal requirements for its terms to take effect.

## The Boris Bounce

U.K. property prices are continuing to climb amid the so-called “Boris Bounce,” after Tory party won the general election in December 2019. **Property prices in January were 4.1% higher than they were at the same time in 2019**, the highest level of annual growth since October 2017, and the second consecutive month of price growth of at least 4%, according to the bank and mortgage provider.



Source: Halifax, 2020; JLL 2020

# How Brexit Affect UK Property?

## “Orderly Brexit”

### Low Interest Rates

Interest rates will remain low at **below 2%**, providing notable support for the housing market.

### Rising Housing Price

The UK Housing Prices in **Feb 2020** is **increased to 2.3%** after UK officially left EU on 31 Jan 2020, compared to only 0.4% that in Feb 2019.

2.3% ↑ 1.9 pp

#### U.K. Housing Prices

This monthly snapshot from the Nationwide Building Society shows how much residential property prices—already among the most expensive in the world, especially in London—have risen or fallen in the previous year. (Change is expressed in percentage point terms.)



<https://www.bloomberg.com/graphics/2017-brexit-barometer/>

# How Brexit Affect UK Property?

After 2016, UK economic data keeps steady.

Main Indicators	2017	2018	2019(e)	2020(e)	2021 (e)
GDP (billions USD)	2,640.07	2,828.83	2,743.59	2,716.53	2,806.24
GDP (Constant Prices, Annual % change)	1.8e	1.4e	1.2	1.4	1.5
GDP per Capita (USD)	39,977	42,580e	41,030	40,392	41,505
General Government Balance (in % of GDP)	-1.8	-2.0e	-1.7	-1.5	n/a
General Government Gross Debt (in % of GDP)	87.1	86.8	85.6	84.8	84.6
Inflation Rate (%)	2.7	2.5	1.8	1.9	2.0
Unemployment Rate (% of the Labour Force)	4.4	4.1	3.8	3.8	4.0
Current Account (billions USD)	-88.06	-109.06e	-94.72	-99.55	-104.54
Current Account (in % of GDP)	-3.8	-3.5e	-3.2	-3.0	n/a

Source: [IMF – World Economic Outlook Database, 2016](#)



# POUND - Historical Low in Past 10 Years

## XE Currency Charts: GBP to HKD

3 Apr 2015 00:00 UTC - 1 Apr 2020 02:55 UTC GBP/HKD close:9.59899 low:8.87410 high:12.30908



<https://www.xe.com/currencycharts/?from=GBP&to=HKD&view=10Y>

A photograph of the Manchester skyline at night, featuring several modern buildings with illuminated facades. The lights from the buildings and streetlights are reflected in the water in the foreground. A red double-decker bus is visible on the left side of the image. The sky is dark with some clouds.

# Why Manchester?



# Manchester

UK 2nd largest city





# Manchester - UK 2nd largest city

**2<sup>nd</sup> Largest**  
**Economic**  
**Area in UK**



(Population and GDP)

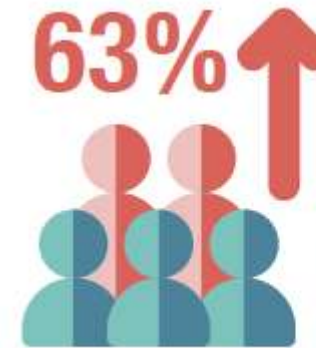


**2.8m**  
People  
Within  
Greater  
Manchester



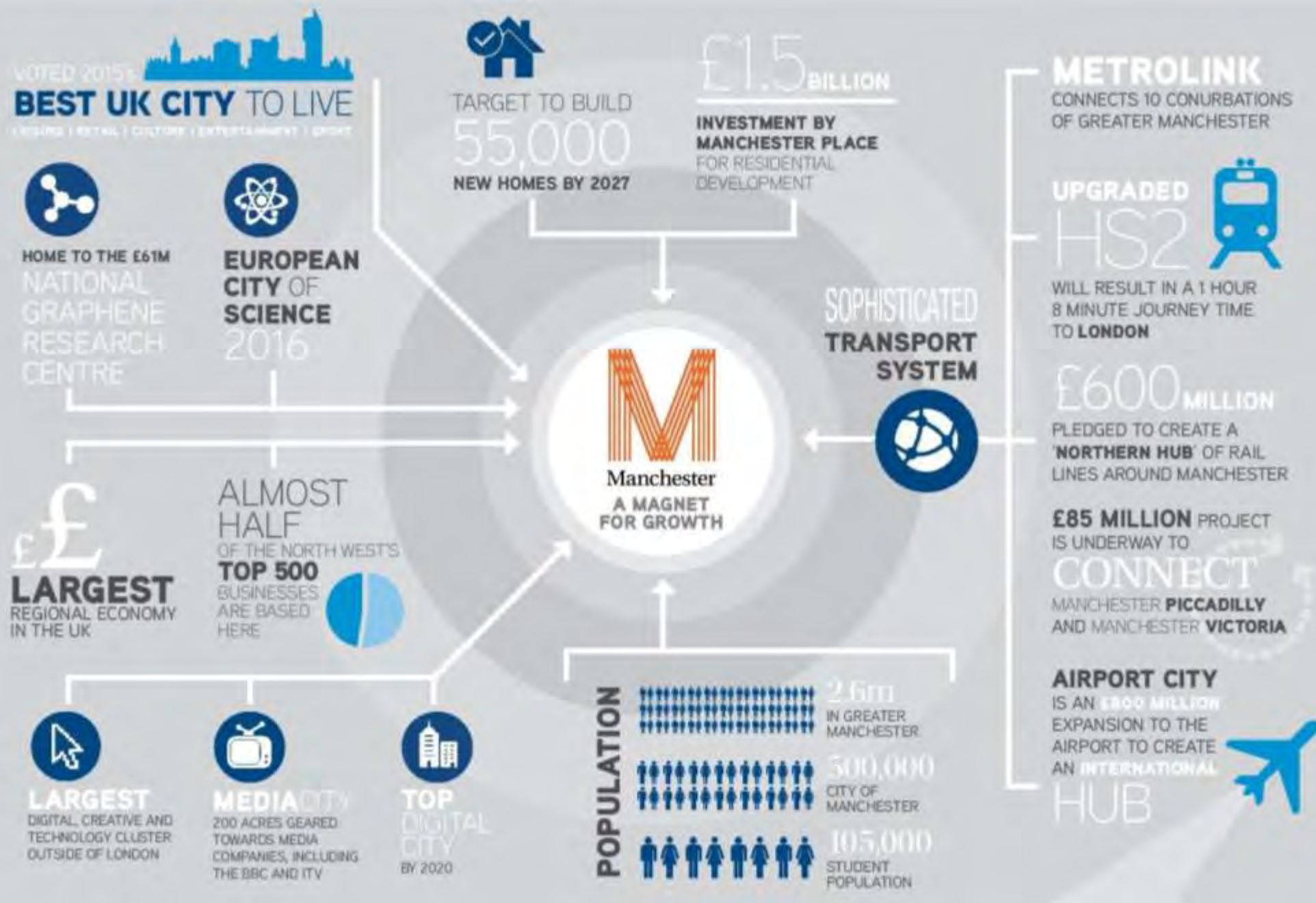
Annual GVA  
**5-7%**

**Manchester**  
UK's Strongest  
Performing City  
whereas that of  
the UK is 1.7%



**63%**  
Population  
Growth  
by 2025

Any investment or relocation decision is dependent on a range of factors including talent and connectivity, but the quality of life in Manchester is our real differentiator. With property prices up to 40% cheaper than London combined with high-performing schools, great shopping, theatres, art galleries and easy access to the world-renowned Lake District, it is easy to see why we are the fastest-growing city in the UK.



