

Our Network & Experience



International Retail

2022





INTRODUCTION

Seismic changes across the retail sector mean that at this time, more than ever, retail advisors' advice is required to navigate markets, identify opportunities and capitalise on them.

The balances around omni-channel retailing, sustainability, consumer behaviour and their relationship with changing lease structures and rental dynamics are ever shifting.

Knight Frank Retail is at the forefront of the evolving market providing comprehensive, dedicated assistance to Landlords & Brands across in this exciting, dynamic and evolving sector.

The Knight Frank retail agency business advises owners and occupiers on all retail property matters internationally and our coordinated approach across international offices provides a truly global outlook.

For us, there is only one measure of success: the satisfaction of our clients. Our retail teams around the world advise developers, investors and occupiers across the full retail property spectrum, and count some of the world's most prestigious brands among our extensive client base. Informed by the market-leading insight of our research teams, we tailor our advice to the specific requirements and property portfolios of each of our clients.



OUR EXPERTISE

“Experience to understand your requirements across all areas of retail”

- Global Reach
- High Street
- Shopping Centres
- Out-of-Town
- Leisure
- Foodstores

OUR SERVICES

“Working collaboratively to offer the services you require”

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



INTERNATIONAL RETAILER CLIENTS

Dior

EQUINOX



GUESS



INDITEX

JACQUEMUS



Lids

L'OCCITANE
EN PROVENCE

LVMH

MACKAGE

NETFLIX



★ PRET A MANGER ★

RIVER ISLAND



T.K.maxx



Venchi
1878

LONDON, UNITED KINGDOM



PADDINGTON SQUARE, LONDON W2

Landlord
Sellar Property Group

Activity

Knight Frank are instructed by developer, Sellar, to lease Paddington Square. The development, due to open in 2022, comprises 80,000 sq ft of retail and leisure accommodation including at 20,000 sq ft rooftop restaurant with an extensive terrace and stunning panoramic views. The retail accommodation is arranged over two arcade levels and at ground floor of the building, which delivers 360,000 sq ft of office space, restaurant occupiers will trade onto a new 1.5 acre landscaped piazza.

LONDON, UNITED KINGDOM



14-16 FOUBERTS PLACE, CARNABY ESTATE, SOHO

Tenant
NBA / Lids

Activity

Knight Frank are retained by leading US sports apparel retailer Lids to acquire stores across London and the wider UK market. Our involvement with the brand stemmed from helping them acquire a central London Flagship store for NBA which opened in early 2021. The store is located in the heart of the Carnaby Estate. We have since signed the first standalone Lids store in the UK in Covent Garden, London with a further 25 stores planned by the end of 2022.

Retailer Clients

SEIKO / EQUINOX / SOUL CYCLE / RIVER ISLAND /
TK MAXX / ADAM / MILOS / LIDS / PARIS ST GERMAIN /
MUSEUM OF ILLUSIONS / HACKETT / VENCHI /
KISS THE HIPPO / MITCHELL & NESS

PARIS, FRANCE



36 AVENUE DES CHAMPS-ELYSEES

Landlord
Private

Activity

This 14,768 sq ft store on the Champs-Élysées was let in 2022 to Foot Locker.

Retailer Clients

PARIS SAINT-GERMAIN FOOTBALL / HAUSER & WIRTH / JACQUEMUS / PRÊT A MANGER / KITH / BIG MAMMA

MADRID, SPAIN



GRAN VÍA 48

Landlord
Macquarie Group

Activity

Located in the prime pitch of Gran Vía, the most important commercial street in Madrid, opened the largest Huawei of Europe with an 11,800 sq ft store. Nearby retailers include Primark, Zara, H&M & Mango.

