

# 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



### 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<sup>®</sup>+

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.



**JOSH BRAID**  
T +44 207 861 1176  
E [josh.braid@knightfrank.com](mailto:josh.braid@knightfrank.com)



**RICH GRISTON**  
T +44 207 861 1188  
E [richard.griston@knightfrank.com](mailto:richard.griston@knightfrank.com)



## 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.



**ANTOINE SALMON**

T +33 1 43 16 88 64

E [antoine.salmon@fr.knightfrank.com](mailto:antoine.salmon@fr.knightfrank.com)



**ANTOINE GRIGNON**

T +33 1 43 16 88 70

E [antoine.grignon@fr.knightfrank.com](mailto:antoine.grignon@fr.knightfrank.com)



## 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.



**PABLO PÁRRAGA**  
T +34 600 919 078  
E pablo.parraga@knightfrank.com



**BRYNN EVANS**  
T +34 600 919 129  
E brynn.evans@knightfrank.com





## 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.



URS KÜNG

T +41 44 266 6850

E [urs.kueng@partnerrealestate.ch](mailto:urs.kueng@partnerrealestate.ch)



STEFANO URBAN

T +41 44 266 6865

E [stefano.urban@partnerrealestate.ch](mailto:stefano.urban@partnerrealestate.ch)



## 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.



**PAWEŁ MATERNY**  
T +48 600 962 367  
E pawel.materny@pl.knightfrank.com



**MARTA KESZKOWSKA**  
T +48 508 502 997  
E marta.keszkowska@pl.knightfrank.com



## 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).



**ALEXANDER OBUKHOVSKY**  
T +7 495 981 00 00  
E alexander.obukhovsky@ru.knightfrank.com



**EVGENIA KHAKBERDIEVA**  
T +7 495 981 00 00  
E evgenia.khakberdieva@ru.knightfrank.com



## 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.



GREGORY KIRSCH  
T +1 312 315 5000  
E gkirsch@ngkf.com



COREY BLACK  
T +1 312 224 3215  
E cblack@ngkf.com



## 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.



**JASON PRUGER**  
T +1 212 372 2092  
E jpruger@ngkf.com



**TOM CITRON**  
T +1 212 372 2461  
E tcitron@ngkf.com



## 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.



JAY LUCHS  
T 310 407 6585  
E jay.luchs@ngkf.com



GENNY CHANG  
T 310 407 6588  
E genny.chang@ngkf.com



## 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.



**ANTHONY HAVELOCK**  
T +254 727 099 364  
E [anthony.havelock@ke.knightfrank.com](mailto:anthony.havelock@ke.knightfrank.com)



