

RETAIL INVESTMENT OPPORTUNITY

**FOR SALE BY PRIVATE TREATY**

(TENANTS NOT AFFECTED)



**SCOTCH-HALL**  
SHOPPING CENTRE  
DROGHEDA







# SCOTCH HALL

SHOPPING CENTRE  
DROGHEDA





# INVESTMENT SUMMARY

ESTABLISHED MODERN SHOPPING CENTRE LOCATED IN THE HEART OF DROGHEDA TOWN CENTRE



High yielding  
retail investment  
opportunity



Rapidly growing  
commuter and working  
from home catchment



Extending to 167,997 sq ft  
(15,607 sq m) with substantial  
car parking for 631 cars



Passing rent of €2,289,661 per  
annum, including net income of  
approx. €160,000 from the car park,  
with reversionary potential



Multiple asset  
management opportunities  
– development sites, vacant  
cinema & unit lettings



WAULT of  
c. 4.64 years to break  
and c. 6.45 years  
to expiry



# KEY TENANTS



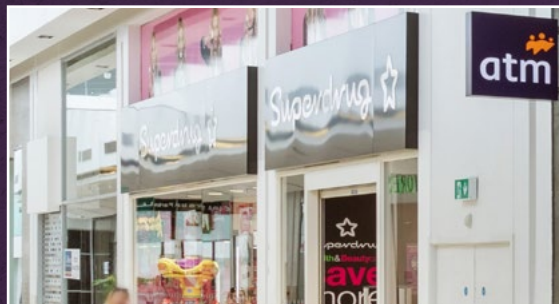
Holland & Barrett



**LIFE  
STYLE  
SPORTS**



RIVER ISLAND



Superdrug ☆





# DESCRIPTION



Located in the heart of Drogheda town centre, Scotch Hall Shopping Centre offers superb international and national brands complimented by a mix of local independent retailers offering an appealing range of retail services to include clothing, sporting goods, healthcare, convenience retail and food and beverage offerings. The centre forms part of a wider mixed-use scheme which includes residential units and the D Hotel.

Anchored by a substantial 84,000 sq.ft Dunnes Stores (owner occupied), the centre boasts a strong mix of local and international retailers with a diverse offering. Average weekly footfall is running at approximately 42,000 which is expected to grow significantly in the short term.

The opportunity benefits from excellent street frontage along Marsh Road and South Quay and idyllic water frontage along the banks of the River Boyne.

The centre is a modern retail scheme extending to approximately 254,656 sq ft (23,658 sq m) across ground and first floors. The 629-space multi-storey car park provides reliability of access for the extensive catchment area given its prominent town centre location. Hugh DeLacy pedestrian bridge acts as a direct link between Scotch Hall and the town centre.

The sale also comprises an incomplete block with an expired planning consent, which offers an incoming purchaser further scope for more residential or commercial development. Also included within the centre is a former distillery building, which benefits from dual access, from both the centre itself and at street level. This lends itself to many uses including food and beverage, medical etc (spp).

The Weighted Average Unexpired Lease Term (WAULT) is 6.45 years to expiry and 4.64 years to break with a total passing rent of €2,289,661 per annum.







# IRISH ECONOMY & RETAIL SNAPSHOT

## ECONOMY:

Ireland continues to be among the strongest performing economies in the Eurozone with 13.6% GDP growth in 2021 and 11% growth during the first half of 2022. Modified domestic demand also saw strong growth of 5.8% in 2021 and 11.7% in H1 2022, reflecting the strength of the domestic economy.

## POPULATION:

Ireland's population grew by an estimated 7.6% between 2016 and 2022 and is now over 5 million for the first time since 1841.

## UNEMPLOYMENT RATE:

Labour markets in Ireland have remained strong with unemployment standing at 4.3% as of August 2022 and total employment exceeding 2.5 million for the first time on record.

## RETAIL SALES:

Retail sales are remaining robust, supported by rising disposable incomes and household savings. Core retail sales (excl. motor) increased by 12% in value terms and 4.4% in volume terms between February 2020 and July 2022.

