

C&R

CAPITAL &
REGIONAL

CONNECTING WITH OUR COMMUNITIES

LEASING & COMMERCIAL
OPPORTUNITIES



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ABOUT C&R



REDEFINING COMMUNITIES

Capital & Regional is a UK property REIT specialising in community centres. We operate places for people to shop, eat, work and relax.

We invest, manage and enhance retail property through the creation of dynamic environments tailored to the local community.



c.£0.5 BILLION
Portfolio under management



900+
Total number of retail units





C&R CENTRES ARE SPECIFICALLY AND INDIVIDUALLY DESIGNED TO BE A MAGNET FOR THE LOCAL COMMUNITY - HELPING OUR RETAIL CUSTOMERS AND PARTNERS TO DRIVE REVENUE THROUGH FOOTFALL PRECISELY MATCHED TO THEIR OFFERING.

FOR OUR GUESTS, C&R CENTRES STRIVE TO EXCEED COMMUNITY NEEDS, EXPECTATIONS AND PREFERENCES. OUR TOTAL FOCUS IS TO COMBINE EXCELLENT STANDARDS OF OPERATION WITH A LOCALLY-TAILORED SOCIAL AND SHOPPING EXPERIENCE

LAWRENCE HUTCHINGS,
CHIEF EXECUTIVE



ABOUT C&R COMMUNITY SHOPPING CENTRES

We define and lead Community Shopping, through our passionate creation of vibrant retail spaces and exceptional Customer and Guest experience.

WHAT WE PROVIDE

We sit firmly in a position to serve people's **essential, and regular, non-discretionary shopping needs.**

CONNECTING WITH OUR

COMMUNITIES

HOW OUR PARTNERS BENEFIT

Frequent, repeat, footfall and high conversion rates coupled with **affordable occupier costs** make our centres great for our occupier partners. Community centres are the engine room of modern retail.

OUR DIFFERENCE

We're proudly different from the regional uber Malls. We're local and part of everyday life. More than just places to shop, **we operate hubs for the local community.**



WE UNDERSTAND OUR PARTNERS' NEEDS

We own and operate community shopping centres and have established one of the UK's leading community shopping centre brands in The Mall. We use this brand franchise, as well as individual centre brands, and our extensive retail management expertise to offer exceptional opportunities to our retailers and business partners, and to local communities. Our managers work energetically to understand our retail partners' specific needs and provide the means to satisfy them.

OUR CENTRES:



Bring shoppers the best shopping experience



Reach out to and supports local communities.



Deliver sustainable out performance for our investor partners.



Work dynamically, openly and enthusiastically with operators at local and national levels to develop measurable and sustainable improvements in their profitability.



“

We strive to deliver the best possible experience for our shoppers and a profitable trading environment for our occupiers





LEASING



FLEXIBLE LEASING OPPORTUNITIES

Whatever your needs, from multiple units in several locations to a single small outlet, our leasing team will work creatively with you to help you derive maximum benefit from your occupancy and your service charge.

Nothing is ruled out: we are totally flexible and the possibilities are endless. Let us show you how our creative approach adds value for your business and maximises your commercial opportunity.



In line with our strategy, we have continued to remerchandise our portfolio by leasing space to a range of different operators, helping to drive footfall, increase dwell times, and better serve our local communities.





COMMERCIAL OPPORTUNITIES



PROMOTIONAL SPACE

As a host brand we provide the physical environment in which brands can come to life, connect with consumers and create sustainable relationships with them. Situated in high-footfall areas, spaces are available in various sizes to suit all brand experiences.

SPONSORSHIP

We can help create joint marketing initiatives and provide brands with opportunities to get involved with a full calendar of centre events and promotions.

RMUS

Our Retail Merchandising Units (RMUs) provide businesses with high quality, cost-effective units to sell from. They are positioned in the middle of high-footfall areas and allow for a range of merchandising options.

OUR CONNECTED EXPERIENCE



PRODUCT SAMPLING

Get your product directly into the hands of shoppers and create a powerful, lasting impression. Combine with media or promotional spaces for maximum impact.

MEDIA

Use our media channels to get your brand, product or message to millions of weekly shoppers, while they're already in shopping mode. We have a range of traditional digital media opportunities throughout our centres.

KIOSKS

Trade from visually impactful and high quality, professional kiosk units with high passing footfall.

POP-UPS

Start your business or trial a new product with limited risk with our pop-up and short term lease opportunities. Perfect for new businesses, brand campaigns and those looking to take the next step.



OUR CENTRES

- 01 **THE MARLOWES** Hemel Hempstead ▶
- 02 **EXCHANGE** Ilford ▶
- 03 **THE MALL** Maidstone ▶
- 04 **KINGFISHER CENTRE** Redditch ▶
- 05 **17&CENTRAL** Walthamstow ▶
- 06 **THE MALL** Wood Green ▶



KEY STATISTICS

FOOTFALL



1 MILLION
Average weekly footfall



63 MINS
Average dwell time



1.8 MILLION
Total core catchment



11,000
Total number of car parking spaces



1.2 TIMES PER WEEK
Average visit frequency



£43.88
Average transaction value



73%
Average conversion rate





THE MARLOWES HEMEL HEMPSTEAD



CONNECTING WITH HEMEL HEMPSTEAD

The Marlowes Hemel Hempstead is a strong south-east commuter town located just outside of the M25, which has recently benefited from significant investment from the local authority.

