

Atria Watford

WBC Overview and Scrutiny
Committee Jan 24

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1.4m square feet of retail and leisure

Top 20 of the largest shopping destinations in the UK

172 units

2770 parking spaces over 4 car parks

Annual footfall of over 16,000,000

15th best shopping destination in 2024 (Trevor Wood Associates)

Metrics

Footfall

Lettings

Vacancy rate

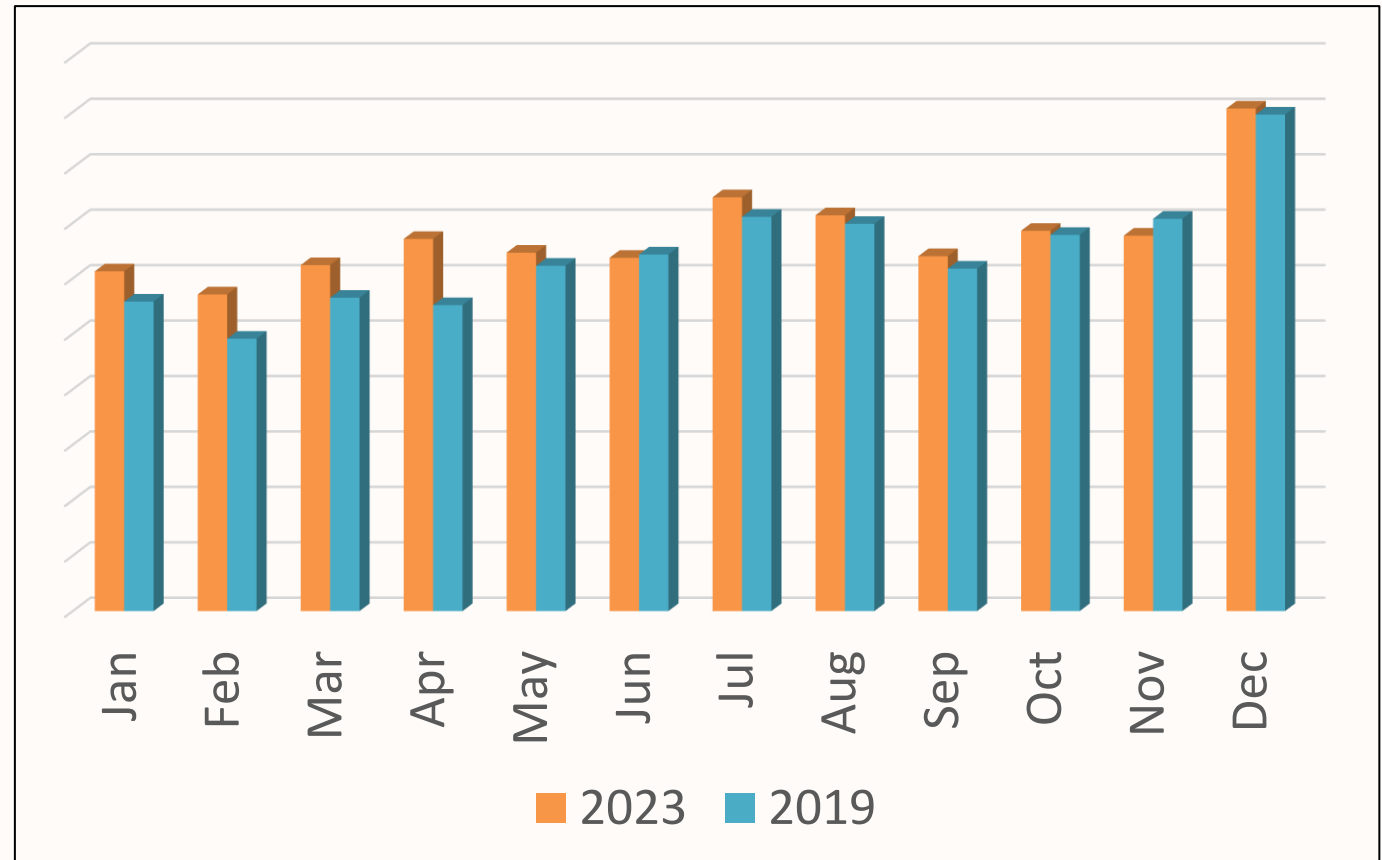
