

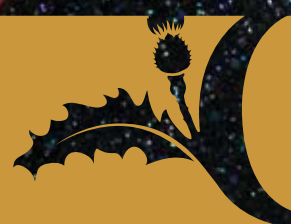



Gretna
Gateway
Outlet Village


LEASING
OPPORTUNITIES
2017

GRETNAGATEWAY.COM

WELCOME



Gretna Gateway Outlet Village boasts a mix of premium fashion retail and strong lifestyle retail.



A regionally significant destination, Gretna Gateway is the only outlet centre within a 75 mile radius, meaning there is minimal retail sensitivity – a real draw for big name, premium outlet brands including Polo Ralph Lauren, Nike, Superdry, Hugo Boss, Skechers, Pizza Express and Molton Brown.

2016 saw Gretna Gateway record its 8th consecutive best-ever-year, with footfall of 2.2 million and total sales +12% Like for Like.

With 57 stores in total, including 6 food & beverage operations and recent lettings with Hugo Boss, Skechers and Pizza Express there really has never been a better time to be a part of the Gretna Gateway success story.

YOU'RE
IN GOOD
COMPANY



next



POLO
RALPH LAUREN

SKECHERS

極度乾燥(しなさい)
Superdry.



 berghaus®

MOLTON
BROWN
LONDON

BOSS
HUGO BOSS





HEAR ALL ABOUT IT

MARKS & SPENCER

“We have traded very strongly in the Centre especially for the last few years. The location is well suited to us with a wide and varied catchment area due to the adjacent motorway. We are very happy with the tenant line-up and feel that the new Phase III further enhances this.”

Matthew Graham
Head of Region

極度乾燥(しなさい) Superdry.

“We had strong feedback from existing tenants. The location is strategic, with a wide and varied catchment area with the adjacent motorway, and very little crossover with existing stores. We are delighted with our store location and confident that our brand and product range will enhance Gretna Gateway’s appeal and potential.”

Nigel Jobson
Head of Group Property

極度乾燥(しなさい)
Superdry.

SUPERDRY.COM
SUPERDRY.COM/BLOG
FACEBOOK.COM/SUPERDRY
TWITTER.COM/SUPERDRY





LOCATION

The location for Gretna Gateway Outlet Village is central to its continued success as an outlet destination. It is easily accessible, both for those people visiting from Scotland and the north, and those travelling up from England and the south.

