

KNIGHT FRANK RETAIL AGENCY

TENANT  
REPRESENTATION



## INTRODUCTION

Dedicated to delivering real estate solutions across the retail and leisure sectors, our Tenant Representation team harnesses its knowledge of individual Landlords' and Tenants' key drivers to create bespoke strategies for our occupier partners.

Working in conjunction with our Data & Analytics team, we formulate and implement acquisition and portfolio strategies.

Understanding our clients' needs is pivotal to our success. Coupled with an innovative approach to deal structures and strong relationships with landlords nationwide, we deliver sustainable, long-term solutions. Acting for a broad range of occupiers from domestic independents, new entrant international brands and established multi-nationals, Knight Frank look forward to discussing your property requirements.

## OUR SERVICES

### Agency

We understand retailers' businesses and that is critical whether focussing on a one off acquisition or developing a detailed, nationwide acquisition strategy. Our relationships with major landlords means we also know what makes them tick and are able to capitalise on their drivers for the benefit of our occupier clients. With an in-depth knowledge of central London markets and exceptional relationships with our counterparts, we have visibility of off market opportunities. Nationally, we advise major multi-national retailers on acquisitions, relocations, lease re-gears and rationalisation of their portfolios and have secured significant occupational cost savings for them. We work closely with our Data & Analytics team to identify target locations, aligned with occupiers core demographics and wider business models.

### Lease Advisory

Our dedicated lease advisory team focusses on rent reviews and lease renewals. Understanding the mechanics and legal nuances of these processes is pivotal to developing comprehensive, portfolio strategies. Significant gains can be made through adopting appropriate tactics within the statutory framework which currently exists.

### Retail & Leisure Data & Analytics team

The Retail & Leisure Data & Analytics team is embedded within the wider Retail Agency function and operates on a highly collaborative and joined-up basis.

Knight Frank's Data & Analytics team includes a number of dedicated Retail Research professionals, who are recognised as market

leaders in analysing both retail property and wider retail market trends. Central to their intelligence is a deep understanding of retail occupier markets and the ability to comprehend the 'bigger picture', notably the retailer perspective. This includes an appreciation of all market forces that impact retail occupiers, within or external to the property sphere. The Research team has a number of proprietary and 3rd party datasets, methodologies and GIS software that can be deployed to support their analysis. These include a full subscription to CACI's Insite GIS system. KF has a long-established working relationship with CACI, who act as both a 3rd party data supplier and collaborative partner on select projects. They pride themselves in understanding macro retail trends and being able to distil them into actionable insights that can be deployed in an advisory capacity. include:

- ◆ occupier location planning
- ◆ asset and retailer performance appraisal
- ◆ rental affordability analysis
- ◆ formulation of portfolio optimisation strategies



# TRACK RECORD



**BLACK SHEEP**  
Acquisitions



**SAINSBURYS**  
Lease Advisory Services



**SHIRO**  
Lease Restructuring



**VENCHI**  
Global Flagship Acquisition



**TK MAXX**  
Portfolio Optimisation  
& Acquisitions



**EQUINOX**  
Acquisitions



**RIVER ISLAND**  
Portfolio Optimisation  
& Acquisitions



**FREDDIE'S  
FLOWERS**  
Lease Advisory Services



**B&B ITALIA**  
Lease Renewal

## CASE STUDIES



### OCCHIO

Knight Frank secured Occhios UK Flagship store in Brompton Cross. Following a review of locations with synergies to the brand, identified the former Stella McCartney store on Fulham Road as being ideal for the brands entry to the UK.



### CARA

Luxury Jeweller CARA has been established for over 25 years in their domestic market. We were delighted to be able to identify a unit with the ideal configuration for them in Burlington Arcade. A double fronted space arranged over four floors providing a balance between showroom space and private client salon.



### LIDS

Knight Frank has supported the UK roll out of Lids, acquiring 25 stores in a 12 months period. The brand has over 2,000 stores internationally and we continue to seek opportunities for them across central London, major cities and regional shopping centres across the country.



### HACKETT

Negotiating an improvement in the occupational basis across Hacketts UK portfolio. Our strong Landlord relationship coupled with our intimate understanding of the Hackett business, helped us better align lease and rent bases, providing Hackett with a strong platform for further growth.



# KNIGHT FRANK CLIENTS

Freddie's  
Flowers

EQUINOX



Oocchio



B&B  
ITALIA

Mitchell & Ness

GS  
Grand Seiko

TKMAXX



RIVER ISLAND

Venchi  
1878



DESIGNER ADAM ATILES

Sainsbury's



Partridges  
ESTABLISHED 1872

HACKETT  
LONDON

MACKAGE



kiss the hippo  
COFFEE

SOULCYCLE

Lids



MUSEUM OF  
ILLUSIONS

SHIRO



## MEET THE TEAM



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