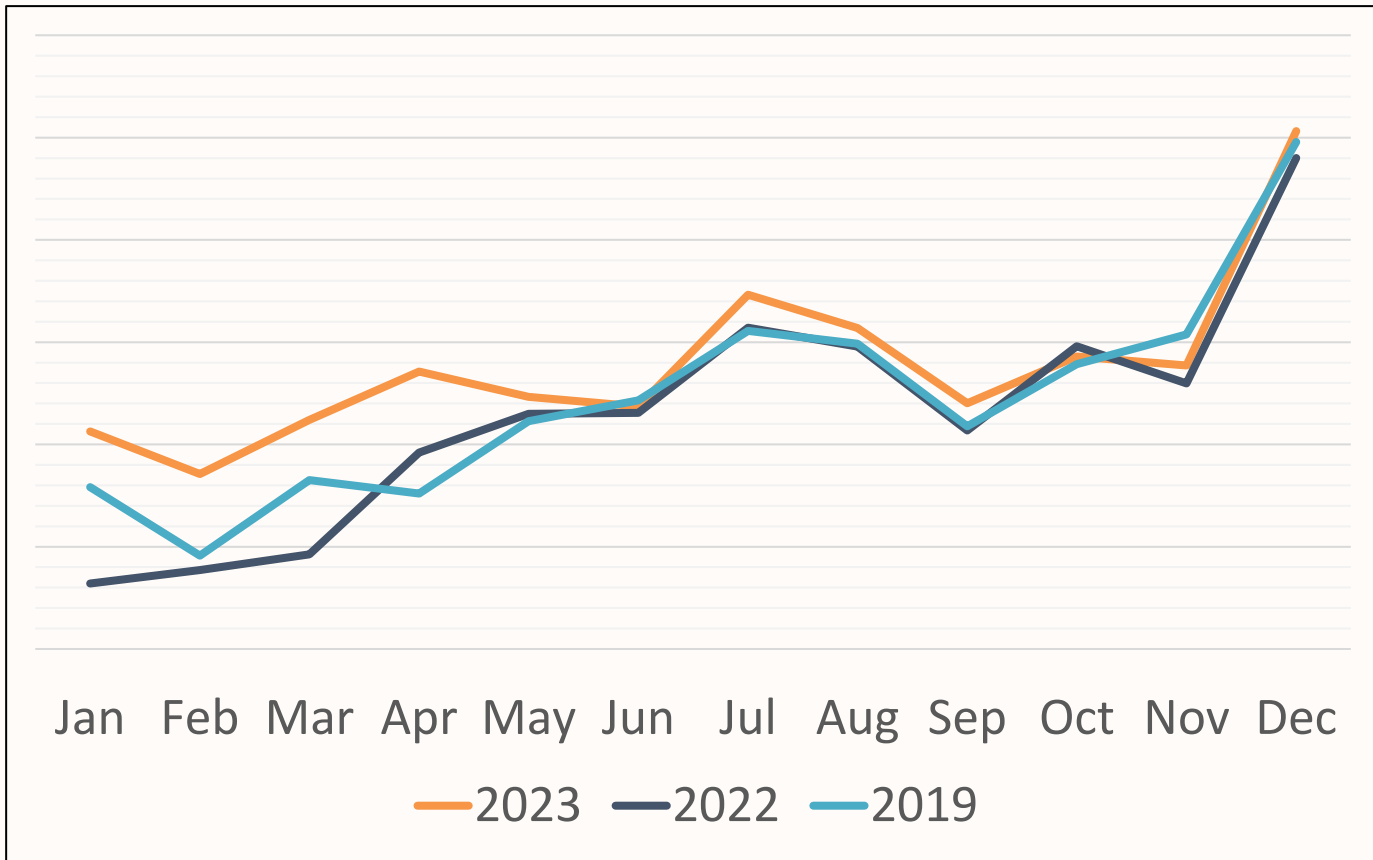
Lease renewals and upsizing

Car park usage

Dwell time

Sales data (increasingly important)

Rent and service charge collection



National and Regional data footfall 2023 Vs 2019

Trend Summary				
UNITED KINGDOM / TOTAL MALL	UNITED KINGDOM / TOTAL RETAIL	SOUTH EAST ENGLAND / TOTAL MALL	SOUTH EAST ENGLAND / TOTAL RETAIL	LONDON / TOTAL MALL
▼ -19.1%	▼ -12.0%	▼ -14.5%	▼ -12.6%	▼ -13.8%

MOSS
chaiiwala®

klass.

