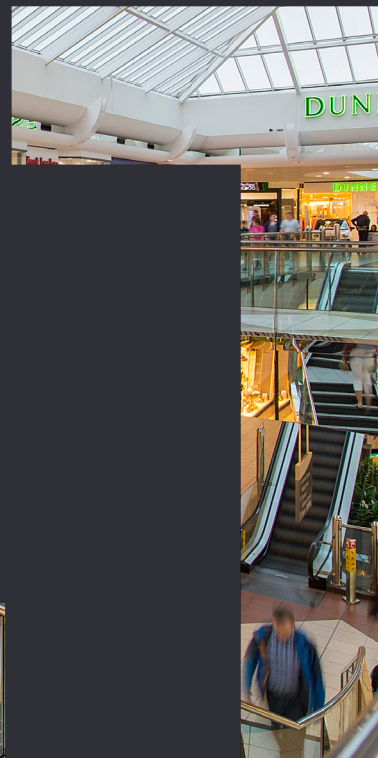


January 2022



Bannon Retail Pulse



January 2022 Retail Pulse



Transactional Analysis - Key Deals Q4 2021



Harry Street
(Bannon)



Foxrock
(Bannon)



CRAGHOPPERS



Blanchardstown
(Bannon)



Swords Pavilions
(Bannon)



Blanchardstown
(Bannon)



The Square
(Bannon joint agent)



The Square
(Bannon joint agent)



Liffey Valley



Grafton Street



Whitewater & Mahon Point



Bannon Retail Occupancy Tracker

Occupancy rates remain high across the majority of retail asset classes. Dublin City Centre's Prime Streets have had the most notable reduction in occupancy, which primarily relates to an over-reliance on UK retailers in the past coupled with the reduction in footfall due to; remote working and reduced student and tourist numbers. The majority of retail failures over the last few years have been UK based companies which in turn has influenced the majority of vacancies across the country.

Over the past quarter and already into 2022, we have seen considerable leasing activity across all of our 50 retail schemes with demand from both domestic and international retailers. The recent relaxation in restrictions will result in increased spending activity and further confidence with new openings and retailer expansions across the market.

Scheme Type	Occupancy
Dublin City Centre Prime Streets	86%
M50 Shopping Centres	96%
Shopping Centres (Nationwide)	84%
Retail Parks (Dublin)	96%
Retail Parks (Country)	94%
All	91%

Letting activity in 2022 looks set to be strong, with 150,000 sq ft of new deals already announced in January from four large transactions.



Bannon Trading Analysis

As at 31st December 2021

Shopping Centre Footfall

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2019	101.00	103.00	105.00	108.00	105.00	110.00	111.00	116.00	105.00	108.00	114.00	135.00
2020	96.00	99.00	61.00	30.00	37.00	66.00	84.00	89.00	80.00	66.00	59.00	96.00
2021	46.00	48.00	53.00	53.00	72.00	85.00	84.00	89.00	85.00	90.00	90.00	105.00

High Street Footfall

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2019	101.00	109.00	112.00	115.00	115.00	118.00	125.00	120.00	117.00	116.00	117.00	126.00
2020	99.00	101.00	59.00	16.00	24.00	46.00	64.00	69.00	70.00	59.00	43.00	81.00
2021	34.00	31.00	33.00	35.00	56.00	78.00	77.00	81.00	84.00	92.00	92.00	90.00

Retail Park Footfall

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2019	96.90	96.05	98.68	104.92	103.17	101.26	104.18	104.90	105.12	106.15	118.77	132.52
2020	93.95	94.83	80.23	32.10	60.29	97.89	100.12	102.38	104.21	105.80	98.11	134.93
2021	70.83	81.99	94.09	98.92	105.53	109.17	105.10	102.49	106.04	110.04	121.20	127.43

Shopping Centre Sales

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2019	95.47	93.00	116.24	116.27	121.25	137.26	121.63	130.58	121.48	125.42	142.4	231.74
2020	99.30	95.01	51.76	35.72	30.03	59.03	103.11	113.13	103.10	78.57	35.99	226.01
2021	34.38	49.64	63.74	42.89	88.48	132.25	120.98	125.46	118.00	129.41	132.12	245.36



Footfall and trade across the Bannon portfolio in December 2021 was brisk, despite the implementation of further measures aimed at reducing the spread of COVID.



Footfall and sales in December 2021, across our shopping centre portfolio, were 9% and 8.5% ahead of December 2020 respectively.



Certain sub-sectors performed particularly well, such as homewares, technology, menswear and jewellery.



Our centre management teams have reported that the majority of retailers have seen trade levels ahead of their December 2021 targets.

Expert Insight

By Neil Bannon

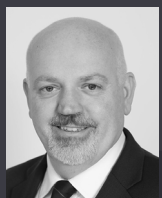


There are three key takeaways from our retail market trading analysis.

- 1 Despite a strong recovery in footfall, COVID restrictions continued to impact on footfall in Irish Shopping Centres (78%) and High Streets (71%) for Dec. 2021, compared to Dec. 2019. This still represents a very strong recovery from levels that ranged from 30-50% at the peak of the lockdowns.
- 2 However, sales / turnover in shopping centres for Dec. 2021 was 6% above the same period in 2019, indicating higher spend per customer. In essence, when people went to shopping centres they went there to buy, as opposed to just browse.
- 3 Whereas large parts of the retail sector have had a very tough 22 months, in retail parks the main impact of restrictions was limited to only 3 months (March-May 2020). In many cases Retail Park traders reported record sales when other retail outlets were closed or restricted.

In summary, beware of the headline data. 2020 and 2021 have been tough periods for retail however the sub-sector performances differs dramatically. This variation in performances is rarely reflected in valuations and investment yields applied to those sub-sectors.

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