

An Introduction to WestQuay

WestQuay, in the heart of Southampton, is the South Coast's premier retail destination and benefits from good transport links via the M27 and M3 with regular train services to and from central London.

Southampton's wide catchment covers a large resident population of 1.4 million within its principal shopping catchment and annually spends over £6.9 billion on non-grocery retail and catering in Southampton — and is one of the highest in Hammerson's portfolio.

Construction work has commenced on WestQuay Watermark, a leisure and catering extension comprising 16,000 sq m including up to 20 restaurants and a 10 screen cinema. The work is due for completion in Q4 2016.

Westquay website

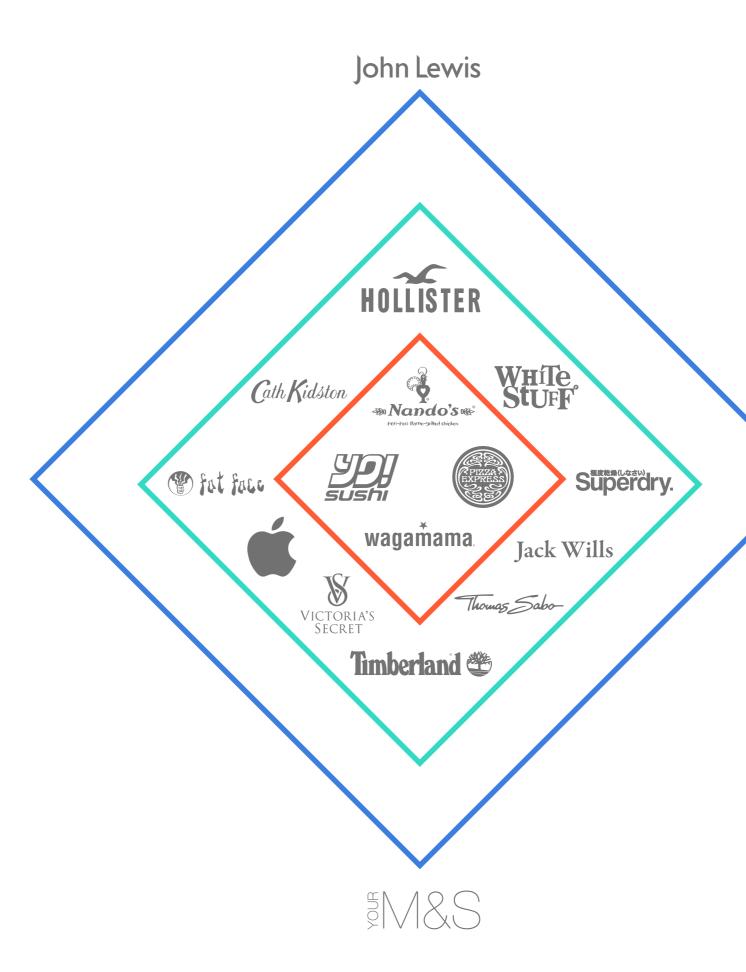


WestQuay Tenant Mix

Anchor stores

Major stores

Restaurants



WestQuay Location

Average spend

£83

Percentage of Southampton's sales taken at WestQuay

62%

Percentage of catchment that comes from the top three highest spending ACORN categories