MELBE
HOME

FOOTASYJUM

ProCook®

Dunelm

YI FANG
— UNITED KINGDOM —

RITUALS...

BUBBLE CITEA

Poundland®

H A U T E | D O L C I

MARTINS
FURNITURE & FLOORING

FINECRAFT

TKmaxx®

photogenic
studio

F.HINDS
JEWELLERS SINCE 1830

suit DIRECT

Boutique
ONE

BloomsYard

R
REPertoire

AMERICAN
Candy
Empire

Typo

Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

ZARA

Upsizing 18,000 sq ft to 43,000



Tripling in size to 19,000 sq ft



Warren James

More than doubling in size

MOSS

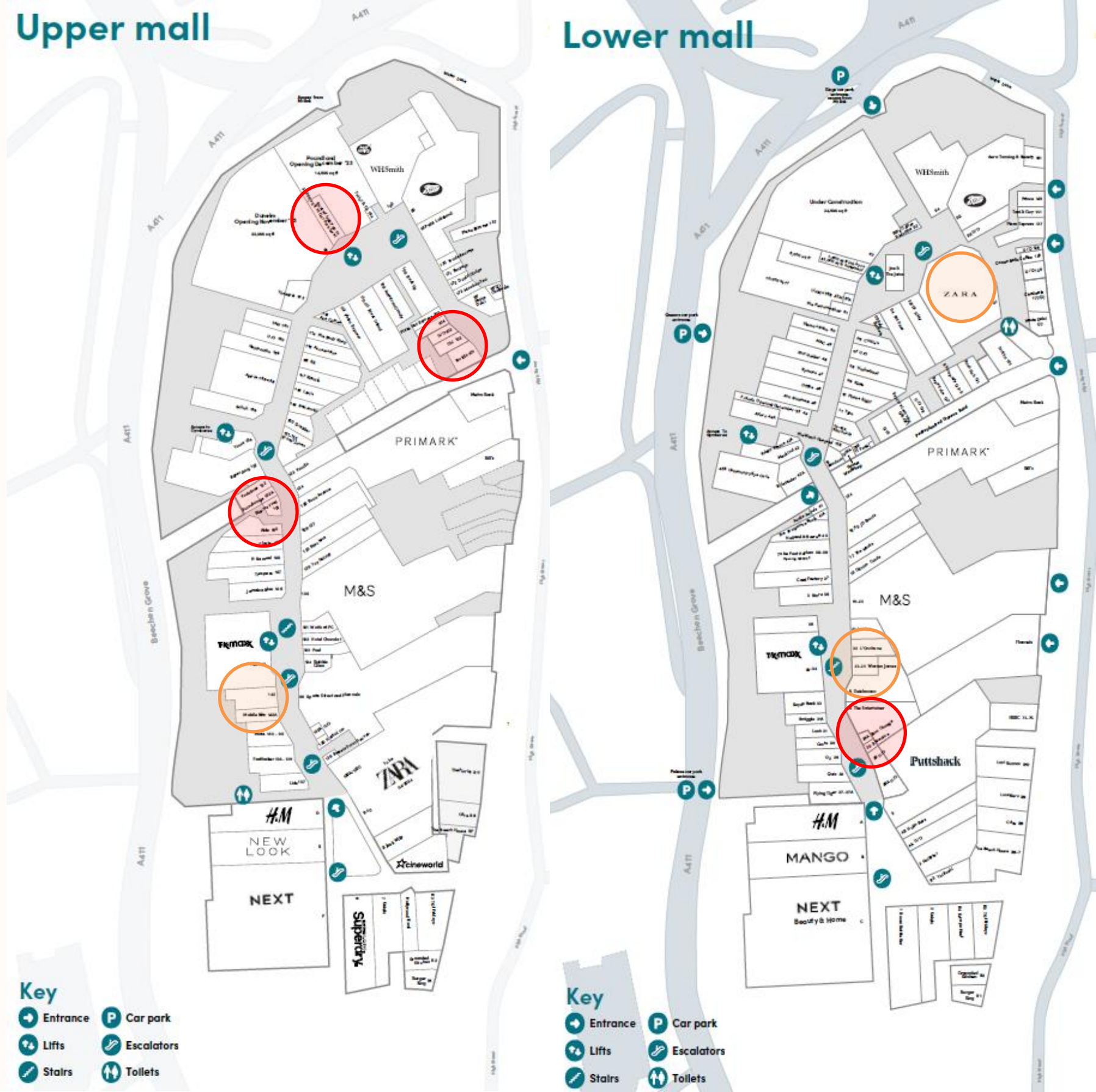


National vacancy rate (BCR) – 13.9%

Atria Watford – 4.5%*

Less than 10%

Must not be complacent



Performance – Vacancy rate

INTU

Early shift to leisure

SGS / Global Mutual

True partnership working

Investment

Speed

Attention to detail

Transparency

Savills

Wider industry experience

