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A joint development between Sonae Imobiliária and Miller Developments

Coimbra Retail Park opens in November

- **12 new shops with 12.800m² of GLA**
- **60% of the total GLA already committed**
- **2,5 million visits/year estimated**
- **Estimated sales of €35,2 million/year**

Sonae Imobiliária and Miller Developments will inaugurate next November the Coimbra Retail Park, a joint development (50%/50%) by these two companies, which began its construction in December 2002, with a total investment of €14 million.

Located by the Eiras road, in the city's natural expansion area, the Coimbra Retail Park will have 12 new shops covering 12.800m² of Gross Lettable Area (GLA) to which a set of pre-existing Modelo Continente shops will be associated, such as Modelo, Autocenter, Worten and Modalfa, which represent 5.500m² of GLA and attract 1,7 million visits per year.

Offering 560 new parking spaces, this development has already 60% of its total GLA committed at the moment. The brands Mestre Maco (Do-it-yourself), San Luis (Household Appliances), Multiópticas (Optics) and Lojado Gato Preto (Decoration) have already confirmed their presence at the Coimbra Retail Park.

The complementarity which will exist between the pre-existing offer and this new offer will be a true trade point with a high attraction power, thus allowing the Coimbra Retail Park's number of visits per year estimate to reach 2,5 million visits.

The Coimbra Retail Park has an innovative image, in which the use of light-treated, pale-coloured panels stands out, since it allows the distinguishing of each of the units in this commercial park.

The Coimbra Retail Park is located in a 20-minute catchment area of 174 thousand inhabitants, and should

record an annual sales volume of €35,2 million (non-food retail), and will also create 120 direct jobs..

The Coimbra Retail Park is a result of the joint-venture Sonae Imobiliária and Miller Developments have formed in April 1998 for the development of Retail Parks in Portugal and Spain. This will be Sonae Imobiliária's second development in the city of Coimbra, 10 years after the inauguration of Coimbra Shopping, which has been the city's main commerce and leisure centre with over 7,4 million visits in 2001.

Besides Coimbra, Sonae Imobiliária and Miller Development are planning Setúbal and Maia's Retail Parks.

The Sintra Retail Park, the first Portuguese retail park inaugurated by the joint-venture, in November 2000, has had since its opening an average of 108.000 visits per month and has shown in 2002 a average monthly increase of number of visits of 19%, thus demonstrating this commercial format's acceptance in Portugal.

A successful concept

The Retail Park is a site comprised of several averaged dimension commercial units, with areas ranging from 500 to 4000 m². Its main benefit resides in the fact that it allows shopkeepers a larger product display area with significantly lower costs compared to those of a shopping centre, with far more competitive rents, simultaneously satisfying the consumer's expectations in terms of dimension and offer variety, in activity branches carefully defined.

This concept, originally from the United States – where nowadays it has an important status in the consumers' range of choice – finds its biggest European expression in the United Kingdom and Germany, countries that hold about 75% of the Retail Parks Market. The rest is in Scandinavia, Northern and Central Europe, with Italy holding 20% and Spain the other 5%.

The strong growth witnessed in this market is mostly due to the offer variety and complementarity which characterize the Retail Parks, in an extremely attractive combination for the consumer, as well as a generalized purchasing power increase, which has made way for the acquisition of typical Retail Park products, such as home and office articles, do-it-yourself products, household appliances, consumer electronics, toys, clothing and footwear, sports articles and car accessories.