

RETAIL



SHOPPING CENTRES.
HIGH STREET.
CENTRAL LONDON.
OUT OF TOWN. LEISURE.
FOODSTORES.

KNIGHT FRANK RETAIL

DETAILED KNOWLEDGE. WEALTH OF EXPERIENCE. ALL RETAIL.

"RETAIL IS A DYNAMIC AND FAST MOVING SECTOR
WHICH OFFERS TREMENDOUS VALUE AND SUCCESS
TO THE EXPERIENCED AND WELL ADVISED."



INTRODUCTION

Welcome to our Retail Brochure which highlights the key disciplines we cover across the sector with a selection of our recent transactions.

Far too often, headlines covering the retail sector have tended to be on the negative side, concentrating on retailer failure, destructive price wars and the slide of the High Street at the hands of the enemy – online retail.

Retail is a dynamic and fast moving sector which offers tremendous value and success to the experienced and well advised. Omni-channel retailing, retailer insolvency and an over-supply of retail are more opportunities for the initiated than the challenges they are presented to be by the press. Uncertainty surrounding Brexit is yet another.

At Knight Frank we firmly believe that there is much opportunity in the sector for retailers, investors, and developers. Retail and Leisure is firmly in the UK psyche and as a sector a far more consistent performer than the majority believe.

We have invested significantly in our retail platform in recent years and are able to offer our clients trusted advice from experienced individuals across the full retail property spectrum. We have put together a selection of highlights from the key service lines to demonstrate the depth and range of our knowledge and experience. We are very proud of the client testimonials that sit alongside, as our only measure of success is that of the clients we advise.



ALEX MUNRO
Partner, Head of Retail

OUR EXPERTISE

'EXPERIENCE TO UNDERSTAND YOUR REQUIREMENTS ACROSS ALL AREAS OF RETAIL'

- Shopping Centres
- High Street
- Central London
- Out of Town
- Leisure
- Foodstores
- Automotive

OUR SERVICES

'WORKING COLLABORATIVELY TO OFFER THE SERVICES YOU REQUIRE'

Leasing, Acquisitions and Disposals

- Agency
- Development Consultancy & Site Agency
- Tenant Representation
- Lease Advisory
- UK Capital Markets
- Global Capital Markets

Professional Consultancy

- Valuations
- Research & Market Analysis
- Building Consultancy
- Business Rates
- Planning
- Project Management
- Property Asset Management
- Global Corporate Services
- Restructuring & Recovery
- Sustainability



SHOPPING CENTRES

Shopping centres are an integral part of our retail capability. Recognising their importance to our clients, Knight Frank have invested in this area through considerable recruitment in 2016.

Servicing a range of REITs, institutions and property companies, our experience in the core market of strong regional centres is undoubted.

Our occupational team works side by side with capital markets to ensure a holistic and grounded approach in maximising returns to our clients.

We value the relationships with our clients above all else, meaning we look to provide the best long term advice with integrity at the heart of everything we do. Expect a high level of service from our dedicated experts who put client care at the forefront of their minds.



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"AS OUR RETAINED AGENTS ON THE ARNDALE EASTBOURNE AND THE GROSVENOR CENTRE NORTHAMPTON, KNIGHT FRANK HAVE PROVIDED US WITH A PROFESSIONAL MARKET LEADING SERVICE. THEIR KNOWLEDGE AND EXPERTISE MADE THEM THE PERFECT CHOICE AND HAS BEEN CRUCIAL THROUGHOUT THE EVER CHANGING RETAIL LANDSCAPE. THEIR PRE-LEASING KNOWLEDGE HAS BEEN INVALUABLE ON THE EASTBOURNE EXTENSION WHICH HAS RESULTED IN THEM SECURING SEVERAL GREAT BRANDS NEW TO THE TOWN AND LEFT US AHEAD OF OUR PRE-LETTING TARGETS."