The opportunity exists to reposition this asset and potentially consolidate it with other retail properties adjoining the scheme, as part of a regeneration of the wider town centre.





LOCATION

Hemel Hempstead has a large total catchment, containing a population of almost a million people.

The Marlowes,
Hemel Hempstead,
HP1 1DX



151,837
Core catchment



36%
Town dominance



KEY STATISTICS



340,000
Total size (sq ft)



78%
Average retail conversion



99
Number of retail units



67,746
Average weekly footfall



£30
Average retail spend



76.5 MINS
Average dwell time



1,175
Car parking spaces



£9
Average F&B spend



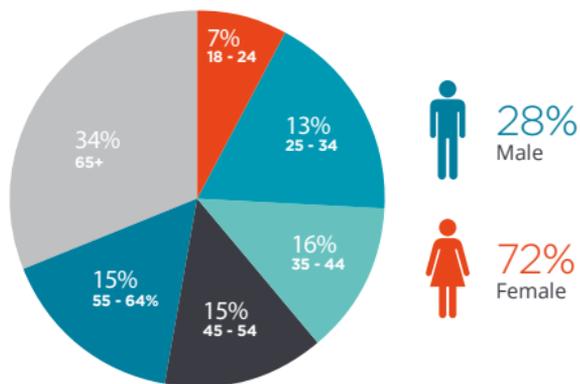
1.3 VISITS
Visit frequency (per week)



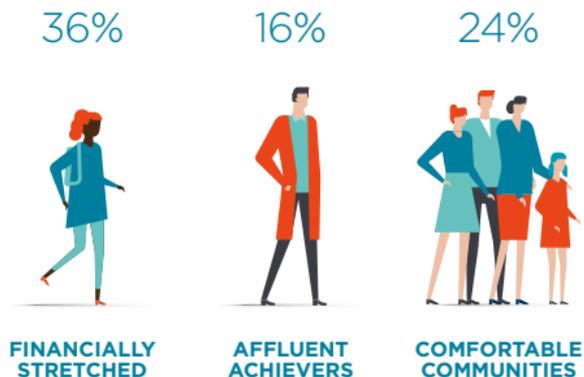
DEMOGRAPHICS

Key ACORN profiles include affluent groups such as Executive Wealth and Career Climbers as well as strong representation from family segments.

AGE/GENDER SPLIT



ACORN PROFILES



CONTACT DETAILS



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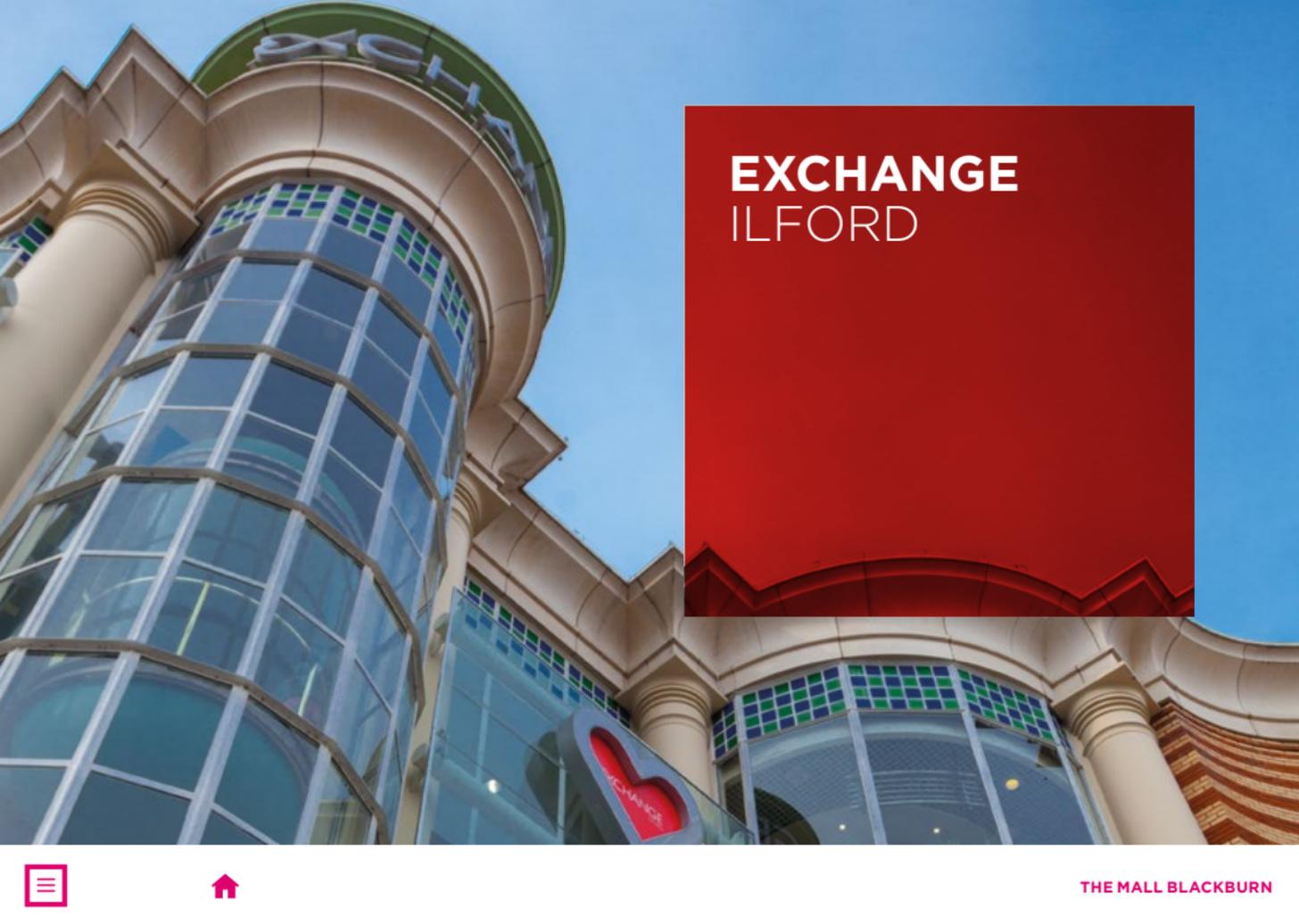
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A low-angle photograph of the Exchange Ilford building, showing its curved glass facade and classical columns. The word 'EXCHANGE' is visible on the top of the building. A red heart-shaped sign with 'EXCHANGE' inside is visible on the lower part of the facade. A large red rectangular overlay is positioned on the right side of the image, containing the text 'EXCHANGE ILFORD' in white.