64%

Net promoter score

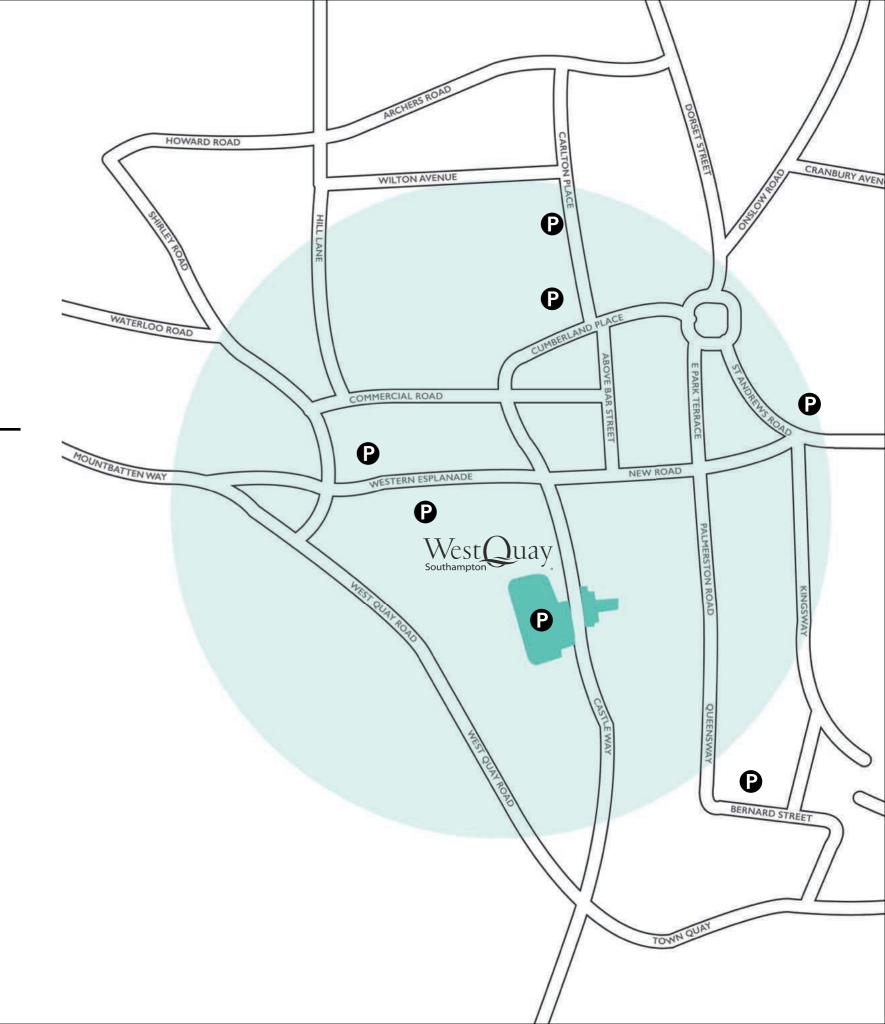
+16

WestQuay streetview

WestQuay Accessibility

Car parking spaces

4,000



WestQuay Accessibility

Walk from Southampton central train station to WestQuay

16 minutes

From Southampton train station to London Waterloo

1 hour14 minutes



WestQuay Catchment

Primary

297k