Andrew Rice
Legal & General Investment Management

KEY DEALS

SHOPPING CENTRES



EAGLES MEADOW, WREXHAM

CLIENT :: LSIM / Canada Pension Plan

OUTLINE :: 390,000 sq ft
Major Shopping Centre anchored by Debenhams, M&S and Boots with strong WAULT and covenant.

ACTIVITY :: Sold to Ventnor in April 2015 for £75m reflecting a NIY of 8.4%.



NICHOLSONS SHOPPING CENTRE, MAIDENHEAD

CLIENT :: Vixcroft

OUTLINE :: 200,000 sq ft Shopping Centre anchored by Next, H&M and Top Shop. Dominant scheme with asset management angles and strong growth story.

ACTIVITY :: Purchased for Vixcroft in March 2015 for £37m reflecting a NIY of 6.25%.



THE ARNDALE CENTRE EXTENSION, EASTBOURNE

CLIENT :: Legal & General Investment Management

OUTLINE :: Leasing agents on the Arndale Centre since 2008, the Shopping Centre Leasing Team are currently driving deals in the existing centre and new extension, which is anchored by Next & H&M, confirming its position as one of the South East's leading Retail destinations.

ACTIVITY :: Covering 175,000 sq ft of new retail space, the extension includes 25 new stores, restaurant terrace for 7 operators and a 9 screen Cineworld Cinema. The most recent letting is a 5,690 sq ft unit to New Look on a 10 year term.



THE GROSVENOR CENTRE, NORTHAMPTON

CLIENT :: Legal & General Investment Management

OUTLINE :: The Grosvenor Centre is Northampton's dominant retail destination, providing 325,000 sq ft of quality retail space, generating in excess of 11 million visitors per year.

ACTIVITY :: The Grosvenor centre has recently benefited from a full refurbishment and improved retail offer with the addition of a new 50,000 sq ft Primark and 16,000 sq ft Next to anchor the scheme. The most recent letting is a new 5,300 sq ft unit to Deichmann for a 10 year term.



OUT OF TOWN RETAIL & LEISURE

Enthusiasm, diligence and innovation are core to our client service. We have an established and focused team which is proud of its strong background on the occupational side and feel it is well placed to offer honest market-facing advice.

We recognise the importance of research and the changing face of retail and leisure. The relationship between in vs. out of town retail and online vs. bricks and mortar is critical to this sector. Multichannel retail is the holy grail of the retail world and the out of town sector is a key component of this. The increasingly demanding consumer is driving the retail and leisure environment, which more than ever requires owners to actively manage their assets.

The team have the experience and capability of selling a variety of assets, from solus units, sale and leaseback portfolios, to larger retail and leisure parks. They are similarly successful on the buy side and have demonstrated a number of times their ability to uncover off-market opportunities for clients through their focused and targeted approach.



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"KNIGHT FRANK HAVE ESTABLISHED THEMSELVES AS ONE OF OUR MOST TRUSTED ADVISERS, RETAINED AS THE VALUER TO THE LEISURE FUND, AND CONSTANTLY SEEKING NEW AND INNOVATIVE IDEAS. THEIR INVESTMENT TRACK RECORD OVER THE LAST 2 YEARS HAS BEEN EXCELLENT, WHILST MAINTAINING HIGH STANDARDS OF INTEGRITY AND KNOWLEDGE."

Andrew Ferguson
Leisure Fund Limited Partnership (Legal & General)

"THE OUT OF TOWN RETAIL AND LEISURE TEAM AT KNIGHT FRANK HAVE BOUGHT AND SOLD OVER £100 MILLION OF ASSETS FOR US. THEY HAVE ENERGY, INTEGRITY AND DEEP MARKET KNOWLEDGE. THEY HAVE BECOME ONE OF OUR PARTNERS OF CHOICE."

Andrew Jones, CEO
LondonMetric Property Plc

KEY DEALS

OUT OF TOWN RETAIL



TESCO, WELLING AND SAINSBURY'S, BISHOP AUCKLAND

CLIENT :: Aviva Investors

OUTLINE :: Sale of 71,000sq ft Tesco store within a vibrant London location and 97,000sq ft Sainsbury's food store in Bishop Auckland. Tesco had reviews geared to RPI, Sainsbury's had review to open market.

