

# Winter 2019

shopping | leisure | outdoors



## TRADING UPDATE

January 2019



Clarks



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



# OVERVIEW – TRADING PERFORMANCE 2017

## Christmas Trading

- *Total Sales*: +0.5%
- *Christmas Eve trade*: +3% (YoY)
- *New Years Eve trade*: + 20% (YoY)
- **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



## 2018 HIGHLIGHTS

- **Leading Labels** opened and trading strongly
- **Rugby Heaven, Café Nova, Massarellas** and **Rugby Heaven** all renewed their leases



# HIGHLIGHTS

- Annual footfall of 1.7 million – Increased by 3% across December 2018
- 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



# SITE MAP



1/2	Holland & Barrett	19 - 25	Marks & Spencer Outlet	47/48	The Works
3	Valerie Baby Boutique	26/27	Clarks	49	Claire's Accessories
4/5	Edinburgh Woollen Mill	28	Saltrack	50	New store coming soon
6	Klass	29	Sportsdirect.com	51/52	Anna Rose Collection
7	Roman Originals	30/31	GAP Outlet	53	Select
8	The Baggage Factory	32/33	Poundland Outlet	54a	Costa Coffee
9	Trespass	34a	Cotton Traders	54b	Massarella's
10	New store coming soon	34/35	Bonmarché	55	New store coming soon
11	Card Factory	36-40	Leading Labels	56	Cafe Nova
12/13	Mountain Warehouse	41/42	New store coming soon	57/58	Dickies Workwear
14	Grape Tree	43	Beauty Outlet	59	Mary's Garden Centre
15	Suit Direct	44	Julian Charles	60	Supertubing
16/17	Pavers & Bellisimo	45	The Sweet Emporium	61	Owl Sanctuary
18	John Jenkins	46	Rugby Heaven		

# QUOTING TERMS

The Centre is close to fully let.

Additional space can be made available through Asset Management.

## Quoting Terms:

- **Rent:** £10/sq. ft. or 10% turnover, whichever is the greater
- **Service Charge:** Approx. £8/sq. ft.
- **Rates:** Approx. £8/ sq. ft.
- **Promotion Costs:** 2% of turnover or £2/ sq. ft.

## FURTHER ENQUIRIES

*For further information, please contact:*

**Charles Dring MRICS**

**Bertie Scott-Hopkins BSc (Hons)**

**CHD PROPERTY**

CHARTERED SURVEYORS

**020 7734 2080**

[londonoffice@chdproperty.com](mailto:londonoffice@chdproperty.com)

**Nick McAllester**

[nmcallester@metisrealestate.com](mailto:nmcallester@metisrealestate.com)

**0161 806 0866**

