WE ARE

WE ARE THE CENTRE OF RETAIL & LEISURE

Helping clients transform the way people work, shop and live
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WE ARE CENTRAL LONDON RETAIL

“When we embarked on the re-development of West Side of Leicester Square, we wanted to achieve the optimum balance of retail occupiers that reflected a family orientated mix of retail and restaurants to serve the domestic and international tourists and the local catchment area customers. The Cushman & Wakefield Central London Retail team “got it” and now we are well on our way to achieving our target of long-term leases with internationally proven retailers”.

TIM SKETCHLEY
Old Park Lane Management Ltd

Our Central London team have an unrivalled track record in helping clients reposition and transform whole areas to attract occupiers to locations which are historically unestablished or unproven. We are currently involved with a number of instructions including St James’s Estate (The Crown Estate), Old Spitalfields Market (Tribeca Holdings) and Here East (Delancey) at Hackney Wick/Queen Elizabeth Olympic Park.

We have some of the longest standing retail and leisure instructions in the market and are trusted advisors to London Estates including Covent Garden, The Long Acre Estate & Home Estate, The Mercers’ Company (23 years).

“When we embarked on the re-development of West Side of Leicester Square, we wanted to achieve the optimum balance of retail occupiers that reflected a family orientated mix of retail and restaurants to serve the domestic and international tourists and the local catchment area customers. The Cushman & Wakefield Central London Retail team “got it” and now we are well on our way to achieving our target of long-term leases with internationally proven retailers”.

TIM SKETCHLEY
Old Park Lane Management Ltd

THE CENTRAL LONDON RETAIL TEAM ARE A LEADING PROVIDER FOR CENTRAL LONDON REAL ESTATE, OFFERING COMPREHENSIVE ADVICE ON ALL ASPECTS OF RETAIL PROPERTY.

TRANSACTED OVER 300 STORES

RETAIL SERVICE LINES INCLUDE:
- Retail Agency – Disposals & Acquisitions
- Strategic Advice
- Lease Advisory/Rent Reviews
- Retail Research & Consultancy
- Retail Development
- Shopping Centres/Estates
WE ARE

CENTRAL LONDON RETAIL

KING’S CROSS
Cushman & Wakefield works with Argent as joint retail and leisure agents for the 67-acre development at King’s Cross. The development comprises 500,000 sq. ft of retail, restaurants, leisure, cafes and bars and is 8 m sq. ft in total. By 2020, 50,000 people will be living and working at King’s Cross.

LEICESTER SQUARE - LONDON
Cushman & Wakefield is the retail leasing agent for the new development, LSQ London, on behalf of the landlord L&Q. Comprising over 112,000 sq. ft. of office and retail space, LSQ London plays an important role in the significant regeneration of Leicester Square with letting concluded with LEGO, McDonald’s and All Bar One.

BURLINGTON ARCADE
Cushman & Wakefield is instructed as sole letting agents on this iconic London landmark. C&W have been instrumental in securing retailers such as Manolo Blahnik (men and women’s), Chanel, Eres, Bell & Ross, Maison Michel, Barrie, Frederic Malle, HD Uniq, La Perla, Khaite, Roja Dove, Kilian, Carat and Aftelions.

ST JAMES’
Cushman & Wakefield is advising the landlord, Tribeca Holdings, on lettings to Omega, Watches of Switzerland, Dyson, Tesla and Other Stories.

439-451 OXFORD STREET
Advised the landlord, Tribeca Holdings, on lettings to Omega, Watches of Switzerland, Dyson, Tesla and Other Stories.

ST JAMES’S
Cushman & Wakefield is advising Argent Estate and Oxford Properties on the new flagship retail on the new flagship retail within this landmark development on Regent Street with lettings to Jigsaw, Paul & Shark, Assos and SMEG.

ISLINGTON SQUARE
Cushman & Wakefield is instructed by Sager/Cani Hoy as joint leasing agents on the retail and leisure element of this major new mixed use scheme in the heart of Islington, which is due to open in Q4 2018. The scheme comprises 170,000 sq. ft. of new retail and leisure space of which Cushman & Wakefield have been instrumental in pre-letting and advising on tenant mix strategy. A number of deals are currently being agreed with premium international fashion and lifestyle brands, who will join luxury health club Third Space and “The Lounge” by Odeon Cinema in this exciting new development.

COVENT GARDEN
Cushman & Wakefield was instructed as joint letting agent on St. Martin’s Courtyard from the initial planning stages of the development through to completion. We have provided advice at every step of the process from consultancy on individual shop layouts and advice on marketing material, through to the inception and implementation of the female focused strategy for the scheme. We successfully concluded lettings of flagship stores on Long Acre including COS, Banana Republic, Jack Wills, Massimo Dutti, Barbour and LK Bennett.

148-158 KENSINGTON HIGH STREET
Instructed by Clareon Properties to provide letting advice on the subdivision of a 22,000 sq. ft block in a prime location on the high street. Units have been let to Decathlon (11,000 sq. ft.) and Clydesdale Bank (4,000 sq. ft.)

OXFORD STREET PLAZA
Acting on behalf of the landlord Sirosa Ltd. Disposal of 73,000 sq. ft. to Next PLC for a flagship store east of Oxford Circus.

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DELVAUX
47-48 NEW BOND STREET
Acting on behalf of Delvaux, acquired two flagship stores.

NIRAV MODI
31 OLD BOND STREET
On behalf of the landlord Bravepoint Limited, disposed of 3,000 sq. ft. to Nirav Modi.

TASAKI
170 NEW BOND STREET
Acting on behalf of Japanese jeweller Tasaki, acquisition of the 3,000 sq. ft. flagship.

VALEXTRA
129 MOUNT STREET
Advised Valextra on the acquisition of their first UK store at 129 Mount Street.

ELIE SAAB
24 BRUTON STREET
Advised Elie Saab on the acquisition of their UK flagship store at 24 Bruton Street.

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WE ARE THE CENTRE OF RETAIL & LEISURE

Helping clients transform the way people work, shop and live.

