

GLOBAL

RETAIL



ABOUT US

Savills retail business spirit is innovative and resilient.
For over 160 years, we’ve offered outstanding property, specialist services and expert advice to clients.

Our global coverage, combined with our services and market insight means we can link demand with opportunity - wherever you may need us, whilst always being at the forefront of the ESG agenda.

What makes us different is that we have resisted the urge to be the ‘biggest’ real estate provider in the market, just the best (as judged by our clients).

Therefore, we have pursued a strategy whereby we strive to be the real estate advisor of choice in the markets we serve.

Forward thinking, fast moving. You ask, we deliver.

Our retail team provides leasing, acquisition, consultancy and investment services to brands and owners all over the world. In a fast evolving sector, that continues to be reshaped by customer demand, our team have our ears ‘close to the ground’ – we know what is driving the market and we can move quickly on your behalf.

The size of our team and geographical spread, allows us to respond quickly to client requirements on any scale of project and provide national expertise to deliver effectively and efficiently.

With our global presence, and working with our teams in Canada, Europe and Asia Pacific, alongside our strategic alliance with SRS in North America, we are able to provide seamless, high calibre advisory services to retail occupiers, investors and owners worldwide. Having this newly formed strategic partnership with SRS now completes our network.

We relish the challenge of helping your organisation fulfil its commercial aims.



Savills plc is a global real estate services provider listed on the London Stock Exchange and a constituent of the FTSE250 index.