EXCHANGE ILFORD



CONNECTING WITH ILFORD

Exchange Ilford is perfectly positioned in the heart of this bustling London community, just a stone's throw away from Ilford station with direct links to both central London and rural Essex within 15 minutes. Sitting on the Elizabeth Line this thriving up and coming London suburb is benefiting from significant investment into residential development as well as private and public realm improvements. The centre has a strong family focus and has recently undergone a number of best in class transformations that are attracting thousands of additional shoppers to the centre.





A red background with white text and logos for various brands. The logos include TK Maxx, your M&S, H&M, next, Costa Coffee, wilko, Anytime Fitness, and jobcentreplus.



LOCATION

Exchange is located directly opposite Ilford train station. The local catchment is also well served by new dedicated parent's parking, located at the entrance to the lower level family zone.

The Exchange
High Road, Ilford
Essex, IG1 4FA



394,597
Core catchment



48%
Town dominance



KEY STATISTICS



300,000

Total size (sq ft)



62%

Average retail conversion



77

Number of retail units



125,163

Average weekly footfall



£44

Average retail spend



61 MINS

Average dwell time



1,000

Car parking spaces



£7

Average F&B spend



1.2 VISITS

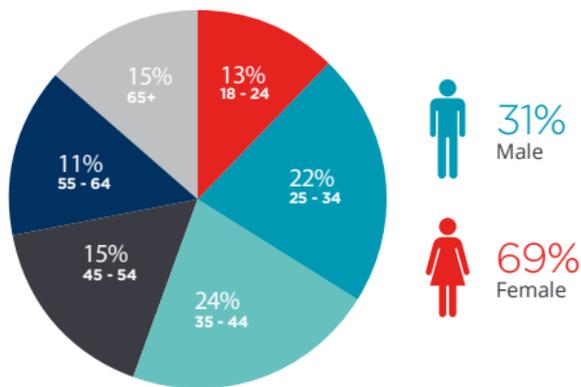
Visit frequency (per week)



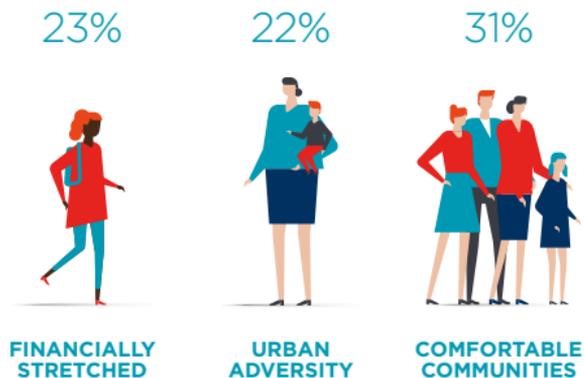
DEMOGRAPHICS

Successful Suburbs, part of the Comfortable Communities ACORN classification, are the largest shopper group at The Exchange. They are very local with an average drivetime of 8 minutes and visit once a week spending long periods at the centre resulting in high conversion rates.

