



Colliers UK

Retail Group

INTRODUCTION

From offices in London, Belfast, Birmingham, Bristol, Dublin, Edinburgh, Glasgow, Leeds and Manchester; our Retail Agency, Capital Markets, Lease Advisory, Development and Specialist Consultancy teams advise clients throughout the retail and leisure sectors.

We have a market-leading team that is backed by complementary areas of expertise, underpinned by the sector's best research team and also links into a consultancy platform that encompasses 69 international markets.

This provides expertise and – most crucially – a market reach which aligns with requirements of retail developers, investors and occupiers. It is a retail team that matches the 21st century market place and we hope to have the opportunity to work with you and explore the tremendous potential that we see across the UK and beyond.



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OUR SERVICE SECTORS

CAPITAL MARKETS

The UK Retail Capital Markets team's approach is characterised by the quality of its strategic investment advice and a fundamental duty of care to their clients often absent in an increasingly broker-orientated market.

This capability resonates with clients – particularly those who require confidentiality combined with an ability to perform.

Operating across the retail sub-sectors, its consultancy-led approach to the market has seen the team increase its client base and develop specialisms in high street, shopping centre, supermarket and retail warehouse sectors.

- > The Centre Livingston for £220m sale on behalf of Land Securities
- > 54-60 Broad Street, Reading acquired for £21m on behalf of a UK Institution
- > B&Q, Hedge End acquisition for £40m on behalf of Palmer Capital
- > Wickes, Ealing sold for £14.5m on behalf of LaSalle Investment Management
- > Morrisons London NW9 sold for £43m on behalf of Aberdeen Standard
- > Atlantic Village Outlet Centre sold for £13m on behalf of U&I

Key contacts:



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PUBLIC & PRIVATE SECTOR

We represent both public and private sector clients and have a clear understanding of their own distinctive requirements.

Our team delivers a full range of services to all parts of the public sector including central and local government, further and higher education, health, the emergency services and pension funds.

We understand the increasing pressure on public bodies to use property in the most efficient way - by reducing costs, disposing of surplus assets and increasing returns on investment. Our established track record shows how successful we are in helping our clients meet their objectives.

For further information, please contact James Watson.

Key clients:

Aberdeen Standard
Investments, Land Securities,
Aviva, CBRE GI, Sainsbury's,
WM Morrison and LaSalle
Investment Management





LONDON RETAIL AND LONDON RETAIL & RESTAURANT AGENCY

London's leading advisory and agency team active across the Capital. Our retail strategy and research teams provide expert advice and a wide range of specialist services including market forecasting and bespoke consultancy.

Our mandates include:

- › Lead retail and London Retail & Restaurant Agency advisor to the Grosvenor Estate across their ownership of 300 acres of Mayfair and Belgravia.
- › Shaftesbury's world famous shopping, dining & entertainment district - Carnaby Street.
- › The Crown Estate - Retail and London Retail & Restaurant Agency Advisors on their 30 acre St James Estate.
- › Shaftesbury's Soho & Chinatown Estates.
- › Longmartin - Retail and London Retail & Restaurant Agency advisors on their Long Acre and St Martins Courtyard holdings in Covent Garden.
- › The Church Commissioners - Hyde Park Estate, over 70 retail & restaurants known as Connaught Village.
- › City Corporation leasing advisors on 100,000 sq ft Leadenhall Market.
- › Labtech - Camden Hawley Wharf - Retail and London Retail & Restaurant Agency leasing and advisory.
- › Domestic and international tenant representation including Inditex, Uniqlo, Sweaty Betty, Me & Em, Lucy Choi, Oliver Bonas, Ecco, Headmasters and Dixons Carphone.

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Key clients:

Aviva, City Corporation,
Grosvenor, Shaftesbury,
The Crown Estate, The
Church Commissioners,
Labtech and Longmartin



UK AGENCY

The presence of our Agency teams across all core regional markets means that we can provide a truly UK-wide service. This is underpinned by our offices in Belfast, Birmingham, Bristol, Dublin, Edinburgh, Glasgow, Leeds and Manchester.

Across the UK, we represent a wide range of domestic and international brands including Dixons Carphone, Deichmann, Boux Avenue, Costa, Sweaty Betty, Sainsbury's, Oliver Bonas, Khaadi, ME+EM and SEAT. Our teams also advise on the leasing of both in-town and out-of-town space, which encompasses a variety of shopping environments.

- > Leasing agents for major shopping centre landlords including intu, Legal & General, NewRiver, Curzon Advisors, Land Securities and Blackrock.
- > Advisor to all the major institutional owners of High Street retail property including Aviva, M&G, AXA, Hermes and CBREGi.
- > Leasing agents for retail parks including Epping Shopping Park, Ravenside in Erdington and Thurmaston in Leicester.

Key contacts:



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Key clients:

Intu, Dixons Carphone, Aviva, Costa, Moorfields Corporate, Hermes and Sainsbury's

LEASE ADVISORY

Our Retail Lease Advisory team advises a wide range of landlord and tenant clients on rent review, lease renewal and re-gear transactions.

