

We Know Retail Valuation & Advisory



Valuable Retail Insight



**RECENT LEASING WINS:
10 SHOPPING CENTRES
COMPRISING OVER
2.7M SQ FT**



**LOAN SECURITY
SHOPPING CENTRE
VALUATIONS IN EXCESS
OF £3BN ANNUALLY**



**RESEARCH CAPABILITY:
CACI, MINTEL & OXFORD
CONSULTING**



**£7BN OF OUT OF
TOWN RETAILING
VALUED IN 270
LOCATIONS**

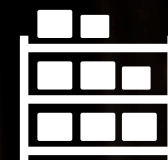


**IN HOUSE SPECIALISTS WITH
DEEP UNDERSTANDING OF
CASH FLOW MODELLING
FOR NUMEROUS SITUATIONS
INCLUDING DEVELOPMENTS,
SERVICED OFFICES AND
FACTORY OUTLETS**

**VALUE 60 SHOPPING
CENTRES FOR
FINANCIAL REPORTING
TOTALLING £4.5BN**

**RECENT VALUATION
WINS: INTU, C&R,
CBREGi, M&G &
NEWRIVER**

**SUBSTANTIAL TRACK
RECORD OF VALUING
HIGHEST PROFILE REITS**




**WELL OVER 100
RETAIL DISTRIBUTION
BUILDINGS VALUED ON
A REGULAR BASIS FOR
A VARIETY OF CLIENTS**


**TOP TWO IPD
CONTRIBUTOR**


**OVER 60 MULTI-
DISCIPLINARY
PROFESSIONALS
WORKING TOGETHER
ACROSS LEASING,
VALUATIONS,
INVESTMENTS,
RESEARCH AND
CONSULTANCY**

Experience & Reach

SECTORS

 Retail Distribution

 Shopping Centres

 Retail Warehousing/Parks

 Food Stores

 High Street Retail

 Leisure

There’s a human element in the world of property that is too easily overlooked.

At Knight Frank we build long-term relationships, which allow us to provide personalised, clear and considered advice on all areas of property in all key markets. We believe personal interaction is a crucial part of ensuring every client is matched to the property that suits their needs best – be it commercial or residential.