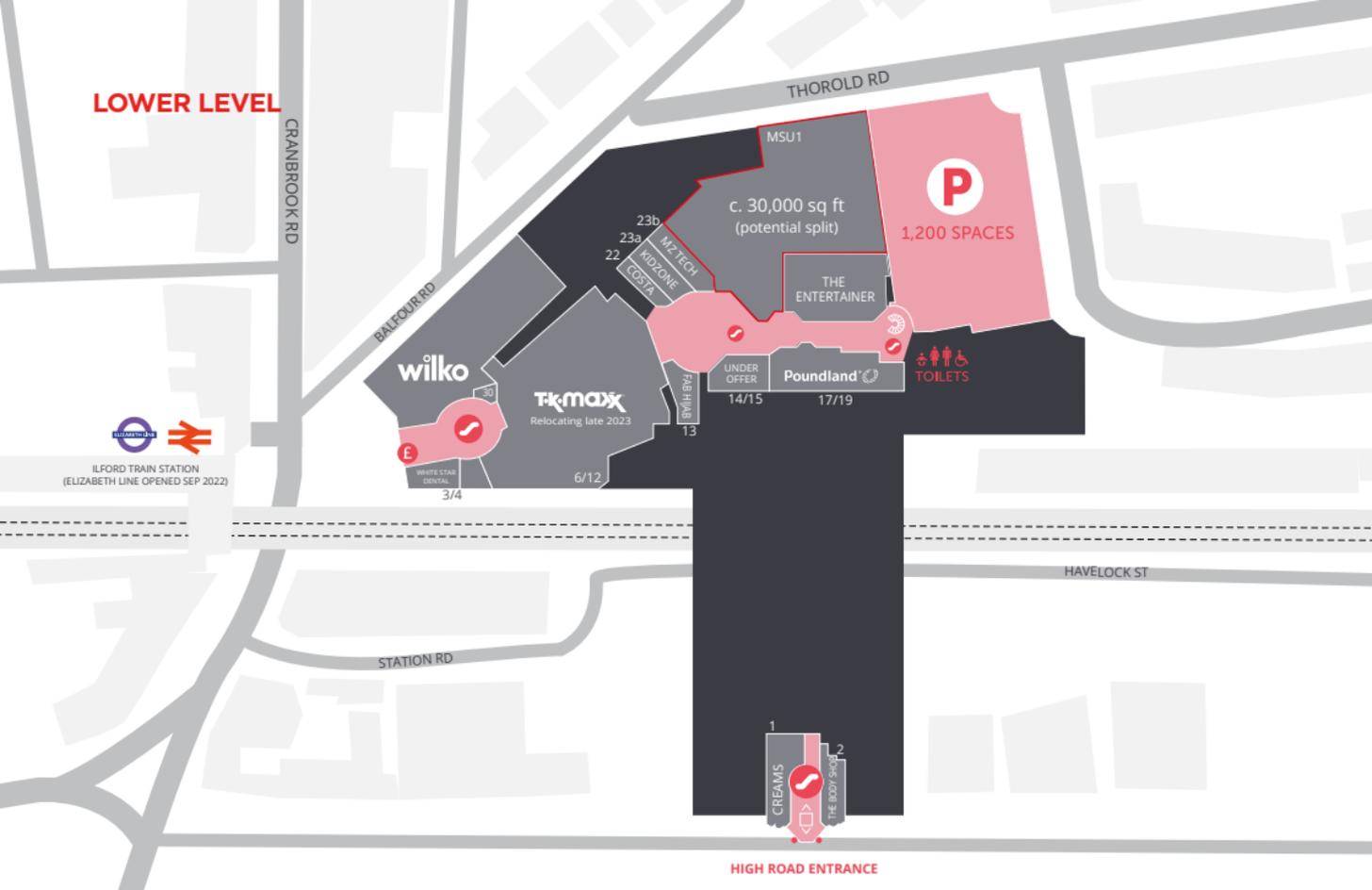
AGE/GENDER SPLIT



ACORN PROFILES



LOWER LEVEL



HIGH ROAD ENTRANCE



MIDDLE LEVEL



UPPER LEVEL

CRANROOK RD

THOROLD RD

BALFOUR RD



TOILETS

MEGA MEGA MART
AL ZAPINA
AVAILABLE

JOB CENTRE



1,200 SPACES

HOME STORE

next



H&M

1A

1B

1C

1D

1E

1F

ENTRANCE

1A

1B

1C

1D

1E

1F

ILFORD TRAIN STATION
(ELIZABETH LINE OPENED SEP 2022)



STATION RD

HAVELOCK ST

HIGH ROAD

M&S

UNDER DEVELOPMENT
FOR NHS MEDICAL CENTRE

AVAILABLE

RED

RYMAN

SPORTS DIRECT

next

1A

1B

1C

1D

1E



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ILFORD

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THE MALL MAIDSTONE





maidstone

CONNECTING WITH MAIDSTONE

Spread over three levels, **The Mall Maidstone** offers lots of family friendly shopping under cover and in a town centre location. Benefiting from 1000 car parking spaces and an adjacent bus station, Mall Maidstone shoppers visit more than once a week and on average spend over an hour in the centre.





wilko

Boots

MUFFIN BREAKS
Always fresh.

TJ HUGHES

MATALAN

NEW LOOK



LOCATION

In line with our community focus, The Mall Maidstone attracts a highly localised shopper, and the centre benefits from the adjacent bus station and town centre location.

The Mall Maidstone
Pads Hill
Maidstone, Kent
ME15 6AT



245,647
Core catchment



20%
Town dominance



KEY STATISTICS



500,000

Total size (sq ft)



79%

Average retail conversion



103

Number of retail units



99,080

Average weekly footfall



£32

Average retail spend



71 MINS

Average dwell time



1,075

Car parking spaces



£7

Average F&B spend



1.2 VISITS

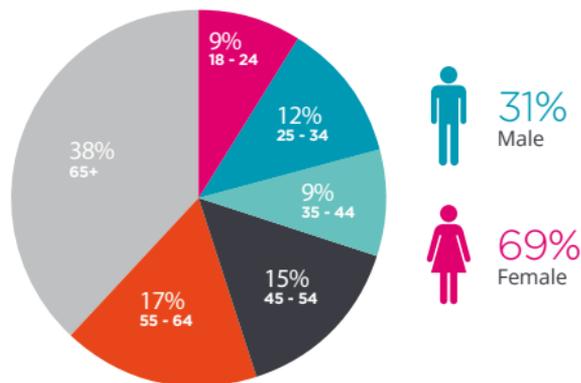
Visit frequency (per week)