WE ARE CROSS BORDER RETAIL & LEISURE

WE ARE A LEADING PROVIDER OF CROSS BORDER RETAIL AND LEISURE ADVICE IN EMEA, APAC AND THE AMERICAS.

Cushman & Wakefield provide consultancy and agency advice to brands looking to enter new international markets and expand further in countries where they have a limited presence, taking advantage of each country’s expert local knowledge.

Our long and well-established teams have been grown specifically to satisfy the demands of global clients. Reinforced by our dynamic cross-border team, we as a market-leading retail team provide the most comprehensive range of services from any retail advisory company. We pride ourselves in offering a bespoke approach to every one of our clients, as we understand that every brand is entirely unique.

SERVICES INCLUDE:
• Retail Agency – Tenant Representation, Disposals and Acquisitions
• Retail Research & Consultancy
• Strategic & Market Entry Advice
• Retail Development
• Valuation
• Project Management
• Global Occupier Services
• Retail Investment

OVER
700
TRANSACTIONS
IN 2016 FOR 470 INDIVIDUAL RETAILERS.

IN 2016 MANAGED OVER
320
RELATIONSHIPS AND AGREEMENTS WITH RETAILERS WORLDWIDE.
Primark continues to have an excellent working relationship with Cushman & Wakefield across our store portfolio. We consider their property retail network, to be excellent and we are consistently impressed by their professional and comprehensive approach to client care.

THOMAS MEAGER, Director of Property, Primark Stores Ltd
OUR LEISURE & RESTAURANTS TEAM COMPLETELY DOMINATE PRIME LEISURE & RESTAURANT ASSETS IN THE UK.

ADVISING ON OVER 50% OF THE UK’S TOP SCHEMES, THE TEAM IS THE NATIONAL LEADER ON EXPERT, INNOVATIVE AND CLEAR ADVICE TO CLIENTS.

We have an unrivalled track record on both national landlord advice, advising on the highest value restaurants outside of London and bespoke, boutique advice for estate landlords within London.

We lead the way in occupier representation with an unrivalled list of retained clients including restaurateurs, casinos, cinemas and health clubs. We have some of the longest established relationships in the leisure and restaurant sector and pride ourselves on our passion, in-depth knowledge and expertise.
ADAM BREEDEN,
We knew we needed a great property advisor and Cushman & Wakefield stood out above others. Their drive to be constantly pushing boundaries and for innovation was a match for ours. Their deep knowledge of the market means we can be sure that multi-screen cinema.

quarter of 30 restaurants and a will be developed, which will sq. ft. of leisure and retail advising on how the 850,000 Cushman and Wakefield are Scotland’s capital city in 2020. The 1.7m sq ft scheme will

EDINBURGH, ST JAMES
This 1.7m sq ft scheme will bring a stunning addition to Scotland’s capital city in 2020. Cushman and Wakefield are advising on how the 850,000 sq. ft. of leisure and retail will be developed, which will include an exciting new leisure quarter of 30 restaurants and a multi-screen cinema.

GLASGOW HARBOUR
Situated overlooking the River Clyde the 390,000 sq. ft. regeneration scheme will create an iconic new retail and leisure destination that will combine with a wider mixed-use development that includes hotel, residential and student accommodation.

BRITISH LAND
Cushman & Wakefield are retained by British Land as national strategic advisor to all leisure developments within their regional portfolio of retail and leisure destinations. Our role is to help guide the client with long term advice that seeks to ensure the future competitiveness of each asset.

TOP TIER SHOPPING CENTRES
Cushman & Wakefield is instructed on a number of the leading shopping centres across the UK on their leisure and food/beverage offering, including St David’s Cardiff, Liverpool One, Intu Trafford Centre and St Enoch, Glasgow.

We knew we needed a great property advisor and Cushman & Wakefield stood out above others. Their drive to be constantly pushing boundaries and for innovation was a match for ours. Their deep knowledge of the market means we can be sure that we’re getting the leading strategic advice.

ADAM BREEDEN,
Bounce
WE ARE THE CENTRE OF RETAIL & LEISURE

Helping clients transform the way people work, shop and live.

WE ARE NATIONAL RETAIL & OCCUPIER SERVICES

The National Retail & Occupier Services team provides market-leading advice to landlords and occupiers of retail property throughout the UK.

With 22 experienced agents based in London, Birmingham, Manchester, Glasgow, Leeds and Edinburgh, we offer unparalleled coverage across all geographical markets and are proud to be trusted and knowledgeable advisors in all locations, from small market towns to the largest regional shopping destinations. We cover all aspects of retail advice, including retail development, occupier, high street, retail park and shopping centre leasing.

Our team is admired throughout the industry and we have been shortlisted for the Property Awards Retail & Leisure Agency Team of the Year award and the EG Award for Retail Property Advisor of the Year. Over the last 12 months we have been involved in over 780 retail transactions where our clients have benefitted from our well informed, well connected, tenacious advisors who offer both location and national advice.

Transacted over 780 stores
Leased over 17.5m sq. ft. of retail space.
opened in February this year on a new 10 year lease and 1,884 sq. ft. site was leased to client, PGIM Real Estate. The store on behalf of landlord Prime letting at 131 Buchanan Street, 2/4 EXCHANGE STREET, MANCHESTER
Cushman & Wakefield was instructed by the landlord, Royal London Asset Management, to confidentially explore the re-letting options. C&W managed to agree an early lease surrender with French Connection and a back to back new lease to an international fashion retailer which significantly enhanced the asset’s value.

UNIT SUI-J, 87/91 ARGYLL STREET, GLASGOW
Cushman & Wakefield was instructed by the landlord, Sovereign Land, to openly market the property and negotiate terms with interested parties. This resulted in a new 15 year lease on a new flagship store at a rent of £750,000 pax for JD Sports.

UNIT 4/5, 6-10 SOUTH QUEENSFERRY STREET, EDINBURGH
Prime retail site in the South Queensferry District. This 1,000 sq. ft. retail unit was leased to JD Sports. The deal was concluded in January 2018.

UNIT 158, 19 AURORA STREET, GLASGOW
New retail unit for Starbucks. The property is located in the heart of the town centre. The unit is situated on the ground floor of an attractive, mixed use building.