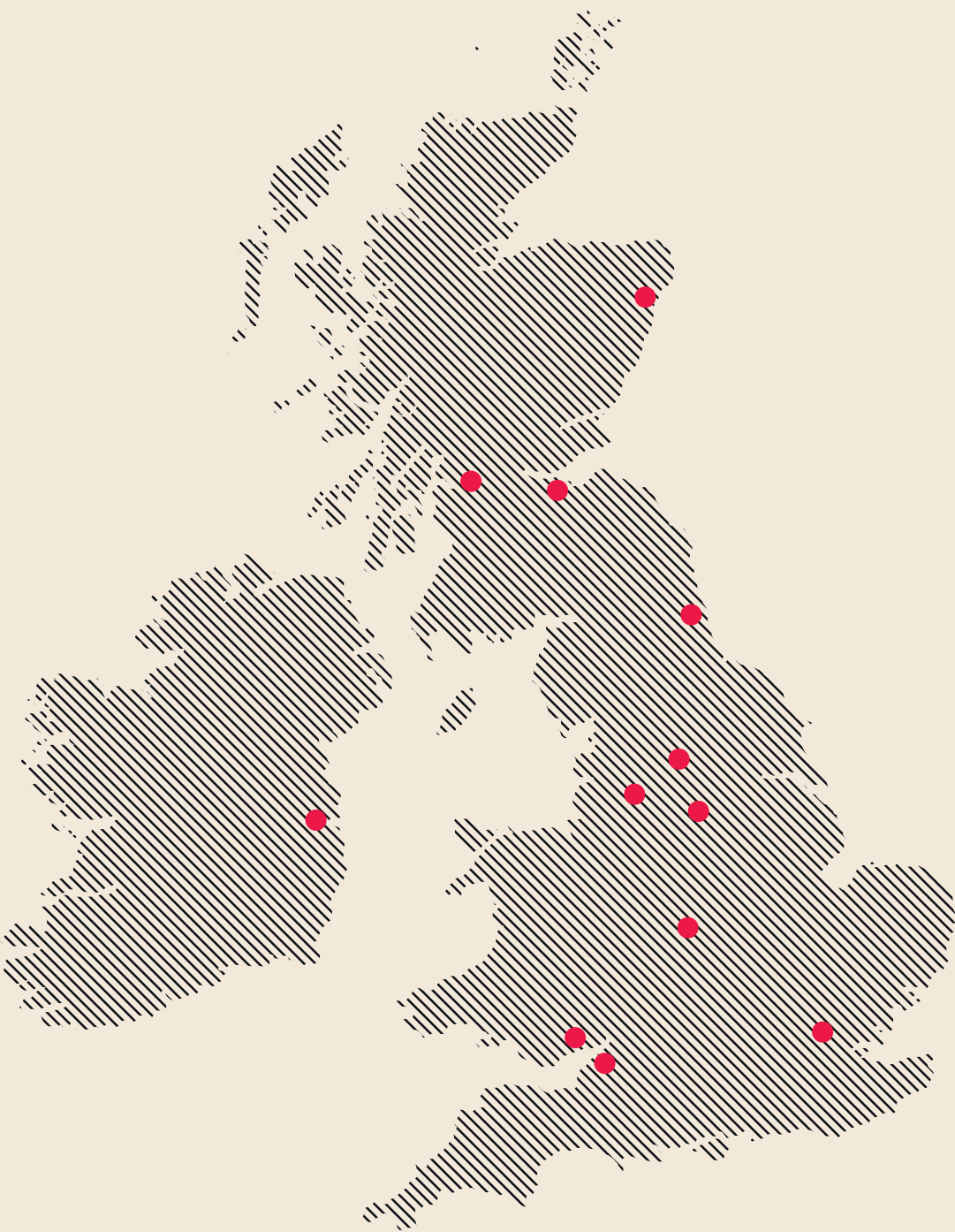
Operating in locations where our clients need us to be, we provide a worldwide service that’s locally expert and globally informed.

Headquartered in London, we have 418 offices in 60 countries and more than 15,000 people. Operating in locations where our clients need us to be, we provide a worldwide service that’s locally expert and globally connected.

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 and 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 and are proud of the client testimonials that sit alongside.



 Knight Frank UK offices

Shopping Centres

Case Studies

VALUATION



**BURGESS HILL,
WEST SUSSEX**
91,000 SQ FT

Redevelopment proposals to include residential, restaurants and major space users.

Valued as part of a portfolio of New River schemes for loan security purposes.

Client: HSBC

INVESTMENT



**BLUEWATER,
KENT**
1,600,000 SQ FT

One of the largest shopping centres in the UK anchored by House of Fraser and John Lewis.

Acquired a 30% interest along with asset management rights for £696m.

Client: Landsec

AGENCY



**DICKENS YARD,
EALING**
105,000 SQ FT

A new mixed use development in the heart of Ealing.

Currently letting the retail/leisure accommodation.

Client: St George/Berkeley Group



**LAKESIDE SHOPPING CENTRE,
WEST THURROCK**
1,400,000 SQ FT

One of the largest shopping centres in the UK with over 25 million visitors annually.

Valued bi-annually.

Client: intu



**VICTORIA QUARTER,
LEEDS**
225,000Q FT

Grade II* Listed shopping centre with 70 shops with a high quality fashion line up.

Asset sold to Hammerson for £136m.

