



26TH JULY 2013

WEEKLY RETAIL NEWS HIGHLIGHTS FROM AROUND THE MARKET

KNIGHT FRANK RETAIL NEWS

General Retail News

Topshop is to triple the size of its store in Woking, Surrey. The fast-fashion giant has agreed a ten year lease for a new 6,000 sq ft store at the Peacocks Shopping Centre.

Wahacca the Mexican street-food restaurant is to open a take-away store at Land Securities' One New Change. The retailer is taking 3,200 sq ft on a 20 year lease.

Schuh the footwear retailer, has agreed to open two stores at each end of Oxford Street. They have signed for a 12,000 sq ft store at Frogmore's development at the eastern end and has taken an assignment of River Island's 10,000 sq ft store at the western end of the street.

Thomson the travel agents, have agreed to open the first of their new concept stores, at Bluewater Shopping Centre, Kent. The 2,187 sq ft store will include digital technologies.

Gordon Ramsey is believed to have acquired a site in Battersea for a new restaurant in the former Bennett's Brasserie & Bar in Battersea Square.

Pulp the young fashion retailer, is expected to significantly increase its store portfolio after selling a majority stake to Sports Direct for an undisclosed sum this week.

Tesla the electric car brand, is to open its first store in London, at Westfield London. The US based retailer is understood to be taking between 2,000 sq ft and 4,000 sq ft.

Fat Face the fashion retailer, has posted a 29% jump in EBITDA as it plans expanding into the East Coast of the US in conjunction with increasing its UK portfolio 50 shops to 250.

Bobby Chinn the TV chef who currently runs two restaurants in Vietnam, has revealed plans to open a Vietnamese restaurant in Soho at the end of this year. The go-cover restaurant will be on the former site of Med Kitchen on Old Compton Street.

Casino Groupe the French supermarket retailer, must dispose of 58 of their stores in France as part of their agreement of acquiring a stake in rival retailer Monoprix.

McMullen the British pub chain, is to name their new pub in Milton Keynes in honour of the royal baby. The Prince George of Cambridge is currently being constructed and will be McMullen's eighth chicken and grill pub concept.

Nicole Farhi the premium fashion brand, has been purchased out of administration by Maxine Hargreaves-Adams, the owner of Fenn Wright Mason.

Zara is to open a 24,000 sq ft flagship store at the Lincoln Road Mall in Miami Beach. The Spanish retailing giant is still expanding its 1,763 store portfolio despite slowing sales.

John Lewis the department store group's sales have risen 6.7% to £80.7m following the launch of its summer sale last month.



The Pavilions Shopping Centre, Uxbridge

Knight Frank Retail Investment are delighted to announce the acquisition of the Pavilions Shopping Centre on behalf of their client LaSalle Investment Management. The 359,997 sq ft Centre was purchased from Aviva's Mall Fund for £64.5 million reflecting a net initial yield in the order of 7.80%



Tweet of the Week

Knight Frank Retail @KFRetail

22 July



Discount retailers now a driving force in the out-of-town market

ow.ly/nbANk @KFRetail

@knightfrank @thetimes

#CRE

Retailer Optimism

Westfield Stratford

The shopping centres' owners have announced plans to build the UK's largest indoor snowdome next to the Olympic Park in Stratford, London. The Australian developer is to submit a planning application for an indoor ski facility that will be double the size of other UK ski-centres and be a similar size to Ski Dubai, the world's largest. The planning application is also believed to include shops, hotels and restaurant opportunities, which would greatly increase the site's leisure and retail offering.



RETAIL OUTLOOK FOR THIS WEEK:



JD Wetherspoon

The pub chain has plans to open 30 new pubs in the UK within the next financial year, after achieving better results than expected. The chain recorded a 6.2% rise in sales in the second quarter, which was ahead of forecasts.



Giraffe

The family restaurant group, is to open the first of their stores within a Tesco site on August 5th, at Watford Extra. Giraffe's 3,424 sq ft restaurant will be followed by a further nine sites to open in larger Tesco sites within 2013.

Did You Know?

Harrods once hired a live Egyptian cobra to guard a £62,000 pair of haute couture ruby sapphire and diamond encrusted sandals.

Market Sentiment

It is being billed as the greatest threat to the high street and its retailers for recent years. But should retailers be afraid of the internet?

Numerous research publications are indicating that the demand for physical shopping is far from over. Current growth trends in internet retailing look set to top out a 15% of total retail sales in 2020. This slowdown is the result exhausting the straightforward efficiency-led growth areas.

Growth in internet retailing has predominantly concerned: the home delivery market, electrical goods, groceries and electronically transferable goods such as music. After an abundance of retailers capitalised in these areas, there is now very little room left for growth through further efficiencies in these sectors. The result is that high street retailers have streamlined their businesses by themselves capitalising of the associated

efficiencies. Also they are fighting back by offering a range of deals that makes comparison shopping more difficult.

One example is food retailing, which accounts for roughly 15% of internet sales, but margin dilution and associated delivery costs present a barrier to future growth and in-store deals are not always reciprocated online.

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