UNIT 7, 7 RO Yo! Sushi. The unit is situated in a prominent position on the ground floor of an attractive mixed use building.

Cushman & Wakefield continue to acquire stores for Metro Bank as part of our aggressive store rollout. The nature and complexity of the deals requires an in depth knowledge of what we want, an understanding of our business and significant determination in order to achieve success. Cushman & Wakefield also combine, and assist with managing, our wider Professional Team to take each project from site identification through to successful deal completion.”

CALUM EWING
Head of Property Metro Bank Plc
WE ARE THE CENTRE OF RETAIL & LEISURE

Helping clients transform the way people work, shop and live

WE ARE OUT OF TOWN

WE ARE OUT OF TOWN

TRANSACTED £1BN IN 2016 - 2017

20% MARKET SHARE

THE OUT OF TOWN RETAIL TEAM PROVIDES CREATIVE AND INNOVATIVE ADVICE ON ALL ASPECTS OF THIS SPECIALIST RETAIL SECTOR, INCLUDING SHOPPING AND RETAIL PARKS, RETAIL WAREHOUSING, AND FOODSTORES.

Our team is one of the most active in the sector, notable for its high level of seniority and depth of experience. Based in London, Manchester and Edinburgh we offer full UK coverage and our wide sector experience across agency, investment and lease advisory ensures a sophisticated approach to our services.

Our Out of Town retail team is one of the leading advisers in the UK with an enviable track record across shopping, bulky and convenience parks as well as food stores and stand alone assets. We are trusted with over 100 Retail Park leasing mandates and our long standing relationships with many corporate occupiers have led to a number of high profile tenant instructions.

Over the last 10 years, the investment team have successfully transacted over £8 Billion advising on both the purchase and sale of assets, including c. £6.5 Billion of retail warehousing and £1.5 Billion of foodstores.

SERVICES INCLUDE:

• Leasing - pre-letting and leasing asset management, tenant mix and repositioning
• Occupier representation - corporate, retained and non-retained
• Investment acquisition and sales, development funding and strategic advice.
• Development consultancy
• M&A consultancy
• Specialist foodstore advice
• Lease advisory including rent review, lease renewal, expert witness appointment and third party dispute resolution
• Research – market entry strategies, demographic analysis and market trends including quarterly reports and annual demand forecasts

£8.0 Billion
ADVISING ON THE PURCHASE, SALE AND FUNDING OF ASSETS

£6.5 Billion
OF RETAIL WAREHOUSING

£1.5 Billion
OF FOODSTORES

Cushman & Wakefield - Retail Book - 21
“Cushman & Wakefield provide a comprehensive service as Asset Management Agents on a number of our Retail Parks. Their market knowledge is undoubted and they offer innovative solutions to issues arising from our desire to drive performance from our assets. I have found their advice to be pragmatic, well researched and commercially astute.”

IAN BRAMLEY, Retail Portfolio Director, LandSec
WE ARE THE CENTRE OF RETAIL & LEISURE
Helping clients transform the way people work, shop and live

OUR RETAIL DEVELOPMENT TEAM HELPS LANDLORDS, FUNDS, DEVELOPERS AND THE PUBLIC SECTOR CREATE NEW PLACES TO WORK, SHOP AND LIVE THROUGHOUT THE UK.

Specialising in transforming places, we look at all aspects of project design and delivery, from the inception and nature of an idea to the practicalities of viability, leasing, funding and delivery. Recognising the merger of public and private sectors in delivery as well as the drive towards mixed use, we can help structure the partnerships that will help drive the success of your project.

SERVICES INCLUDE:
• Identification of development opportunities including evaluation of demand
• Site assembly, CPO compensation and procedure matters
• Masterplanning and placemaking
• Partner selection
• Development agreements, options and joint ventures
• Land & site sales, and preparation for disposal
• Guidance through the public/private partnership interface
• Financial testing and risk analysis
• Property & estate strategies
• Re-development of existing assets
• Advice on how to create a viable mixture of uses
• Development management
• Lease re-gears and head lease negotiation
• Leisure, stadium and arena advice
• Town centre regeneration strategy
• Tenant mix strategy and anchor leasing
RETAIL DEVELOPMENT

WE ARE RETAIL DEVELOPMENT

TOWN AND CITY CENTRE REGENERATION

SWANSEA CITY CENTRE

We are advising the City and County of Swansea on the regeneration of the city centre, including improvements to the city’s retail and leisure offer, the creation of a new Digital Arena, as well as new employment hubs in the city centre. The team assisted the Council in selecting development partners for two of the city centre’s major development areas and are now helping the parties deliver the proposals.

BIRMINGHAM, SMITHFIELD

We are advising Birmingham City Council on the procurement of a development partner for one of the largest city centre regeneration opportunities in Europe: the 34 hectare Smithfield market site. The opportunity includes 1,000 homes and 3,000,000 sq. ft. of commercial floorspace, alongside re-provision of the retail markets, a new cultural anchor and a new public square. C&W are advising the council throughout the preparation phase, as well as marketing the site and assisting throughout the developer selection process.

BRACKNELL

We are advising Bracknell Forest Council on their town centre property strategy. This work includes conducting a full review of the town masterplan, undertaking empirical consumer research, identifying new and existing property uses and providing development viability advice on several key development sites identified within the town centre.

BRENT CROSS, LONDON

Cushman & Wakefield have advised on this flagship scheme since its original construction, now focusing on its £1.4bn redevelopment. The planning application was submitted in May 2017 for more than 200 new retail stores, 60 restaurants, a state of the art cinema complex, hotel accommodation and a new town square. Acting on behalf of Hammerson and Abingdon Standard, we are providing a range of development advice.

TOUCHWOOD, SOLIHULL

We are advising Solihull MBC in Partnership with Lend Lease Retail Partnership on the extension of Touchwood, one of the blue chip regional shopping centres. The scheme has detailed planning consent and is planned to commence on site in 2017. Solihull MBC are also undertaking a substantial office Project for their own use on site.