MOTORWAY CONNECTIVITY

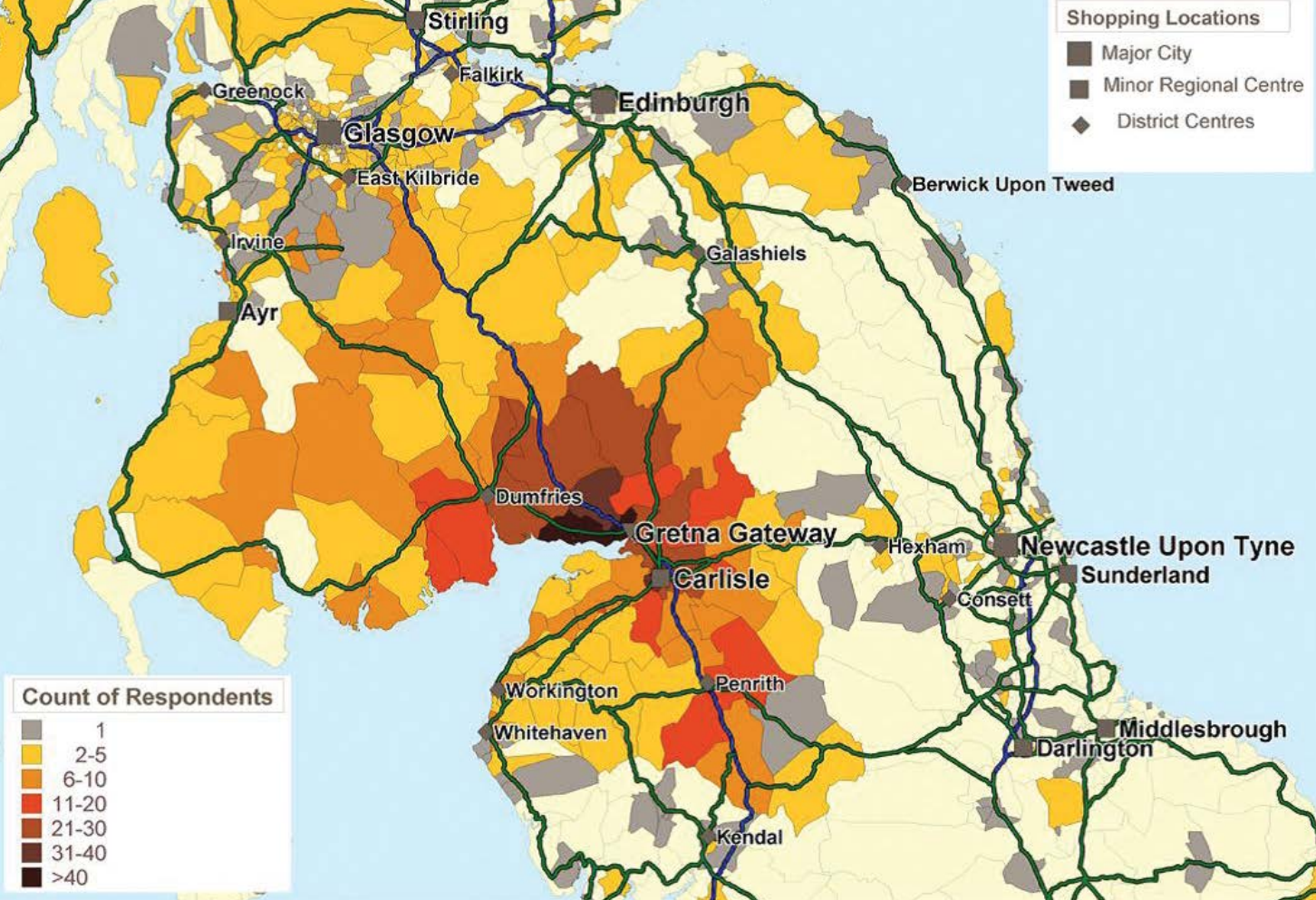
- Gretna Gateway Outlet Village is adjacent to the M6 (J45), M74 (J22) corridor and to the A75, with a combined total of 12 million vehicles per annum.
- M6: offering access to Carlisle, Lake District and the south.
- M74: offering access to Edinburgh, Glasgow and the rest of Scotland.
- A75: offering access to Stranraer and Northern Ireland.
- 45% of Gretna Gateway Outlet Village's visitors come directly from passing motorway traffic.

KEY SUCCESSES

- Between December 2012 and December 2016: Sales growth +57% and Footfall + 9%
- Pizza Express trading 30% above target
- New North car park now open taking capacity to 1,100 spaces
- Sales densities up to £950/ sq. ft.
- Centre average now £340/ sq. ft

2016 HIGHLIGHTS

- Anchors averaging approx. £602/sq. ft.
- Top 5 average - £733/ sq. ft.
- Top 10 average - £594/ sq. ft.
- Like for Like Sales +7% vs 2015



GETTING TO KNOW OUR VISITORS

In July 2016 FSP conducted research to identify the catchment, regional and national penetration plus understand the demographic and unique characteristics of Gretna Gateway shoppers.

- Gretna Gateway Outlet Village has potential to increase sales by £28m (+61% uplift). 52% of this gap is within resident expenditure and 48% within visitor expenditure.
- With an improved motorway turn off rate, the current visitor expenditure of £228m could increase by 35% to £310m.
- Since 2103, sales have grown by 154%, nearly 5 times the European average growth.
- Average sales density is 25% above the UK Outlet average of £265/ sq. ft.

With an improved motorway turn off rate, the current visitor expenditure of £228m could increase by 35% to £310m.