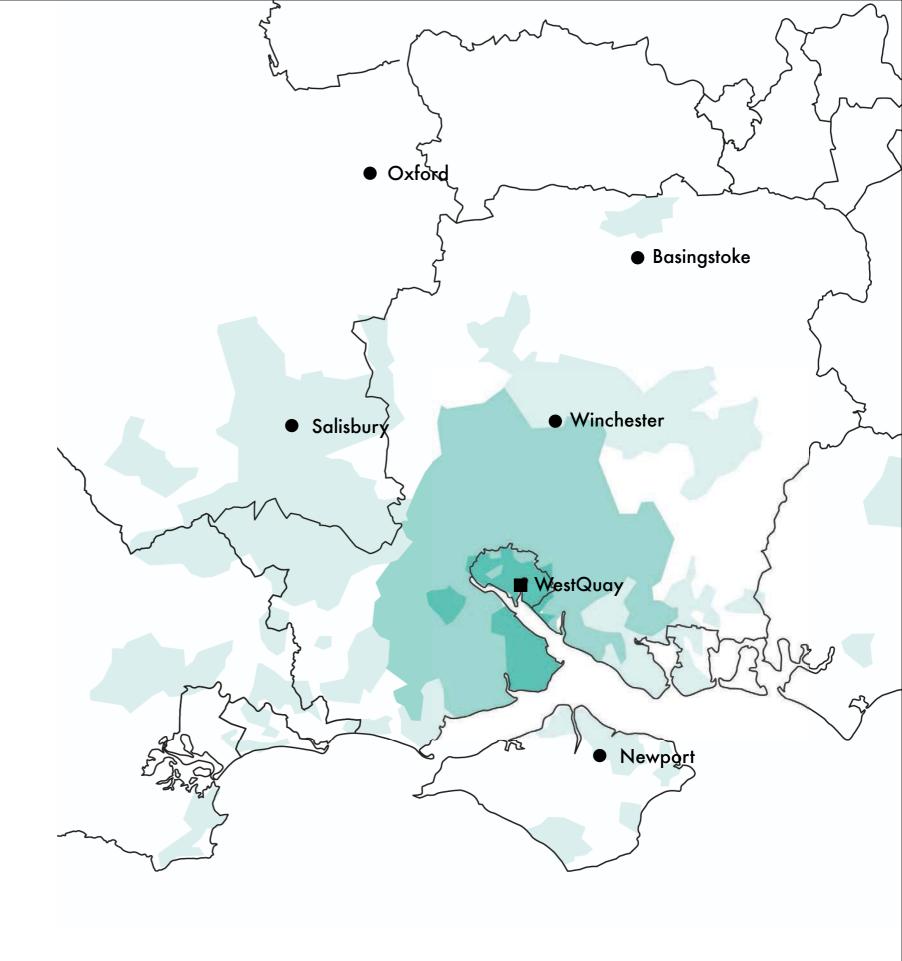
Secondary

342k



Tertiary

808k



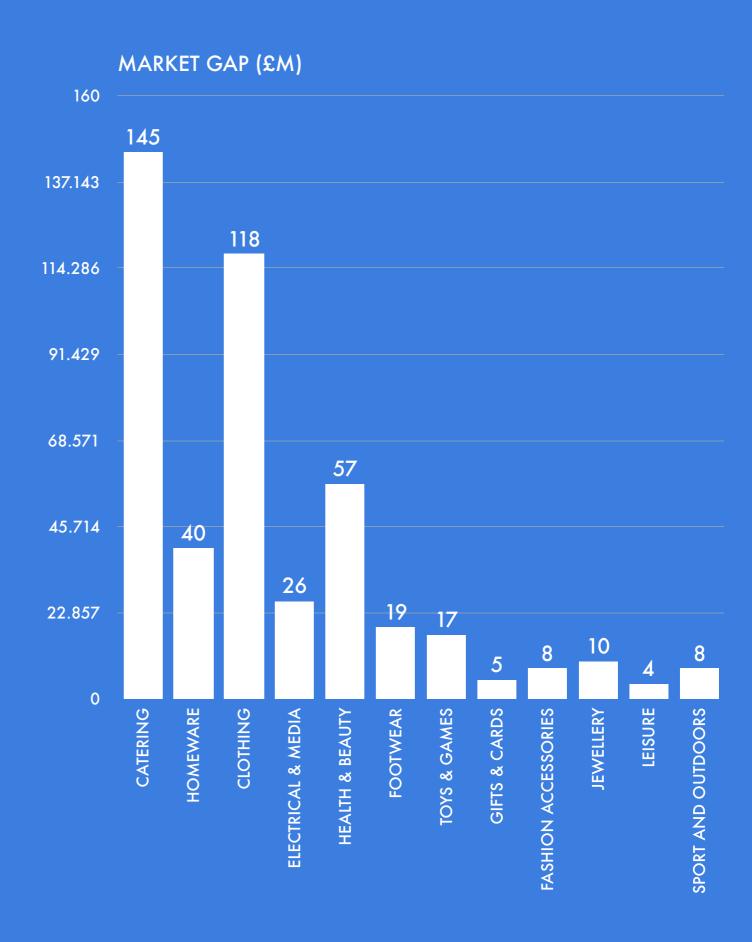
WestQuay Opportunity

Total non-grocery market gap

£310 million

Total catering gap

£145 million

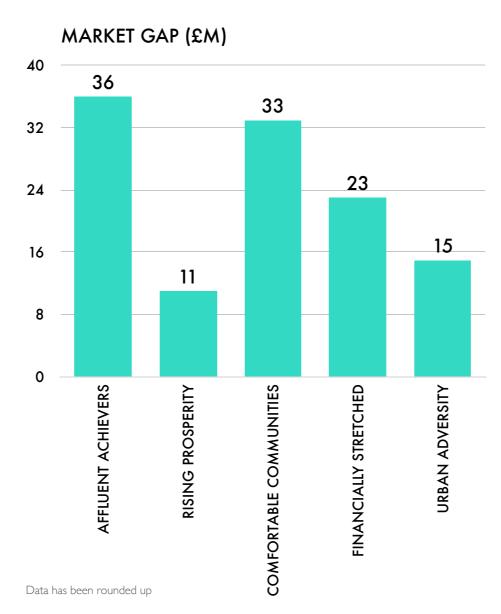


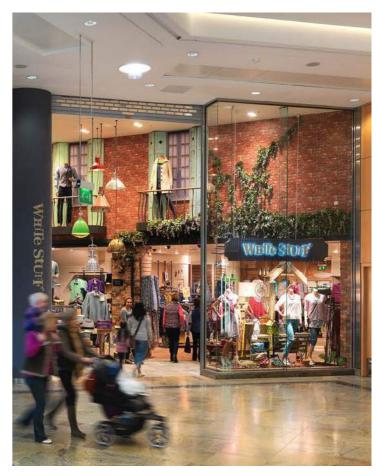
Total market gap in clothing

£118 million