Client: Kennedy Wilson

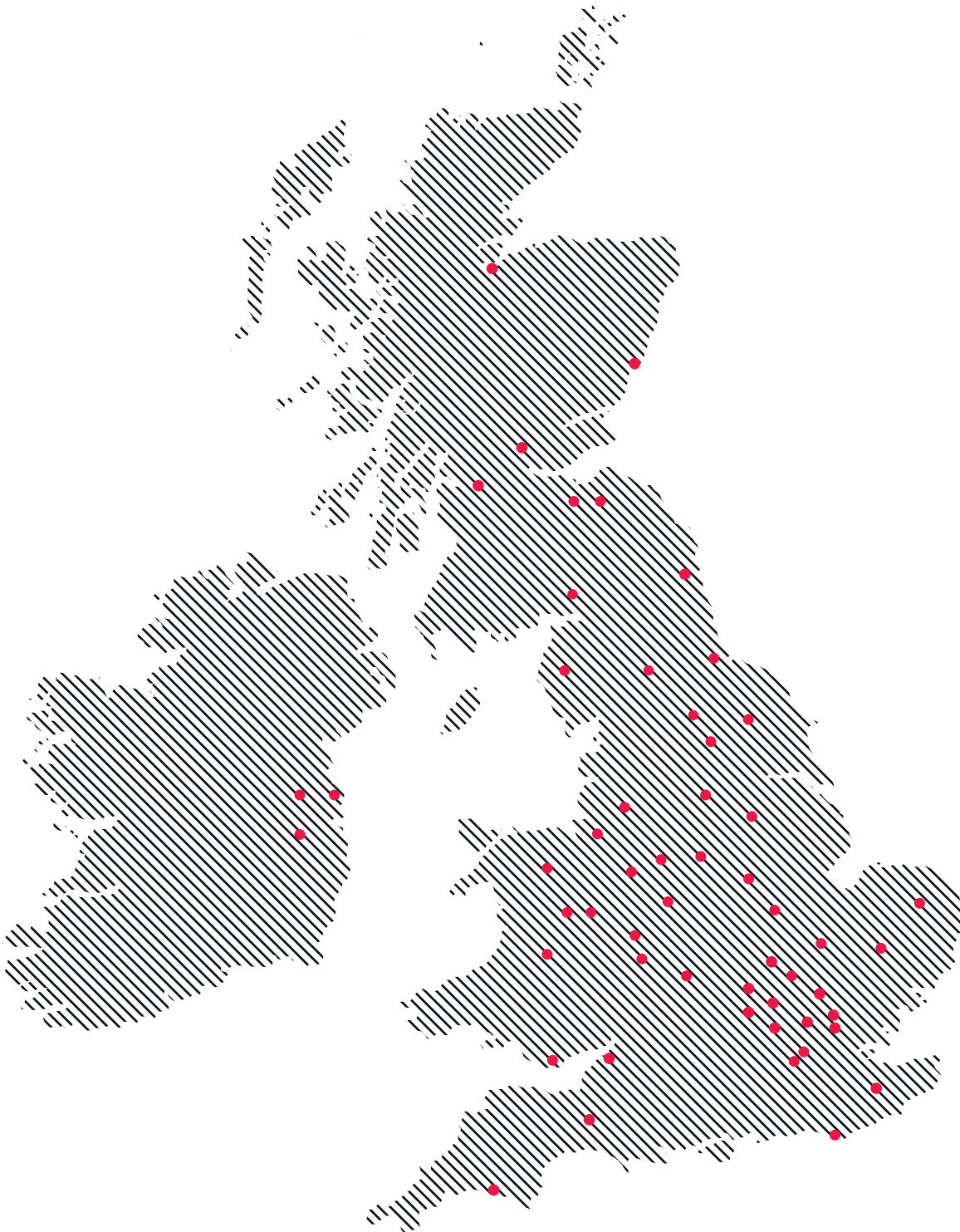


**ROYAL ARCADE,
CREWE**
150,000 SQ FT

Redevelopment to include a new eight-screen cinema, gym, restaurants, shops, a new bus station and refurbished Market Hall.

Instructed to let the retail and leisure accommodation.

Client: Cordwell Property Group & Peveril Securities Ltd



● Examples of some of our shopping centre activity

Out of Town

Case Studies

VALUATION



SPRINGVALE RETAIL PARK, ORPINGTON
100,223 SQ FT

Comprising nine Open A1 retail units over two terraces, constructed in the late 1990's.

Valued monthly.

Client: BlackRock UK Property Fund

INVESTMENT



INTERCHANGE RETAIL PARK IPSWICH
62,165 SQ FT

Fully Let to B&M Bargains, Currys/PC World, Multiyork, Costa Coffee and Pizza Hut.