Retailer Clients

UNIQLO / HUAWEI / SNIPES / CARREFOUR / H&M GROUP / INDITEX / MEDIA MARKET / PEPCO

MILAN, ITALY



**MONTENAPOLEONE 27,
QUADR LATERO
FASHION DISTRICT**

Landlord
Intesa San Paolo

Activity

Disposal of a 300 sqm high street retail space in via Montenapoleone, the most renowned shopping street in Milan. The asset was later renewed and let to a leading Italian fashion brand, Bottega Veneta. Nearby retailers include Mont Blanc, Gucci & Berluti.

Retailer Clients

NOMINATION / GIANFRANCO LOTTI / BELSTAFF

ZURICH, SWITZERLAND



BAHNHOFSTRASSE 3

Landlord
Genossenschaft zum
Baugarten, Zurich

Activity

Letting of a 4,000 sqm high street retail space at Bahnhofstrasse, the most renowned shopping street in Zurich. The location is being renewed and let to a swiss luxury department store. The opening is planned for 2024.

Retailer Clients

BONGENIE GRIEDER / BVLGARI / BREITLING / SWAROVSKI /
HERMES / DYSON / CHLOE / SAINT LAURENT / DIOR /
GRAFF DIAMONDS / HUBLOT / VICTORINOX / STRELLSON /
WOLFORD / PORSCHE / KIKO / BA&SH / BALLY / MANGO /
MASSIMO DUTTI / COS / LALIQUE / HACKETT / RITUALS / VITRA /
TECHNOGYM / KJUS / A.LANGE & SÖHNE / PANERAI /
IQOS / MICROSOFT/ ARES DESIGN / BOSCH / MOSCOT / POLESTAR

VIENNA, AUSTRIA



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**NEUER MARKT 9, 1010
VIENNA**

Landlord
Confidential

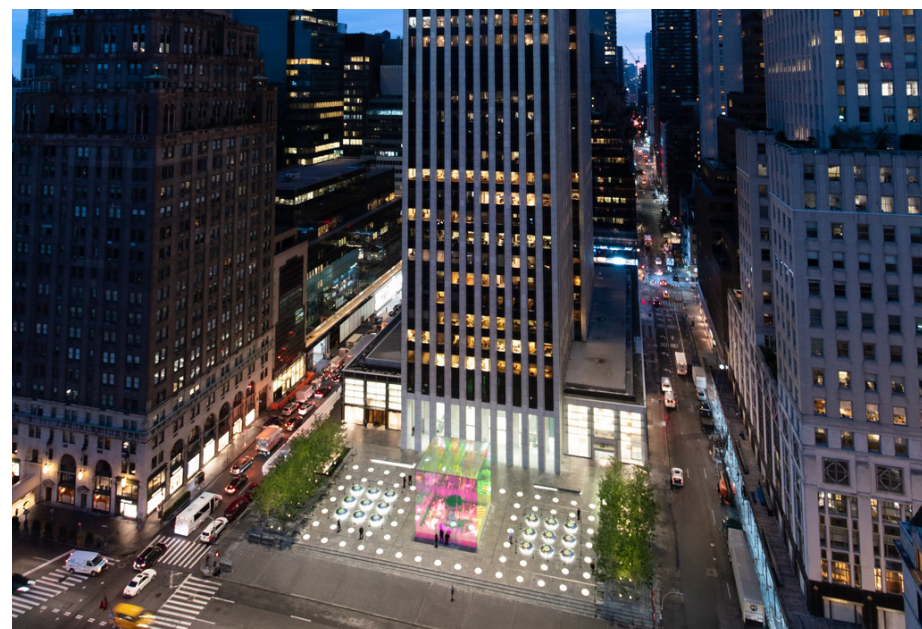
Activity

Brokerage of an 120 sq m retail space at the newly designed Neuer Markt in the heart of Vienna's city center for the market entry of the Hamburg-based high-end fashion label Iris von Arnim. The opening of the store in the prestigious location took place in autumn this year.

Retailer Clients

IRIS VON ARNIM

NEW YORK, USA



**GENERAL MOTORS
BUILDING, 767 FIFTH
AVENUE, NEW YORK, NY**

Landlord
Boston Properties

Activity

Newmark Retail was retained by Chase Bank to negotiate an extension on their behalf at the iconic GM Building.