BROOKFIELD, CHESHUNT

Cushman & Wakefield is advising Brookland BIC and Hertfordshire CC on the effective creation of a new ‘Garden Village’ and 'Brookfield Riverside' which will be a major new retail and leisure scheme of circa 50,000 sq. m. Both Councils have substantial landholdings within the scheme and C&W are assisting on the procurement of a blue chip development partner.

CHURCHILL SQUARE, BRIGHTON

Cushman & Wakefield is appointed by AbingdonStandard to support in creating two major development projects in Brighton city centre, in Partnership with Brighton & Hove City Council. Waterfront Central is a retail and leisure scheme adjoining AbingdonStandard’s existing Churchill Square scheme. Waterfront East is a state of the art multi use public venue.

HOUNSLOW TOWN CENTRE

Cushman & Wakefield is appointed by Brentford and Wrink Streeton, who we advised through the bid process to select as the council’s development partner in the Hounslow Town Centre regeneration scheme. The scheme will include cinema, over 100,000 sq. ft. of new retail accommodation and approximately 400 new residential units, set within a high quality public realm. C&W continue to provide strategic funding, viability, design and strategic input to the Client, with a Compulsory Purchase Inquiry currently underway.

NORTHUMBERLAND STREET, NEWCASTLE

C&W are advising Newcastle City Council and NE1 on the transformation of the Northumberland Street Area, in a bid to create a top European retail and leisure destination. Northumberland Street is situated within the heart of the city, the benefits realised here will act as the catalyst to transformation in wider Newcastle.

ANGRIA SQUARE, NORWICH

Cushman & Wakefield is providing comprehensive development service to Columbia Threadneedle on this 12 acre site in Norwich, one of the key regeneration sites within the city centre.

WATERMARK, SOUTHAMPTON

Cushman & Wakefield is advising Southampton City Council, in partnership with Hammerson, on Watermark, which has delivered a significant leisure let extension to West Quay. The scheme successfully opened in 2016.

DEVELOPMENT MANAGEMENT

LEISURE DEVELOPMENT

FILM QUARTER, LONDON

Cushman & Wakefield is providing strategic advice to the Council in respect of the 200,000 sq. ft. ‘Film Quarter’ and ancillary residential accommodation. We provide a broad spectrum of development advice including: developer selection process and procedure, scheme design audit, viability and CPO.

AT HOME, JOHN LEWIS

Cushman and Wakefield is retained by the John Lewis Partnership to acquire new ‘At Home’ stores. Acquisitions have led to new stores in Poole, Swindon, Croydon, Tunbridge Wells, Chester, Exeter, Tamworth, Newbury, Chichester, York, Ipswich, Ashford, Horsham and Basingstoke. Planned new openings include Chelmsford, Cheltenham, Worcester and Brighton.

ANCHOR STORE DEVELOPMENT

BURBERRY, LEEDS

Cushman & Wakefield is advising Burberry on developing its new home in Leeds city centre.

ANGRIA SQUARE, NORWICH

Cushman & Wakefield is providing comprehensive development service to Columbia Threadneedle on this 12 acre site in Norwich, one of the key regeneration sites within the city centre.

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“John Lewis coming to Birmingham will play an important part in the wider regeneration of the city centre. Cushman & Wakefield acted for the Council and their JV partner Network Rail and their input was critical in securing the investment.”

PETER JONES
Director of Property, Birmingham City Council
WE ARE THE CENTRE OF RETAIL & LEISURE
Helping clients transform the way people work, shop and live

WE ARE SHOPPING CENTRE INVESTMENT

OUR SHOPPING CENTRE INVESTMENT TEAM IS MARKET LEADING, COMPRISING SPECIALISTS AT EACH LEVEL WITH STRONG ANALYTICAL AND CASHFLOW MODELLING SKILLS.

This results in a deep understanding of various shopping centre markets, whether super-prime and prime assets sought after by REIT’s and Overseas Sovereign and Institutional capital, or more convenient led schemes offering opportunities for private equity and added value asset management specialists.

Their best in class track record provides strong commercial advice and a team embedded within the UK shopping centre investment market with access to truly global capital.

SERVICES INCLUDE:
- Retail Leasing
- Shopping Centre Investment
- Development & Planning Advice
- Strategic Advice
- Lease Advisory/Rent Review
- Valuation
- Property Asset Management
- Shopping Centre Commercialisation
- Research & Consultancy
- Business Rates

26% MARKET SHARE
£1.37 Billion TRANSACTED BY INVESTMENT IN 2016
WE ARE
SHOPPING CENTRE / HIGH STREET INVESTMENT

**QUEENSMERE AND OBSERVATORY SHOPPING CENTRES, SLough**
In November 2016 C&W acquired Queensmere and Observatory Shopping Centres in Slough for a purchase price of £150m, reflecting a 5% NIY. Key tenants include Debenhams, H&M, Marks & Spencer, Next and Primark.

**THE GLADES, BROMLEY**
In October 2016 C&W advised The Glades Shopping Centre in Bromley on behalf of the vendors Intu and Aviva. The shopping centre sold for £280m achieving a 5.7% NIY. Key tenants include Marks & Spencer, Debenhams, Zara and H&M.

**WAVERLEY MALL, EDINBURGH**
In March 2017 Cushman & Wakefield acquired Waverley Mall shopping centre in Edinburgh for a purchase price of £23.4m reflecting an 8% NIY. Key tenants include Sainsbury’s, Game, Superdry, New Look, Warehouse and Tiger.

**WHITEFRIARS SHOPPING CENTRE, CANTERBURY**
In November 2016 Cushman & Wakefield acquired Whitefriars Shopping Centre in Canterbury on behalf of Canterbury City Council for a purchase price of £73m reflecting a 6% NIY. Key tenants include Fenwicks, Primark, Tesco, Zara and H&M.

**THE SADLERS CENTRE, WALSALL**
In September 2017 Cushman & Wakefield purchased The Sadlers Centre, Walsall on behalf of Walsall Council. The 200,000 sq. ft. shopping centre was purchased for £12.5m reflecting a 9.3% NIY. The scheme is let to retailers including Marks & Spencer, Select, Warren James, Clarks, TJ Hughes and Claire’s.

