

# RETAIL MARKET PULSE

FEBRUARY | 2020



AVIATOR™  
THE TIMELESS ICON  
ORIGINAL SINCE 1937.



Ray-Ban  
LINE SINCE 1937



PRADA  
EYEWEAR



bannon

## BANNON RETAIL CREDENTIALS

# AGENTS ON

*"More retail leasing instructions than any other firm in Ireland"*

c. 1,500  
RETAIL  
UNITS

50  
CENTRES  
NATIONWIDE

8,000,000  
SQ.FT  
OF RETAIL  
SPACE

OVER  
175 LETTINGS  
COMPLETED  
IN 2019

120,000,000  
CUSTOMER  
VISITS  
PER YEAR

25,000,000  
CAR VISITS  
PER YEAR



**SWORDS PAVILIONS**

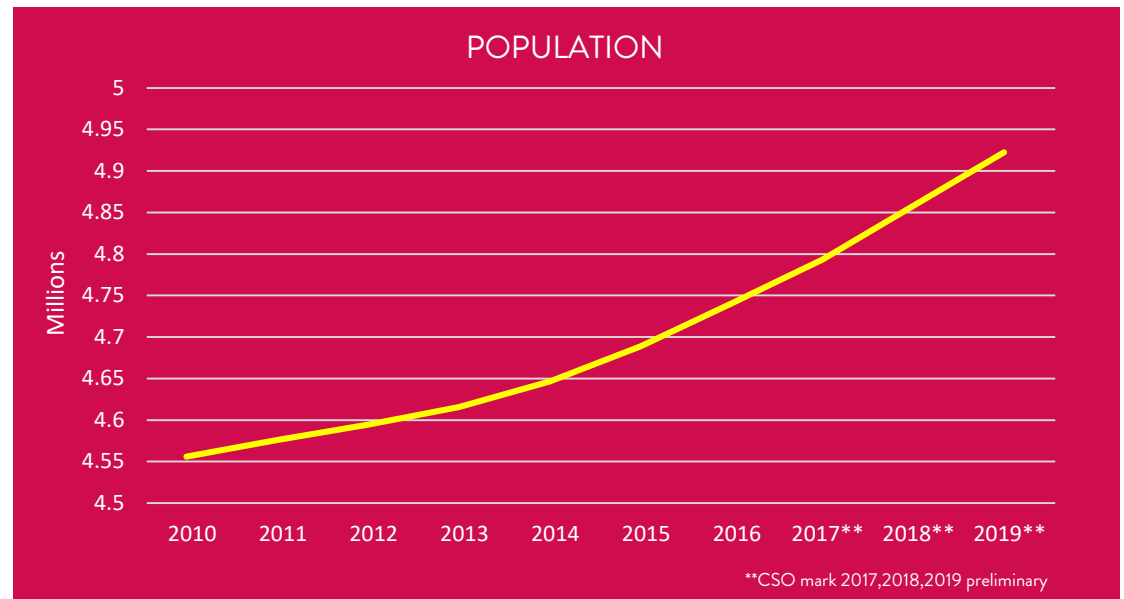
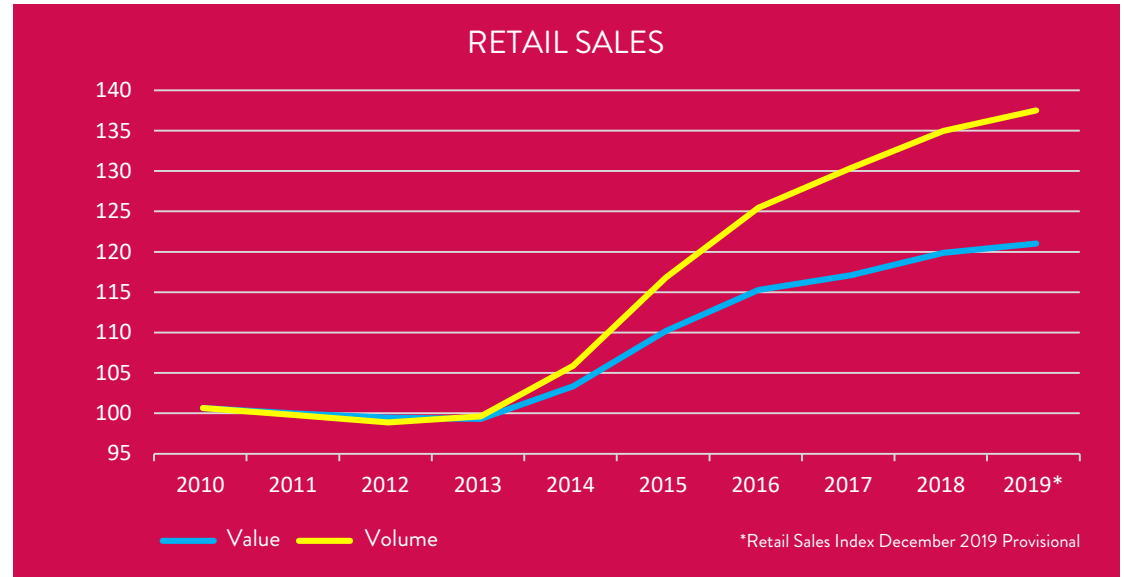