ACTIVITY :: Instructed to formally sell Tesco, Welling we were able to include J. Sainsbury, Bishop Auckland to match the vendor and purchaser's requirements. Freehold purchased by AW Charitable Trust in July 2016 for £57.50m.



SOLUS RETAIL TRANSACTIONS

CLIENT :: Clients include M&G Real Estate, Aberdeen Asset Management and Knight Frank Investment Management.

OUTLINE :: Transactions include units let to Wickes, DSG, Matalan & Homebase with a total value of £39.95m (average WAULT of 8.9 years).

ACTIVITY :: 30% Sales / 70% Acquisitions with two recent deals (Shrewsbury, Leeds) involving equity from overseas and 2 assets sold having first agreed lease re-gears with the tenant.



HOUGH RETAIL PARK, STAFFORD

CLIENT :: Albemarle Stafford LLP c/o Knight Frank Restructuring & Recovery

OUTLINE :: 100,000 sq ft dominant bulky goods retail park in Stafford where tenants include B&Q, Home Bargains, Steinhoff UK, Maplin, SCS and Argos.

ACTIVITY :: A NIY of 6.77%, following a full marketing campaign.

KEY DEALS

LEISURE



WEST CENTRAL, BOURNEMOUTH

CLIENT :: The Leisure Fund (c/o Legal & General Investment Management)

OUTLINE :: Odeon anchored scheme in Central Bournemouth having previously been a surface car park at the end of the main high street pitch. West Central is due for completion Q4, 2016 and will total circa 115,000 sq ft of leisure and restaurant accommodation.

ACTIVITY :: Purchased for £43.36m reflecting a NIY of 6.25%. We recognised that at a crucial time in the pre-let and pre-construction process, the developer needed a funding partner. We were able to agree terms between the developer and L&G in a very short timeframe, making sure the development process maintained its momentum.



PROJECT PEPPER PORTFOLIO

CLIENT :: AEW Real Return Fund

OUTLINE :: Leisure Portfolio comprising 17 pubs and 5 convenience stores across England. Tenants include Brunning & Price, Spirit Pub Co. and Tesco stores.

ACTIVITY :: Purchased for AEW UK Real Return Fund for £20m in June 2016 reflecting a NIY of 6.23%.



ODEON CINEMA, TAUNTON

CLIENT :: LondonMetric Plc

OUTLINE :: Freehold sale of 27,132 sq ft Odeon Cinema in April 2016.

ACTIVITY :: Sold to OLIM Property Ltd for £9.1m reflecting a NIY of 5.5%. Off market transaction completed within 20 working days.



HIGH STREET

The High Street team at Knight Frank works closely with some of the UK's best known Landlords and occupiers, providing a truly joined up approach. This experience is also backed up by a dedicated research team that has access to a vast array of data that both informs and assists clients in how they formulate their property strategies.

We understand that each client has varying and different needs and we develop tailor made solutions to ensure those goals are met. Whether that be acquiring a flagship store for a major international retailer in Central London, sale or purchase of a high street block or a letting for an individual Landlord in a market town. We work in partnership to deliver the required results.

The team are currently representing some of the UK's most familiar brands such as Clintons, Tesco and Save the

Children, as well as working with new emerging and exciting brands such as Black Sheep Coffee. They have also been appointed by some of the UK's largest landlords in Delancey and The Berkeley Group to provide expert letting advice on a number of projects, as well as being instructed on high profile trophy buildings within Mayfair and Park Lane.

Our capital market and agency teams work hand in hand recognising that the occupational knowledge is critical to all our clients long term goals and strategies.



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MIKE WIMBLE
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"HAVING PREVIOUSLY ADVISED US ON THE ACQUISITION OF THE SHOPPING CENTRE, KNIGHT FRANK HAD MONITORED THIS ADJACENT HOLDING AND WERE ABLE TO DELIVER THE DEAL AT THE RIGHT TIME. THEIR ADVICE AND OVERALL SERVICE WAS, AS EVER, FIRST CLASS."

