

KNIGHTSBRIDGE  
PARTNERSHIP

25<sup>th</sup> September 2025

# KNIGHTSBRIDGE PARTNERSHIP ANNUAL BREAKFAST



# TODAY'S AGENDA

Welcome

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Duncan Palmer, Managing Director, Bvlgari

Working together

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Michael Ward, Managing Director, Harrods

Our Business Plan and Progress

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Steven Medway, Chief Executive

Shaping the next five years

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Breakout Groups

Closing Remarks

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Rachel Blake MP

Duncan Palmer  
**Managing Director**  
**Bulgari**





Michael Ward  
**Managing Director**  
**Harrods**



Steven Medway  
**Chief Executive**  
**Knightsbridge**  
**Partnership**





# KNIGHTSBRIDGE PARTNERSHIP IN BRIEF





# DRIVING TRANSFORMATIONAL CHANGE

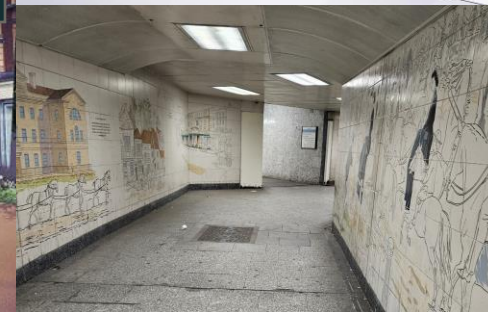
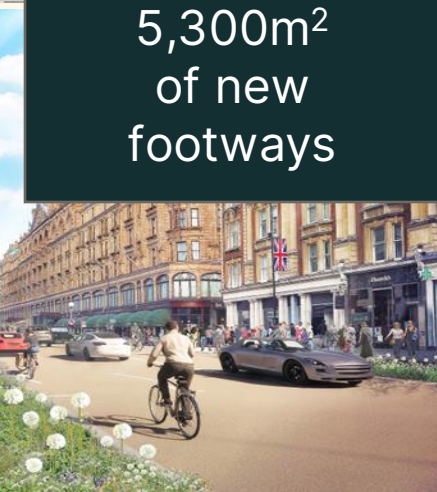
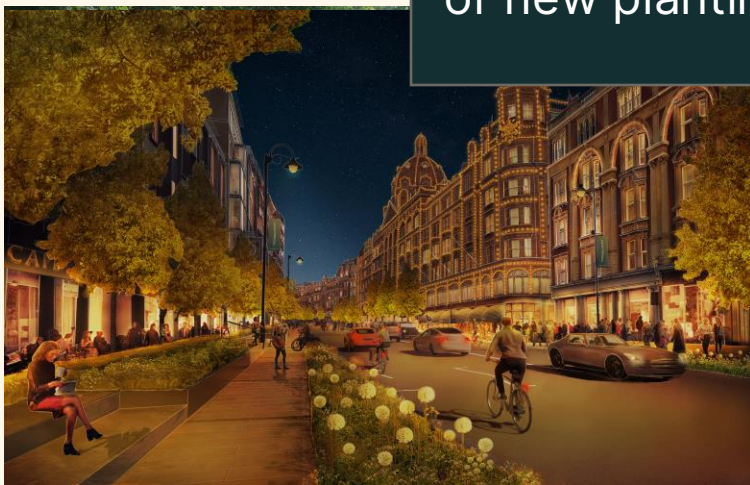
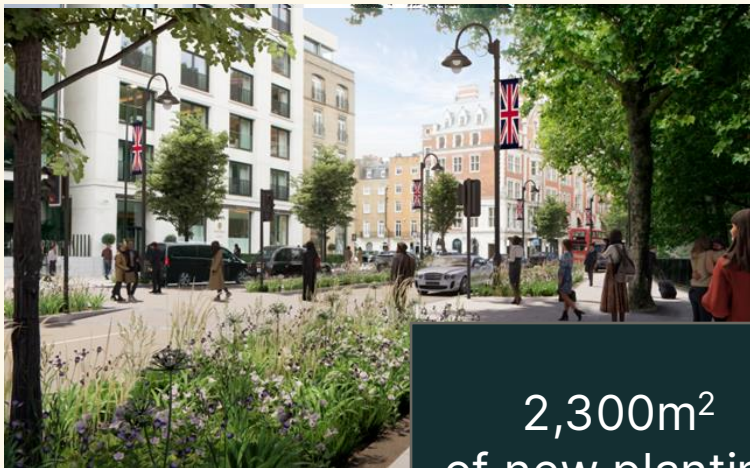
Over  
£350M  
investment into  
Knightsbridge