**ASHMI SHAH**  
T +254 731 445 244  
E [ashmi.shah@ke.knightfrank.com](mailto:ashmi.shah@ke.knightfrank.com)



## 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.



ALEX ALAMSYAH

T +61 423 045 586

E alex.alamsyah@au.knightfrank.com





## 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.



**MATTHEW DADD**  
T +971 56 6146 087  
E matthew.dadd@me.knightfrank.com



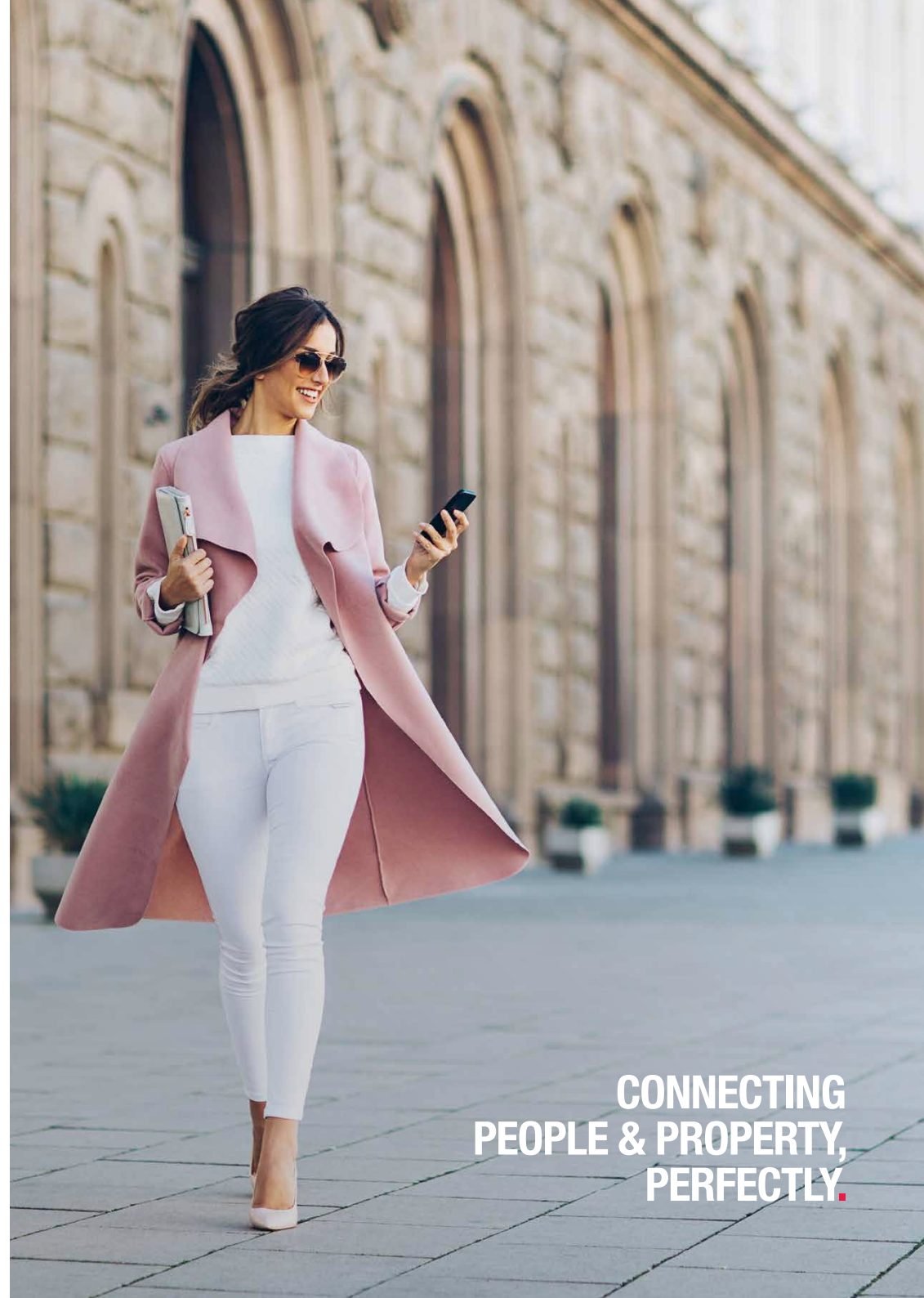
**EHSAN CHIZARI**  
T +971 56 4557 058  
E ehsan.chizari@me.knightfrank.com

#### IMPORTANT NOTICE

© Knight Frank LLP 2017 – This report is published for general information only and not to be relied upon in any way. Although high standards have been used in the preparation of the information, analysis, views and projections presented in this report, no responsibility or liability whatsoever can be accepted by Knight Frank LLP and Newmark Grubb Knight Frank for any loss or damage resultant from any use of, reliance on or reference to the contents of this document. As a general report, this material

does not necessarily represent the view of Knight Frank LLP and Newmark Grubb Knight Frank in relation to particular properties or projects. Reproduction of this report in whole or in part is not allowed without prior written approval of Knight Frank LLP and Newmark Grubb Knight Frank to the form and content within which it appears. Knight Frank LLP is a limited liability partnership registered in England with registered number OC305934. Our registered office is 55 Baker Street, London, W1U 8AN, where you

may look at a list of members' names. This report was researched and written during the period May to mid-August 2016, based on evidence and data available to Knight Frank LLP and Newmark Grubb Knight Frank at the time. Rents quoted in the reports are in US dollars, but growth rates are in local currencies to remove exchange rate effects. Americas rents quoted in this report are prime average asking rents, whereas rents in other geographies are quoted normal prime achieved. Forecasting is an inherently uncertain activity and subject to unforeseeable changes in the external environment, and we note the particularly high level of geopolitical, financial market, and economic risks facing the global economy at the time of publication. These present downside risks to the forecasts in this report.



**CONNECTING  
PEOPLE & PROPERTY,  
PERFECTLY.**

 @KFRetail  
KnightFrank.com