Savills and SRS together have **685+ retail professionals globally.**



Savills & SRS together have **over 700 offices in 70 countries worldwide.**

OUR SERVICES

ACQUISITIONS



PLANNING &
DEVELOPMENT

SALES &
LEASING

FUNDING

INVESTMENT

RE-PURPOSING



BUILDING
CONSULTANCY

PROJECT
MANAGEMENT



LEASE
CONSULTANCY

ESG

STRATEGIC
ADVISORY



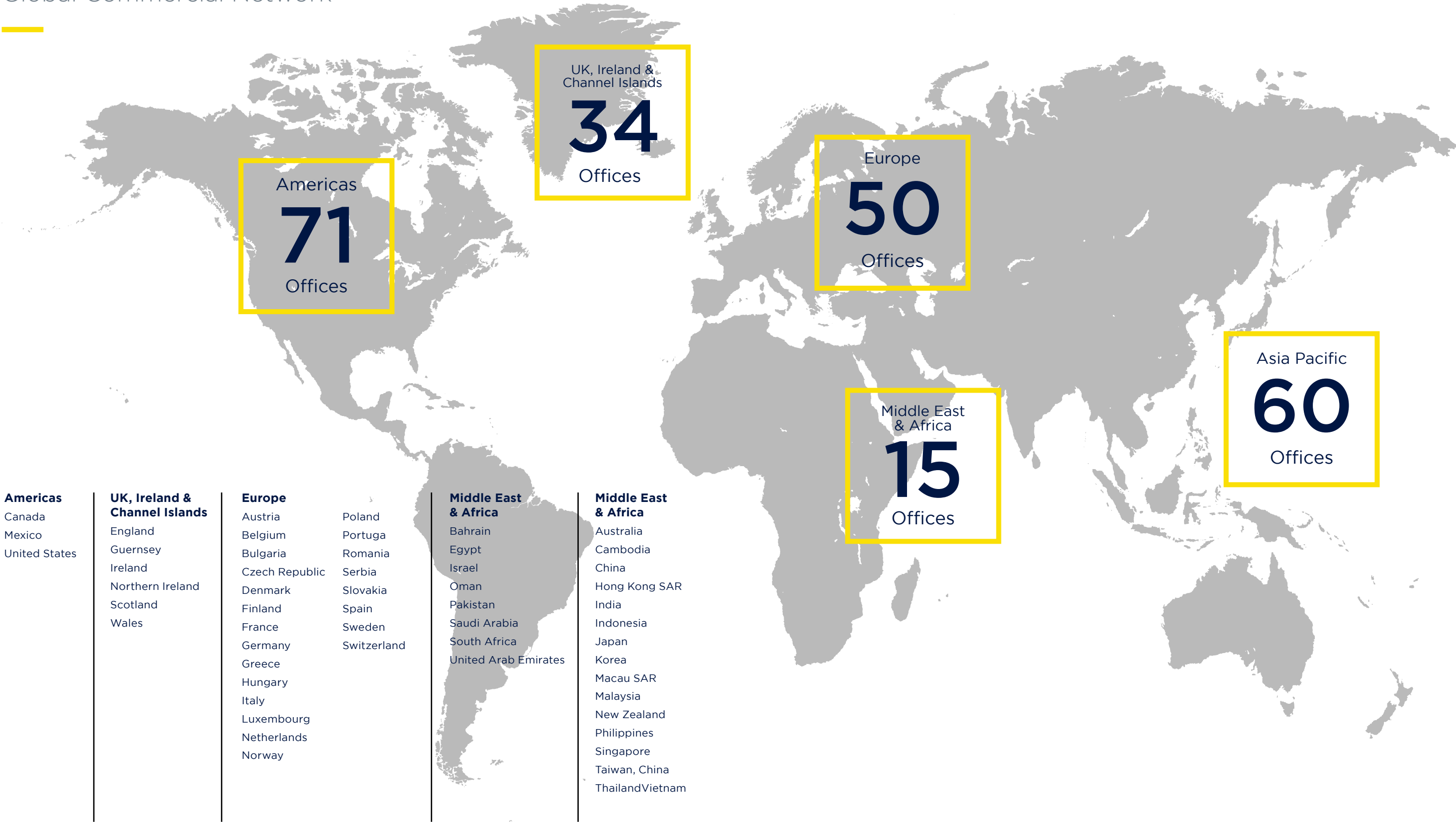
PROPERTY
& ASSET
MANAGEMENT



MIXED USE
DEVELOPMENT

LEISURE,
FOOD &
BEVERAGE

Savills
Global Commercial Network



OUR GLOBAL RETAIL LEADERSHIP TEAM

A collective of leading retail experts and thought leaders
from across our global retail business

The team continues to focus on core business within their home markets,
as well as work together on new flagship instructions in other key global
cities, acting on behalf of both key landlords and retailers.
For more information, please visit [our website](#).

Savills & SRS Cross Border Team



LAURA SALISBURY JONES
Director, Global Cross
Border Retail Agency
London
+44 (0) 7870 999 506
laura.clowes@savills.com



ALEXANDER GLAVAS
Director, Global Cross Border
Retail Agency
London
+44 (0) 7974 044 612
alexander.glavas@savills.com



KELLY CHENG
Associate Director
China
+(86) 156 1899 1851
kelly.savills.com.cn



KATIE SAVILL
Global Retail Coordinator
London
+44 (0) 20 7409 8700
katie.savill@savills.com



MARIE HICKEY
Director
Commercial Research
+44 (0) 7791 154 126
mlhickey@savills.com



JORDAN KARP CANADA AND NORTH AMERICA

Executive Vice President
Head of Canadian
Retail Services
+(416) 922 2223
jkarp@savills.ca



DON EDRLINGTON UNITED STATES

EVP & Principal
+415 908 4933
don.edrlington@srsre.com



LARRY BRENNAN EUROPE

Head of European Retail Agency
+353 1 618 1302
larry.brennan@savills.ie



ANTHONY SELWYN GLOBAL

Co-Head of Prime Global Retail
+44 (0) 20 7758 3880
aselwyn@savills.com



SAM FOYLE GLOBAL

Co-Head of
Prime Global Retail
+44 (0) 20 7409 8171
sfoyle@savills.com



JOEY CHIO ASIA

Head of Transaction and
Advisory, Senior Director,
Savills China
+8621 6391 6688
joey.chio@savills.com.cn



NICK BRADSTREET ASIA

Head of Asia Pacific Retail
+852 94087675
nick.bradstreet@savills.com

SELECT RETAILER

CLIENT EXPERIENCE

RESEARCH DATA & INSIGHT

Savills and SRS research consists of over 280 dedicated researchers globally who provide analysis and insight at a pan-regional, national and local level, to help forecast market trends and growth opportunities.