OUR STORES

FASHION

- 01 Polo Ralph Lauren
- 02/03 Gap Outlet
- 04 Cotton Traders
- 05/06 Hugo Boss
- 09 Edinburgh Woollen Mill
- 27 Bench
- 32 Gretna Green Since 1754
- 34 Lakeland Leather
- 36/37 Superdry
- 42 Suit Direct
- 43 Jeff Banks
- 50 Roman Originals
- 51 Klass
- 54 Double Two
- 59 M&S Outlet

- 65 Next Outlet

BEAUTY

- 10 The Perfume Shop
- 21 Beauty Outlet
- 35 The Body Shop Outlet
- 39B Arran Aromatics
- 53 Molton Brown

CHILDRENSWEAR

- 01 Polo Ralph Lauren
- 02/03 Gap Outlet
- 22 Nike
- 23 Trespass
- 27 Bench
- 29 Clarks Outlet
- 44/45 Mountain Warehouse
- 48 Skechers
- 58 Sports Direct
- 59 M&S Outlet
- 65 Next Outlet

SHOES & LUGGAGE

- 13 Bijoux
- 17 Bags etc
- 18/19 Pavers/Bellissimo
- 29 Clarks Outlet
- 32 Gretna Green Since 1754
- 34 Lakeland Leather
- 36/37 Superdry
- 47 Antler
- 48 Skechers
- 52 Hotter Shoes
- 59 M&S Outlet
- 65 Next Outlet

SPORT & OUTDOOR

- 08 The Gift Company
- 22 Nike
- 23 Trespass
- 44 Mountain Warehouse
- 56 Berghaus
- 58 Sports Direct

GIFTS & ACCESSORIES

- 09 Edinburgh Woollen Mill
- 13 Bijoux
- 16 The Gift Company
- 17 Bags etc
- 20 The Works
- 25 Claire's
- 32 Gretna Green Since 1754
- 34 Lakeland Leather
- 36/37 Superdry
- 38 Tourist Information
- 39A Chapelle Jewellery
- 59 M&S Outlet

HOME & ENTERTAINMENT

- 07 Ponden Home
- 15 Julian Charles
- 16 The Gift Company
- 33 Bedeck
- 39 Christy
- 49 Denby
- 55 ProCook

CAFÉS, FOOD & CONFECTIONERY

- 09 Edinburgh Woollen Mill
- 11 The Sweet Emporium
- 12 Holland & Barrett
- 22A The Village Restaurant
- 24 Grape Tree
- 30 Café Thorntons
- 31 Thorntons
- 38 Tourist Information
- 40 Massarella's
- 46 Cadbury Factory Shop
- 46A Costa Coffee
- 57 Subway
- 59 M&S Outlet
- 60/61 Pizza Express



Coach Park

DEVELOPING A DESTINATION

2017 will see Gretna Gateway deliver its most significant marketing strategy to date with a total budget spend of over £500,000.

KEY FOCUSES FOR 2017;

- Create a fresh new look for marketing collateral to build the Gretna Gateway brand and raise the profile of the centre.
- Introduce opportunities for increased customer spend, through the introduction of loyalty campaigns.
- Create engaging events designed specifically to target key audiences and increase footfall and spend.
- Work with new media partners and bloggers to reach wider and targeted audiences, raising awareness of Gretna Gateway and its retailers.
- Introduce a new website and integrate digital channels to create insightful and targeted campaigns to engage audiences online.



Gretna Gateway
Outlet Village

WE LOOK FORWARD TO
SEEING YOU SOON.



- 1,100 free car parking spaces
- Excellent shopper facilities
- Big name brands
- Minimal retail sensitivity
- Regionally significant destination

**Gretna
Gateway**
Outlet Village

Just off J45
of the M6, J22
of the M74



Easily accessed...



Signposted Gretna from the
M6 / M74 / A75



Short walk from Gretna
Green train station



Bus stop on site with services
from Dumfries, Carlisle and
surrounding areas



On-site coach parking
for Tour Operators

GRETNAGATEWAY.COM

For further information on leasing
opportunities please contact our agent:

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Key Contacts

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