# Economy



2019 **£85.3 bn**



*Credit: IP Global, 2019*

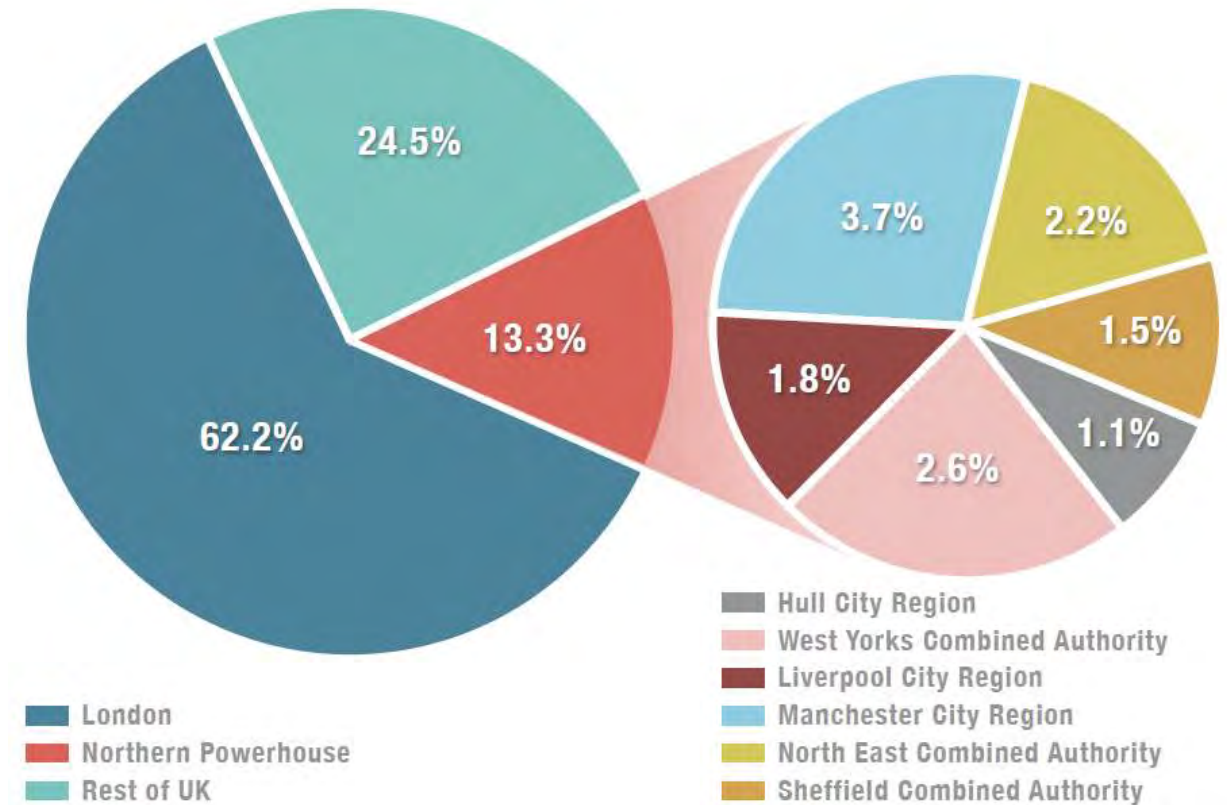
**Regional HQs in Manchester**





# Northern Powerhouse

Manchester has the connectivity you expect from a global city at the heart of the Northern Powerhouse. Northern Powerhouse is mainly made up of the city regions of Manchester, Liverpool, Leeds, Sheffield, Hull and the North East. At the centre of the masterplan is Manchester, the second largest city of UK with more than a quarter of the population and economic contribution to the Northern Powerhouse. Manchester is looking to undergo a second phase of rapid growth and presents an ideal opportunity for property investment.



# Northern Powerhouse



**20% of**  
UK's GDP



Almost  
**£300 bn**  
Economy Formed



**700,000**  
Businesses  
Launched



**Business Cost**  
Less than London

*Credit: The Manchester China Forum, 2019*

# Education



University of  
**Salford**  
MANCHESTER



Manchester  
Metropolitan  
University



**Student Population  
in Europe**

4 uni and overs 14 colleges  
with student population

**Exceeding  
350,000**

**MANCHESTER**  
1824

The University of Manchester

- Top 5 University in the UK
- Top 5 R&D University in Europe
- 25 Nobel Prize Winners

**RNCM**  
ROYAL NORTHERN  
COLLEGE of MUSIC



# Connectivity



Manchester Metrolink is a tram/light rail system in Greater Manchester, England. The network has 93 stops along 62 miles (100 km) of standard-gauge track. In 2018/19, 43.7 million passenger journeys were made on the system.



Greater Manchester has an extensive bus network managed by Transport for Greater Manchester, including a night bus service which is one of the most extensive outside London. The bus network had an annual ridership of 225 million passengers in 2014.

# Connectivity

## LONDON TO



## High Speed Rail 2 (HS2)

connected and shorten journey times between major cities; the proposed stations included Manchester Piccadilly and Manchester Airport. This world-class transport nodes would connect Manchester businesses to the Europe-wide high speed network.