These insights provide the retail teams with the most up-to-date market data to support decision making. The research teams produce both market reports and thought leadership outlooks, as well as bespoke consultancy and market intelligence for clients.



Food, athleisure, toys, pharmacies, furniture retailers and luxury streets are showing more resilience in the current, challenging market conditions.



Ultra-luxury brands were more active when it came to store expansion in 2021, particularly within the jewelry and specialist watch segment.



The focus on major domestic markets will be the key trend shaping physical luxury retailing in 2022.



Rising importance of ESG will require landlords to address the efficiency of their real estate as well as present and new occupiers.



International destination markets will move up the agenda as we move into 2023 and the recovery in international travel gathers pace.



The much talked about metaverse will also generate new occupiers for luxury destinations.

To learn about our research capabilities and read our latest reports, please visit [our website](#).



Mat Oakley
Head of European Commercial Research, London
+44 (0) 20 7409 8781
moakley@savills.com



Simon Smith
Senior Director, Research and Consultancy
Hong Kong
+(852) 2842 4573
ssmith@savills.com.hk



Ryan Tharp
SVP, Research & Client Technology
SRS Real Estate Partners
(214) 560 3219
ryan.tharp@srsre.com



Carrie Wilson
Director, National Research
SRS Real Estate Partners
(404) 231 4380
carrie.wilson@srsre.com

ESG TEAM

With over 140 global property management professionals with specific expertise in sustainability and energy services, our award-winning team will support your goals to improve your assets' sustainability credentials.

We stand out from our competitors in terms of making real changes to ESG objectives at both the corporate and asset levels. Although we use data as a tool, monitoring and measurement is not the only focus for us - making a difference to each client's objectives is. We typically consider a holistic corporate social responsibility agenda - not solely resource focused, something our clients really love us for. Our highly qualified team has a range of qualifications and charterships which assists us to give a best-in-class sustainability service.



Savills plc is focused on climate-related risks and working together with its clients, suppliers and the local communities on which its operations impact, to deliver a more sustainable future.



Savills group joined The Science Based Targets Initiative and will achieve net zero for scopes 1 & 2 by 2030 and scope 3 by 2040.



In 2021, global scope 1 & 2 Green House Gas (GHG) emissions delivered a 20.4% reduction since our 2018 baseline, targeting 100% green tariffs, where available.



Within our 2021 Report and Accounts, we have included climate-related financial disclosures consistent with the four recommendations and the eleven recommended disclosures.



Recognised on the Financial Times's inaugural list of European Climate Leaders 2021.



In 2021, global scope 1 & 2 GHG emissions fell further to 6,738 tonnes CO2e, a 6.2% year on year reduction.



Decarbonising the real estate sector is an urgent and pressing need; a challenge that COP26 highlighted. Consequently, ESG considerations are increasingly defining both investor and occupier decisions.

Nicholas Ferguson
CBE, Chairman Savills plc



Claire Knapman
Head of EMEA
Acquisitions, Operational Risk and ESG
+44 (0) 75 8097 2771
cknapman@savills.com



Sam Crispin
Head of APAC
Regional Sustainability & ESG
+852 95 867 867
scripsin@savills.asia