Instruction: Schroder's

AGENCY



RIVERSIDE RETAIL PARK, NORTHAMPTON
180,000 SQ FT

Part Open A1 (non-food), Part Bulky Goods retail park fronting A45 Nene Valley Way.

Currently instructed as letting agents.

Client: M&G Real Estate



THE FORT SHOPPING PARK, BIRMINGHAM
342,931 SQ FT

Open A1 retail park constructed in the 1980's provides supermarkets, home improvement, lifestyle and entertainment stores, a fitness centre and restaurants.

Valued monthly.

Client: M&G Real Estate



B&Q TRIMDON STREET, SUNDERLAND
78,670 SQ FT (INCL. A GARDEN CENTRE)

Retail warehouse unit let to B&Q which includes a 30,000 sq ft garden centre.

Acquired off market for £8.70m.

Client: The Hanro Group

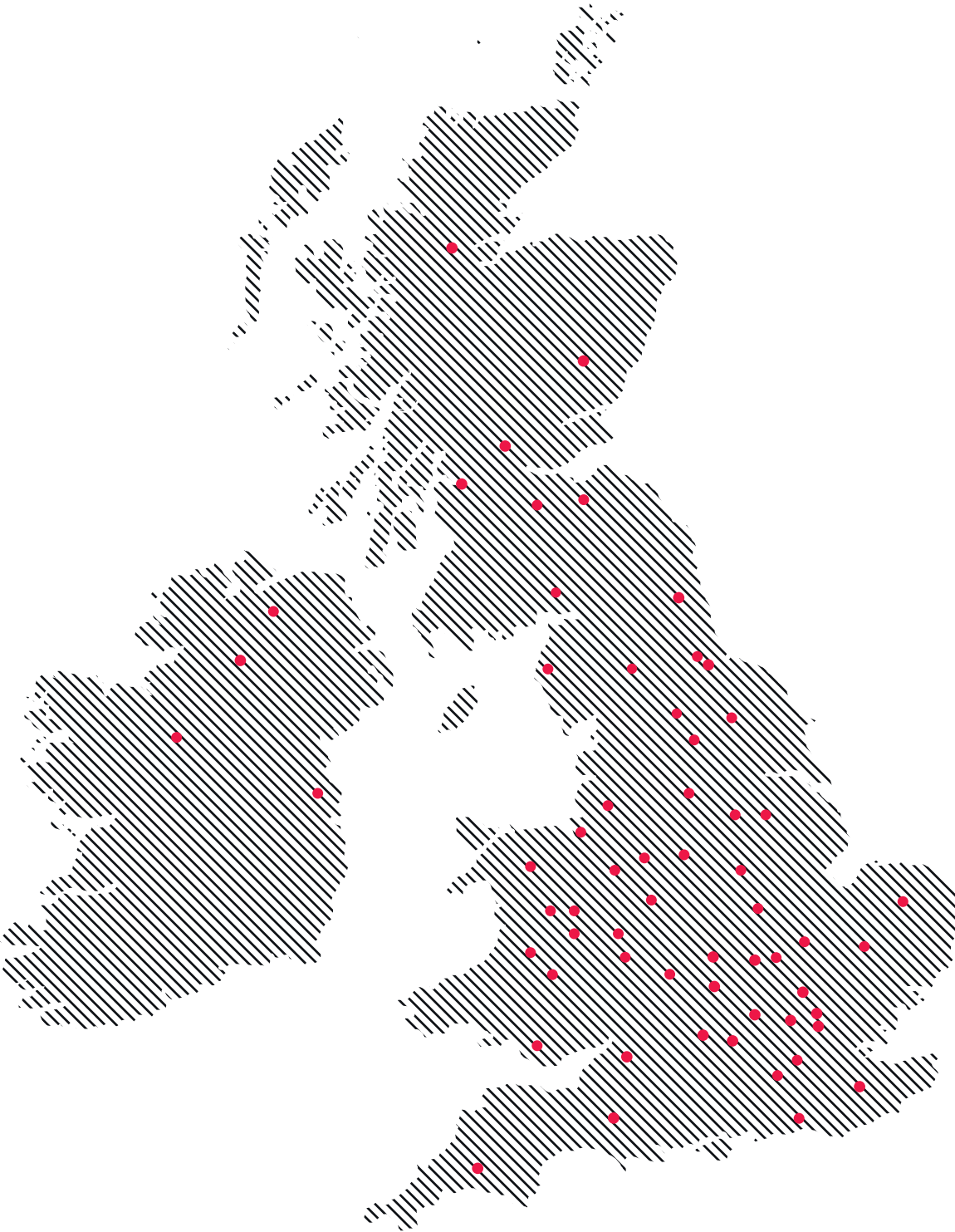


BRAINTREE LEISURE & SHOPPING PARK, BRAINTREE
200,000 SQ FT

Retail and leisure park including 10 retail warehouse units, 7 restaurants, an amusement centre and a cinema.

Instructed as letting agents.

Client: The Williams Group



● Examples of some of our out of town activity

Leisure Case Studies

VALUATION



DEANSGATE LOCKS, MANCHESTER
52,322 SQ FT

Leisure scheme completed in the early 1990's from disused railway arches. 12 units let to tenants such as Inventive Leisure & Stonegate Pub Co.

Valued monthly.

Client: Aberdeen Asset Management

INVESTMENT



DOPHIN SQUARE, WESTERN-SUPER-MARE
73,600 SQ FT

Tenants are Cineworld, Pizza Express, Nandos & Costa.

Full forward funding of town centre scheme. Acquired for £18.45m.

Client: Knight Frank Investment Management

AGENCY



12 ST JAMES'S STREET, ST JAMES'S, SW1A 1ER
18,341 SQ FT

Basement, Ground Floor and Mezzanine to be converted to gym use.

Acquired for our retained client on a 25 year lease.

Client: Equinox



JUBILEE STREET, BRIGHTON
44,678 SQ FT

Purpose built prime restaurant led scheme in Brighton town centre with offices on the upper floors.

Valued quarterly.

Instruction: Bishopsgate LTPFUT



PROJECT PEPPER
103,422 SQ FT

Portfolio comprising 17 pubs and 5 convenience stores across England.

Acquired for £20m.