Jane Jeffery,
UK & European.

KEY DEALS

HIGH STREET



129-137 & 151-161 KENSINGTON HIGH STREET, LONDON

CLIENT :: Aviva

OUTLINE :: Instructed following competitive pitch. The property includes 19 residential flats let on a combination of ASTs and Regulated Tenancies. Retail passing rents generally reflected c£225-£270 Zone A.

ACTIVITY :: Sold for Aviva in March 2015 to DTZ Investors for £55.4m reflecting NIY of 4.00%.



THE HANNINGTONS ESTATE, NORTH STREET, BRIGHTON

CLIENT :: Redevco

OUTLINE :: The Hanningtons Estate comprises 29 retail units, 41 residential flats and 19,500 sq ft office accommodation with planning consent for a further 13 retail units, 7 flats and 2 floors of offices. Primary tenants include American Apparel, White Company, Kurt Geiger and Snow & Rock.

ACTIVITY :: Acquired for Redevco June 2015 following competitive bidding process (14 bids) for a purchase price of £56.7m, reflecting an EY of 5.25% and RY of 5.65% on let space.



104-108 CHISWICK HIGH ROAD, LONDON

CLIENT :: Sofa Brands International Limited

OUTLINE :: Prominent 5,017 sq ft High Street unit acquired June 2016. This store will be used to launch a brand new concept for this client.

ACTIVITY :: Assignment of existing lease expiring 2028 for a rent of £160,000 pax. Premium £85,000.



CENTRAL LONDON

The Knight Frank Central London Retail team is currently instructed by some of the capital's best known landlords and retained by some of the world's leading brands such as Seiko, Equinox and Milos. The team's unrivalled knowledge of the Central London market has helped our clients to secure some of the capital's premier locations.

This team is also supported by our market leading research function that has access a vast array of data that helps in supporting the real estate strategies of our international clients.

Our team has been involved in some of the most high profile transactions within London over the past 12 months and has delivered unrivalled results for Investors, Landlords and Tenants alike.

The knowledge and understanding of our small but energetic team allows our clients to keep pace with the ever changing face of one of the world's truly global cities that is London.

Knight Frank are now established as one of the key agents with access to a number of high profile and active overseas purchasers, thus have the ability to deliver best in class central London opportunities.



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"THE KNIGHT FRANK TEAM RECENTLY ADVISED ON THE PURCHASE OF 61-67 OXFORD STREET. THEIR EXTENSIVE KNOWLEDGE OF THE MARKET AND THEIR CONSIDERED ADVICE LED TO THE SUCCESSFUL CONCLUSION OF THIS TRANSACTION."

Sue Chan – (CEO & Executive Director)
Chinese Estates

KEY DEALS

CENTRAL LONDON



94 KENSINGTON HIGH STREET, LONDON W8

CLIENT :: Chedstone Investment Holdings Ltd

OUTLINE :: Off market disposal of this prominent 8,050 sq ft retail unit on Kensington High Street following an acquisition in 2011 at £9.8m.

ACTIVITY :: Sold for Chedstone in November 2015 to Private European for £13m reflecting a NIY of 3.00%.



61-67 OXFORD STREET & 11-14 SOHO STREET, LONDON W1

CLIENT :: Chinese Estates Holdings Ltd

OUTLINE :: Off Market acquisition of this newly developed 55,162 sq ft mixed use investment in close proximity to the Tottenham Court Road Crossrail station. Tenants include Zara, 2 office and 2 residential tenants.

ACTIVITY :: Freehold acquired for Chinese Estates in May 2016 for a purchase price of £182.8m reflecting a NIY of 2.49%.



52 CONDUIT STREET, MAYFAIR, LONDON W1S

CLIENT :: Star Grace Developments Ltd

OUTLINE :: Instructed to pre-let this 3,683 sq ft property in the heart of Mayfair following the expiry of Issey Miyake lease. Nearby retailers include Vivienne Westwood, Dior, John Varvatos, DSquared2, Jimmy Choo and Burberry.