## RETAIL ECONOMY INDICATORS

		(YOY)
EMPLOYMENT	▲	+2.4%
UNEMPLOYMENT*	▼	4.8%*
SAVINGS RATE	▲	+20.7%
POPULATION	▲	+1.3%
GDP	▲	+5.8%
GNP	▲	+0.3%
WEEKLY EARNINGS	▲	+3.4%

\* Rate at Dec 2019

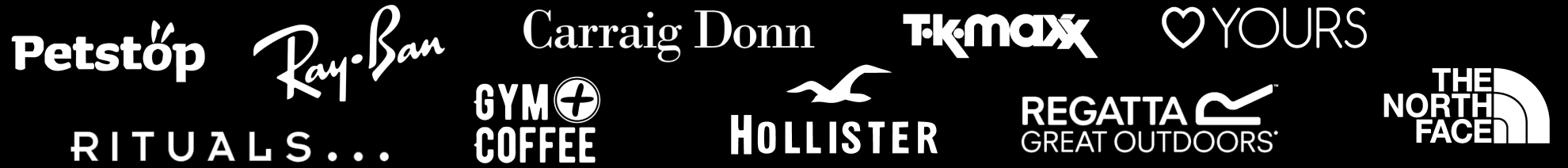
*"Since 2010, Ireland has seen retail sales volumes increase by 37% and retail sales values increase by 27%, despite this and an 8% population increase no new retail stock has been developed. It should be noted the retail sales figure excludes online sales."*



*"Population forecast to reach 5 million by 2021"*

# NOTABLE EVENTS 2019

## LETTINGS



## OPENINGS



## FOOD & BEVERAGE



## NOTABLE EVENTS 2019 *continued*

### DEVELOPMENT

- The proposed new Town Centre development at Cherrywood was launched with lettings reportedly agreed with two supermarkets and a cinema.
- A €16 million refurbishment programme has commenced at Blanchardstown Centre. Construction has begun to include a new Aldi store, a flagship JD Sports extending to 12,500 sq. ft, Hollister and two additional retail units, with planning granted for a new restaurant development at Blue Mall creating nine F&B outlets.
- Planning granted for Quadrant 3, Carrickmines for a mixed use development which is due to commence construction in 2020.
- Development works commenced in Dundrum Town Centre to create new restaurant and leisure opportunities at Pembroke District.

- Development works are ongoing at Liffey Valley Shopping Centre to create a new demise for TK Maxx opposite Penneys.
- Construction works continue for a new mixed use scheme Chatham & King, Grafton Quarter.
- Demolition works underway at Grafton Place, Nassau Street with development works to commence shortly.
- Two large scale extensions were announced for The Square, Tallaght.
- Cleary's Quarter redevelopment went to tender with construction due to commence in March 2020.
- Ilac is close to completing development works at Central Square creating an MSU for Yours Clothing and 4 new restaurants. Shakedog and Silverleaf are due to commence fitting out in the coming weeks.

