



INTERNATIONAL RETAIL





INTRODUCTION

The retail industry is one of the most dynamic, exciting and fast moving sectors. It offers tremendous value and success to the well advised. Omni-channel retailing, retailer insolvency and an over-supply of retail can be seized as opportunities for the experienced and well initiated.

Our retail teams collaborate globally to provide transparent and trusted advice across the full retail property spectrum.

We provide expertise and, most importantly, a market reach which aligns with requirements of retail developers, investors and occupiers. Our market leading team is supported by an expert research team with links into international markets providing unparalleled industry insights. That's why our experts are regularly appointed to work with some of the most prestigious brands and retail landlords across the world.

We have put together a selection of highlights as a flavour of the breadth and depth of our retail expertise. For us, the only measure of success is that of the clients we advise.



OUR EXPERTISE

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

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

OUR SERVICES

*'WORKING COLLABORATIVELY TO OFFER
THE SERVICES YOU REQUIRE'*

- Leasing
- Acquisitions and Disposals
- Agency
- Development Consultancy & Site Agency
- Tenant Representation
- Lease Advisory
- Capital Markets
- Global Capital Markets Professional Consultancy
- Research & Market Analysis
- Global Corporate Services

413 OFFICES

60 COUNTRIES



The Americas

15 Countries

Argentina / Brazil
Canada / Chile / Colombia
Costa Rica / Dominican Republic
Mexico / Peru
Puerto Rico / The Caribbean (4)
USA

United Kingdom

Continental Europe

16 Countries

Austria / Belgium / Cyprus
Czech Republic / France
Germany / Ireland / Italy / Monaco
The Netherlands / Poland / Portugal
Romania / Russia / Spain
Switzerland

84
OFFICES
2,000
PEOPLE

80
OFFICES
1,020
PEOPLE

3
OFFICES
50
PEOPLE

23
OFFICES
690
PEOPLE

57
OFFICES
5,520
PEOPLE

Africa

10 Countries

Botswana / Kenya / Malawi
Nigeria / Rwanda / South Africa
Tanzania / Uganda / Zambia
Zimbabwe

The Middle East

2 Countries

The Kingdom of Saudi Arabia
The United Arab Emirates

Asia Pacific

14 Countries

Australia / Cambodia
China / Hong Kong
India / Indonesia
Japan / Malaysia
New Zealand / Philippines
Singapore / South Korea
Taiwan / Thailand



RETAIL OCCUPIERS



INDITEX

★ PRET A MANGER ★



SEIKO

swatch[®]+

Reebok 

EQUINOX



NOMINATION
ITALY



LONDON, UNITED KINGDOM

ABOUT US

We have an extensive retail and leisure presence throughout the UK with strong leasing, consultancy, acquisition and disposal teams based out of London HQ. The team has a wealth of experience across the high street, shopping centres, central London, out of town, leisure, food stores and automotive sectors.

RETAIL CLIENTS

**SEIKO | EQUINOX | CLINTONS | SPEEDO | SOULCYCLE | BLACK SHEEP COFFEE |
YO SUSHI | STARBUCKS | NOMINATION**

AVERY ROW, MAYFAIR

LANDLORD :: Unbranded

ACTIVITY :: Instructed to let this 6,202 sq ft former Cartier building in Mayfair for a term of 20 years. A range of offers were received from various international and domestic occupiers highlighting the unique opportunity presented, and confirming Mayfair as a highly sought after and global retail destination.



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PARIS, FRANCE

ABOUT US

We have a first class leasing, consultancy, acquisition and disposal team based in Paris. Throughout France, we are recognised for our expertise within the luxury and premium retail market, as well as for our comprehensive knowledge across a wide range of sectors including high streets and shopping centres.

We have extensive experience and in-depth, broad-based knowledge of the retail industry, successfully representing and advising tenants and landlords on a local, national and international level.

RETAIL CLIENTS

FIVE GUYS | H&M | ZARA | LONGCHAMP | LVMH | KERING | L'OCCITANE | NOMINATION

71-73 AVENUE DES CHAMPS-ÉLYSÉES

LANDLORD :: Dubail 'Rolex'

ACTIVITY :: Let the 5,100 sq ft flagship store on the Champs-Élysées to Rolex on a ten year lease at a rent of over €2m and a premium over €11m. Nearby retailers include Omega, Louis Vuitton, Ladurée, Nespresso, Dinh Van and Longchamp.