ACTIVITY :: Let to Christian Liaigre for a 15 year term at a rent of over £500,000 pax achieving a record Zone A of £506 per sq ft and a premium over £1m.



1 REGENT STREET, LONDON SW1Y

CLIENT :: Milos London

OUTLINE :: 7,000 sq ft unit forming part of the The Crown Estates £500m investment strategy in Regent Street, St James, which is developing the area's position as a leading location in Central London for business and retail.

ACTIVITY :: Acquired flagship corner restaurant on behalf of Costas Spiliadis, the acclaimed chef and restaurateur for his brand Milos. This deal marks yet another major flagship restaurant to sign up to St James's, following in the footsteps of Philippe Le Roux's Villandry, Angela Harnnett's Café Murano and San Carlo Group's Cicchetti.



FOODSTORES

Only by fully understanding the industry we operate in can we expect to be able to provide market leading advice. At Knight Frank we pride ourselves on our in-depth and unrivalled sector knowledge. Our team are embedded in this market which has undergone structural shift and, whilst the shock headlines may have receded, the industry continues its relentless progression.

At Knight Frank we advise the retailers, as well as developers, local authorities and investors. We act for clients on every aspect of the market from site acquisition, development consultancy, valuation, rent review, lease renewal, disposal and investment trading. This is all underpinned by our market leading research capability and complemented by the residential division.

Our dedicated foodstore team are able to see the "real time" information and by combining this with years

of experience we can predict market trends allowing us identify opportunities and to provide the high quality advice that our clients expect.

- Which of the Retailers are currently acquisitive? When will this change?
- Is there market saturation? Will there be market consolidation?
- Have the Big 4 stabilised their businesses? What will happen to rental levels?
- How will on-line evolve? Which formats still generate the profits?

Market evolution creates uncertainty, risk and opportunity.



RICHARD PETYT
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"WE HAVE WORKED WITH KNIGHT FRANK OVER SEVERAL YEARS ON A NUMBER OF SUCCESSFUL FOODSTORE DEVELOPMENTS. WHAT IMPRESSES US IS THEIR UNDERSTANDING OF THE OCCUPIERS' NEEDS, THE COMPLEXITY OF DEVELOPMENT AGREEMENTS AND ACCESS TO A WIDE VARIETY OF FUNDING SOURCES. WE ARE ABLE TO SECURE THE ADVICE WE NEED THROUGH THE WHOLE DEVELOPMENT PROCESS FROM ONE FIRM IN A SPEEDY TIMESCALE"

Ralph Jones,
Peveril Securities

KEY DEALS

FOODSTORES



ALDI, HOWARD ROAD, ST NEOTS

CLIENT :: Quora Developments Ltd

OUTLINE :: 50,000 sq ft of retail plus 10,000 sq ft industrial starter units. Primary tenants include Aldi, B&M and Pets at Home.

ACTIVITY :: Freehold sold to Osprey Equity Partners. Rent £610,000 per annum.