£100M place  
and public realm  
improvements

13 improved  
and 2 new  
crossings

2,300m<sup>2</sup>  
of new planting

5,300m<sup>2</sup>  
of new  
footways





Over £160K stock recovered

Over £1 Million saved

250 live and on demand training courses

90% prosecution rate



# HEADLINE DATA AND INSIGHTS - SEP 2024 TO AUG 2025

VISITORS TO THE DISTRICT

75.8M

TOTAL FOOTFALL (PREVIOUS 12 MONTHS)

INCREASE IN FOOTFALL - YEAR ON YEAR

+0.1%

KNIGHTSBRIDGE

+0.5%

WEST END

+0.8%

GREATER LONDON

£1.1BN  
Total Sales

SALES (DOMESTIC)

£484.0M

VALUE OF DOMESTIC SALES

44%

OF TOTAL  
SALES

-8.5%

DECREASE IN AREA  
SALES YOY

89%

OF SALES FROM  
FASHION, FOOD &  
DRINK AND GENERAL  
RETAIL SECTORS

+5.5%

INCREASE IN  
CUSTOMERS  
PURCHASING  
YEAR ON YEAR

-2.8%

DECREASE IN  
AVERAGE TRANSACTION  
VALUE YEAR ON YEAR

SOURCE: BEAUCLAIR

SS SALES (INTERNATIONAL)