## INCOME:

According to preliminary estimates from the CSO, average weekly earnings were €871.62 in Q2 2022, an increase of 2.4% relative to Q2 2021 and an increase of 6.6% from the same period in 2020.





# LOCATION

Scotch Hall is located in the heart of Drogheda town centre, situated between the Marsh Road and the banks of the River Boyne. Drogheda is Ireland's largest town with a population of approx. 41,000. The town is located on the Dublin to Belfast Economic corridor with the M1 motorway linking the country's two largest cities. It is equidistant from Dundalk to the north and Swords to the South, the country's second and third largest towns respectively. The town is just 49km north of Dublin city centre and has become a commuter town to Dublin in recent years. With the improvement in transport links in the region, greatly improving accessibility, Drogheda and Scotch Hall are ideally placed to serve its ever-growing hinterland, covering counties Louth, Meath & North County Dublin.



1.7m population  
within a 60km  
catchment area

40%

between the ages  
of 20-44 (above the  
national average)



34% have  
a third level  
qualification

#7

FDI Micro  
European City  
of the Future





## WHY DROGHEDA?

Drogheda is the largest and fastest growing town in Ireland with a population of over 41,000.

Located just 49 km north of Dublin City Centre on the M1 corridor connecting Dublin and Belfast.

Centre of economic activity with established multinational and indigenous businesses across multiple industry sectors including Coca Cola, Hilton Foods and Glanbia.

Excellent connectivity across a range of transport modes. The National Development Plan proposes expanding Dublin's DART network with the first battery-powered Dart train expected to be in operation between Drogheda and Dublin by 2025.

Dublin Airport and Dublin Port are less than a 30-minute drive.

Drogheda railway station has high speed intercity rail connections to Dundalk, Newry, Belfast and Dublin. As part of the €450 m infrastructure investment in the DART Coastal North, an additional platform will be built at the station by 2025.

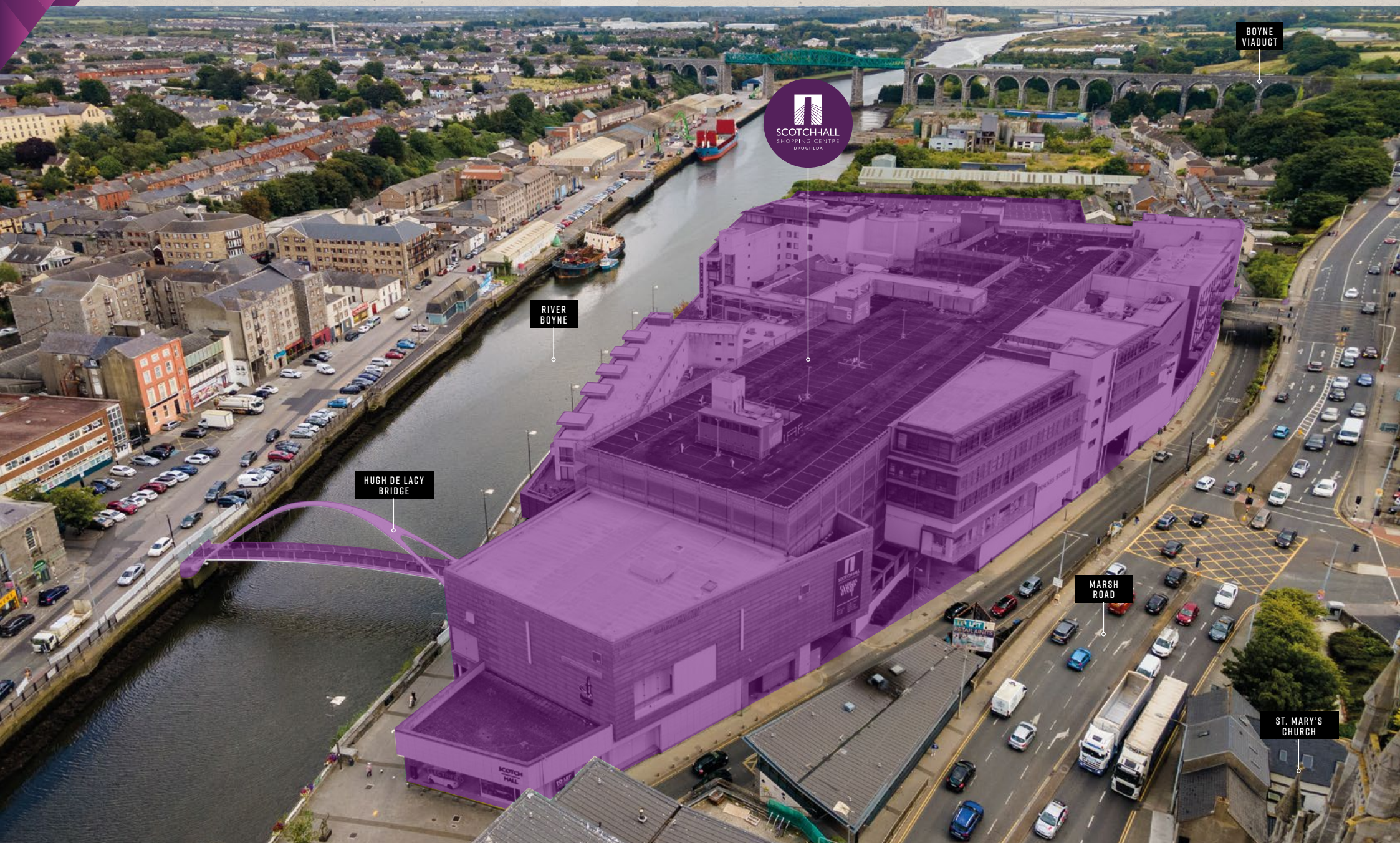
Drogheda has witnessed considerable development over the last number of years with both commercial and residential development.