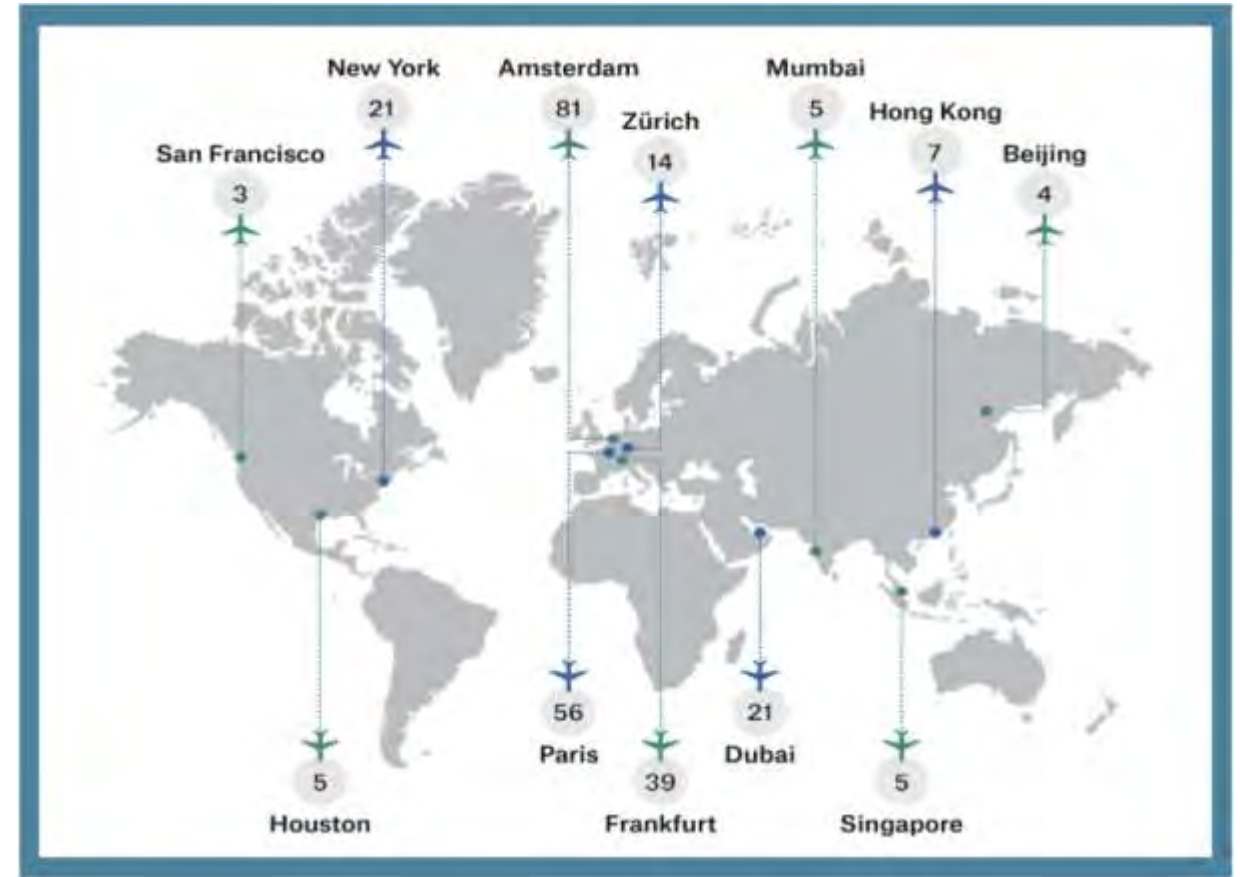


# Connectivity



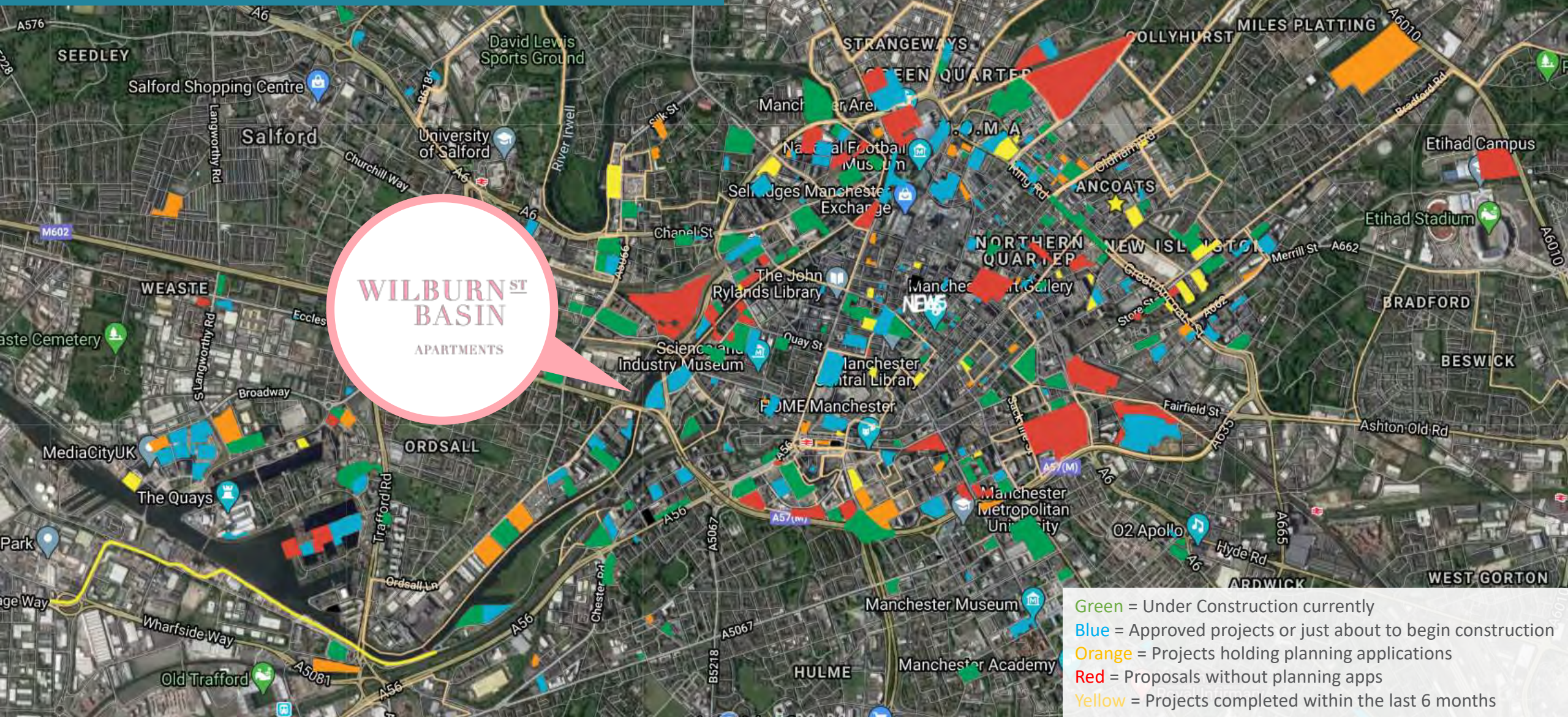
## Manchester International Airport

Connect to 200+ cities including San Francisco, Dubai, Mumbai, Beijing, Hong Kong and Singapore. More than 60 trains per day travel between Manchester and London in only 2 hours; and our motorway network places Leeds, Liverpool, Birmingham and the wider UK within easy driving distance.





# Manchester Development Map





A new transportation hub on Water Street and a six-star hotel are also in feasibility discussions\*\*

WILBURN<sup>ST</sup>  
BASIN  
APARTMENTS

TRINITY  
ISLANDS

TRINITY ISLANDS  
67-storeys tower (213 metres)  
Tallest tower in the city

CASTLEFIELD WILL BE TRANSFORMED INTO THE HEART OF MANCHESTER  
WITH THE PLANNING APPROVAL GRANTED FOR THE **£1.3bn**  
TRINITY ISLANDS REDEVELOPMENT



# Castlefield Regeneration Plan

Situated right across from One Regent, within 5 minutes' walk, will be a brand new sophisticated neighbourhood serving the Castlefield community with amazing facilities including:



Farmer's Market  
– a 1st for city centre living



Boat Club for the University of Manchester



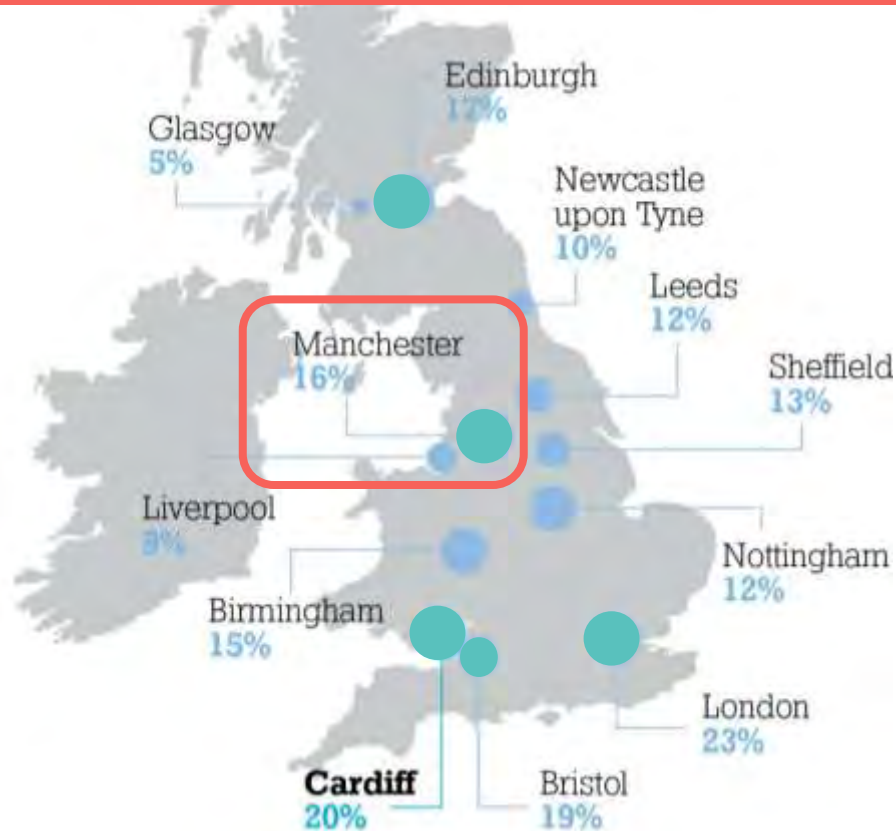
Castlefield Regeneration  
- Trinity Islands

