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Real value in a changing world

The little book of retail *connections*

www.joneslanglasalle.co.uk/retail

Our story

We are delighted to introduce our combined UK Retail team, attending BCSC 2011.

The capability and reach of Jones Lang LaSalle's Retail team has strengthened, following the merger with King Sturge. Together, we continue to offer specialist Retail Intelligence for landlords, investors and retailers across the UK. During a time of economic uncertainty, retail property is facing the combined threats of reduced consumer spending and increasing online retailing. Our focus is to prepare clients both now and for the future, ensuring the right decisions are made in property selection and strategies for growth.

We pride ourselves on our understanding, knowledge and the connectivity of our specialist team, which covers every aspect of retail property throughout the UK, linking to Europe and beyond.

We welcome the opportunity to work with you, so pick up the phone to any of our team to discuss any aspect of the retail market in more detail.



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Our teams

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In Town Retail Agency



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“At a time when the relationship of landlords and retailers needs to be closer than ever, BCSC is increasingly becoming the focal point of the calendar, whether it be to foster new opportunities or simply finalise terms for a deal previously under negotiation. Our Retail Team has always stressed the importance of BCSC encouraging more retailers to exhibit, particularly as the number of development schemes being showcased has reduced. Jones Lang LaSalle have a host of retail clients attending BCSC this year.”

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Head of UK In Town Retail

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“As trusted advisors to some of the most recognisable brands on the UK High Street such as SuperGroup, O2, Sainsbury’s, Lloyds Banking Group, House of Fraser and Boots, through to boutique brands such as The Organic Pharmacy, Mint Velvet, Shoon, Sebago, Boux Avenue and Smythson, our retail relationships also stretch across the globe and our international clients include Timberland, Mango, American Apparel, True Religion, Guess Inc, VF Corporation and Wolverine Worldwide. Our dedicated Retailer team with specialist expertise, an unrivalled knowledge base and established market reputation, strive to deliver better advice, better performance and better results for our clients.”

Mark Smith
Head of UK Retailer Services

“We have in-depth experience leasing new shopping centre developments and existing schemes across the UK, from the largest cities to smaller market towns. Whatever the market conditions, our role is to provide innovative solutions that add value to our clients and their shopping centres. Our breadth of contacts allow us to connect with the retailers that will make the difference.

We look forward to discussing how we can work with you to maximise the potential of your centre, at BCSC.”

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Head of Shopping Centre Leasing



Shopping Centre Leasing



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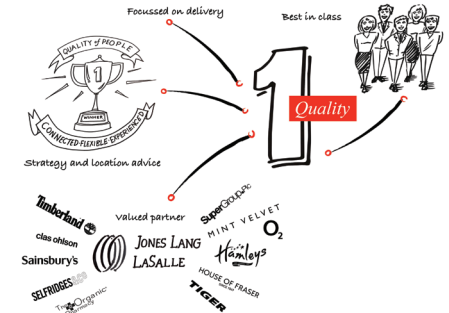
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“Challenging and Changing are probably the two most fitting adjectives for today’s retail management. Footfall in centres is falling year on year and with the increase in tax and rising inflation, consumers are reigning in unnecessary household expenditure to cover rising fuel and utilities costs. Retailers are facing the challenges of increased costs that are difficult to pass on and Landlords are faced with retailers changing their business models by reducing the number of stores they occupy and increasing on-line sales. It is vital to understand these challenges and the changing retail landscape. Customer care, providing an environment that people want to visit and managing and controlling costs has never been more important to our clients.”

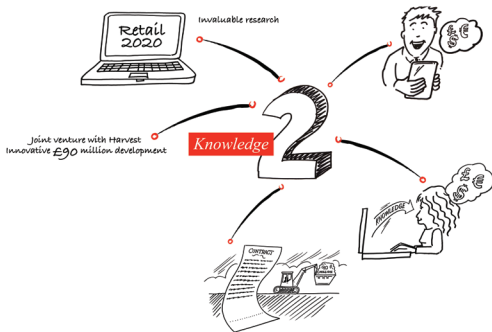
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“Recent economic and financial issues, both globally and throughout Europe, are affecting investor sentiment towards the UK investment market.

Asset selection and having the right advisors is more important now, than ever. We believe it is vital that strategic advice and resultant retail investment transactions are properly underwritten by a team that have unrivalled experience in the Shopping Centre, Development and High Street markets, with leading market intelligence.”

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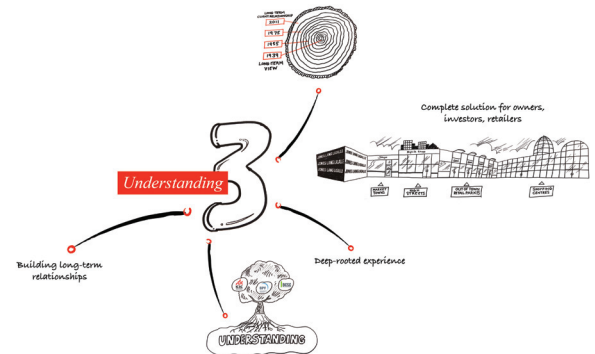
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“Out of town retail will increasingly become the shoppers’ choice as they search for convenience, and leisure will make a resurgence as consumers look for an affordable experience rather than pure consumption. We are excited about the continued potential for the out of town retail and leisure markets to modernise and grow.”

Will Andrews
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“The lack of new development stock is obviously a concern to developers and landlords, but also to retailers, who are increasingly looking to drive sales growth through new space rather than improving sales from existing stores. We believe the deep rooted understanding we have of all aspects of the retail market, from the landlord, investor, developer and occupier’s perspective, is key to providing new ways of delivering retail development in these challenging and changing times. We are delighted to be advising Standard Life / Shearer’s Parkway in Newbury and Land Securities’ Trinity in Leeds; two of the UK’s current largest retail development schemes.”

Charles Miller
Head of UK Retail Development



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“The current market conditions provide a continuing challenge to the Professional field, however the combined forces of Jones Lang LaSalle and King Sturge brings with it a huge knowledge pool of experience and expertise to deliver the right strategy and advice to our clients, to enhance their performance.”

Nick Klein
Director - *In Town Professional*

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“International expansion is becoming more important than ever as retailers look towards new markets to drive profits. Our European retail agency team works with a range of retail clients on their expansion strategy, from inception to completion.”

James Dolphin
Head of EMEA Retail Agency

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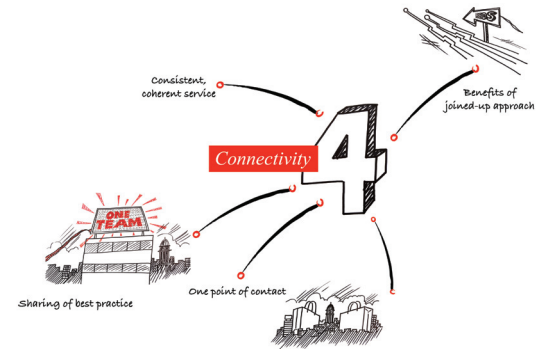
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