



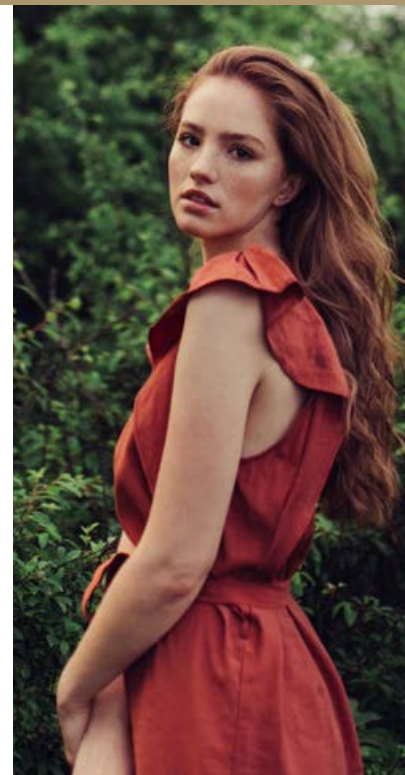
SCOTCH CORNER

DESIGNER VILLAGE

ENGLAND



The new destination for fashion and lifestyle



A world class tourist destination



Scotch Corner Designer Village is set to be the leading outlet and leisure destination in the north of England. Serving an affluent shopper profile with a high volume of residents and tourists in a very accessible location in the UK's number 1 tourist region outside London.



- Close to busy centres of culture and entertainment including Leeds and Newcastle
- Total Gross Lettable Area 400,000 sqft
- 100 acres with 50 acres in Phase 1
- On the UK's major North-South road network
- 44 million people pass through Scotch Corner every year
- Well served with 5 international airports
- Sustainability built in from Day 1

Fashion, home and leisure in Phase 1



- 73 luxury boutiques
- Innovative and premium leisure experiences
- 150,000 sqft Class E retail
- 160,000 sqft lifestyle, homes and garden
- 15,000 sqft leisure
- Extensive and varied selection of cafés and restaurants
- Easy access directly from the motorway
- Major stopover with full facilities including hotel
- 2,000 parking spaces
- Extensive electric vehicle charging throughout

