



Gallagher Ltd constructed a new NEXT Home and Fashion store at Eclipse Park in Maidstone. The new concept Home and Fashion store at Eclipse Park is one of approximately twenty to be constructed by NEXT across the UK and offers homeware, DIY products and fashion in a state of the art store.

The concept is for it to be a showroom to support the NEXT internet shopping service (if you order by 10pm you are guaranteed pick up from your local store the next day). Internet shopping and widening the range of goods beyond fashion to include 'home' is NEXT's strategy for maintaining a strong position in the market place.

The store is not a 'crinkly tin box'. It is built to a high specification utilising brickwork, curtain walling, limestone cladding and Kentish Ragstone. Inside there are 3 floors of sales area including a coffee shop.

As a high quality development, this new store is a fitting addition to Eclipse Park, Maidstone's most modern mixed office, retail and hotel campus close to Junction 7 of the M20. This store represents a major investment into Maidstone and created 180 jobs.

The store opened in November 2014. Additional overflow car parking was provided in the early months to cope with the initial surge of interest.

The deal was progressed in a fast, pragmatic fashion with construction starting only 18 months after Next first made contact with Gallagher - see timeline over the page.



The Development Timeline for NEXT @ Eclipse Park

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| February 2012 | Agent approaches Gallagher with proposal for CostCo warehouse with hundreds of car park spaces. Rejected by Gallagher as being too large and 'not right' for Eclipse Park. |
| May 2012 | Same agent returns with proposition from NEXT. They had hoped to go to the Newnham Court re-development but it wasn't progressing quickly enough for them. The NEXT Chief Executive Lord (Simon) Wolfson visited the area and told someone to find out more about Eclipse Park because it was well located and looked 'ready to go'. Design and size of building, draft contract terms and programme are discussed and an initial agreement quickly reached based on certain assumptions. |
| June to Sept 2012 | Design continues to evolve and Heads of Terms adjusted accordingly. |
| October 2012 | Lord Wolfson visits to attend pre-application meeting with Maidstone BC and shakes hands on the (un-finalised) deal. Design and planning team appointed (no formal arrangements with NEXT). |
| 29 November 2012 | Further pre-application meeting with MBC and their retail consultant – what joy! |
| 24 December 2012 | Planning application submitted. |
| 8 February 2013 | Amended details submitted following feedback – building moved away from the road leading to the motorway. |
| 6 June 2013 | Goes to planning committee with Officers' recommendation to refuse. Committee recommends approval by narrowest of margins subject to agreeing S106 'next meeting'. |
| 29 August 2013 | Committee finally approves the application (& the S106). |
| 31 October 2013 | Planning permission granted, triggering: Detailed design instructed Pre-commencement conditions discharged S106 monies paid. |
| 2 December 2013 | Work starts on site (before expiration of JR period). |
| 28 July 2014 | Access given to NEXT to commence fit-out. |
| 7 November 2014 | NEXT open to the public! |