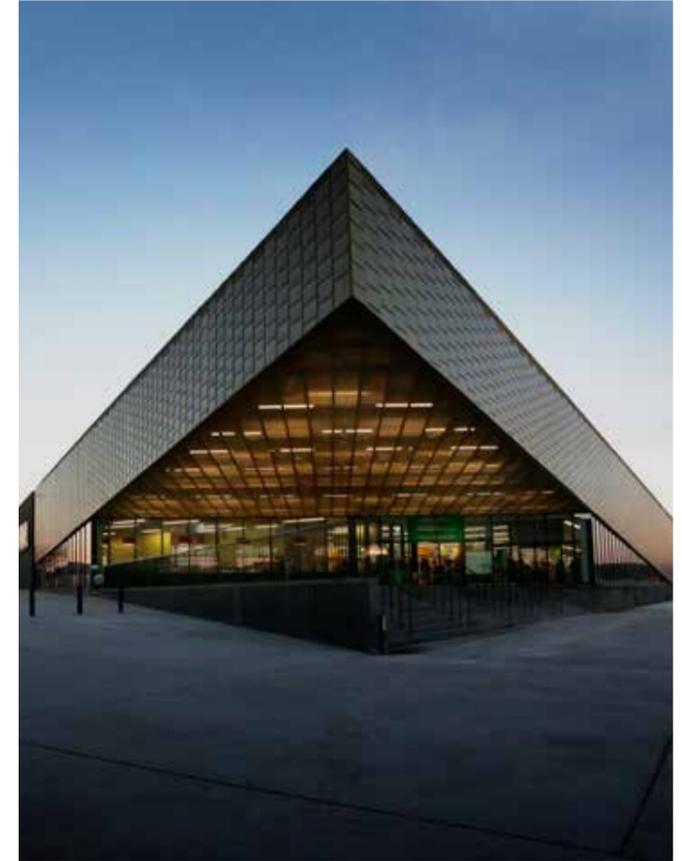


THE CRESCENT, HINCKLEY

CLIENT :: Osprey Equity Partners

OUTLINE :: Forward funding of a 100,000 sq ft Sainsburys superstore as part of a redevelopment of Hinckley town centre by the Tin Hat Partnership, which completed in October 2015.

ACTIVITY :: Purchased by Osprey Equity Partners for £39.5 million, representing a net initial yield of 5.025%.



ASDA, SOUTH QUAY, HAYLE

CLIENT :: Peveril Securities Ltd

OUTLINE :: Site acquisition of a harbour, the pre-letting of the supermarket to ASDA stores and then the forward funding of the development.

ACTIVITY :: Sold to LSIM for NILGOSC for £23.7m reflecting a NIY of 4.4%. Opened on Black Friday November 2014.



LEASE ADVISORY

Knight Frank's retail lease advisory surveyors are embedded within the retail agency team, providing them with in-depth knowledge of the retail market place and access to extensive data on current availability and completed transactions.

Their up to date knowledge of market trends, sentiment and practice is coupled with technical expertise of the highest professional standards. We believe it is essential to keep up to date not only with the market but also with ever-changing case law and statute that affect the landlord and tenant relationship.

The team comprises highly experienced negotiators who are also skilled in the third party process whether that be arbitration, independent expert or court proceedings.

Opportunities to restructure leases have never been greater. Changing market and economic conditions have resulted in retailers and investors undertaking a keener appraisal of leasehold liabilities and investors seeking to minimise void risk whilst maximising investment returns, all of which has resulted in substantial growth in lease restructuring activity. Our retail lease advisory team works closely with our specialist retail teams to maximise the value of such opportunities.



JEREMY ELPHICK
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"KNIGHT FRANK HAS ADVISED ROBERT DYAS ON A WIDE VARIETY OF PROPERTY ISSUES INCLUDING RENT REVIEWS, LEASE RENEWALS AND RE-GEARING OF LEASES. THEY OFFER US CONSISTENTLY GOOD QUALITY ADVICE AND THE HIGHEST LEVEL OF PROFESSIONAL SERVICE."

John Golden, Group Property Manager
Theo Paphitis Retail Group

KEY DEALS

LEASE ADVISORY



HARVIE & HUDSON – 96-97 JERMYN ST, LONDON SW1Y

CLIENT :: Harvie & Hudson

OUTLINE :: Prime Retail Unit.

ACTIVITY :: We acted for the traditional shirt-makers, Harvie & Hudson, in relation to a rent review on their Jermyn Street store and subsequently negotiated a lease extension from the landlord with a rent free period, the proceeds of which were invested in a refit of the store.



CHURCH STREET / CLARENCE STREET, KINGSTON-UPON-THAMES

CLIENT :: Lancashire County Pension Fund

OUTLINE :: Retail premises let to H Samuel.

ACTIVITY :: Acted for the landlord, Lancashire County Pension Fund, represented by Knight Frank Investment Management, in relation to a rent review and subsequent lease re-gear of premises and have since been retained in relation to their holding on Clarence Street.