Ken Gunn Consulting projections

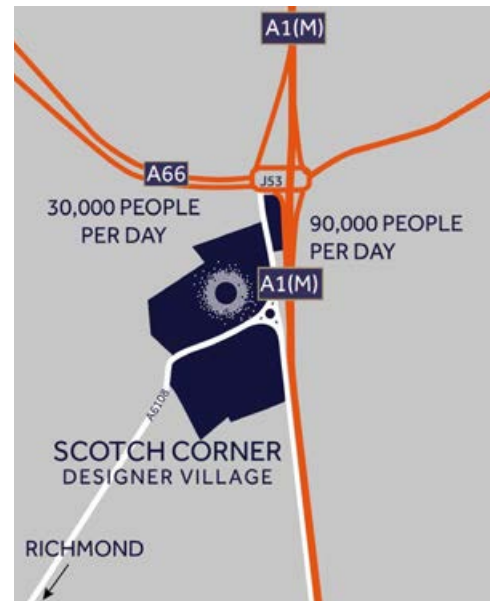
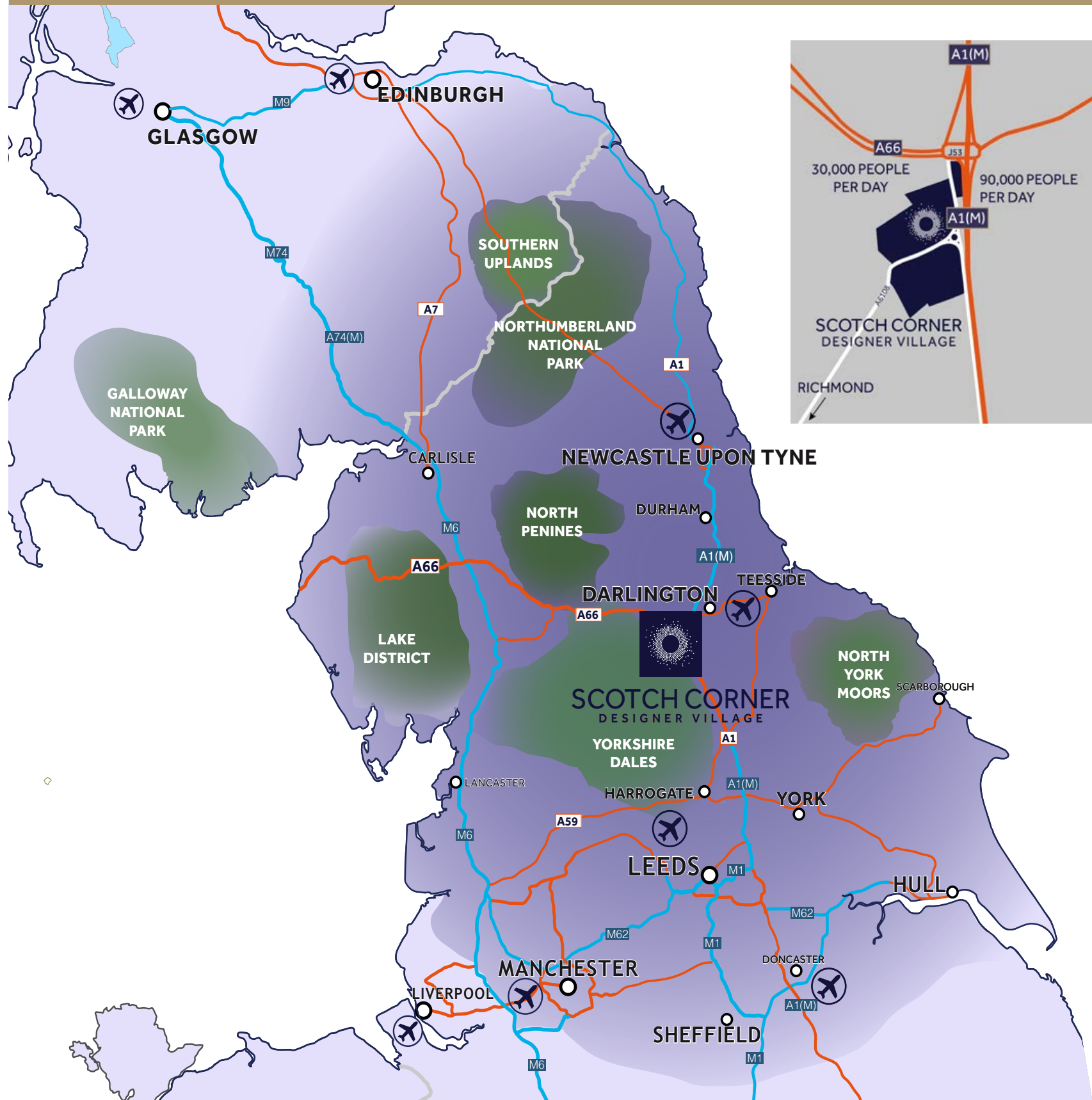
- Annual footfall of 4.0 million in Phase 1
- Top 3 UK performer when fully complete
- Annual £115m turnover in Phase 1



Keep your
customers
shopping all
day long



Highly accessible. Huge catchment.



- Very large and affluent customer catchment
- Sited on the major A1(M) /A66 Scotch Corner junction
- Traffic of 44 million people in 29 million vehicles every year
- Gateway between Scotland, the North of England and the South
- 4.5 million people living in 60-min off-peak drivetime
- 9.8 million people living in 90-min off-peak drivetime
- 5 international airports in catchment
- Huge tourism area from the UK and internationally
- 15 mins bus link to Darlington Station
- Extensive catchment driven by combination of outlet, leisure, home and garden



Beautiful location for fashion, home and leisure

A luxury Village environment designed in the Yorkshire architectural style with leading outlet planning to replicate the experience of full-price. A vibrant destination which combines retail and leisure. Sustainability and wellbeing are central to the entire design process.