- Cafes, Bars, Restaurants;
- Riverside Walkway connecting Castlefield & the St John's area;
- Green Park spaces;
- A Community Art Gallery space;  
An Educational Facility;
- Sports pitches, indoor and outdoor swimming pools, a gym, spa and dance studios



# Strong Demand Of City Centre Living

## Top 5 Population Growth in the UK



Population growth within the UK's Major cities (2015-2035)

## Tenant Demographics



### Students

Age range:  
18-22 and beyond

2015/16 Full Time students:  
65,000

- Manchester's universities are some of the best in the country, attracting students from worldwide.

- At 51%, graduate retention is second only to London, showing Manchester's employers benefit hugely from having them here.

- Student accommodation demand will remain strong. Regardless of price point, all will want to be in the city centre or next to campus.



### Young professionals

Age range:  
25-34

2017 Population: 115,000  
2027 Population: 109,000

- DNS projects falling numbers in this group over the next ten years.

- Development can help reverse this trend by providing more affordably priced flats in the city centre. This will boost Manchester's labour pool and make it a more attractive location for employers.



### Families

Age range:  
35-64 and children

2017 Population: 171,000  
2027 Population: 195,000

- Manchester will need more family-friendly accommodation to house its growing population.

- Most development currently sits in the city centre, which is less suitable for families. There's massive untapped opportunity in the surrounding suburbs.



### Older people

Age range:  
65+

2017 Population: 51,000  
2027 Population: 61,000

- Older peoples' attitudes toward city centre living are improving, with ageing Baby Boomers keen to live near leisure and care facilities.

- They prefer larger properties that can be adapted for their care needs as they age.

- We also expect some demand for smaller flats from "Silver Splitters" – older divorcees.

# Fintech Hub – Increasing employment, High Demand on Housing

By 2025

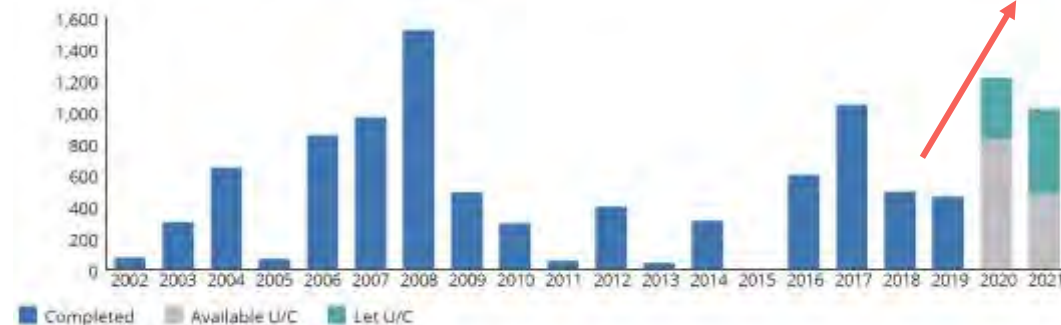


**185%**  
Manchester  
City centre  
population



**50%**  
New Jobs

Chart 10. Manchester: office development pipeline (sq ft)



Source: Deloitte Real Estate

Pre-let office space



Source: Deloitte Real Estate

# Property Market Forecast

## Manchester

*Average sales price  
(2018 % change)  
2 bedroom flat*

**£255k**  
(2.0%)

*Average rent £pcm  
(2018 % change)  
2 bedroom flat*

**£1,135**  
(0.0%)

*Build to Rent  
net yield  
(typical yield range)*

**4.75%**  
(4.50-4.75%)

### House price growth forecasts

<b>2½%</b>	<b>2½%</b>	<b>3%</b>	<b>3½%</b>	<b>3½%</b>
2019	2020	2021	2022	2023
<b>3%</b>	<b>3%</b>	<b>3%</b>	<b>3½%</b>	<b>3%</b>

### Rental growth forecasts

*Source: JLL*

*Source: JLL*



# Manchester Property Market Forecast

Our forecasts 2019 – 2023

House price growth (% pa)	2019	2020	2021	2022	2023	2019-23*
Manchester	2½	2½	3	3½	3½	15.9
Liverpool	2	2½	2½	2½	2½	12.6
Leeds	2½	3	3	4	3½	17.1

Rental growth (% pa)	2019	2020	2021	2022	2023	2019-23*
Manchester	3	3	3	3½	3	16.5
Liverpool	3½	3	3	3	2½	15.9
Leeds	2½	3½	4	3	3	17.1

Source: JLL

# Castlefield Regeneration Plan







## Latest Manchester Property Price

Source: Rightmove





One Regent

APARTMENTS | MANCHESTER





# Part 1 General Information

The Developer	Fulcrum Global Properties
The Seller	Wisdom Max Group Limited
Constructor	Renaker Build
Location	One Regent, 1 Regent Road, Castlefield, Manchester M3 4AY / 4AZ / 4BA / 4BE
Location Authority	Manchester City Council
Tenure	250 years from 1 January 2017
Building Insurance	Covered by Service Charge
Completion	<b>Completed</b>
No. of floors	Ground floor, Mezzanine Floor plus 1st – 26 <sup>th</sup> Floor
Types of units	One Bedroom, Two Bedroom, Three Bedroom, Duplex & Townhouse
Postal Code	M01-420: M3 4AY 501-816: M34AZ 901-1410: M3 4BA 1501-2508: M3 4BE





