



Issue
#2

Retail PROPERTY POWER

KLM
KLM RETAIL

Changing the face OF RETAIL SPACE

*A boutique retail and leisure property
agency, that delivers pedigree and passion
in equal measure.*

At KLM Retail we offer a highly specialist independent retail and leisure property solution that covers investment, leasing and lease advice, nationally and internationally.

Our experienced partner-led approach, supported by a dynamic, progressive young team and attitude, is what sets us apart. The perfect blend of pedigree and passion. A powerful mix that is changing the face of retail space.

We thrive on dynamic retail landscapes; we are excited by new ideas and approaches to retail space; yet we are pragmatic and refreshingly down to earth.

With over 27 years' history, it's our long-standing client partnerships with owners and occupiers alike that is proof that our integrated approach and powerful retail connections deliver the very best results.

We are professional, progressive, passionate and pragmatic.



Investment



Agency



International



Lease Advisory

PEDIGREE & passion

market leaders in
outlet centres
advising on over
1.5m sq ft
across 5 leading
UK centres

leasing
7.5m sq ft
of shopping centres
across the UK

50
years of combined
market expertise
in out of town

Over
£3bn
of shopping centre
investments in the
past 5 years

1
complete
solution

operating/advising
in over
10 countries
across Europe, USA
& Far East

over
£700m
of investment
transactions in the
last 24 months

Investment



A PARTNERSHIP WITH CLIENTS THAT DELIVERS THE VERY BEST RETURNS

Our highly specialist team of 9 investment experts, focus on both in and out of town retail and leisure sectors. With 8 of our 9 experts being partners, the collective intelligence provides our clients with a breadth and depth of experience that delivers a unique 360 degree approach to retail property.

But our real standout comes from when this powerful knowledge of the investment market combines with our unique occupier intelligence, both in the UK and overseas.

An approach that delivers a realtime holistic assessment of a property value and its future vision in the context of emerging trends.

From this we can offer a pragmatic asset strategy to optimise against any business requirements. Our size and independence also means we offer the perfect balance of gravitas and clout with an agility and responsiveness to ensure best results.

“We have worked with KLM Retail... and have been impressed by their breadth and depth of knowledge of the investment market. Their ability to access quality occupational feedback quickly and their understanding of how to “evaluate the economics of a situation” has been of great value to our business.”

Adrian Horsburgh, Redefine.

In Town Investment

WE LIVE & BREATHE THE RETAIL ASSETS THAT WE ADVISE ON

Our in-town investment team alone transacts over £500m on average per year, with a focus on the sale and acquisition of high street assets, shopping centres and portfolios. We live and breathe the retail assets that we advise on, enabling us to provide our clients with an exceptional service and unique insight into the market.

We work with leading International and UK pension funds, REITS, property companies and private investors alike offering a pragmatic asset strategy to optimise against any business requirements.



“A great team of retail investment experts who deliver highly productive relationships and optimise on and off-market deals

Ben Buckley Sharpe, Fund Manager, Aberdeen Asset Management .

Out Of Town Investment

TAKING A 360 DEGREE APPROACH TO RETAIL PROPERTY

Our out of town retail and leisure department launched in September 2017 with the addition of 3 highly respected and skilled specialists Will Andrews, Jonny Perkins and Mark Smith.

With over 50 years' combined experience, the team advises on the acquisition, disposal, forward funding and sale and leaseback of this unique retail and leisure asset.

This powerful combination helps us unlock value for investors seeking the right acquisitions or the best value on a sale, strike the right funding deal for developers or offer a variety of sale and leaseback and ground rent solutions for occupier clients.

The addition of their skills and experience to KLM Retail brings an even broader and deeper knowledge of the UK retail and leisure sector.



LOGO'S TO BE INCLUDED?



Agency



CREATING THE RETAIL LANDSCAPES OF THE FUTURE

Our 12 highly driven, retail savvy agency experts are split into 3 dedicated teams, focussed on Central London, National markets and Outlet Centres.

Working across high street, shopping and outlet assets alike, we deliver a focussed approach for owners and occupiers through deeper, richer local market intelligence and insight. This in-depth market knowledge enables us to have our finger firmly on the retail pulse in any one location, but also gives us an overview of national trends and opportunities.



Combine this with our international partner network, The International Retail Network, and we can open doors to the national and international retail community, provide cross-border retail intelligence and help create the retail landscapes of today and tomorrow.

NEW IMAGES LIKE
SUPERGA / MCM

“*KLM Retail worked seamlessly with our brand to help us secure sites for our first UK Stores. As a new entrant to the market, we greatly benefitted from the team's retail-intelligence and motivation to deliver an exceptional service.*”

Diane Newman, Acuitis.