Client: AEW UK Real Return Fund

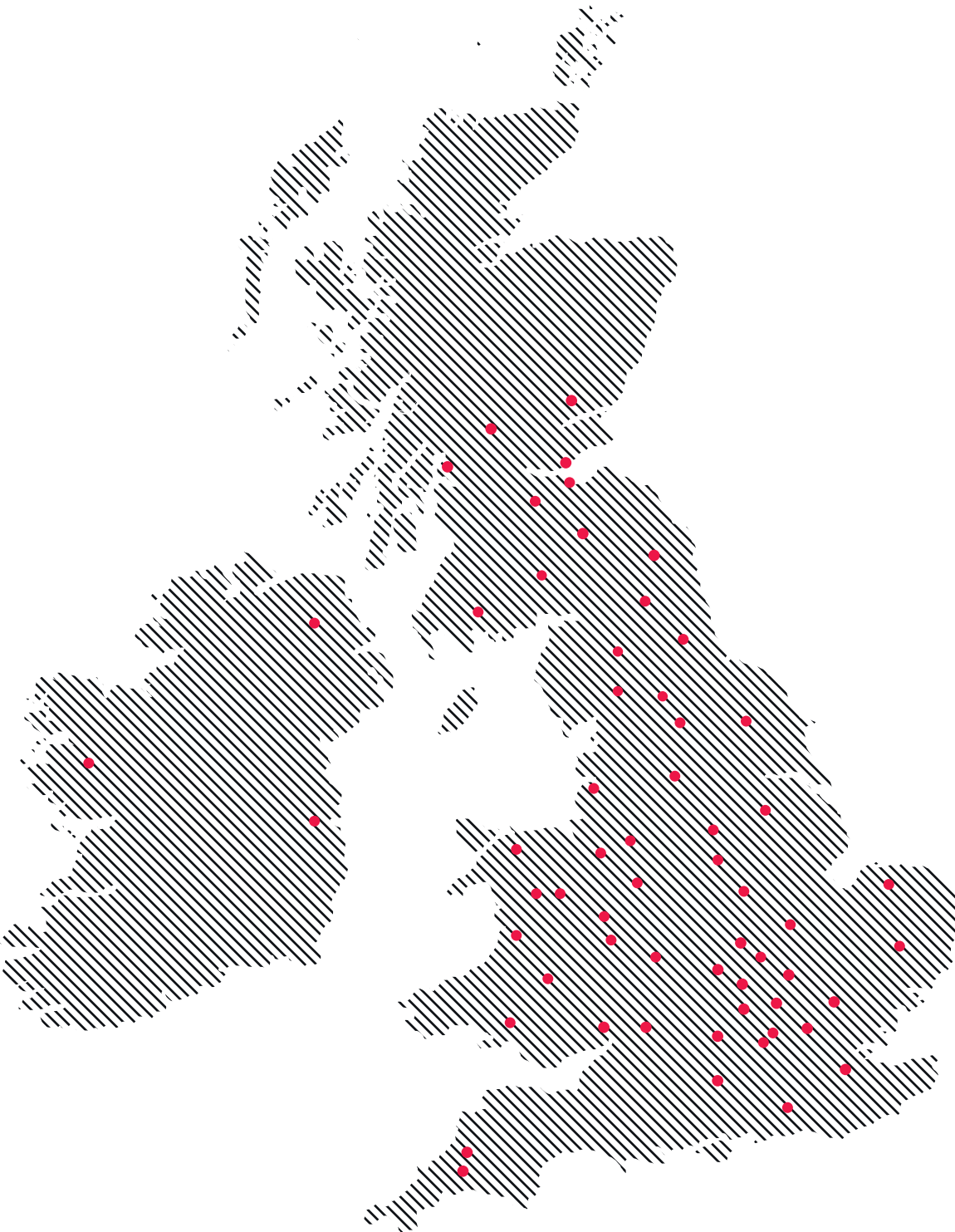


THE BEACON SHOPPING CENTRE, EASTBOURNE
175,000 SQ FT

£85m retail and leisure extension providing 22 new shops, 7 new restaurants and a 8 screen multiplex cinema.

Instructed as letting agents. Lettings agreed with Cineworld, Nandos, Wagamama and Chiquito.

Client: Legal & General Investment Management



● Examples of some of our leisure activity

High Street Case Studies

VALUATION



136-140 HIGH STREET, GUILDFORD
5,095 SQ FT

The property comprises a prime retail unit trading on basement, ground and first floors.

Valued quarterly.

Instruction: Barclays Life Fund

INVESTMENT



THE HANNINGTONS ESTATE, BRIGHTON
121,508 SQ FT

Includes 29 retail units, 41 flats and 19,500 sq ft office space.

Acquired for £56.70m.

Client: Redevco

AGENCY



THE LEADENHALL BUILDING, LEADENHALL STREET, EC3V
THE UNIT IS 1,107 SQ. FT. GF AND 727 SQ. FT. MEZZ WITH APPROX. 320 SQ. FT. EXTERNAL SEATING AREA.

Retail unit on the ground floor with a mezzanine level and external seating area.

Acquired for our retained client.

Client: Black Sheep Coffee



BROAD STREET & UNION STREET, READING
18,441 SQ FT

A prime high street unit with trading levels at ground and first floors together with three small units fronting the western side of Union Street.

Valued annually.

Instruction: Civil Aviation Authority Pension Fund



97A/98 PRINCES STREET, EDINBURGH
7,293 SQ FT

Two prime retail units and six newly developed apartments above.

Sold off-market to a special purchaser for £12.65m.