# Part 1 General Information





North

East

Spinningfields

Deansgate



North

Wilburn Basin

Spinningfields



South

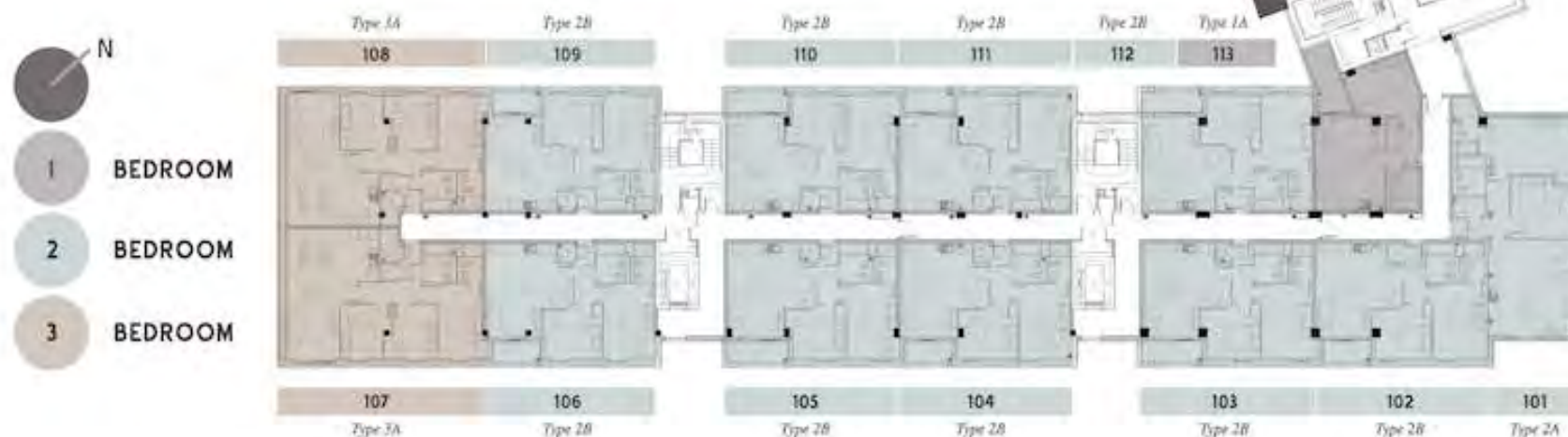
West

Media City



# Part 1 Master Plan

## Block A 1<sup>st</sup> to 5<sup>th</sup> Floor



# Part 1 Master Plan

## Block A 6<sup>th</sup> to 8<sup>th</sup> Floor

→ N



# Part 1 Master Plan

## Block A 9<sup>th</sup> to 10<sup>th</sup> Floor



- 1 BEDROOM
- 2 BEDROOM
- D DUPLEX

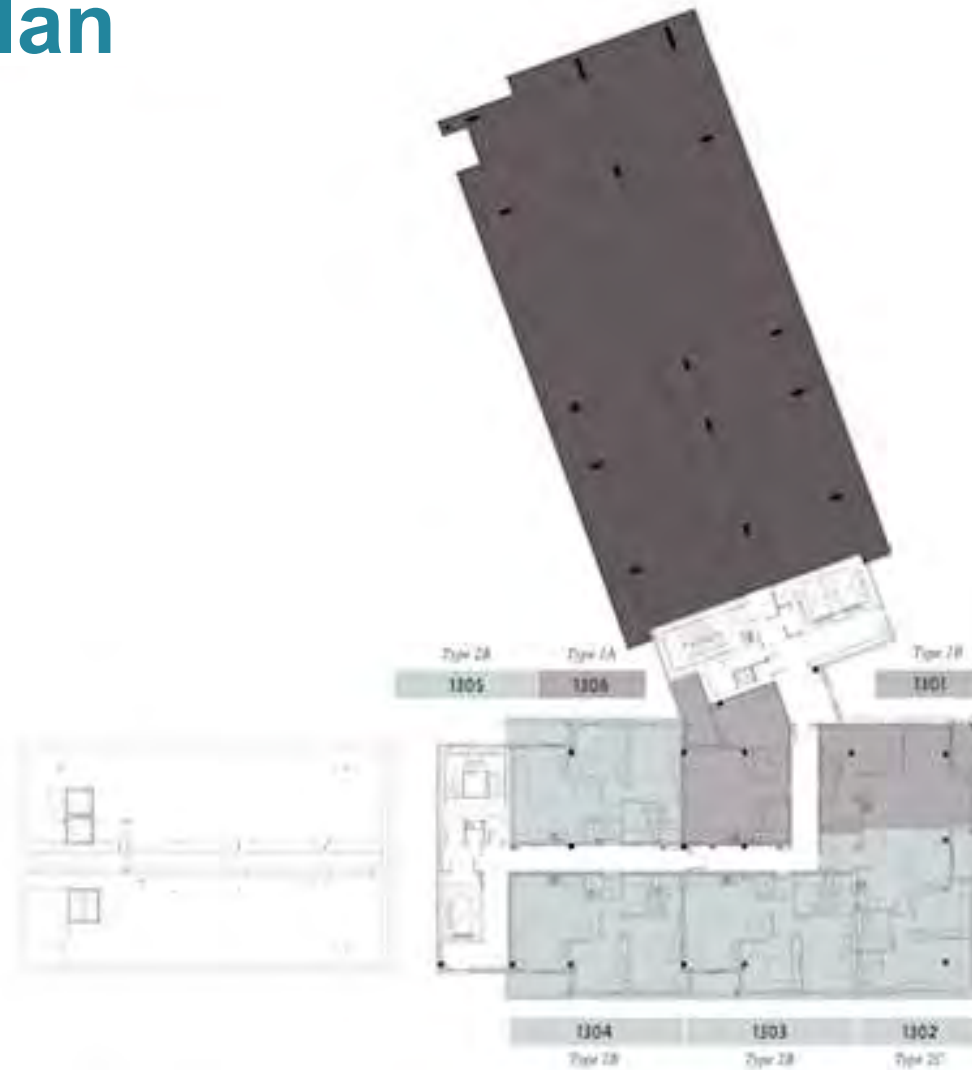




# Part 1 Master Plan

## Block A 11<sup>th</sup> to 13<sup>th</sup> Floor

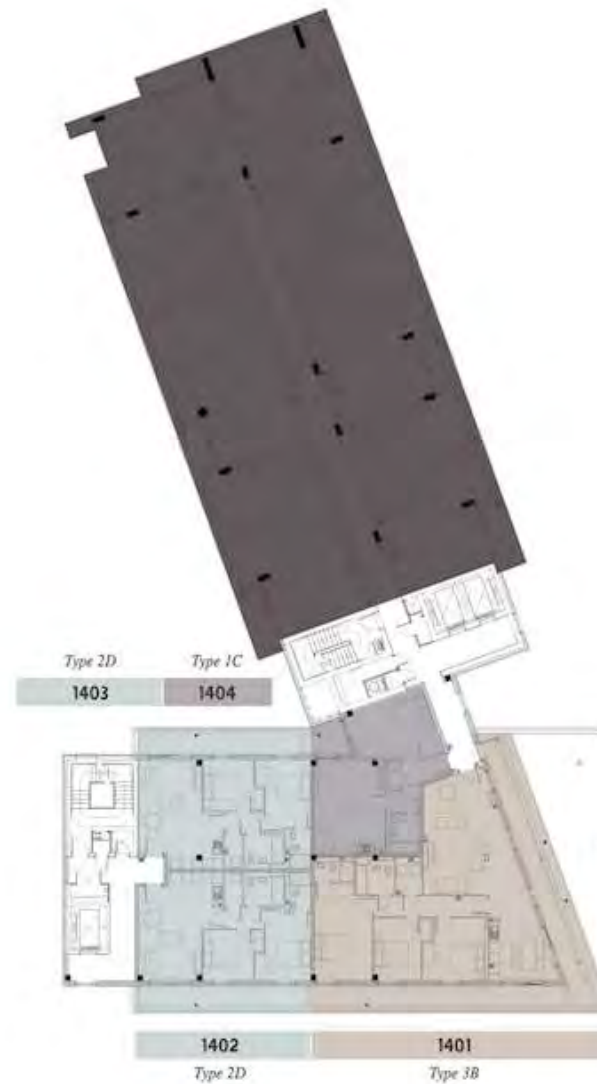
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# Part 1 Master Plan

## Block A 14<sup>th</sup> to 15<sup>th</sup> Floor

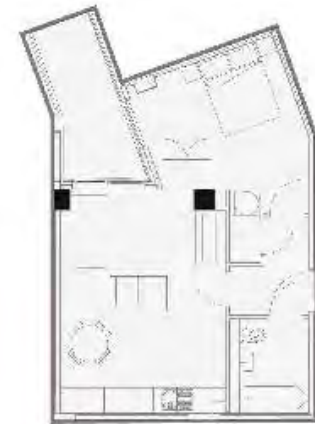
→ N





# Part 1 General Information – Unit Type

## Block A



Type 1A

APPROX.  
507 SQFT

LIVING ROOM + KITCHEN  
5498mm X 4930mm  
BEDROOM 1  
3819mm X 2671mm MAX.