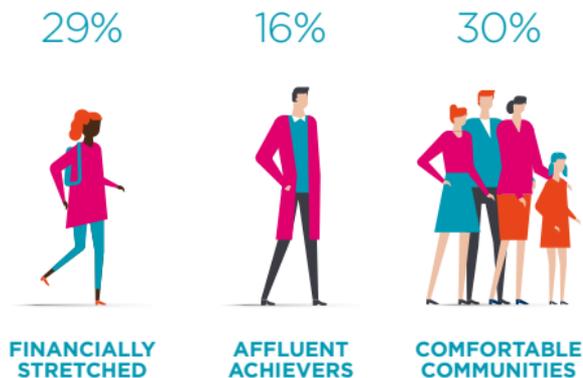
DEMOGRAPHICS

Maidstone's core catchment is primarily made up more affluent ACORN groups with a high proportion of Steady Neighbourhoods and Striving Families sitting on the centre's doorstep.

AGE/GENDER SPLIT



ACORN PROFILES



LOWER LEVEL

KING ST

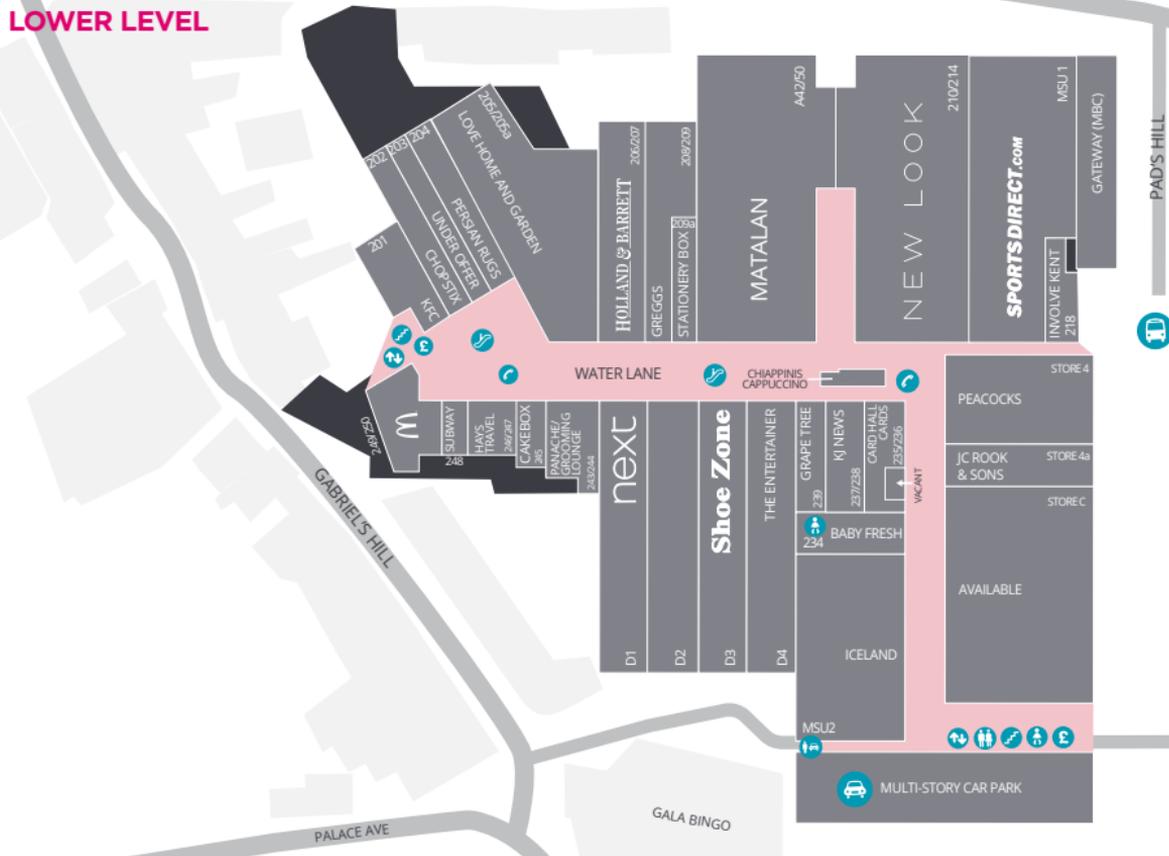
KING ST

GABRIEL'S HILL

PALACE AVE

GALA BINGO

PAD'S HILL



UPPER LEVEL

KING ST

KING ST

Map section showing buildings along the top of the Upper Level. From left to right: a row of small units numbered 374 to 356; 'The Lido DOCK' (372); 'WARREN JAMES' (370); 'vodafone' (369); 'VACANT' (368); 'VACANT' (367); 'The Works' (314); 'H.SAMUEL' (315); 'BON MARCHÉ' (316); 'UNDER OFFER' (A4/58); 'Boots' (318/322); 'SPORTSDIRECT.com' (M5/1); and 'GATEWAY (MBC)' along 'PADS HILL'.