**43-46 CORNMARKET STREET, OXFORD**
C&W agreed a lease to Nutwest and Leon restaurants after acquiring the units for an overseas HNWI for £17.75m.

**11-17 LISTERGATE, NOTTINGHAM**
Disposal on behalf of Redevco for £23.2m.

**86-88 MARKET STREET, MANCHESTER**
Acquisition of 86-88 Market Street, Manchester for £10.5m on behalf of an overseas HNWI.

“Barry and his team are significantly ahead of the competition when providing commercial advice with an unparalleled ability to negotiate hard and aggressively when needed to serve the best interests of the client. When selling for us he went above and beyond to realise the best price and when purchasing on our behalf, we were impressed by the level of detail and service provided”

ANDREW TURTON, Head of Retail Catalyst Capital

**HIGH STREET**
Cushman & Wakefield’s High Street Retail Investment Team is truly national. We have 18 offices across the UK including specialists in Edinburgh and Glasgow. We have a diverse range of clients who recognise the strategic advice we bring to transactions through our strong occupational knowledge.

The team has an excellent track record in both the acquisition and disposal of high street investments and transacted £568m in 2015. Its close principal and agent relationships make it fully immersed in the market and able to provide up to date, relevant and calculated advice.

**CASE STUDIES**

**M&S PORTFOLIO**
In August 2016 C&W advised Forton on the purchase of a portfolio of 76 M&S assets for £407m. The portfolio contained 13 prime London assets.

**PENTA PORTFOLIO**
In July 2017 C&W advised on the disposal of five M&S stores for £50m. Stores included Altrincham, Chesterfield, Halifax, Sutton and Wolverhampton.

**THE SADLERS CENTRE, WALSALL**
In September 2017 Cushman & Wakefield purchased The Sadlers Centre, Walsall on behalf of Walsall Council. The 200,000 sq. ft. shopping centre was purchased for £12.5m reflecting a 9.3% NIY. The scheme is let to retailers including Marks & Spencer, Select, Warren James, Clarks, TJ Hughes and Claire’s.

**THE GLADES, BROMLEY**
In October 2016 C&W advised The Glades Shopping Centre in Bromley on behalf of the vendors Intu and Aviva. The shopping centre sold for £280m achieving a 5.7% NIY. Key tenants include Marks & Spencer, Debenhams, Zara and H&M.

**WAVERLEY MALL, EDINBURGH**
In March 2017 Cushman & Wakefield acquired Waverley Mall shopping centre in Edinburgh for a purchase price of £23.4m reflecting an 8% NIY. Key tenants include Sainsbury’s, Game, Superdry, New Look, Warehouse and Tiger.

**WHITEFRIARS SHOPPING CENTRE, CANTERBURY**
In November 2016 Cushman & Wakefield acquired Whitefriars Shopping Centre in Canterbury on behalf of Canterbury City Council for a purchase price of £73m reflecting a 6% NIY. Key tenants include Fenwicks, Primark, Tesco, Zara and H&M.

**THE SADLERS CENTRE, WALSALL**
In September 2017 Cushman & Wakefield purchased The Sadlers Centre, Walsall on behalf of Walsall Council. The 200,000 sq. ft. shopping centre was purchased for £12.5m reflecting a 9.3% NIY. The scheme is let to retailers including Marks & Spencer, Select, Warren James, Clarks, TJ Hughes and Claire’s.

**43-46 CORNMARKET STREET, OXFORD**
C&W agreed a lease to Nutwest and Leon restaurants after acquiring the units for an overseas HNWI for £17.75m.

**11-17 LISTERGATE, NOTTINGHAM**
Disposal on behalf of Redevco for £23.2m.

**86-88 MARKET STREET, MANCHESTER**
Acquisition of 86-88 Market Street, Manchester for £10.5m on behalf of an overseas HNWI.
“The Cushman & Wakefield high street investment team provided us with sound professional real estate advice that added real value to the business over the course of the last 12 months”

ANDREW MILLS, Senior Property Asset and Development Manager
John Lewis Partnership
WE ARE THE CENTRE OF RETAIL & LEISURE

Helping clients transform the way people work, shop and live

WE ARE RETAIL LEASE ADVISORY

WE OFFER ADVICE ON ALL TYPES OF RETAIL PROPERTY ACROSS THE UK, WITH SPECIALIST ADVISORS WORKING OUT OF OUR LONDON, MANCHESTER, BRISTOL AND GLASGOW OFFICES.

We act for major landlords including listed property companies and pension funds, with key clients including Hammerson, Intu, M&G and British Land as well as private landlords and investors. We act nationally for occupiers such as T.M Lewin, Lego, The Co-Operative bank, Kurt Geiger and Vodafone. We also undertake expert witness work in relation to Arbitration and Independent expert referrals and have representatives on the RICS panel of Arbitrators and Independent Experts.

OUR EXPERTISE COVERS ALL ASPECTS OF RETAIL PROPERTY INCLUDING:

- Shopping Centres
- Supermarkets
- Department stores
- Central London
- National High Streets

ADVISE ON OVER 6m sq ft OF SHOPPING CENTRE ASSETS
Cushman & Wakefield is appointed to provide strategic advice on TM Lewin’s national portfolio, to include rent reviews, lease renewals and lease regear negotiations.

Cushman & Wakefield is joint instructed by Hammerson to provide landlord and tenant advice and deal with the rent reviews and lease renewals in respect of Victoria Quarter, Leeds.

Cushman & Wakefield acted for Vodafone’s landlord to provide professional advice for the rent review of Gucci.

Cushman & Wakefield is instructed to undertake lease re-gears and removal of breaks, as part of the overall asset management strategy.

Cushman & Wakefield have acted on this 400,000 sq. ft. shopping centre situated 12 miles to the North of Bristol since 2001 for 3 different owners. We have continued to increase rents, while at same time being very proactive in terms of undertaking lease re-gears and removal of breaks, as part of the overall asset management strategy.

Cushman & Wakefield acted for British Land on a rent review of this 74,000 sq. ft. Sainsbury’s store together with five unit shops and a retail warehouse occupied by TK Maxx.

