

Building Supermarket Conference



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Introduction



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Context

Supermarkets are playing an increasingly vital role in urban and suburban development. Food retailers make up eight of the top ten retail clients for Contractors and so far this year they have spent nearly £500million on construction

Agenda

- The supermarket as the driver for regeneration
- Winning work with supermarkets
- Supermarkets and mixed use developments
- Securing planning permission
- Effective partnerships
- Sustainability & Green building
- Future for supermarket development

What is a Supermarket ?

- No longer a convenience food store
- Now a retail destination intrinsically linked to every day life
- Increased non food element
Clothing, Chemist, Household & Electrical goods, Entertainment , Petrol , Furniture
- Internet & Home deliveries
- Banking, Insurance, Telecommunication ,Travel
- Critical part of the UK Economy

What can we learn from Supermarkets

- Early strategic research on Market needs
- Understanding their clients
- Tight control on costs & margins
- Supply Chain Management essential
- Invest in IT infrastructure
- Logistics a fundamental issues
- Working in a trading environment
- Commitment to Sustainability and life cycle costs
- Desire for overseas expansions
- Committed to Customer Satisfaction & loyalty

Review of Main Players

TESCO

- Group sales increased by 8.3% to £30.4bn
- Mixed Development Pipeline
- Extensive Overseas expansion
- Range of Formats & Sizes
- On-track to deliver 8m sq ft of new space this year (75% outside the UK)

SAINSBURY'S

- Total sales up 3.7 per cent to £11,158 million
- Property value increases by £1 bn to £8.5 bn
- Weekly transactions now over 18.5 million
- £432 million raised to grow space by 15 per cent in the two years
- 10,000 new jobs to be created in the two years

MARKS & SPENCER

- New CEO Marc Bolland
- Sustainability Plan A Agenda
- Stand Alone Food stores @ NHS Sites
- Sales up 2.8% at £4.3bn
- Operating profit £365.0m (last year £372.4m)
- 600 Stores

WAITROSE

- OCADO Home Deliveries
- 185 UK Stores
- Synergies with Department Stores
- Stand only Home Stores & Motorway Services
- Sales at its 29 department stores grew to £78.54m in the week Growth

ASDA

- ASDA part of the Global Wal-Mart recently sold for £7bn as part of a company restructure
- Total net sales for the Company in 2008 were \$374.5 billion, an 8.6 % increase over the previous fiscal year and a record for any retailer
- 176 million consumers in 13 countries shop in a Wal-mart Store every week
- Opened 3,000th International unit
- Added 101 locations in China
- Formed joint venture with Bharti Enterprises in India
- Speaker Introduction – Bob Simpson ASDA