Retailer Clients

CHASE BANK / GUESS / CRUNCH / CALLIGARIS / BOCONCEPT

CHICAGO, USA



**318 N CARPENTER
STREET, CHICAGO, IL**

Landlord
Murphy Development

Activity

The West Loop is the hottest submarket in Chicago with retail tenants like; Warby Parker, Madewell, Anthropologie, Free People, and Blue Mercury to name a few. This market also includes; McDonalds new world headquarters and Google corporate offices. In addition Chicago's newest and most popular hotels and restaurants are all in this submarket. Any new office and retail / restaurant concepts are focused in this area as their entry into the Chicago market.

Retailer Clients

CLEAN ORIGIN / ORANGETHEORY FITNESS / ACE HARDWARE / ALTITUDE TRAMPOLINE PARKS / AMERICAN FAMILY CARE URGENT CARE / CRUMBL COOKIES / APRICOT LANE / PURE HOCKEY / HARBOR FREIGHT / KENDRA SCOTT / RENT A CENTER / MAYWEATHER BOXING / GREEN + THE GRAIN / ROUND ONE / THE MELTING POT / ESCAPOLOGY

LOS ANGELES, USA



474 N RODEO DRIVE

Landlord
Simms

Activity

Newmark leased approximately 6,000 sq ft on behalf of Simms at the prestigious corner of Rodeo Drive and South Santa Monica Boulevard in Beverly Hills. Tenants include international luxury brand Hanro, Flour Shop bakery, and Japanese shoe brand Onitsuka Tiger taking the high-profile corner space.

Retailer Clients

CHROME HEARTS / CANADA GOOSE / MARIA TASH

DUBAI, UAE



BI MALL, AL BARSHA 1, DUBAI, UAE

Landlord Confidential

Activity

Exclusively appointed to lease a 150,000 sq ft community retail asset which is soon to complete. The finishes are very high end with up to 6m double ceiling height frontage, facing directly onto MOE. The positioning is boutique and relaxed, smart and refined, yet chilled and approachable. The development comprises of 11 individual buildings (28 units- 15 F&B) all connected by a temperature-controlled concourse at the rear, avoiding the common seasonality issues faced by other pedestrian friendly projects. We have reviewed initial designs, provided strategic analysis on the type of tenants that should be specifically targeted, and our retail agency team are now underway leasing the asset. At the time of writing, Knight Frank have successfully leased 45% of the mall with another 25% under offer. We hope to have the occupancy at 80% at the time of handover.

Retailer Clients

CITIBANK / SUBWAY / F45 / STARBUCKS / TIM HORTONS / HUAWEI / THE COFFEE CLUB / HOLLAND & BARRETT / CITIBANK / AMORINO / ILLY / TOSSED / MAYTA / HARPER'S BAZAAR

FARIDABAD, INDIA



OMAXE WORLD STREET

Landlord Omaxe Group

Activity

We were instrumental in letting the store to Apple, despite stiff competition from other consultants, and top retailers in the country. Detailed consulting went in the transaction for letting the space and brief research on the pertinent micro market and rental modelling for the property to ensure that it is financially viable for the client in the long run which was very much appreciated by Apple.

Retailer Clients

NUMEX COB / PIZZA HUT / NUMEX / COBB AND OTHER TOP LOCAL RETAILERS

SINGAPORE, ASIA



TAKASHIMAYA SHOPPING CENTRE

Landlord

Toshin Development
Singapore

Activity

One of the top premier malls in Singapore's prime Orchard Road shopping belt with 700,000 sq ft of retail space, helping to cement its position as an exclusive lifestyle mall with some of the best and most exclusive retail brand names globally. The most significant achievement was securing Takashimaya Department Store from Japan as the anchor tenant occupying some 330,000 sq ft in the shopping centre, followed by high-end international retailers lining the street front shops along Orchard Road.