### CLOSURES

- Fallon & Byrne unexpectedly closed their doors in Swan Rathmines on 31st December 2019.
- Swamp Clothing in Ireland closed all 6 outlets at the beginning of January 2020.
- Debenhams announced its intention to close 21 stores across the UK with further stores to follow.
- Mothercare UK in November 2019 announced the closure of all 79 UK and Northern Ireland stores within the coming months (Ireland franchise is not affected).
- Links of London went into administration which saw the closure of their store on South Anne Street.

- Jamie Oliver's UK Restaurant Chain collapsed in May 2019 with the closure of 25 restaurants (Ireland franchise is not affected).
- Mamas and Papas fell into administration in the UK and was bought back however announced 6 UK store closures.
- Karen Millen and Coast went into administration in the UK in August 2019 which seen the closure of all remaining 33 outlets in the UK and Ireland.
- Patisserie Valerie went into administration in January 2019 which saw the closure of all 200 cafés and both Irish concessions in Debenhams Henry Street and Blanchardstown.
- Rumored proposed closure of some Irish stores for Debenhams, Inglot and Warehouse.

## OCCUPANCY & PRIME RENTS

HIGH STREET	ZONE A TONE	OPEN & TRADING	COMMENT
<b>GRAFTON STREET</b>	€6,750	93%	There are currently six vacant units on Grafton Street, one of which No. 32 has now been leased to Ray Ban. Of the remaining five it is understood three are under offer. Additional units are being offered off market with a further two new lettings rumored to be in legals with Skechers and Fields Jewellers.
<b>HENRY STREET</b>	€4,500	98%	One vacant unit which is understood to be under offer. There are three units currently occupied that are being actively offered off market.

M50 CENTRES	ZONE A TONE	OPEN & TRADING	COMMENT
<b>DUNDRUM TOWN CENTRE</b>	€4,500	*95%	A number of external units at Pembroke District continue to be redeveloped to provide restaurant and leisure opportunities with PF Changs, Stella Bowl and Leon all due to take possession. Starbucks have opened in the former Mao unit.
<b>BLANCHARDSTOWN CENTRE</b>	€3,300	*95%	Aldi and JD Sports are both due to take possession of their new stores in Q2. At level 1, Hollister and one other large fashion multiple have signed to take units. Three new restaurant signings announced on Blue Mall extension PF Changs, Cosmo and Insomnia with a further three at advanced legals and three units remaining.
<b>LIFFEY VALLEY SC</b>	€2,800	95%	It understood that advanced discussions are ongoing for a new flagship Zara in part of the former Arcadia space. Other new lettings also rumored to be in legals.
<b>SWORDS PAVILIONS</b>	€2,600	99%	Only one mall unit vacant at present. Terms have now been agreed with two new tenants for a proposed sub-division of the space at increased rental levels.
<b>THE SQUARE, TALLAGHT</b>	€2,200	98%	Three units currently vacant, all of which are under offer.
<b>ILAC CENTRE</b>	€2,000	*94%	New lettings at Central Square include Yours Clothing together with restaurant lettings to Silverleaf and Shakedog. One further Café is terms agreed with only one remaining restaurant unit available.

\* Units under development

**"Occupancy rates in excess of 93% across Prime High Streets, M50 Schemes and Prime Retail Parks"**

RETAIL PARKS	RENTAL TONE PSM	OPEN & TRADING
<b>BLANCHARDSTOWN RP</b>	€430	97%
<b>LIFFEY VALLEY RETAIL PARK</b>	€300	93%
<b>WESTEND RETAIL PARK</b>	€430	100%
<b>AIRSIDE RETAIL PARK</b>	€350	100%
<b>THE PARK, CARRICKMINES</b>	€450	95%

## 2020 ACTIVE REQUIREMENTS



SuperValu



TUTHILLS

DECATHLON



LUSH

FATFACE

SPORTSDIRECT.COM



PartyCity

OLIVER BONAS

Bershka

GYM+ COFFEE



HOLLAND & BARRETT



Card Factory

RITUALS...