The town has attracted a mix of international and national retail brands which have broadened and strengthened the retail offering.











# DEMOGRAPHICS

Louth is the smallest county in Ireland by land area and the 12th most populous, with a population of 139,100 according to preliminary Census figures for 2022. This is a significant increase of 7.9% relative to 2016, when Louth's population stood at 128,884.

Population growth in Louth since the previous Census is also above the national average (7.6%) and growth seen in Dublin (7.7%) during the same period.

Drogheda is a thriving and well-located town with good connectivity to both Belfast and Dublin via the M1 motorway. Accessibility will be further improved by the extension of the DART rail line from Dublin. Drogheda is Ireland's largest town and often referred to as 'Ireland's sixth city', with a population of almost 41,000 as of Census 2016.

The most recent census figures are expected to confirm Drogheda's position as one of the country's fastest growing towns.

The Development Plan identifies 597 ha. of land available for residential development in Louth, of which 270 ha. are located in Drogheda. This will support the delivery of 3,443 further housing units between now and 2027. In the town centre alone, the Development Plan identifies 34.8 ha. of infill or brownfield development land which can accommodate an additional 1,725 units.

Development of the Dublin-Belfast Economic Corridor with improved accessibility for Foreign Direct Investment (FDI) and indigenous business will enhance Drogheda's role as a key regional economic driver. With its central location

and excellent tenant mix, Scotch Hall is well placed to capitalise on continued population growth, which will be supported by further residential development in the coming years. This will only serve to improve its performance and attractiveness as a key retail destination in the town in the coming years.

Given its proximity to Dublin, Drogheda has long been a key commuter town with many people travelling in and out of the city for work each day. Figures from the 2016 Census indicate that 16.5% of Drogheda's resident workforce commuted to Dublin for work.

Since the onset of the pandemic, many more people are opting to work from home, and this has further supported increased footfall and spending activity in Drogheda with Scotch Hall a key beneficiary.