CASE STUDIES

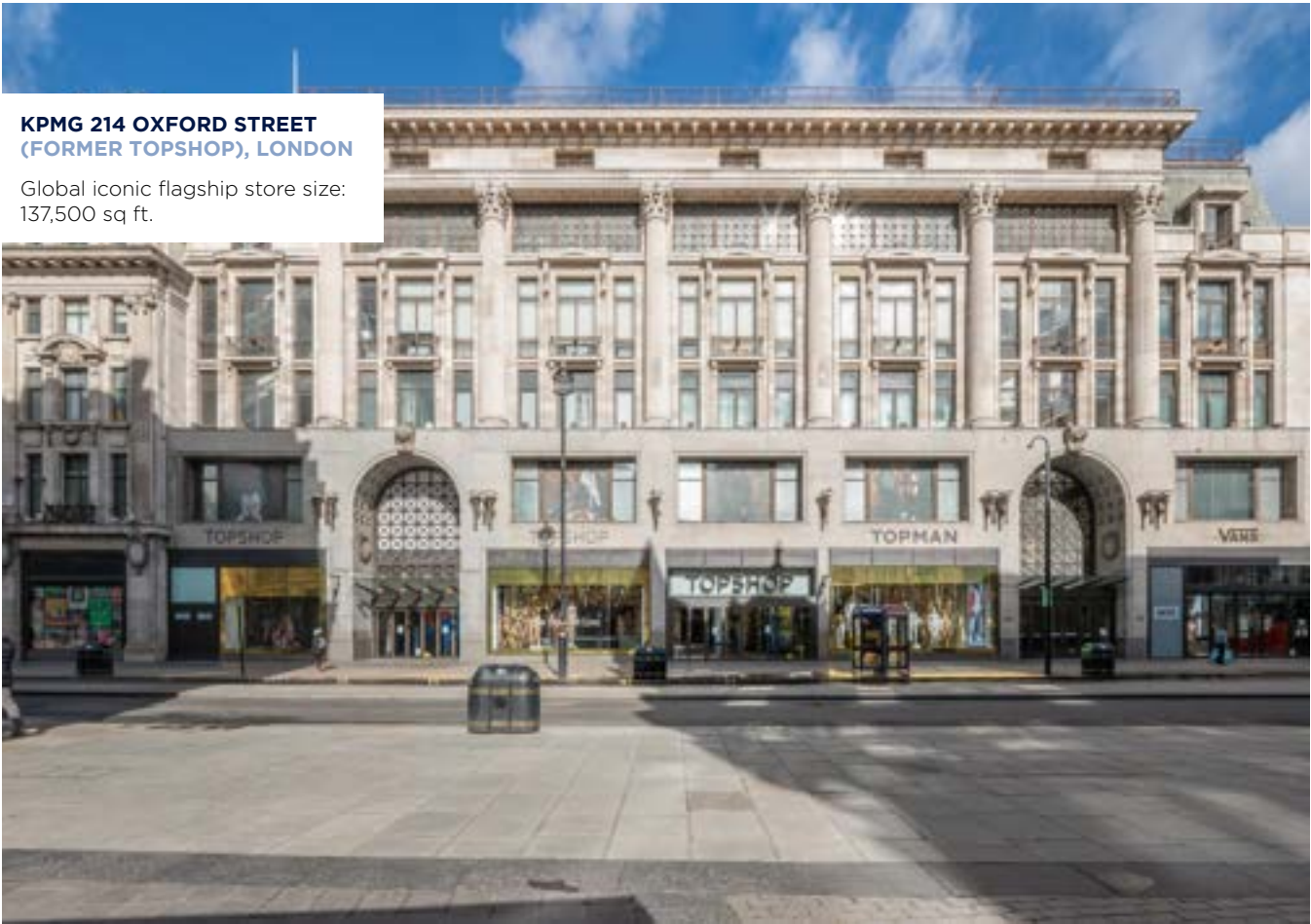
RH
AYNHOE PARK, ENGLAND

Providing strategic advice on their global expansion.



KPMG 214 OXFORD STREET
(FORMER TOPSHOP), LONDON

Global iconic flagship store size:
137,500 sq ft.