Clothing Market Gap



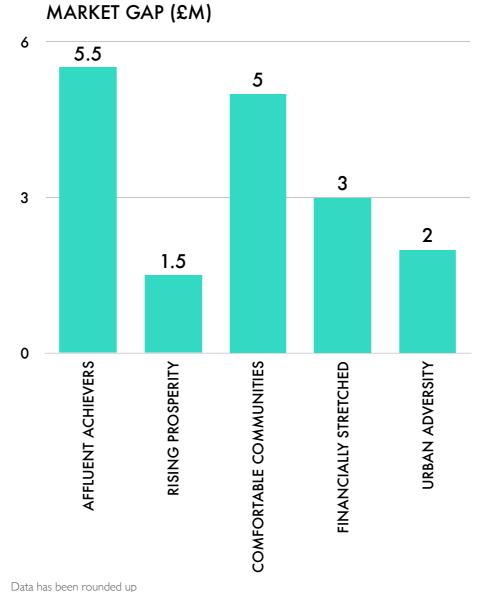






Toys & Games Market Gap





.

Total market gap in toys & games

£17 million

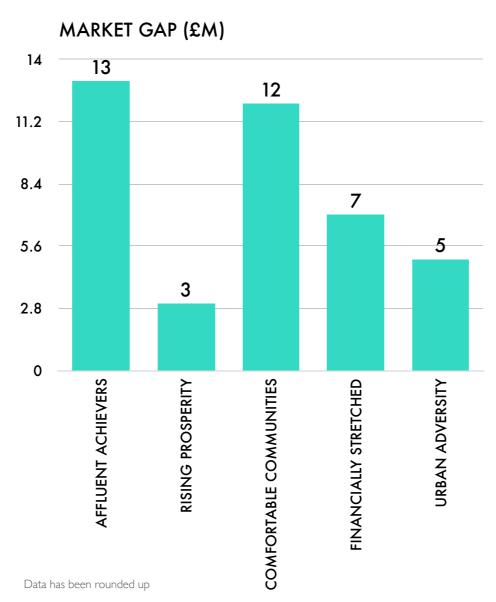


Total market gap in homeware

£40 million

Homeware Market Gap





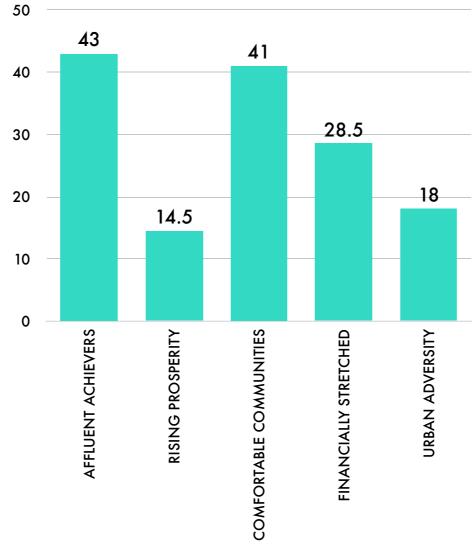




Catering Market Gap



MARKET GAP (£M)