The team has a particular specialism in high value shops, bars, restaurants and gyms in Central London along with the large store sector (supermarkets, department/variety stores) and High Streets, Shopping Centres and Retail Parks throughout the UK. They also work closely with some of the major London Estates in preparing and implementing strategic asset management initiatives.

- > Retained advisors on Grosvenor and Leadenhall Street Market estates
- > Leading advisors on supermarkets in London and throughout the UK
- > Highly active in the UK department/variety store sector
- > Tenant portfolio work for a number of high profile national multiple retailers

Key contacts:



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Key clients:

Aberdeen Standard,
Aviva, Blackrock,
CBREGi, Freshwater,
Land Securities,
Threadneedle and UBS





DEVELOPMENT

Our team works with investors, developers and occupiers to create successful projects in urban and out-of-town locations.

We are specialists in the food store market with an unrivalled track record.

Everything we do is based on creating viable and deliverable projects that meet our clients' requirements.

- > Retained advisors to Sainsbury's on their supermarkets in the north of England and have advised on over 80 possible and actual food store acquisitions and extensions, as well as many developments and disposals.
- > Advised St Modwen on the £38.5 million purchase of Kirkby town centre and retained to advise on the development and leasing of a new 135,000 sq ft retail park anchored by Morrisons.
- > Advised Mansfield Borough Council on their long term development strategy for Mansfield town centre and retained to advise on the joint venture development of former bus station site.
- > Advised Bolton Council on the purchase of Crompton Place Shopping Centre for £14.8 million.
- > Advised Epping Forest Borough Council in site acquisition, development and leasing of a 180,000 sq ft new shopping park.

Key contacts:



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Key clients:

Sainsbury's, St Modwen,
McCarthy & Stone,
Langtree, Network Space,
Mansfield Borough Council,
Bolton Council and
Urban & Civic

RETAIL STRATEGY

Our Retail Strategy team take a unique and innovative approach to market research and business strategy for every client.

With over decades of location planning expertise, working at some of the UK's best known retailers, the team have a deep understanding of data analytics in the Retail sector.

Our team combines market leading research with Retail Agency and Investment expertise to ensure that your future business strategy is both deliverable and maximises potential.

Our consultancy services encompass:

- > Customer Profiling
- > Sales Forecasting
- > Profitability Modelling
- > Portfolio Strategy
- > Shopper Behaviour Analytics

Key contacts:



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Key clients:

Aviva, Shaftesbury,
Grosvenor, Ecco,
Oliver Bonas and Jigsaw



OUR UK COVERAGE



70 SPECIALIST RETAIL FEE EARNERS
ACROSS THE UK AND IRELAND



9 OFFICES IN LONDON, BRISTOL,
BIRMINGHAM, BELFAST, LEEDS, GLASGOW,
EDINBURGH, MANCHESTER AND DUBLIN



£1BN+ OF RETAIL INVESTMENTS
TRANSACTIONS IN THE PAST YEAR



1M SQ FT+ OF RETAIL RENT REVIEWS
EACH YEAR



1000+ RETAIL PROPERTY TRANSACTIONS
EACH YEAR



22M SQ FT OF RETAIL PROPERTY
UNDER MANAGEMENT



OUR GLOBAL COVERAGE



Colliers International is a global leader in real estate services with more than 15,400 professionals operating across 69 countries. As a subsidiary of Colliers International Group Inc. (CIGI) which is listed on the NASDAQ and TSX as CIGI, it provides clients with accountability and enterprising real estate solutions.

Colliers International provides a full range of services to real estate users, owners and investors on a local, regional, national and international basis. In the UK and Ireland there over 800 people in 13 offices.

Service excellence is Colliers' number one priority. Performance is monitored through a number of tools and processes employed by the Client Relationship Management team including Key Performance Indicators, contract review meetings and annual client satisfaction surveys. Quality assurance accreditations include: ISO 9001 Business Management Standard. Colliers is a Royal Institution of Chartered Surveyors (RICS) regulated firm.

SERVICES

- Agency Sales and Leasing
 - » Landlord Representation
 - » Tenant Representation
- Capital Markets & Investment Services
- Corporate Solutions
- Investment Property Management
- Project Management
- Valuation & Advisory Services

SECTORS

- Retail
- Office
- Industrial & Logistics
- Hotels
- Residential
- Mixed Use

SPECIALIST SERVICES

- Advisory & Restructuring
- Building Surveying
- Business Rates
- Destination Consulting
- Development Advisory
- Fund Management
- Lease Advisory
- Planning
- Property & Project Finance
- Research & Forecasting
- Sustainability Solutions

SPECIALIST SECTORS

- Automotive & Roadside
- Data Centres
- Healthcare
- Licensed & Leisure
- Life Sciences
- Public Sector
- Resorts
- Waste, Energy & Minerals