GUCCI, 144-146 NEW BOND STREET
LONDON

Provided consultancy advice to the Landlord to secure Gucci's flagship store on Bond Street



RALPH LAUREN
711 FIFTH AVENUE,
NEW YORK

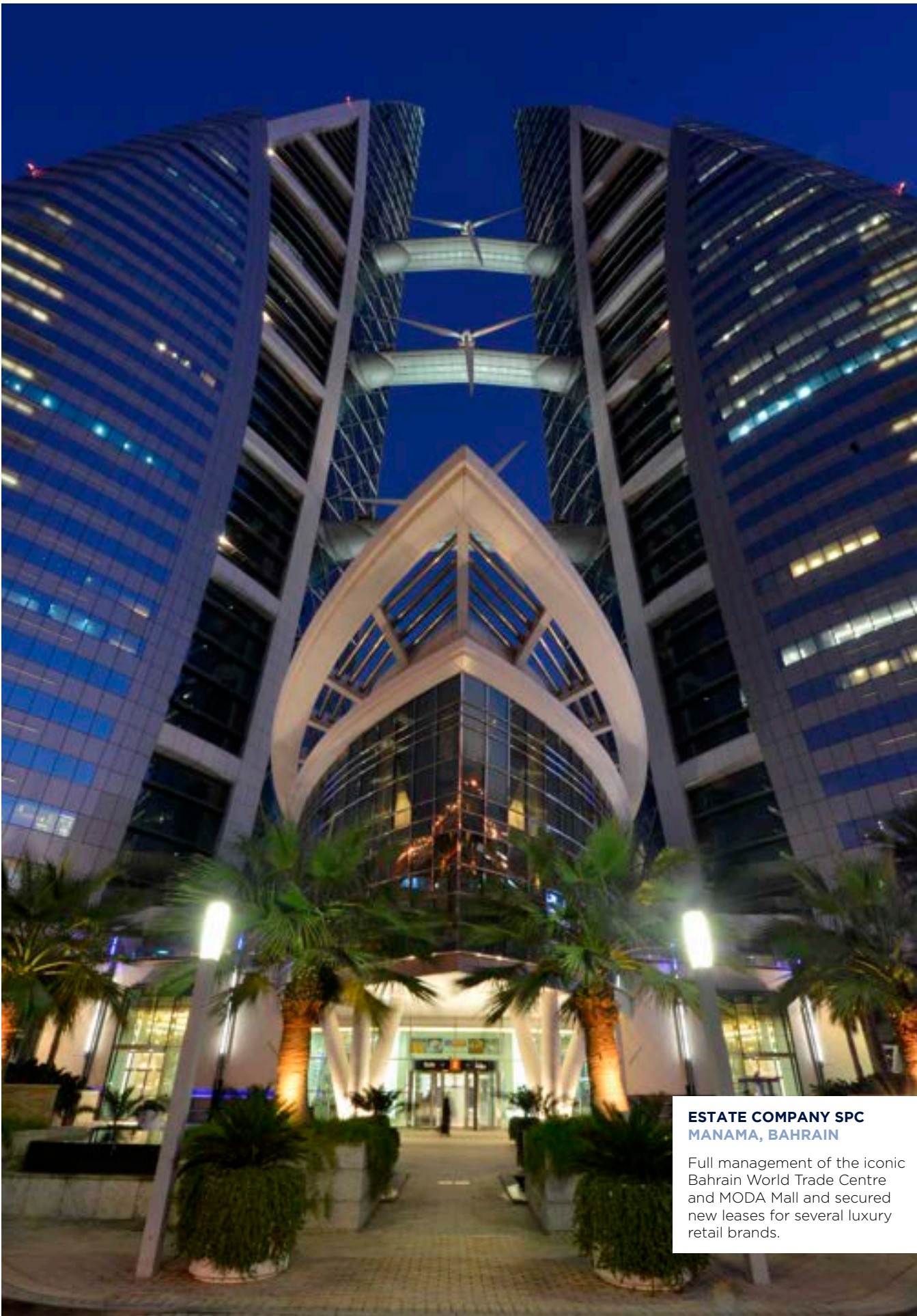
28,355 sq ft.