Type 2A

APPROX.  
930 SQFT

LIVING ROOM + KITCHEN  
5857mm X 5335mm  
BEDROOM 1  
3900mm X 3300mm  
BEDROOM 2  
4005mm X 2903mm



Type 3A

APPROX.  
924 SQFT

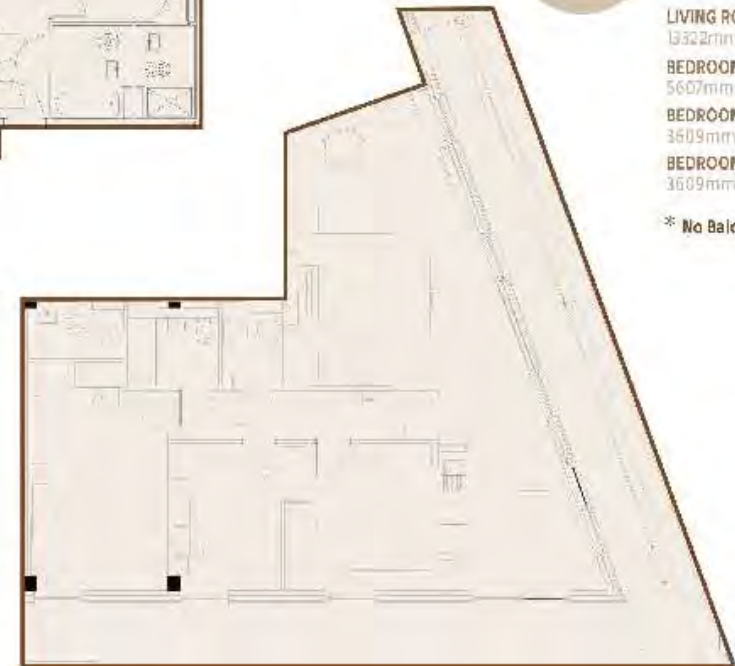
LIVING ROOM + KITCHEN  
7632mm MAX. X 5108mm MAX.  
BEDROOM 1  
4382mm X 2600mm  
BEDROOM 2  
3187mm X 2535mm  
BEDROOM 3  
3187mm MAX. X 3000mm

Type 3B\*

APPROX.  
1252 SQFT

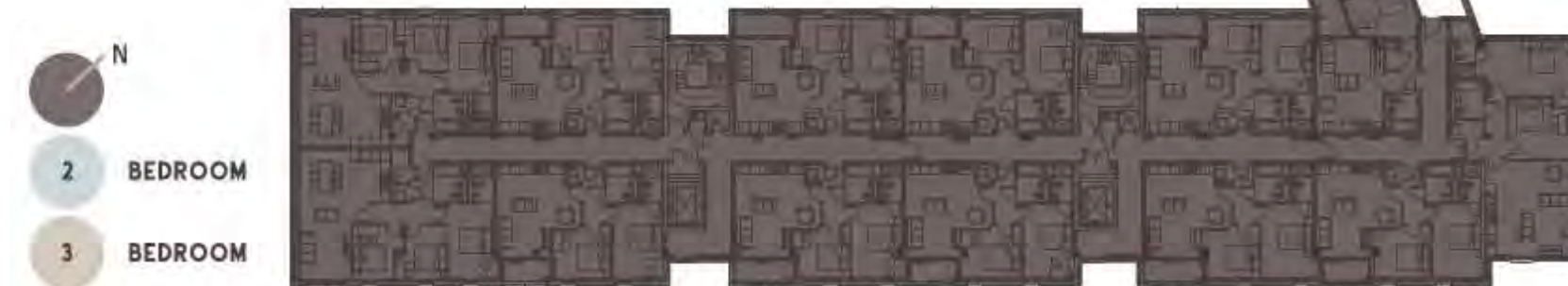
LIVING ROOM + KITCHEN  
13322mm MAX. X 5305mm AVE.  
BEDROOM 1  
5607mm X 3370mm  
BEDROOM 2  
3609mm X 2752mm  
BEDROOM 3  
3609mm X 3694mm

\* No Balcony on Floor 15th



# Part 1 Master Plan

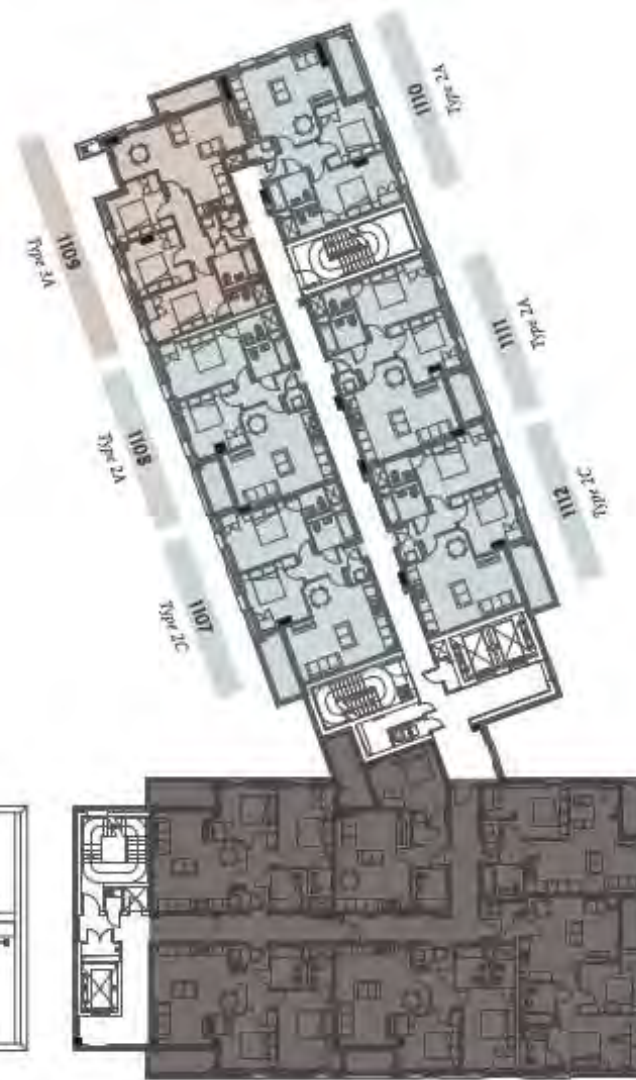
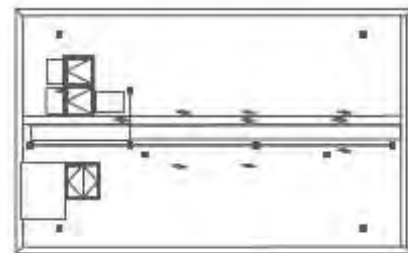
## Block B 1<sup>st</sup> to 9<sup>th</sup> Floor