AMERICAN EAGLE

SKECHERS

MORPHE

SAMSUNG



REGATTA GREAT OUTDOORS

L'Ombré HAIR | BEAUTY

Party City Opening Day

*"Broad range of live requirements spanning across all sectors"*

# ACTIVE FOOD & BEVERAGE AND LEISURE REQUIREMENTS

**BARRY'S  
BOOTCAMP**

las  
**IGUANAS**

**INSOMNIA** 

P.F. CHANG'S

**YD**  
SUSHI



**Wing it**

**boojum**

**OMNIPLEX**  
CINEMAS

**shake dog**  
THE FINER DINER

**FUNKY  
MONKEYS**

**Nando's**

CAFFÈ  
**NERO**

**Jump Zone**  
INDOOR TRAMPOLINE PARK

  
**iFLY**

**EVERYMAN**

**STELLA BOWL**

**COSMO**  
AUTHENTIC  
WORLD KITCHEN

ESTD  
1969  
**Thunders**  
HOME BAKERY & DELI

**SNAP**  
FITNESS 24/7

**zaytoon**

**PRESS UP**

HOTEL  
**Chocolat.**

Quigley's Cafe, Bakery & Deli, Square Tallaght



## WHY RETAILERS SHOULD FOCUS ON IRELAND FOR 2020

The forecast for retail in 2020 is not all doom and gloom. 2019 albeit a challenging year for the retail sector globally saw Ireland perform strongly with compelling data. While the depth of retailer demand from fashion retailers is waning under the pressure of online sales we expect to see good leasing activity on the prime high streets, M50 schemes and across the retail park market to a broad spectrum of non-fashion retailers.

Bricks and mortar retail in Ireland traditionally relied heavily on UK retailers for take up of space over the last 20 years. European and other International retailers will have historically sought to open in the UK and then follow on to Ireland. With the UK suffering its worst ever trading period in 2019, European and other International retailers need to now focus on Ireland as a solid initial expansion opportunity based on its own merit and not as a region of the UK.



# 1st

IN EUROPE  
FOR ECONOMIC  
GROWTH



# 12%

POPULATION  
GROWTH  
2006 - 2016



# 4.8%

UNEMPLOYMENT  
DECEMBER  
2019



# 1st

FOR INWARD  
INVESTMENT BY  
QUALITY AND VALUE



# 2.4%

YEAR-ON-YEAR  
EMPLOYMENT  
GROWTH



# 1.4%

GROWTH IN RETAIL  
SALES VOLUMES IN  
YEAR TO DATE



# 1st

IN THE WORLD FOR  
BUSINESS PRODUCTIVITY  
AND EFFICIENCY



# 10.8m

OVERSEAS VISITORS  
IN YEAR TO  
NOVEMBER 2019



# 105.6%

GROWTH IN  
CONSUMER SENTIMENT  
SINCE 2008



# 1st

FOR FLEXIBILITY  
AND ADAPTABILITY  
OF PEOPLE



# €20,638

DISPOSABLE  
INCOME PER  
PERSON



# 2.33m

PEOPLE IN EMPLOYMENT  
HIGHEST LEVEL  
EVER RECORDED



Hambleden House  
19-26 Lower Pembroke Street  
Dublin 2

## CONTACT

- +353 1 647 7900
- [www.bannon.ie](http://www.bannon.ie)
- [www.linkedin.com/company/bannon](http://www.linkedin.com/company/bannon)
- [www.twitter.com/bannon](http://www.twitter.com/bannon)

## BANNON RETAIL DEPARTMENT



**James Quinlan**  
Director  
[jquinlan@bannon.ie](mailto:jquinlan@bannon.ie)



**Darren Peavoy**  
Director  
[dpeavoy@bannon.ie](mailto:dpeavoy@bannon.ie)



**Jennifer Mulholland**  
Divisional Director  
[jmulholland@bannon.ie](mailto:jmulholland@bannon.ie)



**Leanne Kane**  
Surveyor  
[lkane@bannon.ie](mailto:lkane@bannon.ie)



**Stephen Fawcett**  
Surveyor  
[sfawcett@bannon.ie](mailto:sfawcett@bannon.ie)



**Cian Dunne**  
Surveyor  
[cdunne@bannon.ie](mailto:cdunne@bannon.ie)

PSRA: 001830

**Disclaimer:** This report is published for general information and is not to be relied upon. It is based on material that we believe to be reliable. Whilst every effort has been made to ensure its accuracy, we cannot offer any warranty or guarantee of same. Reproduction of any part of this publication is not permitted in any form without prior written consent from Bannon.