## IRELAND'S SIXTH CITY



Drogheda is Ireland's largest town with a population of over 41,000 (2016)

20

Over 70,000 people live within 20 minutes of Scotch Hall

1/3

2.25m people within 60 minutes of Drogheda, over one-third of the population of Ireland



An additional 3,043 households expected in Drogheda by 2027



16.5% of Drogheda's resident workforce commuted to Dublin in 2016; increase in WFH practices will mean increased footfall and activity in the town



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WITHIN 60  
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THE POPULATION  
OF IRELAND**





# INCOME PROFILE

## TOP 8 TENANTS BY INCOME:

<h3>Waterstones</h3> <p>Waterstones began in 1982. Over the decades that have followed, they have grown to become an icon of the British &amp; Irish cultural landscape, employing over 3000 booksellers across over 280 bookshops.</p>	<h3>Holland &amp; Barrett</h3> <p>Holland &amp; Barrett is one of the world's leading health and wellness retailers and the largest in Europe. With over 145 years of experience in the industry, their name is a familiar sight in almost every major city and town across the UK &amp; Ireland and is becoming increasingly more visible further afield, in markets as diverse as the Netherlands and Malta to the UAE, China and India.</p>	<h3>LIFE STYLE SPORTS</h3> <p>Lifestyle Sports is the biggest sports retailer in Ireland with over 63 stores and over 16 million people shopping with them every year. Lifestyle Sports is the leading sports retailer for Football, Running, Women's &amp; Men's Fitness, Rugby, GAA and sports inspired fashion.</p>	<h3>RIVER ISLAND</h3> <p>With over 60 years of fashion retailing experience, River Island is one of the most well-known and loved brands on the High Street. They have over 300 stores across the UK, Ireland and internationally as well as six dedicated online sites.</p>
<h3>GameStop</h3> <p>power to the players™</p> <p>GameStop is an American video game, consumer electronics, and gaming merchandise retailer. The company is the largest video game retailer worldwide, with over 4,500 stores</p>	<h3>McCartan's PHARMACY</h3> <p>McCartan's Pharmacy is a wholly Irish, family-owned company, established in 2000. McCaratan's operate 13 stores across Dublin, Kildare, Wicklow, Louth and Cork.</p>	<h3>bb's</h3> <p>coffee • muffins</p> <p>BB's Coffee, part of the Bakers + Baristas chain were founded in 1981. They now operate 63 stores across the UK &amp; Ireland serving a wide range of cakes, sandwiches, muffins and coffee.</p>	<h3>3</h3> <p>Three is Ireland's largest mobile telecommunications provider with 40.6% market share and 3.3 million customers (as of March 2022). Three has over 1300 employees and 70 retail stores nationwide.</p>



# ACCOMMODATION

## GROUND FLOOR

- 1-2** Vacant
- 3-4** Euro Giant
- 5** E Mobile
- 6** Holland & Barratt
- 7** Boyne Jewellers
- 8B** Hugmie
- 8** Three
- 8A** Claires Accessories
- 9** Vacant
- 10** Jack & Jones
- 11** Lifestyle Sports
- 12** Waterstones
- 14** Shoe Rack
- 15** Art & Hobby
- 16** McCartan Pharmacy
- 17** Gamestop
- 18** Regatta
- 19** Hallmark
- K10** Confectionary
- K2** Chill Ice Cream
- K3** Zuma Juice Bar
- 21** The Hops
- 23** O'Briens
- 24** Abakebabra
- 26** Vacant
- 27** Sweet Life
- 28-29** DV8
- 30** Best Menswear
- 31-32** Carraig Donn
- 33** Golden Discs
- 34** Vacant
- 35** Insomnia

## FIRST FLOOR

- 1** Next
- 1A** Vacant
- 2-3** Monsoon
- 4** Dermview
- 5** Vacant
- 6** The Perfume Shop
- 6A** Vacant
- 6B** Centre Common Areas
- 6C** Centre Common Areas
- 7** Vacant
- 8-10** Cinema
- 11** Vacant
- 12** Vacant
- 13** Peter Mark
- 14** River Island
- 16** Vacant
- 17** BB's Coffee Shop
- 18** PTSB
- 19-20** Superdrug
- 21** Oasis
- 22** Vacant
- 23** Vacant
- 24** Management Office
- 25** Boston Barber



