



FESTIVAL PARK
outlet shopping & leisure

WE'VE GOT IT
COVERED



TRADING UPDATE NOVEMBER 2017



Clarks



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OVERVIEW – TRADING PERFORMANCE 2017

- **Marys Garden Centre** now open
- **Card Factory** now open
- **Dickies** expanding to open superstore
- **The Grape Tree** opening later this month
- **Sports Direct** renewed on long term Lease
- **Mr. Sweets** and **Bonmarche** now open and both trading well above budget



HIGHLIGHTS

- Annual footfall of 1.7 million – Increased by 8% in the last 4 years
- Turnover density +6% per annum for last 2 years
- Centre is 98,175 sq. ft.
- Approx. 272,891 people living within 30 minute drive time
- 1.2 million people within 60 minute drive time



CENTRE INFORMATION

- Total resident population of the principle catchment area of Festival Park is 1.3 million
- Festival Park's customer profile over performs amongst affluent Acorn groups
- Largest gap in the merchandise mix is clothing and footwear
- Opportunity to increase food and beverage at the centre
- Primary segment of the catchment now includes Abergavenny area
- Leisure goods away from sportswear are a growth area
- Further assured brands are a growth area
- Key shopper growth areas are Newport and Monmouth area
- The current trading gap at the centre is worth £14m
- £9m of the trading gap is encouraging current shoppers to spend more



TENANT MIX



Clarks



JacquesVert



Card Factory

select^s



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SITE MAP



1/2 HOLLAND & BARRETT	3 NEW STORE COMING SOON	4/5 EWM	6 Klass COLLECTION	7 ROMAN ORIGINALS	8 DOMO	9 TRESPASS	10 AUTONOMY LADIESWEAR	11 NEW STORE COMING SOON	12/13 MOUNTAIN WAREHOUSE	14 Hallmark	15 DESIGNER SUIT OUTLET	16/17 PAVERS & Bellissimo	18 JOHN JENKINS
19-25 M&S OUTLET	26/27 Clarks FACTORY SHOPPING	28 Endless Dreams	29 SPORTS DIRECT.COM	30/31 GAP OUTLET	32/33 Poundland	34a Cotton TRADERS	34/35 Tacklesmart Fishing superstore	36-40 NikeFactoryStore	41/42 Bench.	43 beautyoutlet	44 RECTELLA PURE INSPIRATION	45 YEOMANS	46 RUGBY LEAVEN
47/48 The Works	49 claire's	50 Thorntons	51/52 Jacques Vert	53 select	54a COSTA COFFEE	54b Masarellas RESTAURANT	55 Denby 1809	56 CAFE ROVA	57 anna rose	58 Dickies	59 NEW STORE COMING SOON		

QUOTING TERMS

The Centre is close to fully let with only Unit 36-40 (7,500 sq. ft.) available. Additional space can be made available through Asset Management.

Quoting Terms:

- **Rent:** £20/sq. ft. or 10%, whichever is the greater
- **Service Charge:** £10/sq. ft.
- **Promotion Costs:** 2% of Turnover or £2/ sq. ft.

FURTHER ENQUIRIES

For further information, please contact:

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