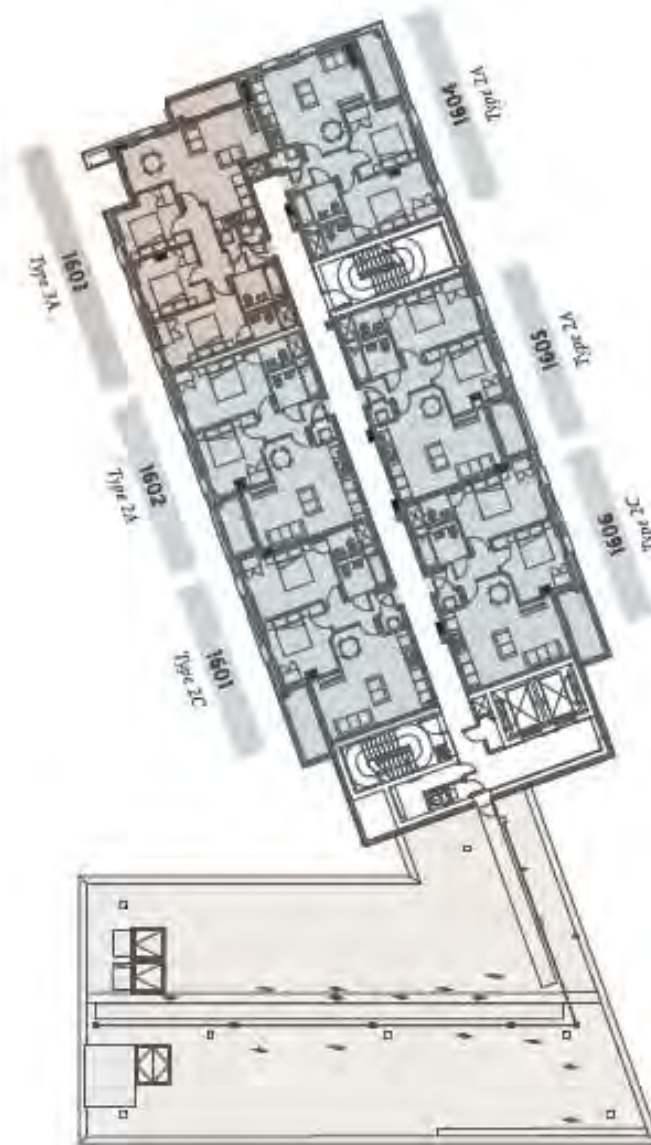
# Part 1 Master Plan

## Block B 10<sup>th</sup> to 15<sup>th</sup> Floor



# Part 1 Master Plan

## Block B 15<sup>th</sup> to 24<sup>th</sup> Floor





# Part 1 Unit Plan

## Block B



LIVING ROOM + KITCHEN  
5498mm MAX. X 5184mm MAX.  
BEDROOM 1  
4392mm X 3091mm  
BEDROOM 2  
3512mm X 2884mm

**Type 2A**  
APPROX.  
**661-696 SQFT**



LIVING ROOM + KITCHEN  
3858mm MAX. X 3682mm MAX.  
BEDROOM 1  
3450mm X 2855mm  
BEDROOM 2  
3229mm X 2681mm

**Type 2B**  
APPROX.  
**606-621 SQFT**



**Type 2C**  
APPROX.  
**660-689 SQFT**

LIVING ROOM + KITCHEN  
5498mm MAX. X 5158mm MAX.  
BEDROOM 1  
4362mm X 2967mm  
BEDROOM 2  
3494mm X 2884mm



**Type 3A**  
APPROX.  
**841-851 SQFT**

LIVING ROOM + KITCHEN  
7150mm MAX. X 3586mm MAX.  
BEDROOM 1  
3282mm X 2550mm  
BEDROOM 2  
3072mm X 3187mm  
BEDROOM 3  
2544mm X 3187mm

# Part 1 General Information

## Specifications

One Regent offers luxurious, high-spec surroundings to satisfy the wish list of every urbanite. Each apartment includes the finest finished from the fully-equipped kitchens, to quality walnut veneered doors, right through to Sky and Virgin pre-wiring to both the living areas and master bedrooms for a smooth and fuss-free transition.

## Internal Finishes

- Walnut veneer apartment entrance and internal doors
- Chrome ironmongery
- Satinwood finish to internal skirtings and architraves
- White emulsion to walls and ceilings with feature wall (Farrow & Ball *Elephant's Breath*) in living areas and bedrooms

## Flooring

- Walnut laminate to hallways and living areas
- Carpets to bedrooms (Primo Delight Satinwood with Tredaire Ambience underlay)
- Porcelanosa/Mosa/Waxman tiling to bathrooms and en-suites

## Kitchens

- Handle-less door and drawer fronts
- Square-edged 38mm work surfaces with matching, full-height splashbacks
- Integrated ceramic hob, oven and concealed re-circulating cooker hood
- Integrated fridge-freezer and automatic dishwasher
- Stainless steel 1½ bowl sink unit with Hansgrohe mixer tap
- Low-voltage under unit lighting

## Bathrooms & En-suites

- Villeroy & Boch sanitaryware from their Onovo and Omnia ranges
- Concealed cistern WCs with Hansgrohe push plate and soft close seats
- Kaldewei steel baths with *walnut* bath panel
- Hansgrohe brassware and showers
- Rainhead shower to en-suites
- Glazed shower screens
- Porcelanosa/Mosa/Waxman tiled walls incorporating feature wall
- Full height/width mirror above *walnut* vanity shelves

## Electrical & Communication

- LED downlights to hallways, living areas, bathrooms and en-suites
- Pendant light fittings to bedrooms
- Provision for BT, Sky HD and Virgin Media to living areas and bedrooms (not BT)
- Dedicated Hyperoptic, fibre-optic internet provision
- Brushed nickel sockets and switches throughout



# Part 1 General Information



## Security

- Security fob access control to all building entrances and vehicle/pedestrian access points into the development.
- Entry phone to all apartments
- CCTV surveillance to all public area

## Residents Amenities

- Central, landscaped, courtyard garden with attractive water feature and stylish light scheme
- 24/7 concierge service

## Car Parking and Storage

- Car parking are allocated to specific apartments. Please refer to sales team for availability.
- Secure cycle storage

## General

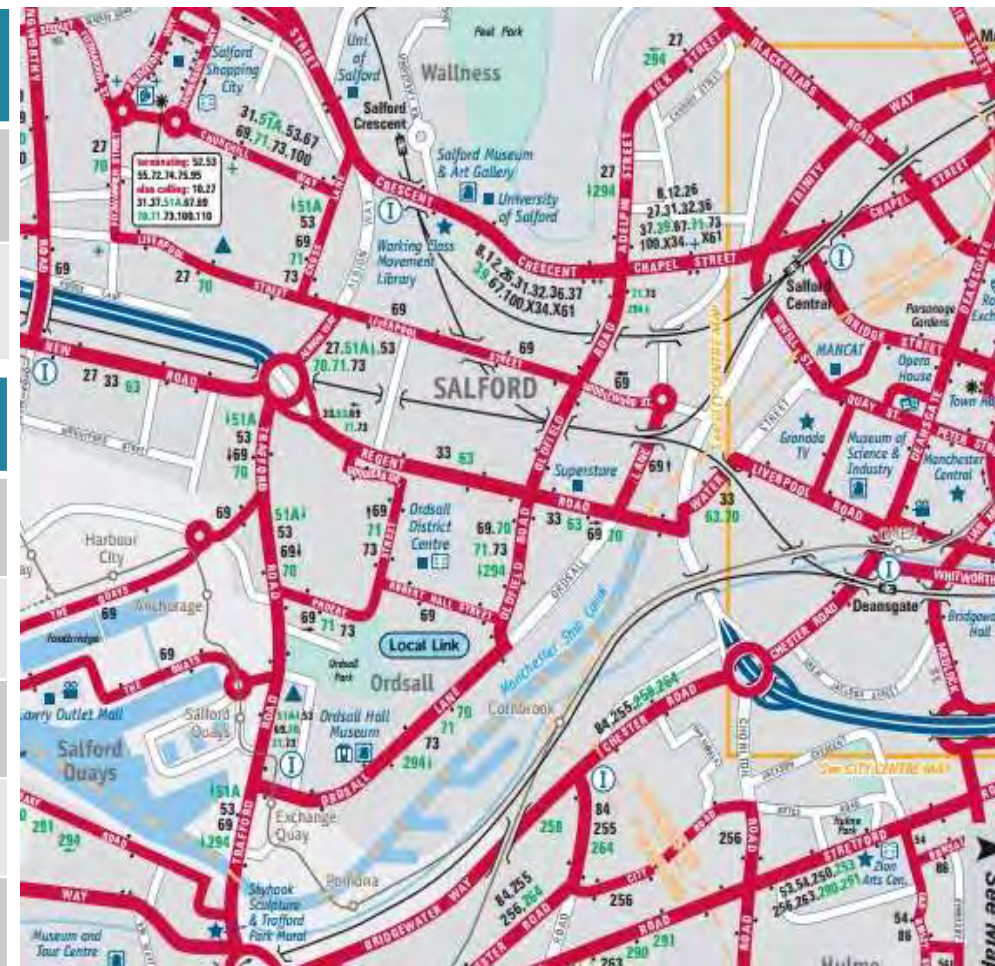
All apartments benefit from a 10-year Checkmate new homes warranty.  
Each apartment will be sold on a 250 year lease  
Service Charge will be payable to cover the costs of estate and building management, building maintenance and insurance