Retailer Clients

TAKASHIMAYA DEPARTMENT STORE / LOUIS VUITTON / HERMÈS / CHANEL / FENDI / CARTIER / MONT BLANC / POLO RALPH LAUREN / KATE SPADE NEW YORK / COACH

NAIROBI, KENYA



WESTLANDS MALL, NAIROBI

Landlord

Ojijo Properties Limited

Activity

Instructed to let 155,000 sq ft of Westlands Mall, Nairobi; which is part of a mixed development that includes 70 serviced apartments. The mall is located in the prime area of Westlands and will be operational in December 2022.

Retailer Clients

CARREFOUR / AEROPOSTALE/ HUMMEL/ BURGER KING / FLO / LC WAIKIKI / MINISO

CAPE TOWN, SOUTH AFRICA



ST GEORGES MALL, CAPE TOWN, SOUTH AFRICA

Landlord
Lurra Capital

Activity

Instructed on an exclusive basis to perform retail development leasing including retail tenant mix planning for the mixed-use redevelopment of an iconic inner-city property. Development completion planned for early 2024. The retail component of the mixed-use development is over three floors with the lower floor linking into the Cape Town city underground concourse. Total retail GLA of approximately 7,000 sq m / 75,000 sq ft.

Retailer Clients

CURRENTLY CONFIDENTIAL.

UGANDA, AFRICA



ACACIA MALL, KOLOLO

Landlord
Lexington Properties Limited

Activity

Currently letting and managing Uganda's most successful shopping centre. This 20,871 sqm prime retail development boasts the best in local and international brands, making it a flagship in Uganda and East Africa at large.

Retailer Clients

CARREFOUR / LC WAIKIKI / WOOLWORTHS / MR PRICE / CENTURY CINEMAX / CAFESSERIE / MAC / ADIDAS / PUMA AND KFC

JOHANNESBURG, SOUTH AFRICA



PRINCESS CROSSING SHOPPING MALL

Landlord
Bestinver Holdings

Activity

Mandated to manage and co-ordinate the tenant mix of the 344,000 sq ft retail open air shopping mall Princess Crossing in Johannesburg. Co-ordinating the leasing activities for new leases, lease renewals and tenant mix recommendations based on tenant trading density and business plans.

Retailer Clients

BUILDERS WAREHOUSE (SUBSIDIARY OF WALMART INTERNATIONAL) / MCDONALD'S / PICK N PAY / TAKEALOT / ULTRA LIQUORS / SPORTSMANS WAREHOUSE / DISCHEM / CLICKS / BIDVEST WALTONS / DIAL A BED / CORICRAFT / PEP

SYDNEY, AUSTRALIA



138 PITT STREET

Landlord
KBTCOM Pty Ltd

Activity

We let the 6,200 sq ft over 6 levels flagship store on the corner of Pitt and King Streets to RALPH LAUREN on a 5+5 year-term. The subject site is opposite the TIFFANY & CO and CHAUMET which also let by Knight Frank Retail Leasing Australia. Nearby retailers include Chanel, Hermes, Dior, Rolex, Tudor, Vacheron Constantin, IWC, Panerai, JLC, Hublot, Bally, Cartier, Chaumet, Chopard, Mont Blanc, Hugo Boss, Apple and Louis Vuitton.

Retailer Clients

LOUIS VUITTON / HERMES / FENDI / RALPH LAUREN / HUGO BOSS / BALLY / MONT BLANC / ROLEX / TUDOR / CARTIER / VAN CLEEF & ARPELS / CHOPARD / CHAUMET / SWAROVSKI / SEPHORA / JD SPORTS / UNIQLO / LOTTE DUTY FREE

HONG KONG, CHINA



**SUSHIRO / TAMJAI
SAMGOR MIXIAN**

Tenant
TORIDOLL Holdings
Corporation

Activity

Established in 1984, Sushiro is a leading company in operating conveyor belt sushi restaurant chain with more than 530 branches in Japan and overseas. Sushiro opened its first store in Hong Kong in August 2019 and became a very popular restaurant instantly. Our team has opened 8 outlets for Sushiro in the last 24 months during COVID market.