DUKES WALKS

Map section showing buildings along Dukes Walks. From left to right: 'FRANCOS' (362); 'Krispy Kreme' (361); 'GET MILK' (359); 'PAN LOAF' (358); 'BIPPY DITCH' (357); 'UTOPIA' (357/358); 'BARBIC WICKLES' (356); 'KIDS SOFT PLAY' (355); 'VACANT' (354); 'nxtc' (DR); 'select' (D11); 'vision express' (D10); 'VACANT' (346/348); 'BLENDINI' (D12); 'SUGAR LOAF' (349/350); 'BB'S'; 'AVAILABLE' (333); 'KIKILAND' (327); 'TJ HUGHES' (1A); 'Poundland' (D14); and 'AVAILABLE' (345) 'HEART OF KENT HOSPICE' (D12).

GABRIEL'S HILL

GALA BINGO

PALACE AVE

MULTI-STORY CAR PARK



KING ST

KING ST

BUS STATION LEVEL



PADIS HILL

CORE QVM

wilko

100

GOLDEN BOOT

EDGER PLACE

101
102
103

ANGEL'S FURNITURE
TRIMPSON
SAY YES

GABRIEL'S HILL

PALACE AVE

GALA BINGO



MULTI-STORY CAR PARK



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maidstone

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KINGFISHER CENTRE REDDITCH



CONNECTING WITH REDDITCH

Kingfisher is the true hub of Redditch, with 170 retail units and a vibrant leisure offer including Vue Cinema, Pure Gym, Prezzo and Nandos.





next



vue

wilko



Nando's

TKmaxx

PREZZO

PRIMARK

Superdrug



LOCATION

Kingfisher Shopping Centre is well connected to the road network with the M42 four miles away, facilitating access to the M5, M6 and M40 motorways, and sits directly opposite Redditch train station. The bus station is situated on the lower level of the centre with direct access to the recently revamped food and leisure section of the centre, called The Hub.

Walford House
Redditch, Worcestershire
B97 4HJ



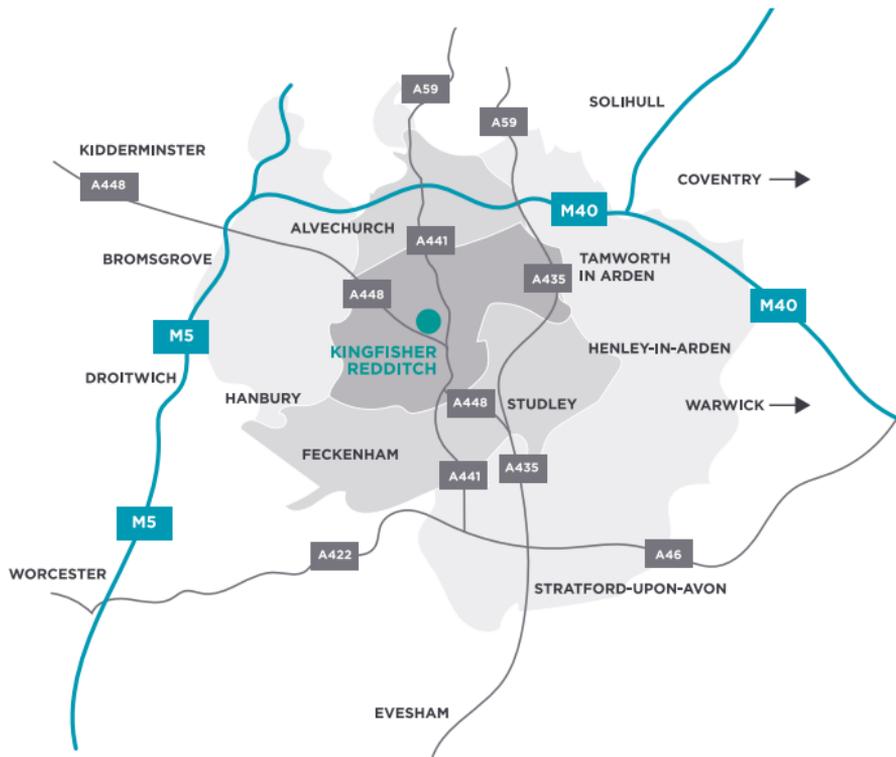
96,134

Core catchment



87%

Town dominance



KEY STATISTICS



900,000

Total size (sq ft)



69%

Average retail conversion



174

Number of retail units



88,614

Average weekly footfall



£42

Average retail spend



83 MINS

Average dwell time



2,600

Car parking spaces



£9

Average F&B spend



1.2 VISITS

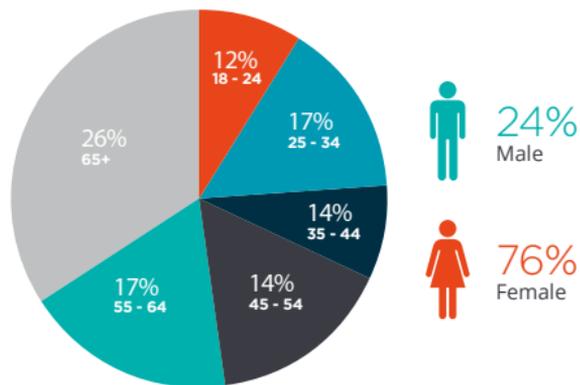
Visit frequency (per week)



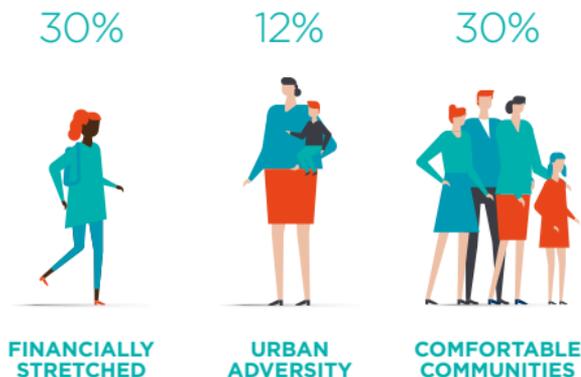
DEMOGRAPHICS

Kingfisher attracts a diverse demographic profile and compared to the national average, Kingfisher holds an above average proportion of professionals, senior managers, skilled tradesmen as well as an above average proportion of owner occupied properties.