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MADRID, SPAIN

ABOUT US

Our retail team has an extensive presence throughout Spain with strong leasing, property management, tenant fit-out co-ordination, acquisition and disposal expertise. The team operate out of Madrid and Seville and has a wealth of experience across retail, including high streets and specifically shopping centres.

The team currently fully manage ten shopping centres throughout Spain and a further three high street units in central Madrid. Additionally, the team leases a total of 15 shopping centres and has been developing the tenant fit-out co-ordination in another 16.

RETAIL CLIENTS

H&M | REEBOK | NIKE | INDITEX | PRIMARK | JD SPORTS | MEDIA MARKT

PUERTA DEL SOL 9

LANDLORD :: Kennedy Wilson

ACTIVITY :: Instructed to let the 35,000 sq ft flagship store in Puerta del Sol, one of Madrid's busiest and best known squares. The square is home to a number of Spain's famous buildings and landmarks. Nearby retailers include Apple, Topshop, El Corte Inglés, Primark, H&M and Zara.



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ZURICH, SWITZERLAND

ABOUT US

In 2015 Knight Frank expanded into Switzerland, aligning with Partner Real Estate AG, an established specialist local real estate advisor. The retail team in Switzerland offer services across Zurich, Geneva and other larger cities. Clients benefit from a single point of contact for their Swiss expansion activities.

Our retail services include lettings, the search and identification of retail premises on behalf of tenants, provision of advice in the repositioning of whole properties in premium locations and the sale of investment properties. The team is focused on high street retail.

RETAIL CLIENTS

SAINT LAURENT | GRAFF DIAMONDS | HUBLOT | VICTORINOX | STRELLSON | KIKO | BA&SH | BALLY | MANGO | MASSIMO DUTTI | COS | LALIQUE | HACKETT | WOLFORD

53 BANHHOFSRASSE

LANDLORD :: AXA Life

ACTIVITY :: Zurich's Bahnhofstrasse is the most important shopping street in Switzerland. It's located in the center of the Swiss financial market and it links Zurich to the central station and the lake. We have been appointed as AXA's exclusive agent to let the 30,000 sq ft property.



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WARSAW, POLAND

ABOUT US

We have been active in the Polish retail market since 2015. Our team specialises in leasing, consultancy and tenant representation with expertise in shopping centres and high streets across the breadth of the country.

RETAIL CLIENTS

TRESPASS | OLIMP | GORACO POLECAM

KONESER, ZABKOWSKA STREET 27/31

LANDLORD :: Liebrecht & wood Poland Sp. Z o.o.

ACTIVITY :: Koneser is set to become the future lifestyle centre in the setting of post-industry and modern design in the Old Praga district in Warsaw. This mixed use project combines residential areas, offices, shops, hotel Moxy, public squares, restaurants, a museum and Google's Warsaw Campus. We were instructed to let 215,278 sq ft of retail space, including shops and restaurants.



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MOSCOW, RUSSIA

ABOUT US

Our retail team in Russia has a highly successful track record of meeting a range of challenges concerning leasing, investments and project implementation. The team has taken part in the execution of a wide range of ambitious projects throughout Russia and CIS.

RETAIL CLIENTS

HUGO BOSS | PANDORA | YUM | H&M | RESERVED | UNIQLO | KIABI

4 KHODINSKIY BOULEVARD

LANDLORD :: Aviapark – the biggest mall in Europe

ACTIVITY :: Instructed to let 107,639 sq ft of retail space within Aviapark, a mixed use mall equivalent to the size of 36 football pitches.

We let the space to KidZania, an entertainment park where children can try their hand at a variety of careers and educational activities. We let the premises to KidZania on a ten year term at a record rent of over \$1.8m (\$1,937 per sq ft).



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CHICAGO, USA

ABOUT US

Our retail team has extensive expertise in meeting landlord or tenant requirements, offering comprehensive services from strategic planning to project management.

We have an expansive knowledge of the Chicagoland markets, specifically its high street and central business district, having completed over 600 transactions involving millions of square feet of prime retail space. We maintain one of the most comprehensive data collections in the industry – a crucial tool in successfully servicing a wide variety of client demands.

RETAIL CLIENTS

**FEDEX | PRET | VANS | UNDER ARMOUR | THE NORTH FACE | BENIHANA |
DESIGN WITHIN REACH | VEGGIEGRILL**

JOHN HANCOCK CENTER, 875 N MICHIGAN AVENUE

LANDLORD :: Madison Capital Partners

ACTIVITY :: Instructed to let 1.1m sq ft mixed-use tower on the famed Magnificent Mile. Since taking over the leasing activity in 2013, we have negotiated new leases on over 10,000 sq ft of grade plaza space, as well as renegotiating contracts with The North Face and the Hancock Observatory, doubling expected rents.