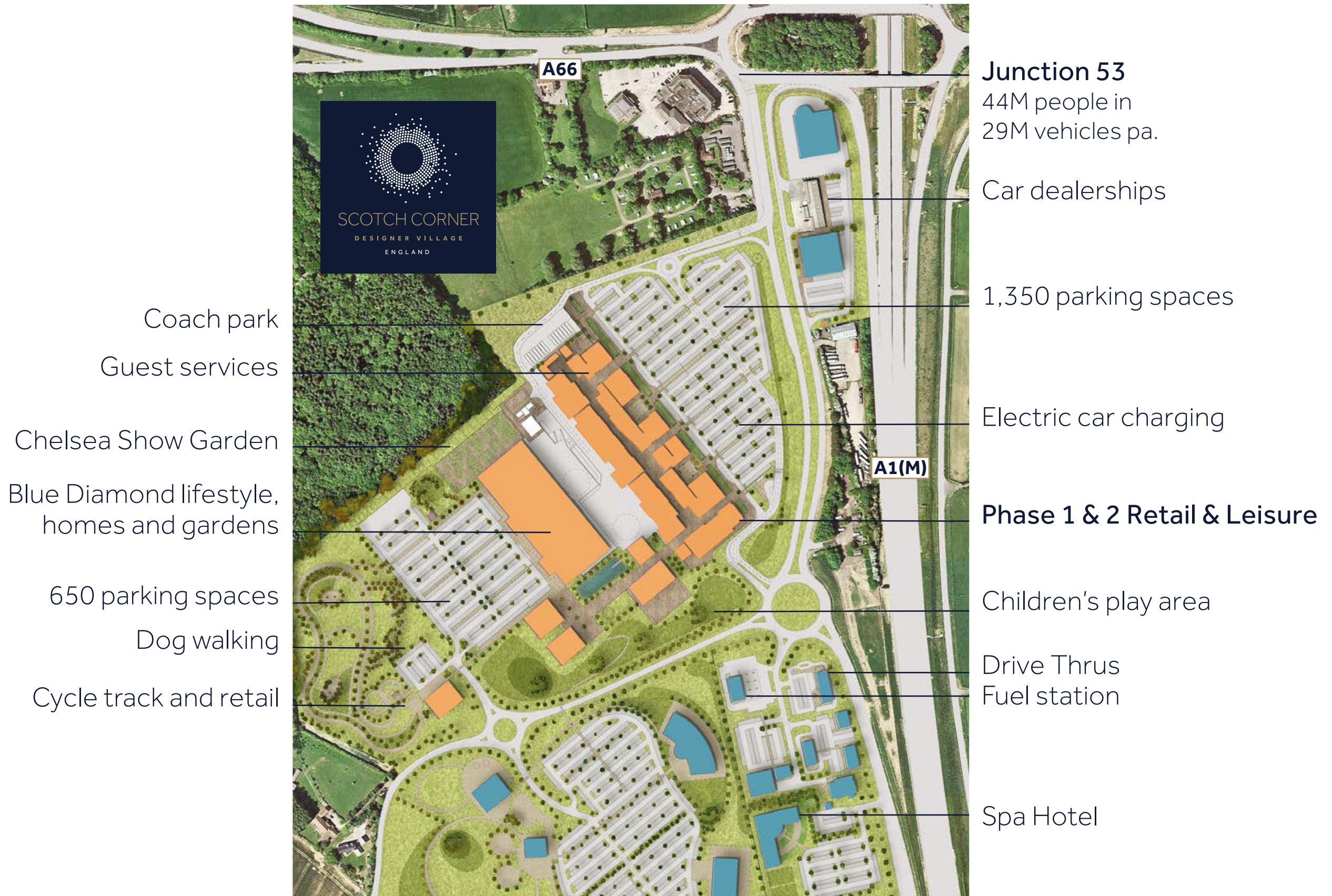
All well-served with restaurants and cafés for a supremely memorable experience.

