



STEP INTO  
**Spring**  
at Festival Park

M&S  
OUTLET



klass. select\* ROMAN

# TRADING UPDATE

April 2018



Clarks



**SPORTS**  
**DIRECT.COM**



# OVERVIEW – TRADING PERFORMANCE 2017

- **Christmas Trading**
  - Accessories up to +18% V LY
  - Outdoor + 12% V LY
  - Fashion +12% V LY
- **Card Factory** now open
- **Dickies** expanding to open superstore
- **The Grape Tree** now open
- **Sports Direct** renewed on long term Lease
- **Clarks** extend their Lease
- **Mr. Sweets** and **Bonmarche** now open and both trading well above budget
- **Leading Labels** now open



# 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



**Card Factory**

select<sup>s</sup>

*Clarks*



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# SITE MAP



1/2 HOLLAND & BARRETT	3 Valerie	4/5 EWM	6 Klass COLLECTION	7 ROMAN ORIGINALS	8 DOMO	9 TRESPASS	10 AUTONOMY LADIESWEAR	11 Card Factory
12/13 MOUNTAIN WAREHOUSE	14 anna rose COLLECTION	15 suit DIRECT	16/17 PAVERS Shoes	18 JOHN JENKINS Established 1961	19-25 M&S OUTLET	26/27 Clarks OUTLET	28 SALTROCK	29 SPORTS DIRECT.COM
30/31 GAP OUTLET	32/33 Poundland	34a Cotton TRADERS	34/35 TACKLERIGHT	36-40 NEW STORE COMING SOON	41/42 Bench.	43 beautyoutlet	44 RECTELLA PURE INSPIRATION	45 NEW STORE COMING SOON
46 RUGBY HEAVEN	47/48 The Works	49 claire's	50 Thorntons the Art of the Chocolate	51/52 JacquesVert	53 select	54a COSTA	54b Mazzarellas RESTAURANT	55 Denby
56 CAFÉ NOVA		57/58 Dickies						

# 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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