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NEW YORK, USA

ABOUT US

We offer comprehensive services to many of the world's most prominent retailers and property owners. We guide clients through every business objective, from site selection and retail brokerage to project and facilities management and, if necessary, financial restructuring and inventory dispositions.

The retail financial advisory practice is a fully integrated source for financial services, mergers and acquisitions, business assessment and valuation, e-commerce, financing, restructuring/workouts, inventory dispositions and accounts receivable placements. We also provide project management services.

RETAIL CLIENTS

SWATCH | GUESS | ARBY'S | UNDER ARMOUR | CHASE | TRUE RELIGION | SUGARFINA

1440 BROADWAY

LANDLORD :: American Realty Capital

ACTIVITY :: We purchased 1440 Broadway for \$490m on behalf of American Realty Capital. We were instructed to reposition the 60,000 sq ft of retail space to maximize the asset and introduce a tenant mix to significantly upgrade and reposition the building.

CVS signed a fifteen year commitment for 22,000 sq ft. We are also currently negotiating with a second tenant for the remaining space, bringing in an annual income of \$6m.



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LOS ANGELES, USA

ABOUT US

The market leading retail team has a predominant focus on serving high-end fashion and luxury brands as well as the entertainment industry. Our national retail advisory service team caters to the firm's burgeoning roster of national and international retail clients.

As experts in landlord and tenant representation with a vast bicoastal reach, the team brings among the most robust, expansive retail client lists in the industry, and has been involved in some of the most prominent leasing and sales deals in Los Angeles in the last decade.

RETAIL CLIENTS

FRED SEGAL | COS | H&M | & OTHER STORIES

8500 SUNSET BOULEVARD, WEST HOLLYWOOD

LANDLORD :: CIM

ACTIVITY :: Instructed to let 22,000 sq ft of flagship retail space on one of Los Angeles' most famous streets. We signed Fred Segal, a well-known clothing and merchandise retailer, for a ten year deal.



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NAIROBI, KENYA

ABOUT US

We have distinguished ourselves as the market leader in retail advisory services across East Africa. We specialise in leasing, consultancy and management of shopping centre developments.

Our retail agency team has continually introduced international retailers into East Africa, ensuring a rich tenant-mix and upscale experience in the malls we lease and manage.

Our team has been instrumental in formalising the retail sector across the region, creating value for clients, landlords and retailers. This has been achieved by delivering improvement in leasing, marketing and management, ensuring constant growth of footfall.

RETAIL CLIENTS

ADIDAS | CARREFOUR | F&F | REEBOK | BURGER KING | BOSSINI | DOMINOS | LC WAKIKI | OCEAN BASKET

THE HUB KAREN

LANDLORD :: Azalea Holdings Ltd

ACTIVITY :: Instructed to let the 370,000 sq ft mall located in the prime residential suburb of Karen. Hub Karen is a mixed use premier mall catering to its customers' every requirement.



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SYDNEY, AUSTRALIA

ABOUT US

In Australia, we are the undisputed market leader of prime retail leasing working with international and domestic retailers. Our impressive and award winning track record in flagship high street leasing is achieved through enduring relationships with global brands, extending their reach into city locations across the nation.

We provide professional advice, market research and consultancy services, valuations, and divestment strategies to retailers, investors and property developers.

Our asset management services division has a proven track record in retail management and centre marketing, delivering maximum occupancy, tenant retention and world class property management/accounting systems.

RETAIL CLIENTS

LOUIS VUITTON | HERMES | GUCCI | CARTIER | TOPSHOP | LULULEMON | ROLEX

365 GEORGE ST

LANDLORD :: Politic Pty Ltd

ACTIVITY :: Instructed to let the 20,000 sq ft flagship store on the city's original high street. George Street lies within the central business district and remains one of the busiest streets in Sydney. Let to Louis Vuitton on a 29 year term. Nearby retailers include Apple, Burberry, Bally, Chopard and Hugo Boss.



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DUBAI, UAE

ABOUT US

Our retail team provide site sourcing and appraisals, acquisition and disposal, and rent review and lease renewals. Our retail lease advisory surveyors are highly experienced negotiators, skilled in the third party process. Our technical expertise, coupled with local market knowledge, is the key to a successful outcome.

We act for clients from pre-conception all the way through the property lifecycle. We can assist developers, investors or private individuals on their retail development strategy.

Additional retail services include property management; marketing and media strategies; and capital markets.