Data has been rounded up



Total market gap in catering

£145 million

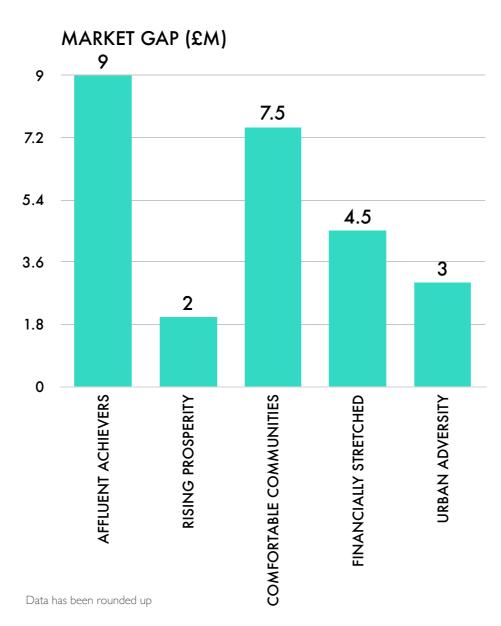


Total market gap in electrical & media

£26 million

Electrical & Media Market Gap

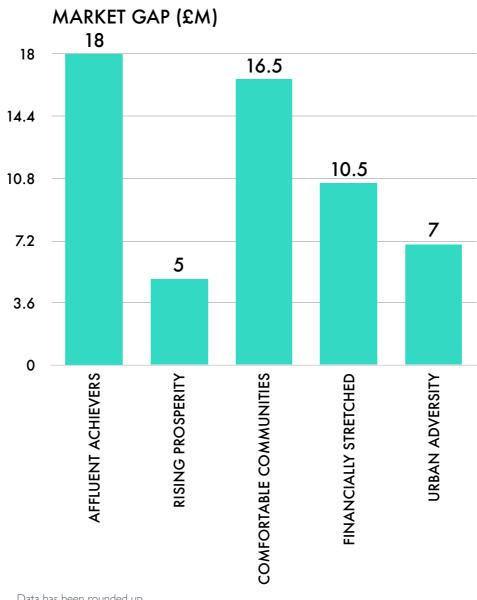




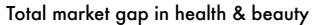


Health & Beauty Market Gap





Data has been rounded up



£56 million



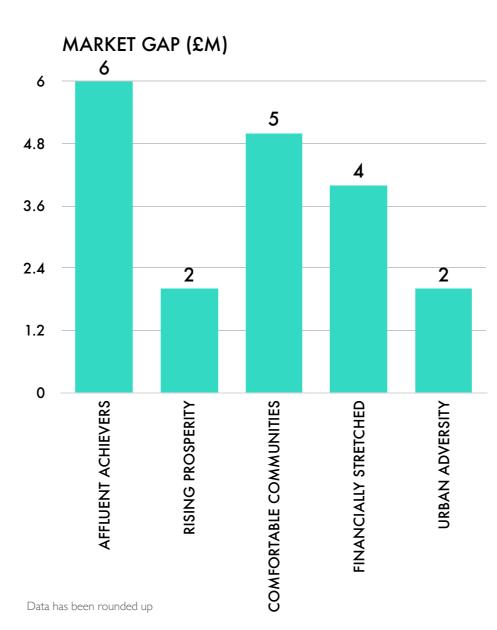


Total market gap in footwear

£19 million

Footwear Market Gap



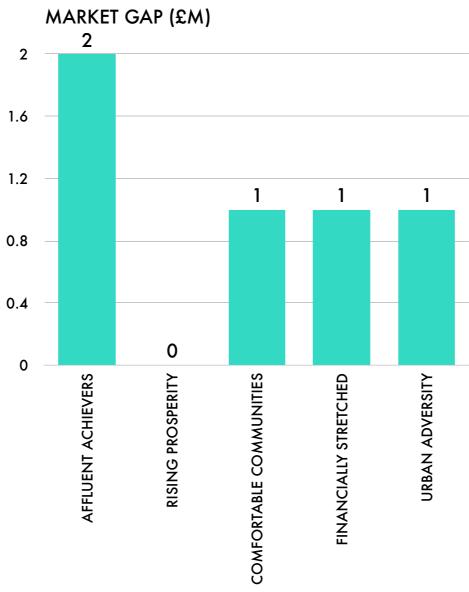






Gifts & Cards Market Gap





Data has been rounded up



Total market gap in gifts & cards

£5 million

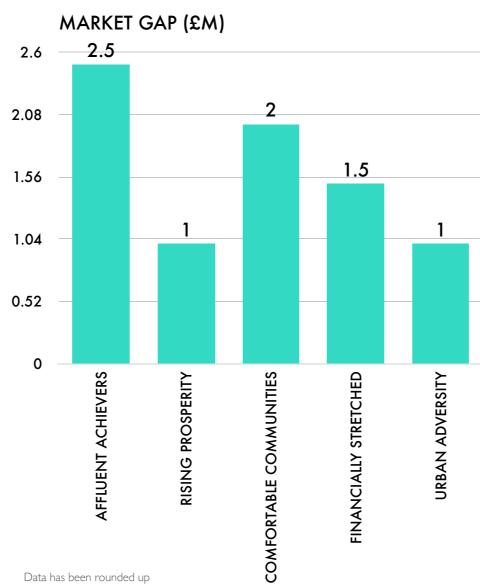


Total market gap in fashion accessories

£8 million

Fashion Accessories Market Gap



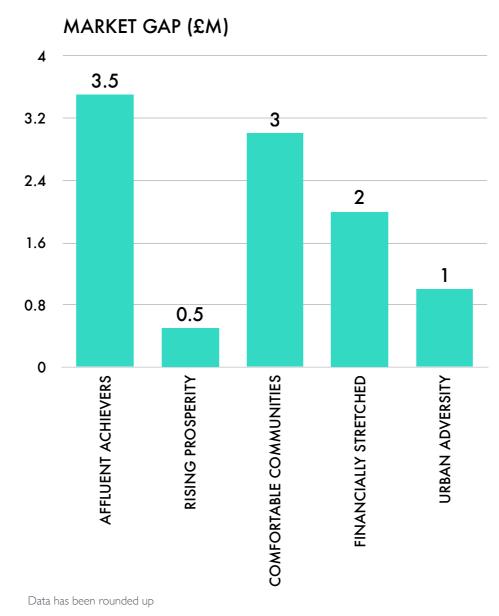






Jewellery Market Gap







Total market gap in jewellery

£10 million