£616.1M

VALUE OF INTERNATIONAL SALES

56%

OF TOTAL  
SALES

-6.4%

INCREASE IN AREA  
SALES YOY

37%

OF INTERNATIONAL  
SALES FROM USA

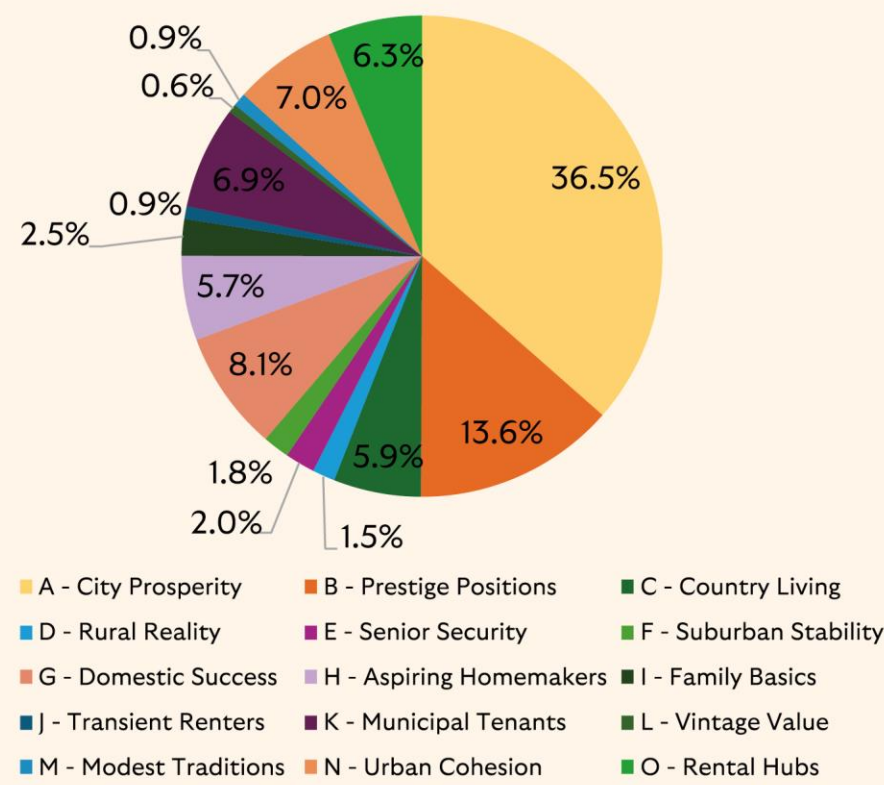
40%

OF INTERNATIONAL  
SALES FROM GCC

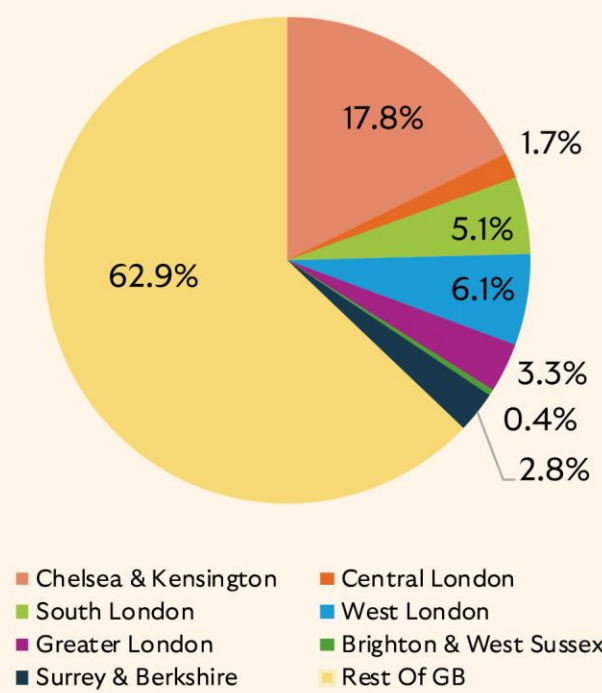
SOURCE: SAVILLS

# PROFILE AND ORIGIN OF CUSTOMERS

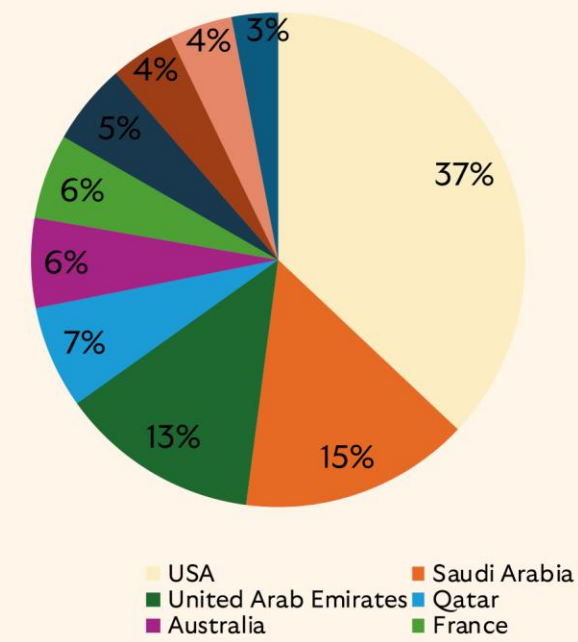
DEMOGRAPHIC PROFILE (DOMESTIC)