GROUND FLOOR



FIRST FLOOR



# TENANCY SCHEDULE

## TOP 10 OCCUPIERS BY RENT

TRADING AS	AREA (SF)	TERM	LEASE START	LEASE END	BREAK OPTION	RENT REVIEW TYPE	€ RENT
<b>Waterstones</b>	6,308	20 yrs 7 days	10/1/05	10/6/25	NA	Upwards Only	€240,000
<b>Holland &amp; Barratt</b>	1,399	25 yrs 0 mths	10/1/05	9/30/30	NA	Upwards Only	€145,000
<b>Lifestyle Sports</b>	7,309	15 yrs 0 mths	8/1/14	7/31/29	7/31/25	Open Market	€130,000
<b>River Island</b>	11,689	25 yrs 0 mths	10/1/05	9/30/30	9/30/23	Open Market	€115,000
<b>GameStop</b>	1,119	25 yrs 0 mths	10/1/05	9/30/30	NA	Upwards Only	€110,000
<b>McCartan Pharmacy</b>	4,091	15 yrs 0 mths	3/6/18	3/5/33	NA	Open Market	€100,000
<b>BB's Coffee</b>	2,293	25 yrs 0 mths	10/1/05	9/30/30	NA	Upwards Only	€80,000
<b>Three</b>	624	25 yrs 0 mths	10/1/05	9/30/30	NA	Upwards Only	€70,000
<b>O'Brien's &amp; Abrakebabra</b>	2,464	15 yrs 0 mths	10/24/17	10/23/32	10/23/25	Open Market	€65,000
<b>Superdrug</b>	4,919	10 yrs 0 mths	5/14/18	5/13/28	NA	Open Market	€65,000
<b>Total</b>	<b>42,215</b>						<b>€1,120,000</b>









# ASSET MANAGEMENT

## VACANT UNITS:

A number of units in the centre are vacant, providing an opportunity to increase the schemes occupancy rate and greatly improve the NOI in the short-term. Future lettings and development should continue to target clothing, footwear, homewares, food & beverage and medical occupiers that will help differentiate the customer offering and solidify the schemes role as a 'town centre'.

## IMPROVE WAULT:

There is the option to increase the Centre WAULT through active tenant discussion to renegotiate or remove upcoming break options with approx. 38% of the income linked to break options within the next five years.

## CINEMA:

The incoming purchaser has the option to complete the refurbishment and fitout of the cinema. The 5-screen cinema is already substantially fitted out with limited works required to make it operational. The opening of the cinema would drive footfall and facilitate the lettings of the adjoining units, with several tenants already expressing interest in these units.

## DEVELOPMENT SITE:

Included in the sale is the adjacent site, extending to 1.34 hectares, which has planning permission for 275 apartments, together with additional retail accommodation and a creche (currently subject to Judicial Review - reference ABP-309668-20).

## OFFICE DEVELOPMENT:

Three levels of offices in shell and core finish have planning permission for change of use to residential use: - 21 apartments with external alterations including the addition of balconies to the facade, internal alterations and all associated site works. The offices, which are independently accessed from Marsh Road, extend to approximately 2,827.4 sqm (30,434 sq ft) GIA.





## SERVICE CHARGE

The operating costs of Scotch Hall Shopping Centre is based on the Vendors reasonable estimate of the likely amount of service charge expenditure to be incurred throughout the forthcoming year. The apportionment of the service charge between tenants is calculated on the basis of the proportion that the floor area of an individual demised unit bears to the total floor area of all applicable units forming part of the centre.

## PLANNING

The subject property is zoned B1 - Town or Village Centre under the Louth County Development Plan 2021-2027.

## BER TBC

## PROPOSAL

Offers are sought in excess of €21m for the entire.

## DATA ROOM

A data room containing legal documentation and background information is available at

[www.scotch-hall-shopping-centre.com](http://www.scotch-hall-shopping-centre.com)

Access to the site is restricted and will be granted on acceptance of the NDA.

**ALL VIEWINGS ARE STRICTLY BY APPOINTMENT  
THROUGH SELLING AGENTS COLLIER.**



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