Open air, spacious design

Today's discerning shoppers want outdoor and green environments with plenty of space to circulate. Scotch Corner is designed with exactly this in mind to attract high footfall year-round. Encouraging people to stay longer, shop more, tell their friends and family and revisit more often.



Excellent visibility. Easy access



A woman with long dark hair and bangs is crouching against a teal wall. She is wearing a leopard print long-sleeved top, black cargo pants with a black belt, and black Chelsea boots. She is resting her head on her hand and looking towards the camera.

Leading fashion destination

Bringing together
world-class brands for
fashion conscious shoppers.



Curating a
fashion-forward
collection
of brands



Lifestyle, homes and gardens are the new zen

Interiors, plants and gardening are central to attracting high-spending visitors more frequently. Blue Diamond are the experts and are creating the UK's largest complex with inspirational and creative design and products to captivate the mind.





Indoors to outdoors

The UK's largest lifestyle, homes and gardens destination by Blue Diamond with multiple interiors and garden design areas, furnishings, a café and a gin bar. Featuring a Chelsea Show garden to bring design ideas to life. Located next to the mall and landscaped areas for easy flow to and from the retail space, increasing dwell time and turnover for all.





World-class leisure

A complete experience, with integrated leisure, is the key to success in today's outlet retailing. Customers want to maximise the value of their visit and stay longer. Scotch Corner will be luxurious throughout, from the generous and beautiful space and gardens, through the mall and including truly unique leisure.

Working with best-in-class operators, we are delivering a memorable destination.

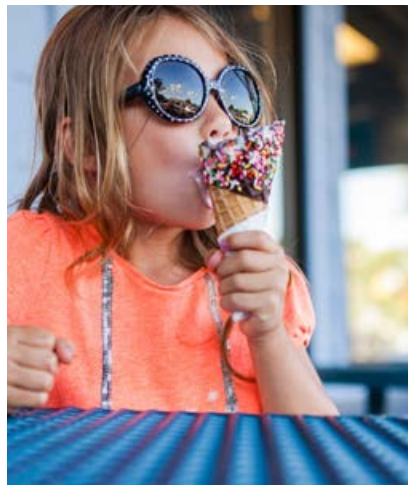
All age groups. Year-round.

Attracting footfall every month of the year, indoors and out.

Appealing to all ages, families and adults.

Pop-up opera performances and art exhibitions.

A children's play area, trying fly fishing, cheese-tasting, making sausages, trialling an electric bike or just dog-walking through beautiful gardens and landscape.



Wonderful array of restaurants and cafés

A superb range of innovative offerings. From sustainable Asian street food to Yorkshire's finest sausages, from ice cream made with the milk of lush green pastures to fast food at its very best, with plenty of choice for all tastes and ages.



Farm shop and local products

A selection of the finest food and beverages from the region



An integral part of the region's £11bn tourist economy

Tourism to the North of England is huge and well established. This is the UK's largest tourist area outside London. UK and international tourists come to visit historic centres like Durham and Harrogate, as well as the art, music and culture in Leeds, Newcastle and throughout the region.



North England Region Tourism

36m overnight visits

5 international airports

7 nights average length of stay

96m tourist trips to the 60 min
catchment area every year

The dramatic countryside is renowned the world over, made famous by writers and poets. Close to the Yorkshire Dales National Park, the North York Moors National Park, the beautiful North Sea coastline and a key route to the Lake District. Home to the cycling Tour de Yorkshire and historical sites such as Castle Howard and Newby Hall, and in the centre of a prestigious circle of seven Racecourses.