**HINES
MADRID, SPAIN**
Lease of a 2,700 sq m corner unit to Bershka for their flagship store. Located on Madrid's super prime pedestrianised shopping street, alongside other Inditex flagship stores such as Zara, Pull & Bear and Stradivarius.



**ADIDAS
SINGAPORE**
Leased the 18,000 sq ft prime Orchard Road Space for Adidas new brand center concept.



**ESTATE COMPANY SPC
MANAMA, BAHRAIN**
Full management of the iconic Bahrain World Trade Centre and MODA Mall and secured new leases for several luxury retail brands.

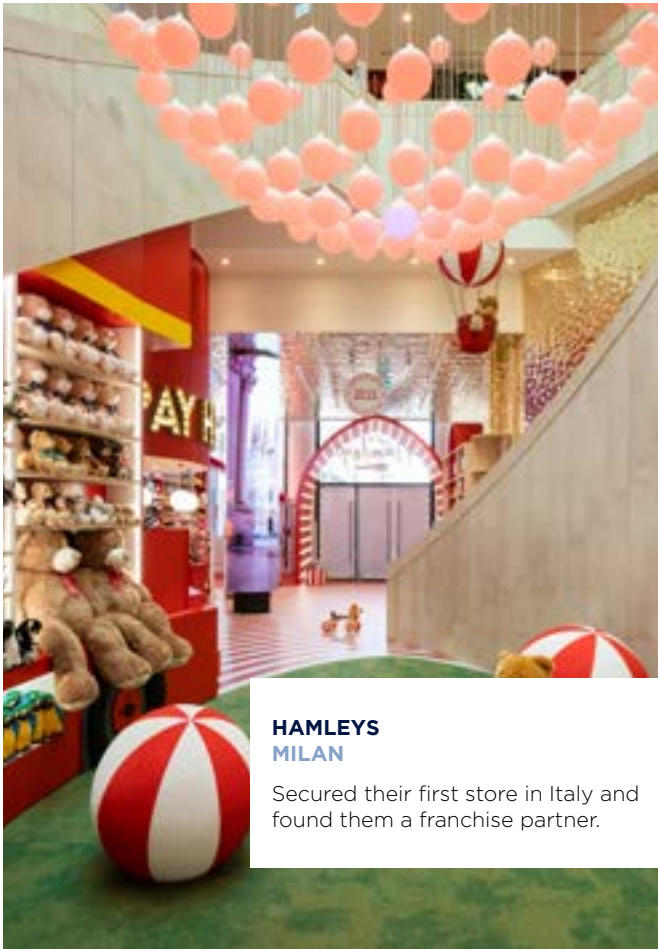
DYSON
NEW TOWN PLAZA, SHATIN,
HONG KONG

Acquired the first directly operated store in Hong Kong, which is Dyson's largest fully experiential store at approx. 1,800 sq ft.



HAMLEYS
MILAN

Secured their first store in Italy and found them a franchise partner.