ROLEX – ONE HYDE PARK, 100 KNIGHTSBRIDGE, LONDON SW1X

CLIENT :: Private Overseas Investor

OUTLINE :: Prestigious retail premises at the iconic One Hyde Park development in Knightsbridge.

ACTIVITY :: Appointed by the landlord, in relation to the first rent review.

DEVELOPMENT CONSULTANCY

The development team have unrivalled knowledge in providing specialist services across the retail spectrum covering High Street, Shopping Centres, Factory Outlet Centres, Out of Town Retail & Leisure together with Mixed Use Regeneration schemes throughout the UK.

The teams in depth knowledge of both the occupational and investment market combined with our inhouse research capabilities provides clients with up-to-date market intelligence and future trends to enable the retail development team to give accurate and concise advise to developers, property companies and investors throughout the market sectors.

Our advice covers:

- Site selection
- Land Assembly
- Design and Layouts
- Site Optimisation
- Research
- Viability studies
- Tenant mix strategies
- Development and Joint Venture Agreements
- Funding



DICKENS YARD, EALING

CLIENT :: St George West London Ltd

OUTLINE :: Appointed as Development Consultants and Letting agents whilst providing additional advice on Research, Investment and Tenant Mix Strategies. Creation of a new Retail and Leisure quarter for Ealing by combining the refurbishment of historic buildings with new contemporary architecture.

ACTIVITY :: Constructed in six phases, with a focus on providing an aspirational fashion and leisure core, the scheme will incorporate 105,000 sq ft Retail/Leisure comprising of 34 Retail shops alongside a 10,000 sq ft Art Cinema, 15,000 sq ft Gym and 966 Residential Units. Opening in Q3 2018.



25 CABOT SQUARE, CANARY WHARF, LONDON

CLIENT :: Hines

OUTLINE :: Appointed as Development Consultants and Letting Agents on the reconfiguration and Extension of this prime building within the heart of the Canary Wharf Estate.

ACTIVITY :: 4 new units ranging from 1,300 – 4,100 sq ft.

TENANT REPRESENTATION

The team at Knight Frank work very closely with occupiers and pride themselves on being not just advisers but part of the team that works together to deliver the shared goals of the client. Utilising market leading resources, including a dedicated research function, Knight Frank provide tailor made solutions that exceed expectations.



CLINTONS

Knight Frank are retained property advisors to Clintons, the leading multiple greeting cards and gift retailer. We supply all property services to the company's 415 branch retail group across the UK and Ireland, advising Clintons with a fully coordinated and integrated property platform, covering both the new acquisition programme and management of the existing portfolio in order to maximise returns.

Service lines also included within the mandate are Property Asset Management, Retail Acquisitions, Retail Disposals, Lease Advisory, Business Rates, Building Consultancy, Research and Location Planning.



EQUINOX

Knight Frank are solely retained to acquire sites for Equinox Clubs throughout London and the UK. Currently trading from 76 sites across the US, Canada and the UK, Equinox is the world's leader in creating luxury fitness destinations.

We assist with the brand's strategic planning for new sites, including provision of demographic research within targeted areas across London. The acquisition of new sites incorporates Knight Frank's retail, office, management, investment and planning departments.



SEIKO

Knight Frank are solely retained to acquire Grand Seiko Boutiques throughout London and the rest of the UK. We assist with the brand's strategic planning for new sites, including provision of demographic research within targeted areas across London.

Seiko has been producing industry leading luxury watches since 1881 and those in the know consider it a market leader within the watch industry. Knight Frank are assisting the brand in acquiring a flagship boutique store within Central London to showcase their premier collection – The Seiko Elite collection.



PENTLAND BRANDS

Knight Frank are retained as the Group's property advisors throughout the UK covering Agency, Lease Advisory, Rating, Building Consultancy and Location Planning.