Hospitality-first customer services

Based on unparalleled experience with leading retail and leisure outlet destinations across the world, we have a package of services that today's customer expects.

Shuttle buses, VIP transport, generous parking

Bespoke styling service

Multi-language help

Tourism information

VIP rooms

Membership programme

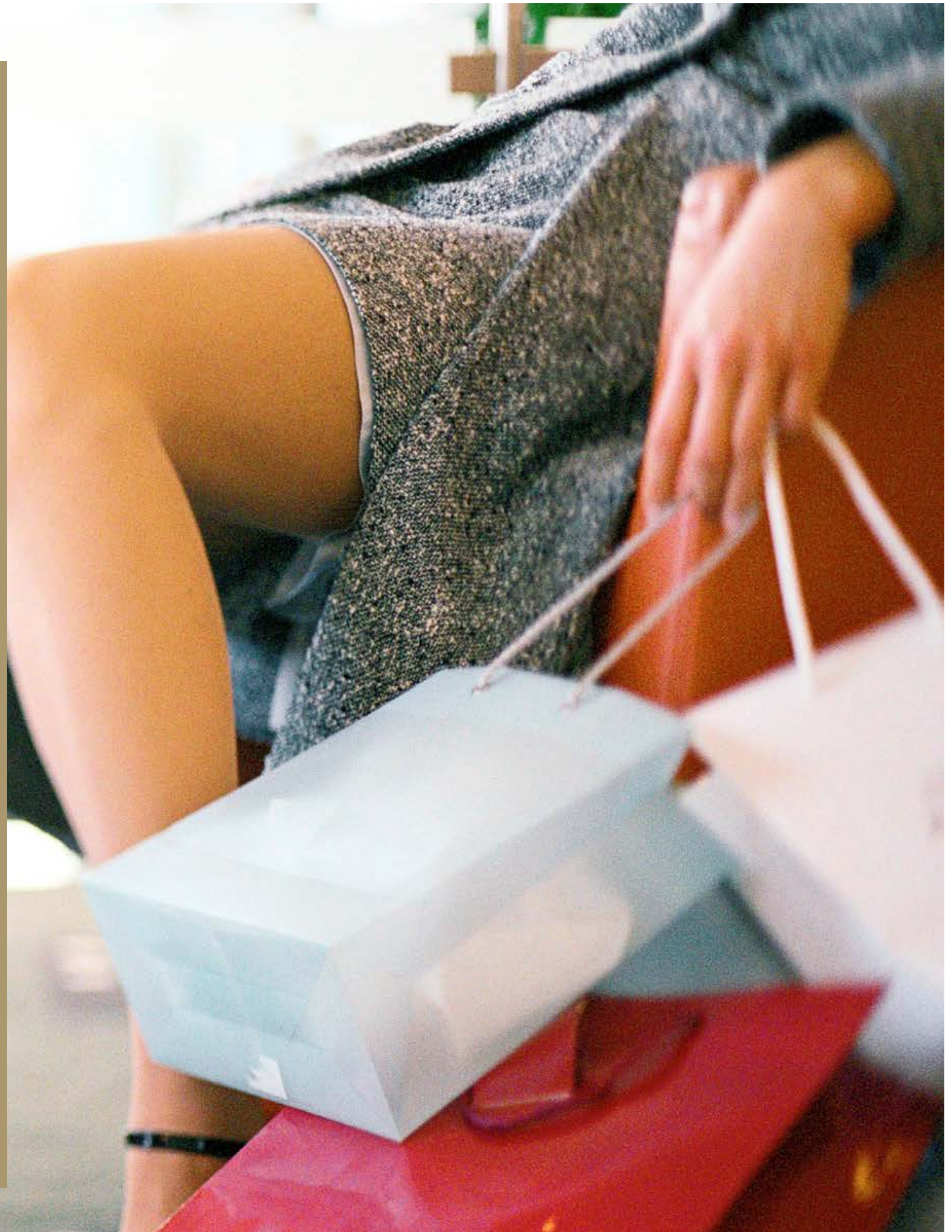
Luggage store, child care

Home delivery service

Gift cards

Dog-friendly areas

Children's play and family activity areas



Full marketing services

Served by a team with global experience, we are building our reach in the region and beyond. Marketing to visitors and the travel trade at all steps of the customer journey