AGE/GENDER SPLIT



ACORN PROFILES



CONTACT DETAILS



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17&
CENTRAL

17&CENTRAL WALTHAMSTOW



CONNECTING WITH WALTHAMSTOW

17&Central has recently been given a new identity, replacing the previous Mall brand at this scheme with one that better reflects the distinct culture and dynamism of the local area.

Purchased in 2002, 17&Central sits at the heart of this vibrant and rapidly evolving London community. Positioned less than 20 minutes from Oxford Circus on The Victoria Line, C&R have ambitious plans for an 86,000 sq ft extension.





LOCATION

Just 20 minutes from central London on the Victoria line, Walthamstow is one of the most in demand and up-and-coming locations in London, with the centre perfectly positioned just metres from the busy underground station and bus terminal.

17&Central
45 Selborne Walk
Walthamstow, London
E17 7JR



197,375
Core catchment



50%
Town dominance



KEY STATISTICS



260,000

Total size (sq ft)



76%

Average retail conversion



64

Number of retail units



147,110

Average weekly footfall



£34

Average retail spend



44 MINS

Average dwell time



670

Car parking spaces



£7

Average F&B spend



1.1 VISITS

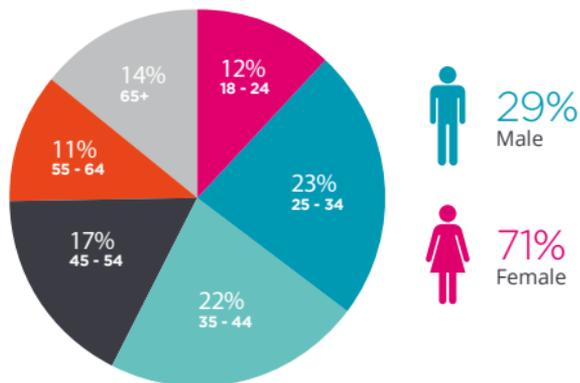
Visit frequency (per week)



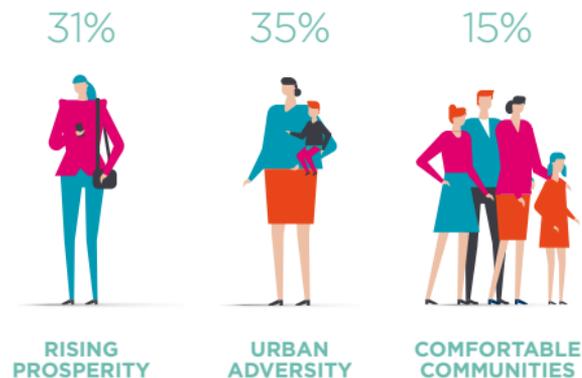
DEMOGRAPHICS

This North-East London suburb has been recognised as an up-and-coming area with a thriving creative demographic and a prime pick for young families and professionals who want easy access to central London.