DOMESTIC ORIGIN

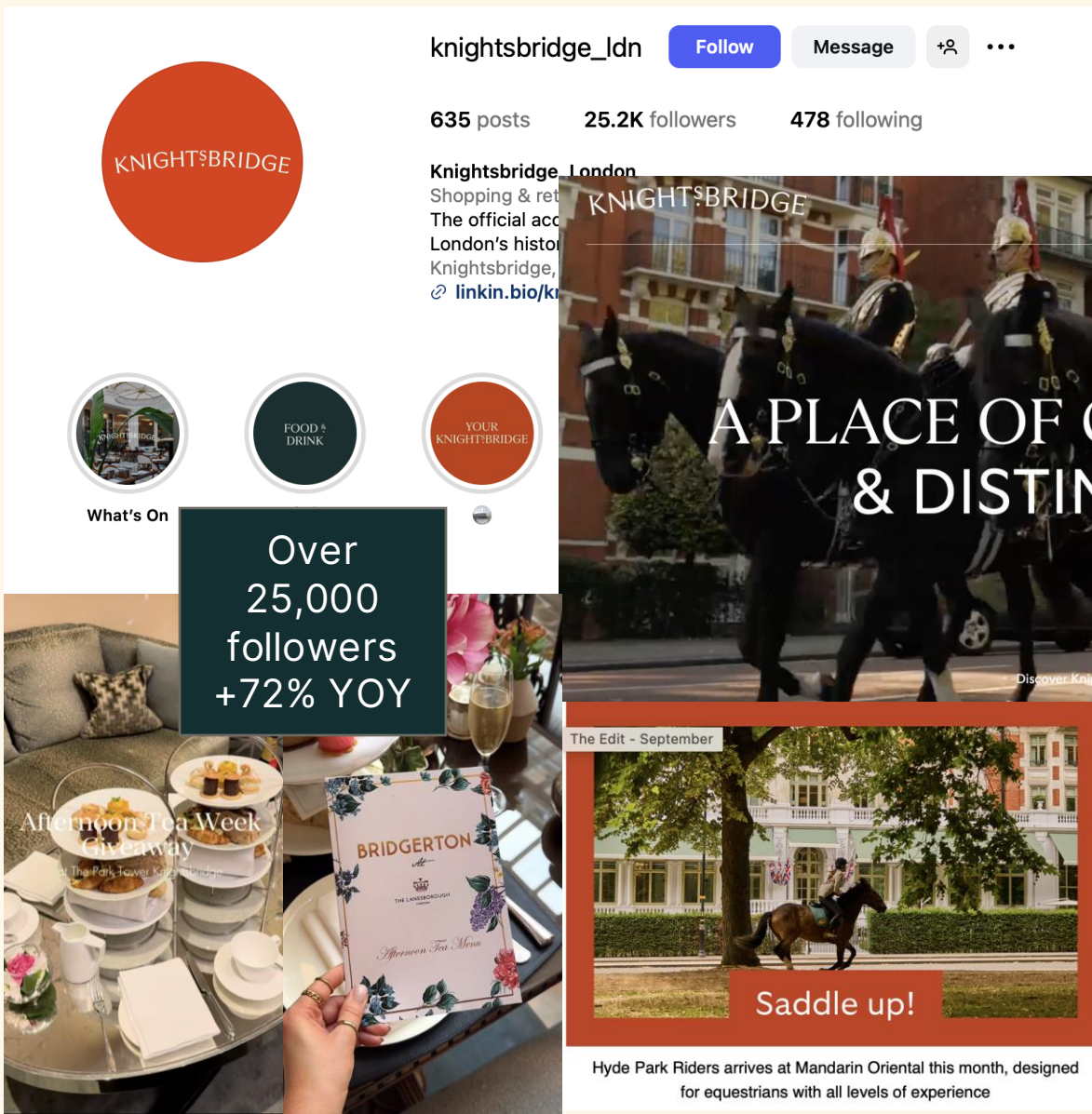


INTERNATIONAL ORIGIN





# LEVERAGING THE INTERNATIONAL CENTRE



knightsbridge\_ldn Follow Message +3 ...

635 posts 25.2K followers 478 following

**Knightsbridge, London**  
Shopping & retail  
The official account  
London's historic  
Knightsbridge,  
📍 [linkin.bio/knightsbridge](https://linkin.bio/knightsbridge)