Cushman & Wakefield is jointly instructed by Aviva & British Land to provide landlord and tenant advice and deal with rent reviews and lease renewals in respect of Southgate, Bath.

Cushman & Wakefield acted for Manchester Arndale.

Cushman & Wakefield is appointed by Sainsbury’s to provide landlord and tenant advice and deal with five unit shops and a retail warehouse in respect of Sainsbury’s, North Worle District Centre.

Cushman & Wakefield is appointed by LaSalle Investment Management to provide the full spectrum of landlord and tenant advice at several shopping centres including Royal Priors, Leamington Spa.

Cushman & Wakefield was appointed to provide all of their out of town rent reviews and lease renewals & re-leases for the North of England and Scotland.

Cushman & Wakefield is appointed by M&G and Intu to provide landlord and tenant advice, deal with the rent reviews and lease renewals in respect of the 1.4m sq. ft. Manchester Arndale.

Cushman & Wakefield is instructed to advise Pizza Hut on all of their out of town rent reviews and lease renewals & re-leases for the North of England and Scotland.

Cushman & Wakefield is appointed to advise Pizza Hut on all of their out of town rent reviews and lease renewals in respect of this 74,000 sq. ft. Sainsbury’s store together with five unit shops and a retail warehouse occupied by TK Maxx.

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Cushman & Wakefield is appointed to provide strategic advice on their 500 store UK portfolio, to include rent reviews, lease renewal and lease regear negotiations.

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Cushman & Wakefield is instructed to provide landlord and tenant advice and deal with rent reviews and lease renewals in respect of Victoria Quarter, Leeds.

Cushman & Wakefield is appointed by Orchard Street Investment Management.

Cushman & Wakefield is rent review advisors to Peck Land & Property and Orchard Street Investment Management.

Cushman & Wakefield is instructed by Hammerson to provide landlord and tenant advice and deal with the rent reviews and lease renewals in respect of Victoria Quarter, Leeds.
OUR DEDICATED UK SHOPPING CENTRE TEAM IS RETAINED TO ADVISE ON THE LEASING, ASSET MANAGEMENT AND DEVELOPMENT OF 101 SHOPPING CENTRES ACROSS THE UK. WE MAINTAIN OUR POSITION BY OFFERING AN UNRIVALLED SERVICE TO SUPPORT EVERY CLIENT’S BUSINESS NEEDS.

Based in London, Bristol, Manchester, Birmingham, Edinburgh and Glasgow our specialist retail agents work together to deliver integrated and innovative solutions to each client regardless of their size or scope.

SERVICES INCLUDE:
- Retail Leasing
- Shopping Centre Investment
- Development & Planning Advice
- Strategic Advice
- Lease Advisory/Rent Review
- Valuation
- Property Asset Management
- Shopping Centre Commercialisation
- Research & Consultancy
- Business Rates

WE ARE THE CENTRE OF RETAIL & LEISURE
Helping clients transform the way people work, shop and live

WE ARE SHOPPING CENTRES

MARKET SHARE OF
25%

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WESTFIELD STRATFORD CITY, LONDON
Client: Westfield
Cushman & Wakefield is the leasing agents of Westfield Stratford City in east London, the largest shopping centre in Europe with over 400 stores, 70 restaurants and 5,000 car parking spaces. Footfall was 48.2m in 2017 (so far) and continues to grow annually. Recent lettings include Moderne, Lovisa, Monki, & Other Stories, Arket, Weekday and a 68,000 sq. ft. M&M.

LIVERPOOL ONE
Client: Grosvenor
Liverpool One is the 14,000,000 sq. ft. city centre retail and leisure destination anchored by John Lewis, Debenhams and Beauty Bazaar Harvey Nichols. Recent lettings include Ldims, Smiggle, Urban Decay and Joules. Cushman & Wakefield are joint leasing agents.

SHOPPING CENTRES CONTACTS

WESTGATE OXFORD
Client: LandSec & Crown Estate
Cushman & Wakefield is the retail leasing agents on the £50m redevelopment of the Westgate Centre in the heart of Oxford. This new shopping and leisure destination will open in October 2017 and is on course to be over 85% let on opening. The development comprises approximately 100 new shops including a John Lewis department store and forms a key part of the regeneration of Oxford city centre.

BIRMINGHAM CENTRAL
Client: Hammerson
Grand Central Birmingham is a 435,000 sq. ft. prime shopping centre anchored by a 250,000 sq. ft. John Lewis sits above the regenerated New Street Station. With an iconic design the centre provides an attractive retail setting for 40 premium stores. The latest additions to the premium line up include Rituals, Nespresso, G&M and Mowgli restaurant. C&W provided all strategic leasing advice across both retail and restaurant lettings.

BRENT CROSS, LONDON
Client: Hammerson/Aberdeen Standard
Cushman & Wakefield is retained to lease Brent Cross. The destination provides 850,000 sq. ft. of prime retail with 8,000 free car parking spaces, anchored by John Lewis and Fenwick. Recent lettings include JD Sports, Rituals, Zara and Ernest Jones. Cushman & Wakefield is also working on the extension which will add an additional 85,000 sq. ft. of retail and leisure space, due to open in 2021.

ST DAVID’S, CARDIFF
Client: Intu & LandSec
A 1,400,000 sq. ft. regional shopping centre in the capital city of Wales, Cardiff. Anchored by John Lewis and Debenhams.

KINGSTON BENTALL CENTRE
Client: Ariva & Griffin Tree Investments
The impressive 600,000 sq. ft. Bentall shopping centre is situated in the heart of Kingston upon Thames. Surrey. The shopping centre is anchored by Bentall’s Department Store (Fenwick). Tenants include Zara, Apple, Hollister and H&M. Recent lettings include Hugo Boss, Typo, Vagabond and The Entertainer.

GLASGOW FORT
Client: Henderson Park
Points West London 125,000 sq. ft. of A1 retail anchored by M&S, Boots and Vue Cinema. Tenants include Zara, Next, River Island, and H&M. Recent lettings include Superdry, Paperchase, Pandora and Smiggle.

