

THE MCARTHURGLEN GROUP SEES 16% GROWTH IN SALES

OUTLET GIANT ANNOUNCES PLANS TO OPEN MORE THAN 100,000 SQ M OF RETAIL SPACE

Today **McArthurGlen Group**, the original designer outlet group hosting 2,000 designer stores, reports that despite the challenging economy, sales and footfall in their 19 centres across eight European markets have increased by 16% and 10% respectively year-on-year, bucking the high street trends.

With the McArthurGlen Group owning 18% of the market share in outlet retailing across Europe, a key driver for this sales growth has been the opening of more than 40,000 sq m of retail space across Europe in 2010. A further sales driver is consumer demand for money off designer brands. As shoppers tighten their purse strings the McArthurGlen Group's 35-70% off offer is becoming more popular.

The McArthurGlen Group announces plans to open more than 100,000 sq m of new retail space as demand for outlet retailing grows. The roll out will start with the opening of the **McArthurGlen Athens** Designer Outlet in 2011, followed by the launch in 2012 of a designer outlet in Neumünster, near Hamburg, Germany's second largest city.

The Neumünster designer outlet, with leasing well underway, is the McArthurGlen Group's second scheme in Germany (Designer Outlet Berlin opened in 2009) and is located in a key tourist area, off the main motorway between Scandinavia and southern Germany. A second phase offering 6,000 sq m of retail space will open in 2013.

In addition, the McArthurGlen Group will open its refurbished McArthurGlen Luxembourg Designer Outlet, a joint development with Henderson Global Investors, in 2011. In addition, extensions to five existing schemes at La Reggia (Naples), Veneto (Venice), Roermond (Düsseldorf), Parndorf (Vienna) and Barberino (Florence), and the conversion of the food court at its Cheshire Oaks Designer Outlet

(Chester, UK) will be unveiled. The following year, 2012, will see extensions at Castel Romano (Rome) and Swindon (UK).

Julia Calabrese, CEO, McArthurGlen UK Ltd, says, “In comparison with some of the difficulties experienced on the high street in footfall and sales we have actually seen positive sales and footfall growth. We are optimistic for 2011 and even with the pending VAT rises across the UK for example, we are confident trading should not be affected. Consumers can save up to 70% on leading designer brands and fashion labels compared with the rise of 2.5% in VAT.”

The McArthurGlen Group, established by commercial and retail development entrepreneur Joey Kaempfer in 1995, expands its portfolio in order to offer brands a unique platform to showcase their excess stock, in a controlled environment which compliments rather than devalues their brand identity. Working with 750 brands including Armani, Bulgari, Burberry, Calvin Klein, Dolce&Gabbana, Hugo Boss, Marks & Spencer, Nike, Prada, Roberto Cavalli, Tommy Hilfiger and Zegna.

Currently the McArthurGlen Group operates more than 500,000 sq m of retail space, with designer outlet centres in Austria, Belgium, France, Germany, Italy, the Netherlands and the UK.

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