

new spring  
collections  
arriving at Festival Park...



## TRADING UPDATE

May 2019



HOLLAND & BARRETT

**SPORTS**  
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# OVERVIEW – TRADING PERFORMANCE 2018

## Christmas Trading

- *Total Sales*: +0.5%
- *Christmas Eve trade*: +3% (YoY)
- *New Years Eve trade*: + 20% (YoY)
- **Costa Coffee** continues to trade strongly
- **Leading Labels** opened and is performing in the top three of all retailers in the centre
- Leisure offer continues to develop

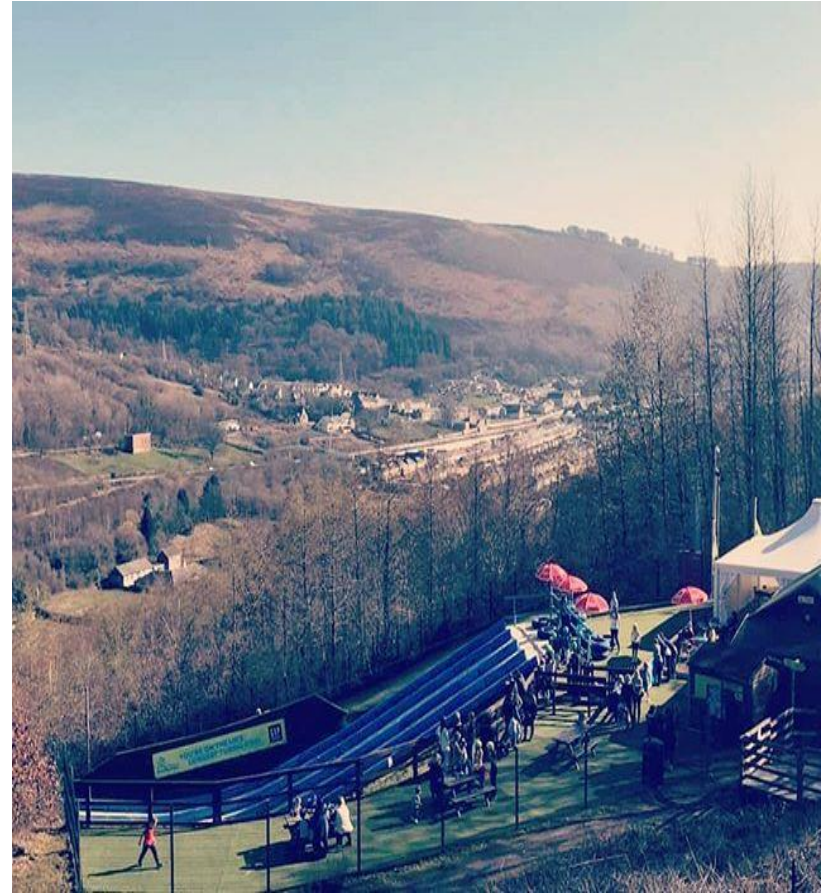


## 2018 HIGHLIGHTS

- **Rugby Heaven, Café Nova, Massarellas and Rugby Heaven** all renewed their leases
- **Costa Coffee, Holland & Barrett, Pavers shoes, Julian Charles** all trading at over 250 £/Sq Ft

# HIGHLIGHTS

- **A new masterplan** has been **published**, developing a **major mixed leisure retail destination**
- March LFL sales up have increased on last year
- Annual footfall of 1.7 million – Increased by 3% across December 2018
- Turnover density +6% per annum for last 2 years



# 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**

**beautyoutlet**

**HOLLAND & BARRETT**

**select<sup>®</sup>**



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# SITE MAP



1/2 <b>HOLLAND &amp; BARRETT</b>	3 <i>Valerie</i>	4/5 <b>EWM</b>	6 <i>Klass</i> COLLECTION	7 <b>ROMAN ORIGINALS</b>	8 <b>THE BAGGAGE FACTORY</b>	9 <b>TRESPASS</b>	10 NEW STORE COMING SOON	11 <b>Card Factory</b>
12/13 <b>MOUNTAIN WAREHOUSE</b>	14 <i>Grape Tree</i> The Great British	15 <b>SUIT DIRECT</b>	16/17 <b>PAVERS Shoes</b>	18 <b>JOHN JENKINS</b> Footwear Ltd	19/25 NEW STORE COMING SOON	26/27 NEW STORE COMING SOON	28 NEW STORE COMING SOON	29 <b>SPORTS DIRECT.COM</b>
30/31 <b>GAP OUTLET</b>	32/33 <b>Poundland</b>	34a <i>Cotton</i> TRADERS	34/35 <b>Bonmarché</b>	36/40 <b>LEADING LABELS</b>	41/42 NEW STORE COMING SOON	43 <b>beautyoutlet</b>	44 <b>RECTELLA</b> PURE INSPIRATION	45 Digger House <b>The Sweet Emporium</b>
46 <b>RUGBY LEAVEN</b>	47/48 <b>The Works</b>	49 <b>claire's</b>	50 NEW STORE COMING SOON	51/52 <i>anna rose</i>	53 <b>select</b>	54a <b>COSTA</b>	54b <i>Massarellas</i> RESTAURANT	55 NEW STORE COMING SOON
56 <b>CAFE NOVA</b>		57/58 <b>Dickies</b>		59 <i>Maple</i>				

# 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:*

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