THE GLADES, BROMLY
Client: LaSalle Investment Management
The Glades is a 500,000 sq. ft. retail and leisure scheme in the heart of the London Borough of Bromley with an annualfootfall of over 20 million. Anchored by Marks & Spencer, Debenhams and Boots tenants also include H&M, Superdrug, As, Jo Malone, Dune and Zara as well as Wagamama, Carlisle’s and YDF Sushii. In 2017 Cushman & Wakefield won the mandate to become the joint retail and restaurant leasing agents on the destination.

RETAIL PORTFOLIO
Cushman & Wakefield are retained by Cushman & Wakefield are solely retained by TIL to advise on their retail portfolio across the underground network. Cushman & Wakefield have been instrumental in securing a significantly improved tenant base and for driving rental income across the Estate. Stations such as Canary Wharf, Embankment and South Kensington have been transformed to enhance the journeys of those using the underground.

THE MALL, CRIBBS CAUSEWAY
Client: Intu/MG/UT Bayley
Cribbs Causeway is a 170,000 sq. ft. shopping centre anchored by Marks & Spencer, John Lewis, Boots & Next. Recent lettings include Tesco, Nespresso, Whistles, G&M, Tortilla, Lush, Disney, and Dune, Timberland, Quiz & Lovisa. Recent lettings include Hugo Boss, Typo, Vagabond and The Entertainer.

ST JOHN’S, LIVERPOOL
Client: Hammerson
A 1,400,000 sq. ft. retail centre anchored by Harvey Nichols, Debenhams, John Lewis, and Boots. Recent lettings include Llage, Smiggle, Urban Decay and Joules. Cushman & Wakefield are joint leasing agents.

EDINBURGH ST JAMES
Client: TH Real Estate
Edinburgh St James is one of the biggest regeneration projects currently under way in the UK with up to 750,000 sq. ft. of prime space, including three retail floors, a catering level, cinema, hotel and residential. This will create a vibrant and exciting place to live, visit and shop in the heart of Edinburgh. Cushman & Wakefield is appointed as joint retail and leisure leasing agents. Construction for Edinburgh St James began in 2016 and completion is due in 2020.

PETER MAC
Head of Central London Retail
Direct: +44 (0) 20 7525 5309
Mobile: +44 (0) 7768 838 259
peter.mace@cushwake.com

LONDON GRAND CENTRAL
Client: Hammerson
Boxpark is a 750,000 sq. ft. prime space, including three retail projects currently under way in the UK with up to 750,000 sq. ft. of prime space, including three retail floors, a catering level, cinema, hotel and residential. This will create a vibrant and exciting place to live, visit and shop in the heart of Edinburgh. Cushman & Wakefield is appointed as joint retail and leisure leasing agents. Construction for Edinburgh St James began in 2016 and completion is due in 2020.

INTU TRAFFORD CENTRE
Client: Intu
Intu Trafford Centre provides 2,000,000 sq. ft. of retail, catering and leisure space. Tenants include Selfridges, John Lewis and Debenhams with recent lettings to Lush, Breastfeeding, Badger, Smiggle, Molten Brown and Leon. Cushman & Wakefield are the sole retail leasing agents.

BRITISH LAND
Client: British Land
Cushman & Wakefield are the sole retail leasing agents on the destination.

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OUR OUTLET MALL TEAM IS THE ESTABLISHED INDUSTRY LEADER IN THE EUROPEAN DESIGNER AND FACTORY OUTLET SECTOR.

The Outlet Mall team includes market specialists who between them have advised on the majority of the outlet centres throughout Europe.

Our ‘joined up’ approach enables us to provide comprehensive, well informed and commercially minded advice to Developers, Investors and Retailers. Over the last year Cushman & Wakefield has valued more than €20bn worth of outlet schemes throughout Europe. Cushman & Wakefield generally value around 50 schemes a year, representing more than 75% of the market by value.

Our investment team have transacted more than €3.5bn since 2007, representing an estimated 70% of all outlet transactions by value. Our team is notable for the quality of its personnel and the many long term client relationships we have successfully forged in the market.

SERVICES INCLUDE:
• Development Funding
• Investment
• Project Management
• Retail Agency – Disposals & Acquisitions
• Retail Development
• Retail Research & Consultancy
• Valuation & Advisory

IN 2016 VALUED OVER 75% OF THE EUROPEAN MARKET BY VALUE IN 50 SCHEMES

€20 BILLION WORTH OF OUTLET MALL VALUATIONS THROUGHOUT EUROPE
TRANSACTIONED MORE THAN €3.5 BILLION SINCE 2007
70% OF TRANSACTIONS SINCE 2007

WE ARE THE CENTRE OF RETAIL & LEISURE
Helping clients transform the way people work, shop and live

WE ARE OUTLET MALLS

“Cushman & Wakefield has valued the UK Outlet Mall Fund since its inception in 2008, following their role in advising during the purchase of the portfolio. We are delighted with the service we receive, and their in-depth knowledge of the specialist outlet mall sector market and wider retail sector.”

ANDREW RICH, Director of Outlet Malls, TH Real Estate
WE ARE OUTLET MALLS

**PEEL LIFESTYLE OUTLETS**
Cushman & Wakefield provides strategy, development and leasing advice at Gloucester Quays and The Lowry Outlet Mall.

**NEPTUNE**
Advised TH Real Estate on a 50:50 joint venture agreement with Heiner to create a new designer outlet platform in Europe, including seed investments in Roppenheim The Style Outlets, Factory Outlets Annapol and Krakow. The JV has also developed the flagship project Viladecans The Style Outlets in Barcelona.

**POLISH FASHION HOUSE PORTFOLIO**
Advised Deutsche Asset and Wealth Management on the purchase of three outlets located in Warsaw, Gdansk and Szczecin.

**VALUE RETAIL**
Regular valuations of Value Retail’s Chic Outlet Shopping Centre Portfolio comprising nine shopping villages throughout Europe.

**FESTIVAL PARK OUTLETS**
Cushman & Wakefield advised VIA Outlets on their acquisition of Festival Park Outlets, Mallorca.