**What's On**

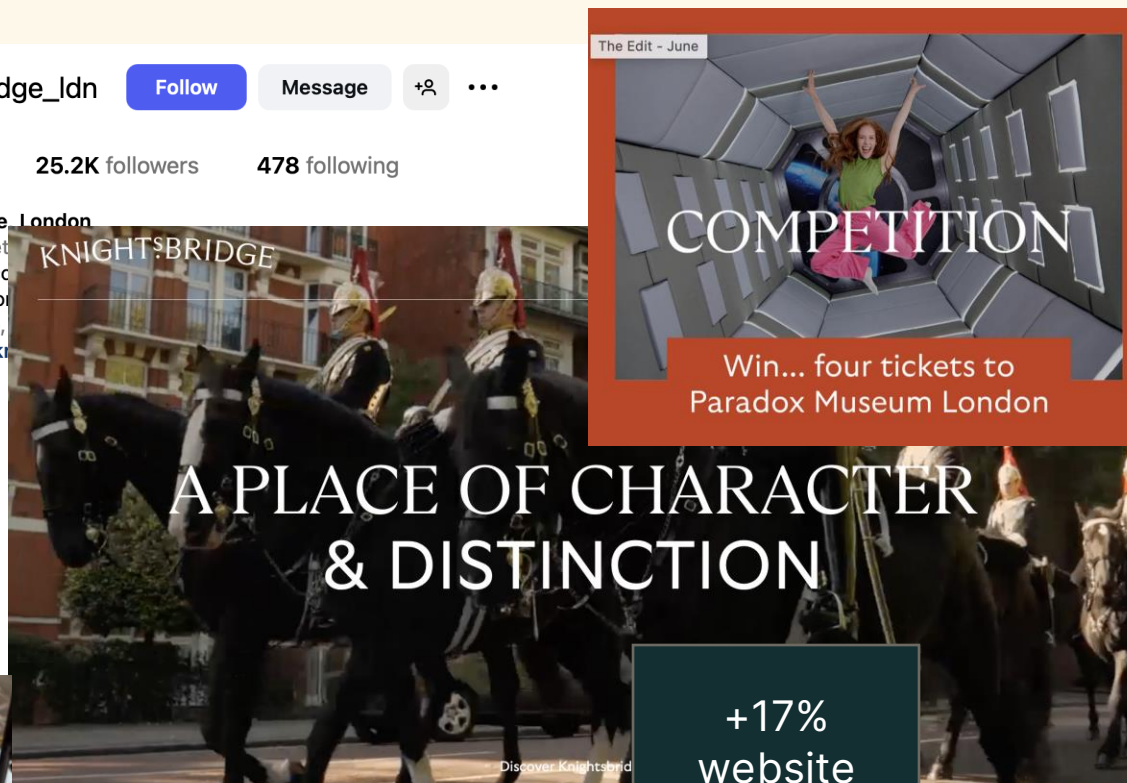
- KNIGHTSBRIDGE
- FOOD & DRINK
- YOUR KNIGHTSBRIDGE

Over 25,000 followers +72% YOY

Afternoon Tea Week Giveaway

BRIDGERTON

Hyde Park Riders arrives at Mandarin Oriental this month, designed for equestrians with all levels of experience



The Edit - June

KNIGHTSBRIDGE

COMPETITION

Win... four tickets to Paradox Museum London

A PLACE OF CHARACTER & DISTINCTION

Discover Knightsbridge



The Edit - September

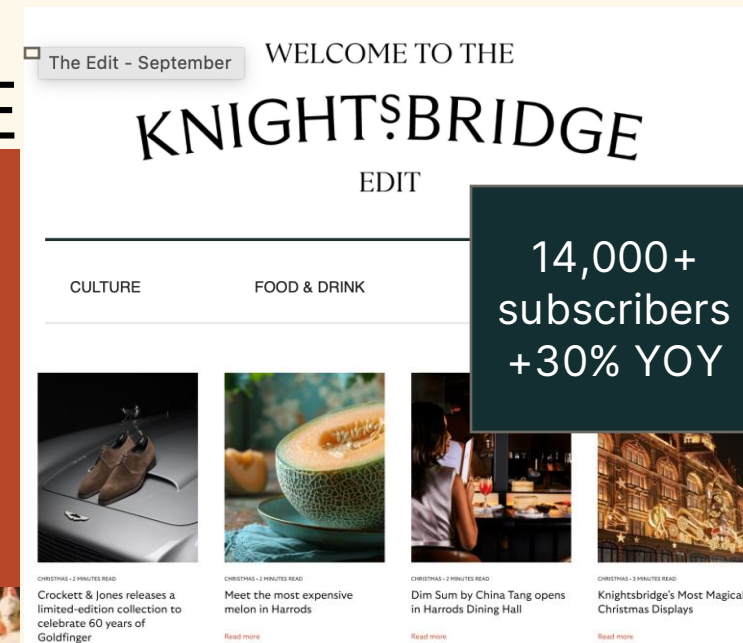
Saddle up!