RETAIL CLIENTS

THE COFFEE CLUB | HOLLAND & BARRATT | CITIBANK | AMORINO | ILLY CAFÉ | TOSSED | MAYTA | HARPERS BAZAAR

DUBAI DESIGN DISTRICT (D3)

LANDLORD :: Dubai Design District (d3) Phase 1

ACTIVITY :: Instructed to let 240,000 sq ft of retail space to form a new business park destination, as part of a larger master planned community in Dubai. We reviewed current designs, layouts and MEP provisions according to the desired tenant mix. We were instructed by d3 to introduce new brands to set it apart from the many retail destinations in Dubai.



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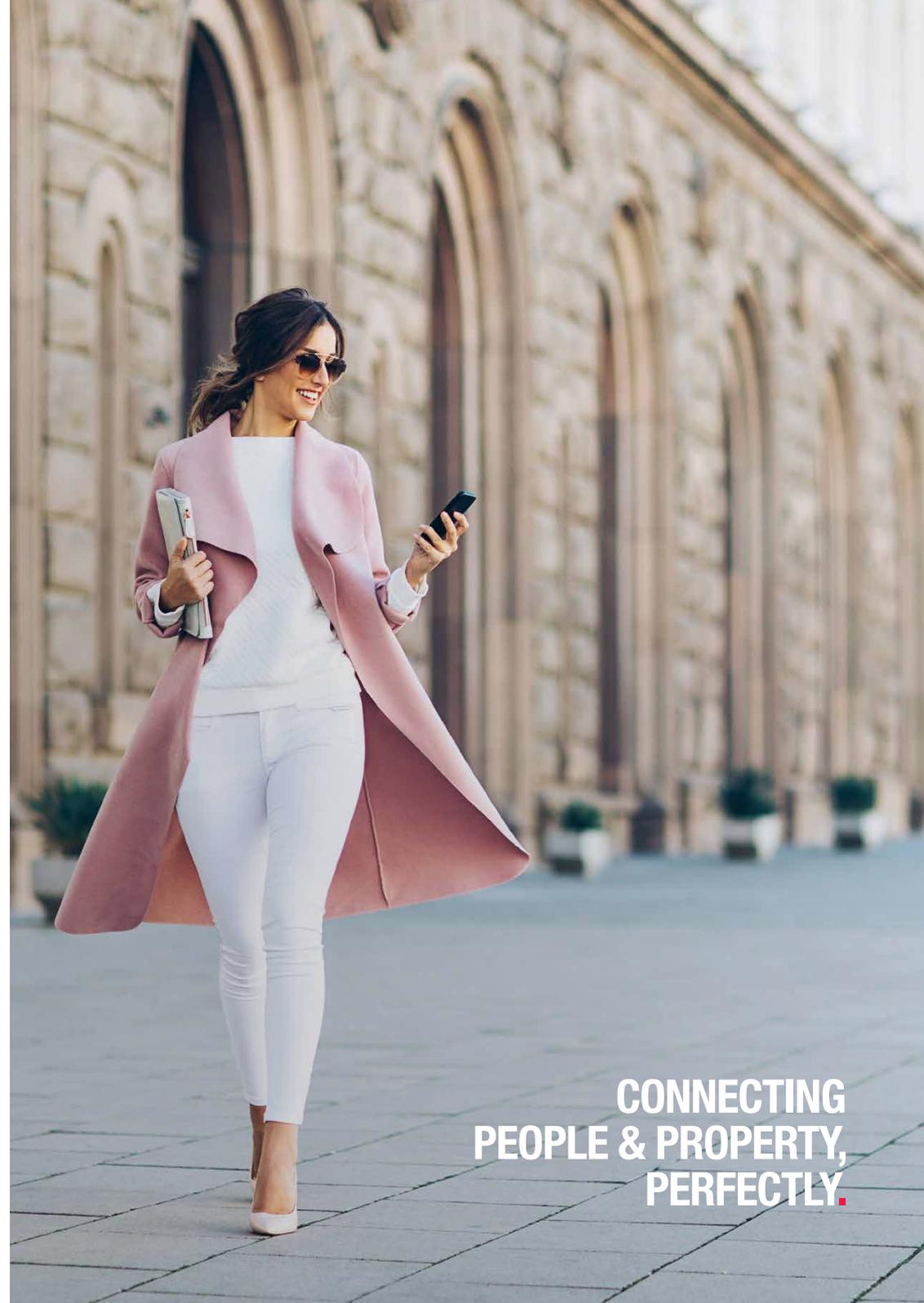
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