**TROYES AND ROUBAIX**
Cushman & Wakefield advised Resolution Properties on the successful sale of their French outlets.

**FLORENTIA VILLAGE, BEIJING**
CBW provided advice on a new fund creation (Finger/ROM and Henderson) for this outlet village in China.

**ROSADA FASHION OUTLET**
Cushman & Wakefield provided advice to Resolution Properties on the sale of Rosada Fashion Outlet, Nethertons to McArthurGlen.

**IRUS PORTFOLIO**
Cushman & Wakefield advised TH Real Estate on the acquisition of an outlet portfolio comprising six centres situated in Spain, Italy and Poland.
Our shopping centre asset management experts are committed to being at the forefront of retail and leisure and use market leading technology to make sure that their strategies are always based on insight. The team respond to the ever changing retail environment and trading trends, keeping our clients informed on retail intelligence.

Cushman & Wakefield provide cutting edge management solutions to areas including retailer engagement, customer service, community engagement and digital marketing. Our first class service and collaborative attitude drive your asset and retailer performance with measurable service KPIs.

SERVICES INCLUDE:
• Property Management
• Service charge consultancy
• Research analysis
• Development advice
• Insurance services
• Asset enhancement
• Marketing and Commercialisation
• Facilities Management
• Financial Management
• Customer Experience

“We reappointed Cushman & Wakefield in 2015 to provide management services both in respect of our existing Lexicon properties and the new development on the basis of their experience and performance”.

HARRY PICKERING,
Investment Manager, Schroders

AWARDS
ACE, SCEPTRE, GREEN APPLE, OPAL
AWARDS 2016
CUSHMAN & WAKEFIELD RETAIL ASSET SERVICES

Shopping Centres

Corn Exchange, Manchester
Managing agent for the iconic listed building before, during and after the development from a shopping centre and offices to accommodate 17 restaurant units and a 4* hotel. Cushman & Wakefield were integral to the transition of the property through an intense period of change.

Old Spitalfields Market, London
OSM Holdings appointed Cushman & Wakefield in 2014 with the aim of positioning it as an internationally renowned retail destination. The mix of aspirational brands such as Chanel, Bottega Veneta, Lululemon, Ralph & Bo Malone alongside a functioning historic market makes it a unique asset to manage. The asset now attracts c. 9 million visitors per annum and is one of London’s top retail and tourist destinations.

The Lexicon, Bracknell
Cushman & Wakefield act for Bracknell Regeneration Limited Partnership in the comprehensive regeneration of Bracknell Town Centre, the first post-war New Town to be substantially redeveloped. In order to facilitate redevelopment, Cushman & Wakefield obtained possession of more than 150 tenancies mantly without use of CPO powers and have since managed the intensive launch programme leading up to the September 2017 opening.

Grand Arcade, Cambridge
Opening in 2008, the client’s aim was to launch the centre with only one third of units occupied and to establish the scheme as a new retail offer for Cambridge whilst also playing on its heritage so as to maintain a key stakeholder position locally.

Printworks, Manchester
Cushman & Wakefield were appointed to manage the prestigious landmark leisure scheme in 2017. Since our appointment, focus has been placed on working with DTZ Investors to further drive the asset forwards with projects to redevelop void areas, improve the leisure mix and the ambience of the scheme. Focus has also been placed on driving CSR and sustainability, developing a new long-term strategy for the benefit of the tenants and the environment.

Whitgift Centre, Croydon
Cushman & Wakefield has managed the property, a 16 acre scheme, since 2005 and maintained the asset value despite no investment to the 50 year old asset. Due to a variety of management successes, Cushman & Wakefield was retained by Hammerson and Westfield Croydon Partnership on the purchase of the centre in March 2015 and continue to manage the centre as it approaches redevelopment.

Regent Arcade, Cheltenham
Cushman & Wakefield has managed this scheme for over ten years. Originally opened in 1984, the Centre comprises over 200,000 sq. ft. of retail and 500 car parking spaces spread over 4 decks. The Centre historically suffered from a poorly designed entrance atrium and low ceilings with poor quality finishes. Contemporary retailers require flexible, well configured space, so in 2009 Canada Life undertook a refurbishment of the interior malls, followed by a redevelopment of the high street frontage, providing two new Marks & Spencer Foodhalls and River Island. The mall refurbishment and high street development has been successfully completed creating an attractive, modern and inviting arcade for shoppers.

CUSHMAN & WAKEFIELD RETAIL ASSET SERVICES CONTACTS

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Cushman & Wakefield have continued to provide Canada Life Investments with an all-embracing, professional and efficient service at Regent Arcade, Cheltenham and I would have no hesitation in recommending the team we have had working with us.”

RICHARD NICHOL MRICS,
Portfolio Manager, Canada Life Investments

Sara Jones, Director, Capital & Regional

“Cushman & Wakefield has provided a professional service in dealing with TUPE transfers during our process of acquiring and selling Shopping Centres. We have a detailed Integration Plan which the Cushman & Wakefield Team feed into and take ownership of the complex TUPE issues. Over the past 10 years they have successfully handled over 15 TUPE transfers, providing a professional service to the C&R Team. The most recent acquisition was successfully completed in February 2016.”

Sara Jones, Director, Capital & Regional

CUSHMAN & WAKEFIELD RETAIL ASSET SERVICES

Retail

Shopping Centres

35

SHOPPING CENTRES

32

RETAIL PARKS

2,158

NUMBER OF TENANTS

£4.8m

SERVICE CHARGE COLLECTED PA

12k

CAR PARKING SPACE

1,35m

TOTAL SQ. M., 15M SQ. FT.

£265m

ANNUAL RENT COLLECTED PA
WE ARE

TENANT REPRESENTATION
HIGH STREET RETAIL AGENCY
LEASING
MARKET ENTRY ADVICE
STRATEGIC LOCATION CONSULTANCY
PROJECT MANAGEMENT
RETAIL DEVELOPMENT
RETAIL INVESTMENT
GLOBAL OCCUPIER SERVICES
VALUATION
RESEARCH
LEISURE & RESTAURANTS
RATING
ASSET SERVICES
LOGISTICS & INDUSTRIAL SERVICES

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