This Global Brand Management Group is the name behind some of the world's best Sports, Outdoor and Fashion brands which include:

BERGHAUS // LACOSTE // BOXFRESH // ELLESSE
CANTERBURY // HUNTER // HEIDI KLEIN // KANGAROOS
SPEEDO // KICKERS // TED BAKER FOOTWEAR

VALUATIONS

Commercial valuations are one of the major forces within Knight Frank, valuing over £890 billion of assets globally and £200 billion within the UK. The team extends to over 100 qualified valuers, headquartered in London but with representation around the regions.

Within this, the retail team (comprising around 30 qualified valuers) enjoy a close relationship with leasing and investment colleagues, as well as research. This allows us to give market facing and fundamentals based advice to a range of clients including British Land, INTU, M & G, LGIM, Aviva, SWIP, as well as all of the major lenders such as RBS, Wells Fargo, and Deutsche Bank.

Within the UK, the retail valuation team report regularly on over 80 managed shopping centres, 350 High Street shop units, over 250 retail parks and around 300 leisure holdings. We are the second largest contributor to all of the main IPD indices (monthly, quarterly and annually). As well as our uniquely strong standing and relationship with agency and other colleagues, this regular review and constant feedback from an array of principals in the market place gives us a fantastic insight into trends over time on both leasing and investment markets.



FESTIVAL PLACE, BASINGSTOKE

CLIENT :: AEW Europe

OUTLINE :: Festival place Shopping Centre provides 1 million sq ft of retail space comprising 106 retailer shops, 14 restaurant, bars and cafes, 10 screen cinema, sports centre, library, 21 residential units and 2,750 car parking spaces.

ACTIVITY :: Wells Fargo; loan security valuation.



MADAME TUSSAUDS

CLIENT :: Fubon MTL Property (Jersey) Limited and Patrizia UK Ltd (Fubon Life's UK representative)

OUTLINE :: Madame Tussauds is an iconic central London landmark tourist attraction let to Merlin, trading as Madame Tussauds, for 26 years subject to indexed uncapped RPI annual upward only reviews.

ACTIVITY :: Joint valuation undertaken on a quarterly basis by Knight Frank's UK and Taiwan valuation teams for financial reporting purposes under UK GAAP.

AUTOMOTIVE

Knight Frank's specialist Automotive team is a leading advisor to the automotive and roadside property sectors. We operate across the UK and overseas, advising occupiers, developers, landlords and lenders on car dealership, service area, petrol station and roadside retail assets.

We provide unparalleled advice and support to our clients on all property matters, and back this up with industry-leading technology and market research.

We are supported by a network of Knight Frank offices across the globe, offering local knowledge that simply does not exist at other real estate practices.

Combine this with our personal, impartial and tailored advice and the service is unrivalled.

Unlike traditional real estate advisory teams that focus on a single discipline, Knight Frank's Automotive team offers the full spectrum of agency and consultancy services, including:

- Investment Transactions
- Occupational Agency
- Portfolio Reviews & Valuations
- Bank Valuations
- Due Diligence for Business Acquisitions
- Site Finding
- Development Consultancy
- Lease Renewals and Surrenders
- Rent Reviews & Lease Consultancy

We have an extensive track record of dealing with large-scale portfolios and individual assets whether for major institutions or private clients.

"THE RARE ABILITY TO PROVIDE BOTH AN OCCUPATIONAL PERSPECTIVE AS WELL AS DETAILED INVESTMENT ADVICE"

John Humberstone,
Orchard Street Investment Management



WOOLLEY EDGE MSA, M1, WEST BRETTON, WAKEFIELD, WEST YORKSHIRE

CLIENT :: Orchard Street IM

OUTLINE :: Prime Motorway service area between Junctions 38 and 39 of the M1.

ACTIVITY :: Purchased for Orchard Street IM in August 2014 for £35.1m reflecting a NIY of 6.82%.



BP PETROL STATION PORTFOLIO

CLIENT :: Kennedy Wilson

OUTLINE :: Petrol Filling Stations

ACTIVITY :: Rent review negotiations on portfolio of 13 petrol stations. Portfolio value enhancement c.£1m.

OUR TEAM



NOTES

IMPORTANT NOTICE

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**CONNECTING
PEOPLE & PROPERTY,
PERFECTLY.**