Cost reduction

Greater flexibility

Focus on catchment and community





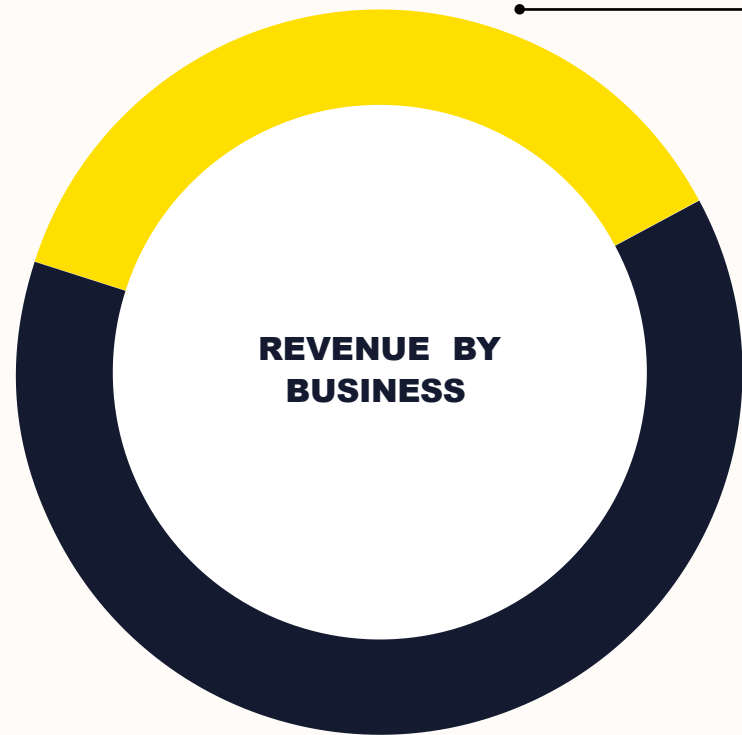
240,000 sq ft

- Jul 20 John Lewis Closed
- Jan 21 Unit surrendered
- First unit opens Dec 23



Savills UK

Retail & Leisure property management



OTHER SERVICE LINES
63%

PROPERTY MANAGEMENT
37%



SHOPPING CENTRES UNDER
MANAGEMENT

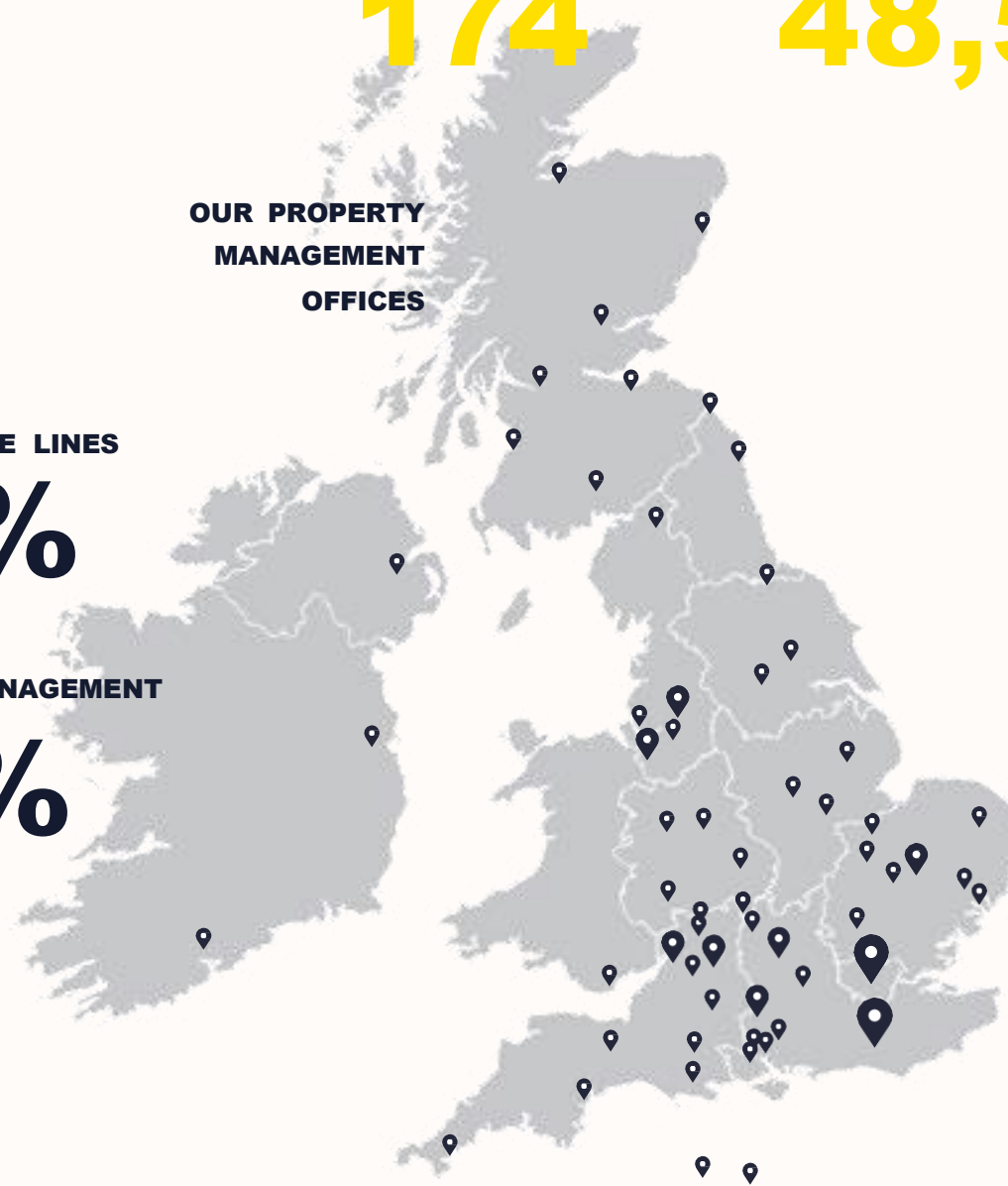
174



SHOPPING CENTRES SQ FT
UNDER MANAGEMENT

48,527,819

OUR PROPERTY
MANAGEMENT
OFFICES



Over 39,000

staff throughout the Americas, the UK,
Continental Europe, Asia Pacific, Africa
and the Middle East

9000+ **400+**
staff Service lines

600+ offices with **130+**
in the UK

70 **17**
countries divisions



Performance - Catchment and community




SAVE BIG MONEY BY JOINING THE ARRIVA TRAVEL CLUB

Great value bus travel in your leisure time and for your commute when you work within Atria Watford



HYGIENE POVERTY DONATION STATION

Support our appeal by purchasing essential hygiene products for local people in need. Donate today.



UPPER MALL NEAR APPLE

- Roof allotment
- Discounted bus travel
- Hygiene poverty appeal
- Gift swap

The Gift Swap

Sunday 28th Jan

Don't let unwanted gifts go to waste. Swap them for something you really want at The Gift Swap event.



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Challenge	Approach
Volatile retail sector	Brilliant basics Keep costs low Partnership approach
Rising costs	Constant review Reductions where possible Make every penny count
Recruitment	Focus on conditions
Theft and ASB	Retailers need to step up
Make the successes count	Continue driving, investing (money and effort) and engaging

Yes!





Thank you

