

# MCARTHURGLEN™

DESIGNER OUTLETS

## PRESS RELEASE

4 January 2010

### **Record UK sales at McArthurGlen Designer Outlets for 'Twixmas'**

- *Outlet giant reports +18% year-on-year sale' increase as shoppers spend Christmas 'cash gifts.*

During the 'Twixmas' (26 December to 2 January) shopping period, McArthurGlen, Europe's largest designer outlet group, reported record trading in its 15-year history: total sales soared 18 per cent year on year, with like-for-like sales increasing 20 per cent over the same period' and footfall 6 per cent year on year across all seven UK Designer Outlets.

The designer outlet group, with around 700 stores in 1.7 million square foot of retail space in the UK and welcoming nearly 30 million shoppers a year, attributed this increase to the rise in consumers receiving Christmas cash gifts and vouchers as a result of the pre-Christmas transport disruptions, which meant that families had to look for alternative gift ideas.

Additionally, booming sales were a result of shoppers across the UK adopting a 'bargain-hungry' mentality ahead of the looming VAT rise, coming into effect in January 2011, and the big promotions across the high street.

Henrik Madsen, Managing Director of UK & Northern Europe, McArthurGlen, says: "While the snow made pre-Christmas shopping difficult for some, our UK Designer Outlets reported a post-Christmas rush, with sales reaching an all-time high on Tuesday 28 December at 10 per cent ahead of the previous record day.

"Boxing Day was also strong despite it falling on a Sunday, with all outlets reporting a total sales increase of 9 per cent compared with 2009. We work hand in hand with our designer brands to create a really impressive mix of products, which attract those savvy shoppers, looking for designer bargains, particularly during this crucial Twixmas period."

Designer accessory and beauty brands reported a sales growth in excess of 50 per cent year on year, with shoppers taking advantage of saving 30-75 per cent off handbags and accessories, with prices under £300 as opposed to the £600 and over recommended retail price.

In 2010, McArthurGlen announced 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 Designer Outlet Athens in 2011, followed by the launch in 2012 of a Designer Outlet in Neumünster, near Hamburg, Germany's second largest city.

Currently McArthurGlen Group operates more than 500,000 sq m of retail space across Europe, with designer outlet centres in Austria, Belgium, France, Germany, Italy, the Netherlands and the UK. Included in the portfolio is Europe's largest designer outlet village, Serravalle Designer Outlet near Milan, with 180 stores and 37,400 sq m of retail space.

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