General Retail News

**Hobbs** the luxury British retailer, a favourite of the Duchess of Cambridge, has bucked the economic downturn with a rise in sales and is now plotting expansion overseas. Furthermore they intend to open pop-up shops in offices to make it more convenient for its core customers to shop.

**Boots** is the most dominant shopping centre tenant in Britain today, toppling Clinton Cards from its perch, with discount retailers showing the fastest rate of growth.

**Joules** the casual clothing and accessories retailer has returned to profit. The 40-store business posted a pre-tax profit if £1.2m for the year to May 27, 2012, up from a loss of £535,000 for the previous financial year.

**Crewroom** the specialist sportswear brand is expanding with two independent stockists already signed up and more expected to follow later in the year.

**Pinco Pallino** the Italian premium kidswear brand is plotting international expansion.

**Primark** the value retailer reported a 15% rise in revenues to £3.5bn in the year to 15 September as like-for-like sales rose 3%. This increase is said to have been driven by new store openings.

**Lulu Guinness** the British handbag and accessories brand has opened a 712 sq ft store at Cheshire Oaks Designer Outlet. It marks the first venture for Lulu Guinness outside of London.

**Westfield** has the two most attractive shopping centres in the UK following its opening in Stratford in east London last September. Westfield’s £1.9m sq ft centre at Stratford City has been ranked the most attractive centre in the UK, while the Shepherds Bush centre is ranked second.

**Forever 21** the US fashion retailer will be opening its first store in Scotland next year.

**Ted Baker** posted a 22.1% surge in sales in its latest trading update as both retail and wholesale revenues rose.

**Debenhams** has signed a prelet to anchor Hammerson’s planned redevelopment of Elliotts Field Retail Park in Rugby. The 60,000 sq ft store is the first prelet in the £18m extension that will create space for 15 new fashion and homeware brands.

**Fiorentini & Baker** the Anglo-Italian footwear brand has opened a flagship store and showroom at 49 Rivington Street, London.

**Denham** the premium jeans brand is set to expand in the UK next year via both retail and wholesale.

**Jones Bootmaker** the footwear retailer plans to shut its Eastbourne headquarters and relocate all its front-end departments to London.

**H&M** the fashion high street stores like-for-like sales dropped 5% in October although total sales grew.

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**Nomination – Knight Frank retained**

Knight Frank retail agency team has been retained by the high end Italian jewellery retailer Nomination to acquire new stores up to 1,200 sq ft in central London.

**Sakaré - New Bond Street, London**

Congratulations to our clients Sakaré the luxury cosmetics company who have secured a flagship store on New Bond Street, London.

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**Tweet of the Week**

@KFRetail helps luxury boutique opticians find a new store in Marylebone, see: costar.co.uk/en/assets/news... Details
Retailer Optimism

Eileen Fisher
The US fashion retailer continues to expand its presence in London after taking its third store, in Wimbledon village. The 1,300 sq ft shop at 23 High Street is due to open in the new year. It follows two stores in Covent Garden and Marylebone which opened just over a year ago. The retailer plans to open a further two to three stores in the next five years.

Boghossian
The Swiss luxury jeweler has signed to open its first UK store at 45-50 Old Bond Street in Central London, setting a new record rent. The retailer will open a store of around 550 sq ft, paying a record zone A rent of £1,050. The highest rent for this section of the street was previously around £800 zone A.

Phase Eight
The womenswear chain is to open a London flagship store just off Oxford Street. The retailer has signed for a 3,100 sq ft store at St Christopher’s Place, north of Oxford Street at 13 Gees Court and 10-12 James Street. Phase Eight has agreed to a new 10 year lease on the former Kew store from landlord F&C Reit Asset Management, and will open in February 2013. Phase Eight trades from around 80 stores across the UK.

Ralph Lauren
The luxury fashion and accessories retailer currently has 10 stores in China and is looking to open an additional 50-60 within the next three years.

Did You Know?
For the first time in more than a decade New York’s Fifth Avenue is not the most expensive street. Hong Kong’s Causeway Bay has topped the American avenue with rents being circa £1,655 per sq ft a year.

Market Sentiment

2011. UK retail figures were down 0.1% on a like-for-like basis in October, but up 1.1% on a total basis, according to the BRC-KPMG Retail Sales Monitor.

Retail spending over Christmas is expected to come in above last year, with Britons spending a total of £86 billion over the festive period. New research from SAS UK and Verdict find retail spending will rise 1% on 2011’s figures, despite Britons having less disposable income for presents. Food sales are expected to drive the growth, up 2.9% in the last quarter of 2012 compared with 2011, although this increase will be largely down to rising prices and inflation. In fact it is set to be a tough Christmas for high street traders by all accounts, with discounting likely to become a major part of their Christmas strategy to fend off a 0.2% fall in volumes for total retail spending.

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