# Part 2 Selling Information

Potential Challenges	Suggest Answers
Casino nearby	- Run by membership and owned by Resorts World International
Location	- Nearby Cornbrook Metrolink Station - Bus routes to most of the major locations

Transportation		
Castlefield	By Bus – Route 33 On foot	5 Minutes 10 Minutes
Spinningfields	By Bus – Route 33 On foot	10 minutes 15 Minutes
China Town	By Bus – Route 33	15 minutes
Manchester University	By Bus – Route 33	18 minutes
MediaCityUK	By Bus – Route 53 or Metrolink	10 minutes











## Including evening journeys from Wigan

**Mondays to Fridays**

Worsley, Court House	0542	0612	0624	0636	0648	0656	0704	0712	0724	0736	0751	0808	0828	0848	0908	0923	0938	0953	1008
Eccles, Interchange	0554	0624	0638	0650	0702	0712	0721	0730	0743	0755	0811	0829	0849	0907	0924	0939	0954	1009	1024
Weaste, Langworthy Road	0603	0633	0646	0659	0711	0722	0732	0743	0757	0809	0826	0845	0905	0922	0937	0952	1007	1017	1032
Manchester, Piccadilly Gardens	0616	0646	0704	0719	0735	0747	0759	0811	0826	0838	0858	0920	0939	0953	1003	1013	1025	1037	1052

																			
															a	a	a	a	
Wigan, Bus Station															1753	1900	2000	2100	
Hindley, Bird i' th' Hand															1810	1913	2013	2113	
Atherton, Mealhouse Lane															1824	1927	2027	2127	
Tyldesley, Johnson Street															1830	1932	2032	2132	
Boothstown, Simpson Road															1842	1942	2042	2142	
Worsley, Court House		1023	and	1553	1608	1623	1638	1653	1713	1733	1753	1808	1823	1838	1847	1918	1946	2046	2146
Eccles, Interchange		1039	every	1609	1624	1638	1653	1708	1728	1748	1808	1823	1838	1853	1859	1930	1957	2057	2157
Weaste, Langworthy Road		1047	15 mins	1617	1633	1650	1705	1720	1740	1800	1818	1833	1848	1902	1906	1937	2004	2104	2204
Manchester, Piccadilly Gardens		1107	until	1637	1655	1715	1730	1745	1805	1822	1840	1855	1910	1919	1925	1954	2018	2118	2218

	2200 a	2300 a
Wigan, Bus Station	2200	2300
Hindley, Bird i' th' Hand	2213	2313
Atherton, Mealhouse Lane	2227	2327
Tyldesley, Johnson Street	2232	2332
Boothstown, Simpson Road	2242	2342

 – Journey provided with the financial support of Transport for Greater Manchester

a - Run by Stagecoach. All other journeys are run by First Manchester

♿ – Easy access bus. See inside front cover of this Bus Times leaflet for details

# Transaction Related Issues

## I. Running Cost

### A. Council tax:

(Note: Applicable only if property is vacant or self-use)

Valuation Band	Property Value	Council Tax Charge
A	Up to £40,000	£921
B	£40,001 to £52,000	£1,075
C	£52,001 to £68,000	£1,228
D	£68,001 to £88,000	£1,382
E	£88,001 to £120,000	£1,689
F	£120,001 to £160,000	£1,996
G	£160,001 to £320,000	£2,303
H	More than £320,000	£2,764

### B. Property Management Company

- Zenith Management (NW) Limited

### C. Estimated service charges p.a.:

£2 per sq.ft. (excl. balcony)

### D. Ground rent p.a.:

£300 per unit; £50 per carpark

### E. Letting and Management Agent Savills Manchester

- **Letting Fee:** 12% including VAT
- **Tenant fee:** £600

\*Repair and maintenances fee are excluded



# Transaction Related Issues

## II. Legal

### A. Conveyancing fees (please confirm with lawyer for details):

Major Items	Fees
1. Solicitors fee	Seller will absorb the solicitors fee if the buyer appoints the recommended purchaser's solicitor
2. Mortgage related legal (if any)	Around £700 plus VAT
3. Land Registry Fee	Roughly £250 **car park on separate lease**
4. Cost of Searches (optional)	Roughly £300
5. Engrossment Fee	£120 + VAT per lease **car park on separate lease**
6. Deed of Covenants	Roughly £96 **car park on separate lease**
7. Disbursement (estimated)	Roughly £150

### B. Stamp duty:

Purchase Price	Tax Rate
£0 to £125,000	3%
£125,001 - £250,000	5%
£250,001 - £925,000	8%
£925,000 - £1.5 million	13%
> £1.5 million	15%

\* Buy to Let/ Additional Home (Worldwide including Hong Kong) Rate

### C. Solicitors

#### Vendor's solicitor

Attn: Ms. Jessica Hotchin  
JMW Solicitors LLP  
1 Byrom Place Manchester, M3 3HG  
Tel: +44 780 877 7662  
Email: jessica.hotchin@jmw.co.uk

#### Recommended purchaser's solicitor

Attn: Mr. Welsey Goh  
GoodLaw Solicitors  
Eastgate House, Dogflud Way, Farnham, Surrey, GU9 7UD  
Tel: +44 127 395 6281  
Mobile: +44 757 617 7978  
Email: wgoh@goodlawsolicitors.co.uk

# Furniture List

	2 bedroom	3 bedroom
Item	Quantity	
Kestrel 3 seat sofa with wooden leg	1	1
Kestrel armchair with wooden leg	1	1
Coffee table	1	1
Side table	1	1
Media unit	1	1
Dining table	1	1
Dining chair	4	4
Portico bedframe	2	3
Orthopaedic 4ft6 mattress	2	3
Dubai bedside	4	6
Dubai chest	1	1
Dubai ladies wardrobe	1	1
Dubai gents wardrobe	1	2

Items are subject to change based on availability to equivalent



# Special Package

**Fully Furnished Package\***

\*only on selected units

**£500 Legal Subsidy\***

\*only apply to buyer appoints the panel solicitor

# Payment







# Thank You.



弘捷國際  
Fulcrum Global

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