AGE/GENDER SPLIT



ACORN PROFILES



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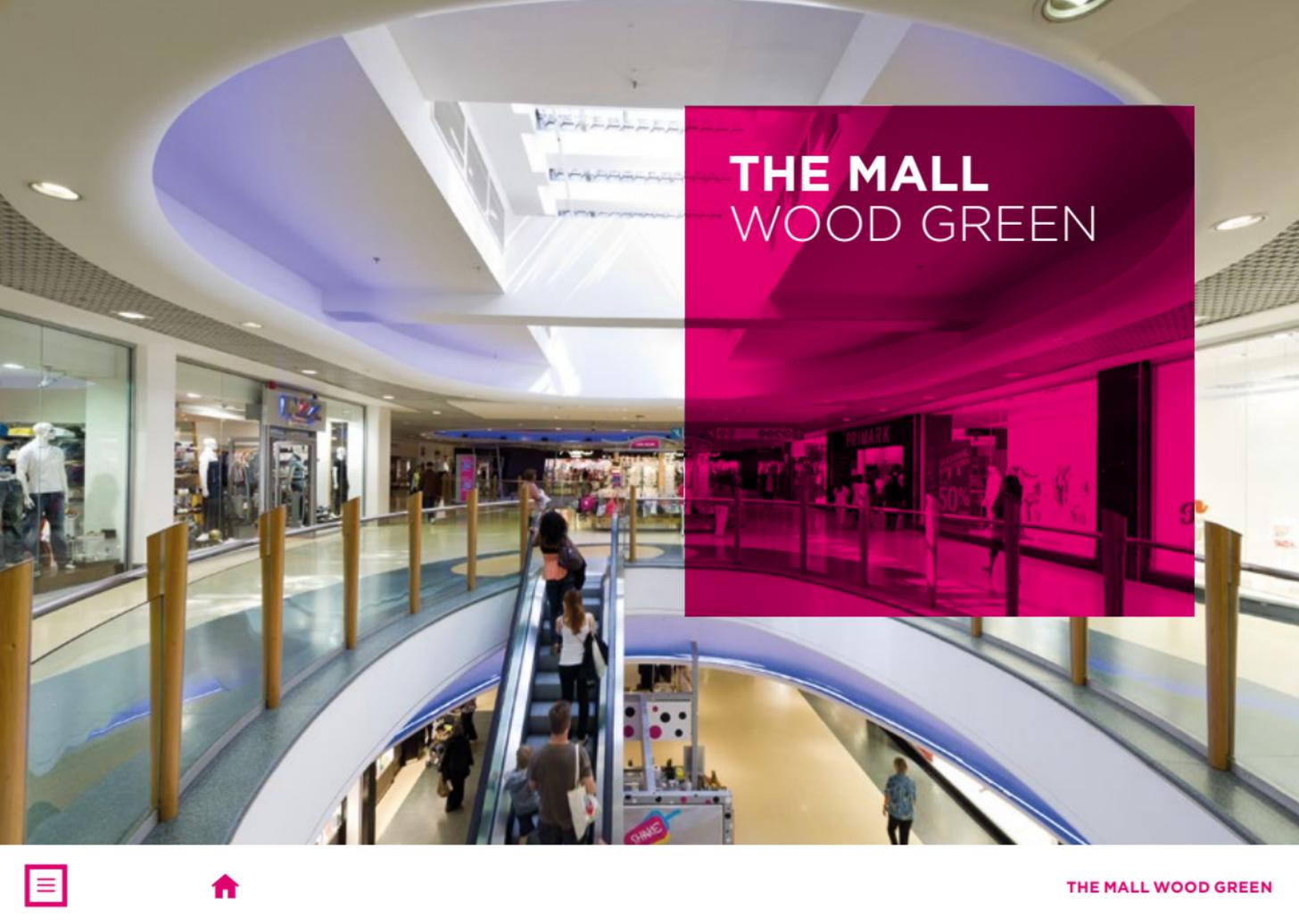
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THE MALL WOOD GREEN





wood green

CONNECTING WITH WOOD GREEN

Situated just moments from **Wood Green** underground station, The Mall offers a buzzing urban shopping environment that includes Cineworld, Primark, H&M, TK Maxx, Pret and Five Guys, along with high-quality independent retailers and a vibrant market hall.





★ PRET A MANGER ★ wilko

H&M PRIMARK

Superdrug★ T.K.maxx

★ cineworld Boots

NEW LOOK



LOCATION

The Mall straddles the high street in Wood Green town centre, with easy access to the underground station and a strong local catchment.

The Mall Wood Green
159 High Road
Wood Green, London
N22 6YQ



292,212
Core catchment



51%
Town dominance



KEY STATISTICS



540,000

Total size (sq ft)



76%

Average retail conversion



101

Number of retail units



149,505

Average weekly footfall



£50

Average retail spend



62 MINS

Average dwell time



1,500

Car parking spaces



£9

Average F&B spend



1 VISITS

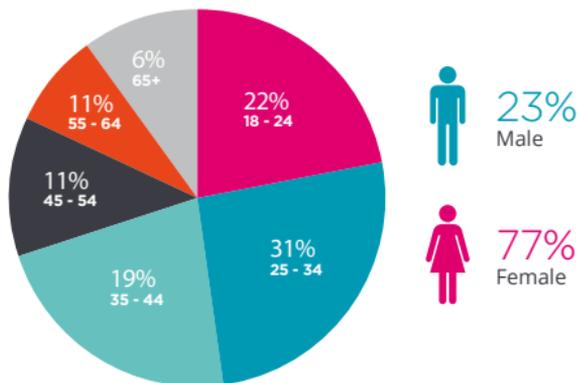
Visit frequency (per week)



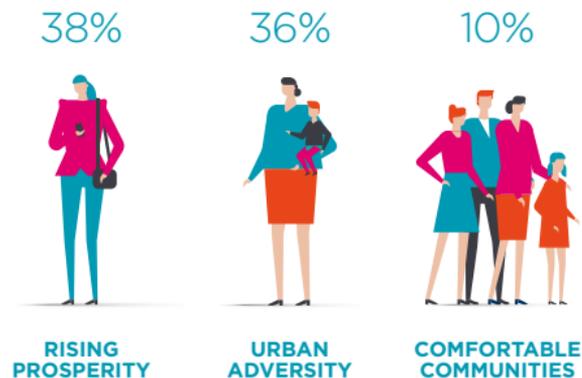
DEMOGRAPHICS

The Wood Green catchment includes family groups and urban professional ACORN groups including Career Climbers and City Sophisticates.

AGE/GENDER SPLIT



ACORN PROFILES



UPPER LEVEL



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Data sources: Centre catchment and dominance figures: CACI Retail Footprint, March 2021. Drive Time, Average Dwell Time, Retail Conversion and Visit Frequency: CACI Exit Surveys - Ilford, Kingfisher, Wood Green, Marlowes – Sept 2019, Maidstone – Oct 2018, Walthamstow – Nov 2017. Footfall: Footfall and Springboard full-year 2021 figures. Information provided here is accurate at the time of going to print but changes frequently so please contact us for up to date information.

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REGIONAL**

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