London Agency



STREETS AHEAD IN CENTRAL LONDON

We are part of the fabric of the Central London retail scene. Our detailed knowledge and flair for the individual districts and postcode personalities in London comes from being immersed in one of the most dynamic retail cities in the world since 1990.

We pride ourselves on working across the broadest spectrum of retail & leisure ranging from the iconic streets and addresses that have made London one of the greatest retail centres in the world, to some of the most exciting, developments that will create the retail destinations of tomorrow. This breadth of involvement means that our knowledge of brands and retail trends in the capital is second to none.

We work with landlords who are looking to create an exciting and fresh retail scene, as well as new international retailers seeking to gain their first foothold in the city. Our current London projects includes working with Bond Street, Savile Row, Cork Street, The Shard, and The Deptford Project.

Landlords we act for:



Retailers we act for:



LOGOS TO BE CHECKED/
UPDATED

National Agency



DEDICATED TO DELIVER RESULTS WITH A DRIVE AND A PASSION THAT IS SECOND TO NONE

We work across the UK for both occupiers and owners and are active in over 200 markets across high streets, shopping centres, retail parks and new developments at any one time. Our complete market knowledge enables us to provide insight into the individual complexities and nuances of each retail market, ensuring incisive advice to occupiers, owners and developers.

It is this depth and diversity that provides us with access to a wealth of contacts across premium, mid-market and discount sectors and always keeps us connected to the very latest market trends and developments. All keeping us streets ahead of the market.

We are adaptive and always assemble the most appropriate team of specialists to best fit a client's objectives.

Retailers we act for:



LOGOS TO BE CHECKED/
UPDATED





Outlet Centres

CONNECTED TO THE VERY LATEST MARKET TRENDS AND DEVELOPMENTS

Our work on a number of the UK's leading outlet centres has enabled us to develop an in depth market knowledge of this dynamic sector. As one of the fastest growing channels in the premium and luxury sector and an outperforming retail format, outlet centres are amongst the most innovative retail schemes in today's market, and our team of experts have their fingers firmly on the pulse of the trends and issues shaping each one.

We work with landlords who are looking to create the retail destinations of tomorrow, advising on leasing strategies and tenant mix to drive footfall and increase sales.

Our current schemes include:

- Clarks Village, Street
- Freeport, Baintree
- Galleria, Hatfield
- Gunwharf Quays, Portsmouth
- Junction 32, Castleford

LOGO'S TO BE INCLUDED?

“KLM Retail offers a highly trusted savvy team that deliver exceptional quality of advice, service and results. They operate under the radar and un-earth retail intelligence that is priceless - a ‘go to’ agency for ear-to-the-ground insight”

Jack Busby, Portfolio Director, Land Securities Group PLC.



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Jack Busby, Portfolio Director, Land Securities Group PLC.



Lease Advisory



LET'S TALK RETAIL IN DETAIL

Our Lease Advisory team offer a detailed understanding of the complexities of leases, property law and the sometimes contentious, but interdependent, relationship between owner and occupier.

Working with owners and occupiers, we handle a variety of rent reviews and lease transactions from large department stores, and flagship stores to small shops nationwide.

Our services range from strategic reviews, expert witness, section 18 advice, lease restructure and administration as well as lease liability provisioning and arbitration expertise.

However, it is our holistic approach to each instruction that ensures that all the technical aspects of this area are completely in touch with market conditions and trends whatever the location.



In this highly complex and specialist area, having a trusted highly experienced team that understand the nuances of our business is vital – KLM Retail deliver on every front.

Randeep Bansal, Head of Estates, Pret A Manger.

International



OPENING DOORS TO A GLOBAL RETAIL COMMUNITY

KLM Retail co-founded The International Retail Network in 2005, a partner network of like-minded retail experts based in key global markets. It provides us access to retail intelligence, trends and connectivity that is invaluable as consumers and brands become more global.

For retailers, our partnerships can advise on international expansion strategies and implementation delivered with local expertise.

Our national and international knowledge provides investors with transparent advice on potential occupiers, rates and the local investment market.

- Barcelona
- Berlin
- Boston
- Brussels
- Dublin
- Geneva
- Cologne
- London
- Madrid
- New York
- Paris
- Prague
- SE Asia
- Zurich

“They open doors and offer fantastic opportunities... their cross border strategic advice is a truly unique service.”

Udo Weber, Head of Global Expansion, Gerry Weber.



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