Hyde Park Riders arrives at Mandarin Oriental this month, designed for equestrians with all levels of experience



The glow guide

Getting holiday ready? These beauty hotspots will have you prepped for takeoff



The Edit - September WELCOME TO THE

## KNIGHTSBRIDGE

EDIT

CULTURE FOOD & DRINK

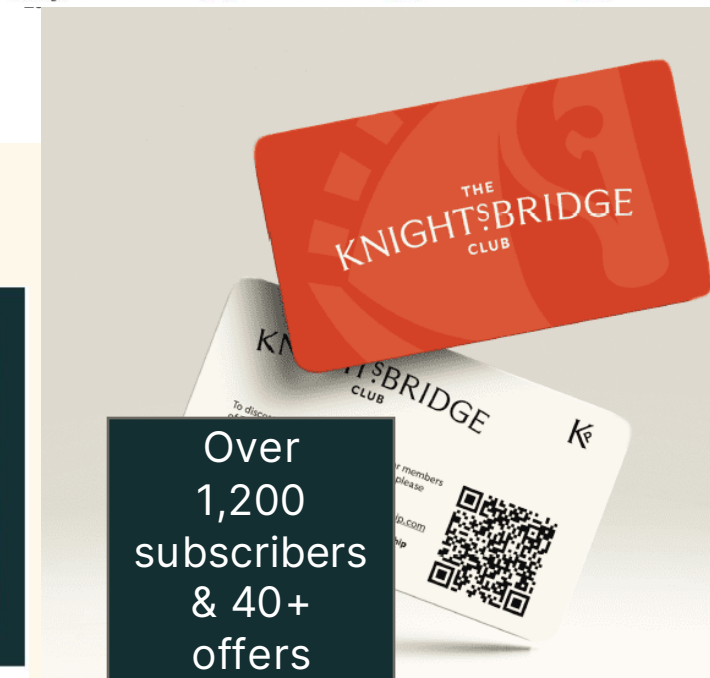
14,000+ subscribers +30% YOY

CROCKETT & JONES releases a limited-edition collection to celebrate 60 years of Goldfinger

Meet the most expensive melon in Harrods

Dim Sum by China Tang opens in Harrods Dining Hall

Knightsbridge's Most Magical Christmas Displays



THE KNIGHTSBRIDGE CLUB

Over 1,200 subscribers & 40+ offers



**SHAPE THE NEXT FIVE  
YEARS**





# SHAPE THE NEXT FIVE YEARS

This is your opportunity to help shape our priorities for the next five years.

On your badge is a sticker, this means something.

Yellow – Driving Transformational Change

Green – Providing Business Support & Insights

Orange – Enhancing Quality Environment

Pink – Driving Footfall and Spend

You will get a chance to visit each area, listen out for the buzzer to switch tables to your left.





**Rachel Blake MP**

**Cities of London and  
Westminster**





GET INVOLVED



# FUTURE EVENTS



**29th September: Sustainability Forum**

**14th October: Place Strategy Launch Event**

**15th October: Business Resilience Forum**

**19th November: Business Resilience Forum**

**27th November: Festive Celebration**

**10th December: Business Resilience Forum**



# MEET YOUR TEAM



**Steven Medway**  
Chief Executive



**Rebecca Handley**  
Director of Place and Environment



**Katie Blake**  
Director of Marketing and Communications



**Charlotte Griffiths**  
Executive Assistant



**Alasdair Hawthorne**  
Business Engagement Executive



**Dan Johnson**  
Public Realm Projects



**Elaina Moulds**  
Marketing & Communications Manager



**Mark Attridge**  
Business Crime Reduction Officer



**Rishi Sood**  
Savings Consultant



**Day Street Team**  
**07496 222860**



**Evening Street Team**  
**07432 325512**



**Cleansing Team**