VIP membership programme to drive frequency. Digital, App and database marketing with tech-enabled brand promotions. Partnerships with bloggers. Building interest year-round through social, digital and PR



A woman with long, wavy brown hair, wearing round sunglasses and a black and white horizontally striped sleeveless dress, is walking outdoors. She is carrying three colorful shopping bags (red, yellow, and orange) in her left arm. The background is a bright, sunny outdoor setting with trees and a clear sky. A semi-transparent brown rectangular box is overlaid on the right side of the image, containing white text.

Maximising the outdoor experience

In the new world of retailing, outdoor destinations, like Scotch Corner Designer Village, are outperforming the traditional retail sector by significant margins. Our customers will welcome the airiness and space to circulate freely. Sales-per-visitor in outdoor outlets are increasing with longer dwell times and a commitment to make the most of the visit.

Health and wellbeing are integral to the design of Scotch Corner, mixing gardens, landscape, indoor, outdoor and covered spaces to maximum effect to match the growing demand for retail in outdoor space.

Trading projections

4.5 million residents in a 60 min off-peak drivetime

9.8 million residents in a 90 min off-peak drivetime

4.0 million footfall Phase 1 at maturity

Phase 1: **6th** largest UK outlet by sales density
Top 3 UK outlet when fully complete



PHASE 1

UK ranking by estimated sales density

1	Bicester Village
2	Gunwharf Quays
3	Cheshire Oaks
4	Ashford DO
5	York DO
6	Scotch Corner Designer Village
7	London DO
8	West Midlands DO
9	Braintree Village
10	Swindon DO

£15.3bn total non-grocery market spend in catchment.
Larger than Ashford Designer Outlet or Gunwharf Quays

30% higher sales density than the UK Outlet average

Source: Ken Gunn Consulting

Scotch Corner Designer Village team



SIMON WATERFIELD

Developer & Owner

Simon owns seven retail and commercial sites around the UK, with some 2 million sqft of income-generating property, and around 450 acres of development land.

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SARAH HODKINSON

Retail Director

Sarah has been involved in the outlet industry since its inception and worked on the leasing of the McArthur Glen portfolio in the UK, France and Italy. More recently has been involved with the leasing of London Designer Outlet as well as Braintree and Clarks Village.

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PATRICK HANSON-LOWE

Marketing Director

Patrick brings vast experience in all aspects of marketing for leading fashion brands, leisure destinations, retail and outlet. Previously led the marketing at the Bicester Village Shopping Collection.

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IAN SANDERSON

Strategic Outlet Advisor

Ian, who leads SLR, manages over 800,000 sqft of UK retail and development space across over 130 acres.

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KEN GUNN

Specialist Retail Consultant

Ken has over 30 years' experience and has led more than 500 consultancy projects in 30 countries. Ken is widely regarded as Europe's leading exponent of outlet research and insight,

Leasing and Development teams

LEASING TEAM

SPACE RETAIL PROPERTY CONSULTANTS



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DEVELOPMENT TEAM

CORSTORPHINE+WRIGHT Architects **BURNLEY WILSON FISH** Project Managers & Quantity Surveyors **BJB CONSULTING** Civil & Structural Engineers

CUNDALL Mechanical & Electrical Engineers and Utilities Consultants **Q+A PLANNING** Planning Consultants

PETER EVANS PARTNERSHIP Highways Consultants **BOWMER & KIRKLAND** Main Contractor **ENBORNE** Project & Development Management, Tenant Liaison fit-out

