



# Dark clouds gather over the retail market

Changing consumers



Internet shopping



Comparing prices online



Ageing population



Going out for a meal is more popular

LESS = MORE

New generation



Move to the big cities

Changing (or not) entrepreneurs



Online only buys off market share



Store sales and margins under pressure



Independent store owners quit sooner no successors very few starters



Venture capitalists have no heart for retail



Bankruptcies



Focus on prime locations



More and more food & drink outlets



1 Fewer reasons to go into town



2 Footfall decreases by 28% over 15 years



4 Vacancy starts to increase again: vacancy rates in medium-sized cities highest at 12%



3 Fewer stores: the number of shops decreases by 15% over 15 years



Less demand for shops and stores

Rental rates decrease



Value of store locations decrease (now also on A1 locations)

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