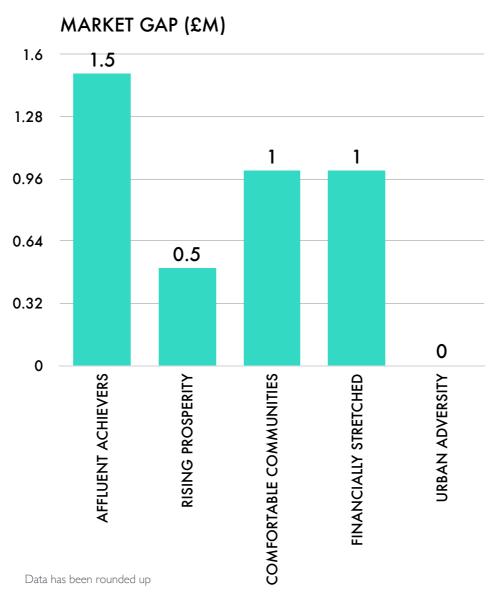


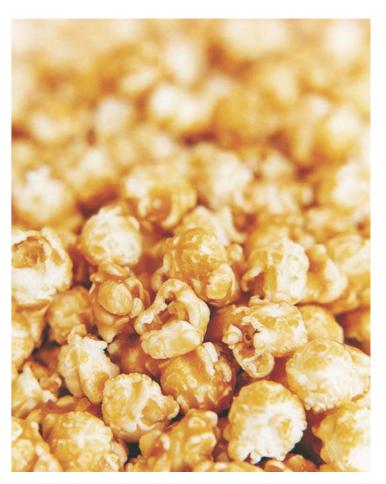
Total market gap in leisure

£4 million

Leisure Market Gap



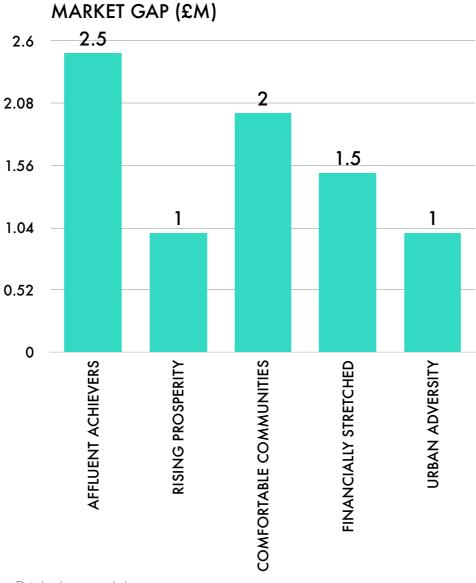




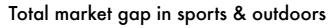


Sports & Outdoors Market Gap



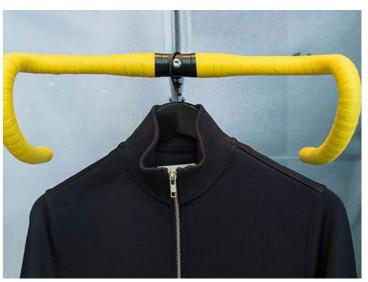


Data has been rounded up



£8 million





Online Resources

<u>Floorplans</u>

Internet connection required

Street View

Internet connection required

Website

Internet connection required

WestQuay Contacts

Hammerson

SARAH MANDER

ED CORRIGAN

RICHARD PEARCE

020 7887 1000

sarah.mander@hammerson.com

020 7887 1000

ed.corrigan@hammerson.com

020 7887 1000

richard.pearce@hammerson.com

CBRE

NIGEL COSTAIN

nigel.costain@cbre.com

JERRY WHITE

020 7182 2980

020 7182 2903

jerry.white@cbre.com

Bruce Gillingham Pollard

WOODY BRUCE

020 3551 5602

woody@brucegillinghampollard.com