Client: M&G Real Estate

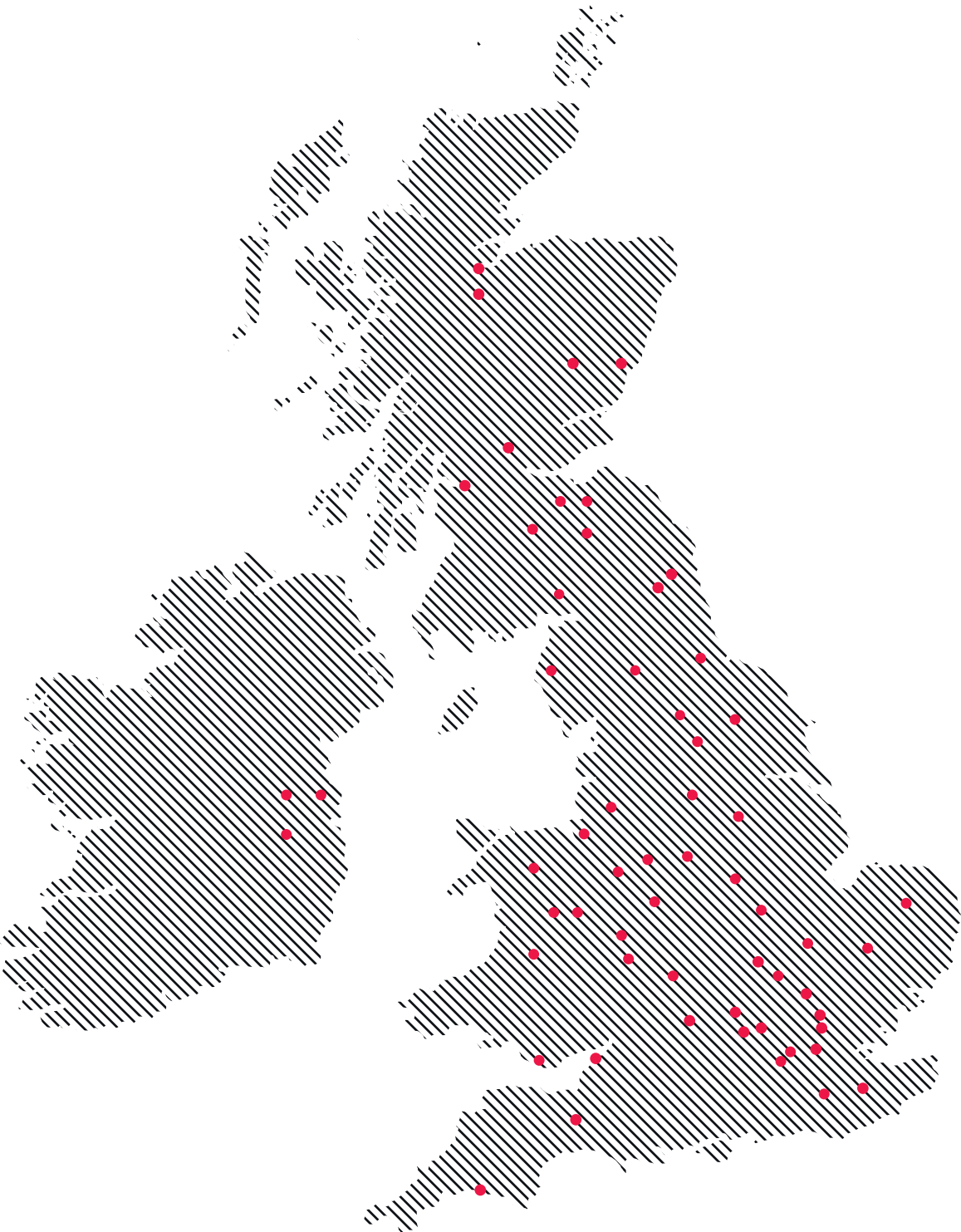


UNITS 65/66 WHITE ROSE SHOPPING CENTRE, LEEDS LS11 8LL
25,900 SQ FT

Prime Flagship MSU Retail Unit in White Rose Shopping Centre.

Acquired for retained client on a 10 year lease. Other recent sites also recently acquired for the same client include Braehead for first UK Standalone Kids Store , Livingston , Telford , Shrewsbury and Romford.

Client : River Island Clothing Co Ltd



● Examples of some of our high street activity

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60 MARKETS

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