Retailer Clients

SUSHIRO / TAMJAI MIXIAN / M&S FOOD / PRET A MANGER / JOLLIBEE





GLOBAL RETAIL CONTACTS

EUROPE

UNITED KINGDOM



Josh Braid
josh.braid@knightfrank.com
T +44 207 861 1176
M +44 7793 082 342

UNITED KINGDOM



Rob Hargreaves
rob.hargreaves@knightfrank.com
T +44 20 3995 6452
M +44 7977 998 832

UNITED KINGDOM



Oliver Green
oliver.green@knightfrank.com
T +44 208 176 9747
M +44 7917 657 746

FRANCE



Antoine Salmon
antoine.salmon@fr.knightfrank.com
T +33 1 43 16 88 64
M +33 6 09 17 81 76

FRANCE



Vianney d'Ersu
vianney.dersu@fr.knightfrank.com
T +33 1 43 16 56 04
M +33 6 75 26 03 96

ITALY



Francesco Bignotti
francesco.bignotti@it.knightfrank.com
T +39 024 539 5208

SPAIN



Elaine Beachill
elaine.beachill@es.knightfrank.com
T +34 915 959 056

AUSTRIA



Anthony Crow
a.crow@otto.at
T +43 1 512 77 77-352
M +43 664 885 33 223

SWITZERLAND



Stefano C. Urban
stefano.urban@partnerrealestate.ch
T +41 44 266 6865

GLOBAL RETAIL CONTACTS

AMERICAS

USA - NEW YORK



Jason Pruger
jpruger@nmrk.com
T +212 372 2092
M +917 405 4903

USA - NEW YORK



Josh Strauss
joshua.strauss@nmrk.com
T +212 331 0126

USA - CHICAGO



Jim Schutter
jschutter@ngkf.com
T +312 224 3210

USA - CHICAGO



Larry Kling
larry.kling@ngkf.com
T +312 224 3199

USA - LOS ANGELES



Robert Cohen
rcohen@rkf.com
T +310 593 0770

AFRICA

KENYA



Ashmi Shah
ashmi.shah@ke.knightfrank.com
T +254 20 423 9301

ZAMBIA



Timothy D. Ware
tim.ware@zm.knightfrank.com
T + 0211 250 683

UGANDA



Marc Du Toit
marc.dutoit@ug.knightfrank.com
T +256 752 741 391

BOTSWANA



Amogelang Montsho
amogelang.montsho@bw.knightfrank.com
T +267 72772861 / +267 77788801

SOUTH AFRICA



Steve Rennie
steve.ennie@rennieknightfrank.co.za
T +27 21 418 1550
M +27 82 902 0136

ASIA / AUSTRALASIA

INDIA



Abhishek Sharma
abhishek.sharma@in.knightfrank.com
T +91 080 6818 5600

CHINA - HONG KONG



Helen Mak
helen.mak@hk.knightfrank.com
T +852 2846 9543

JAPAN



Masaki Goi
masaki.goi@knightfrank.com
T +44 20 7329 6547

SINGAPORE



Ethan Hsu
ethan.hsu@sg.knightfrank.com
T +65 6228 6832

AUSTRALIA



Alex Alamsyah
alex.alamsyah@au.knightfrank.com
T +61 290 366 693

MIDDLE EAST

ABU DHABI



David Crook
david.crook@me.knightfrank.com
T +971 4 4267 625

DUBAI



Adam Wynne
adam.wynne@me.knightfrank.com
T +971 4 4267 602

Knight Frank
Global Headquarters
55 Baker Street
London W1U 8AN
United Kingdom
+44 20 7629 8171

knightfrank.co.uk

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