SEPHORA
AUSTRALIA & NEW ZEALAND

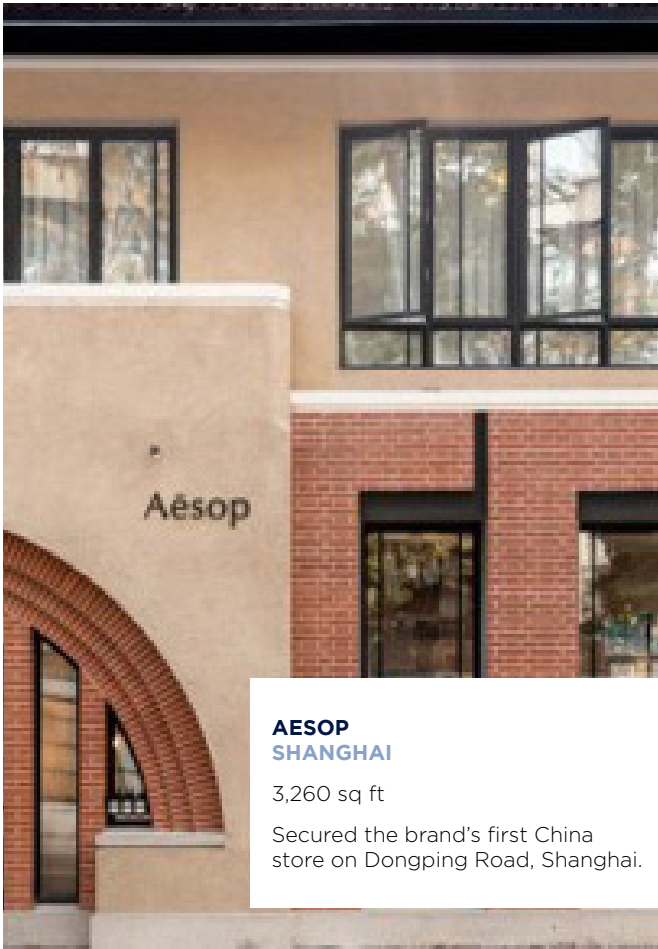
Advised on market entry strategy and have identified and negotiated over 23 stores in Australia and New Zealand.



Aēsop

AESOP
SHANGHAI

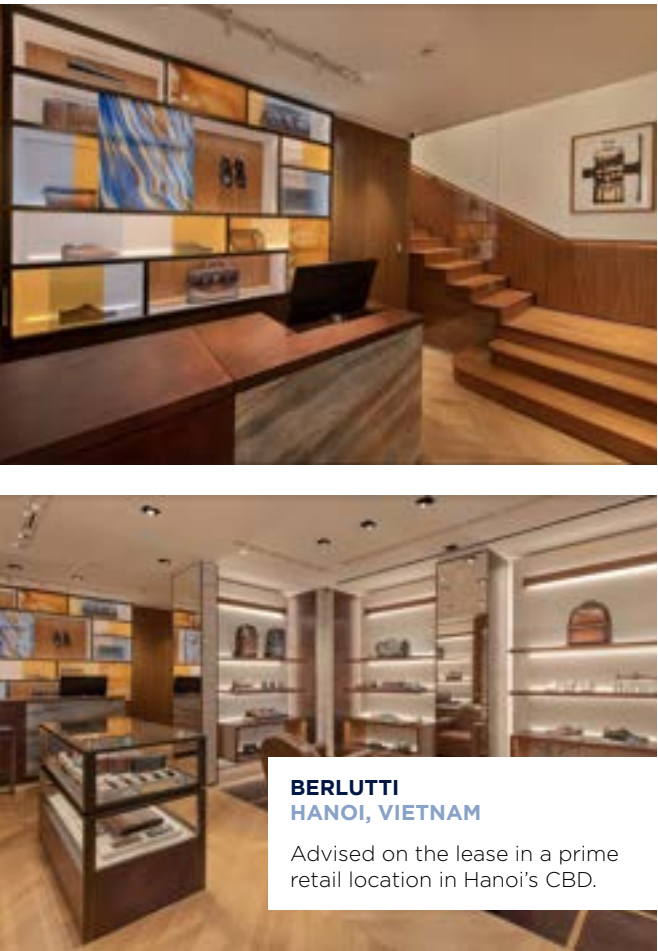
3,260 sq ft
Secured the brand's first China store on Dongping Road, Shanghai.



BERLUTI

BERLUTTI
HANOI, VIETNAM

Advised on the lease in a prime retail location in Hanoi's CBD.



LULULEMON
SHANGHAI

3,940 sq ft.
Savills has successfully secured 13 locations for Lululemon across China.





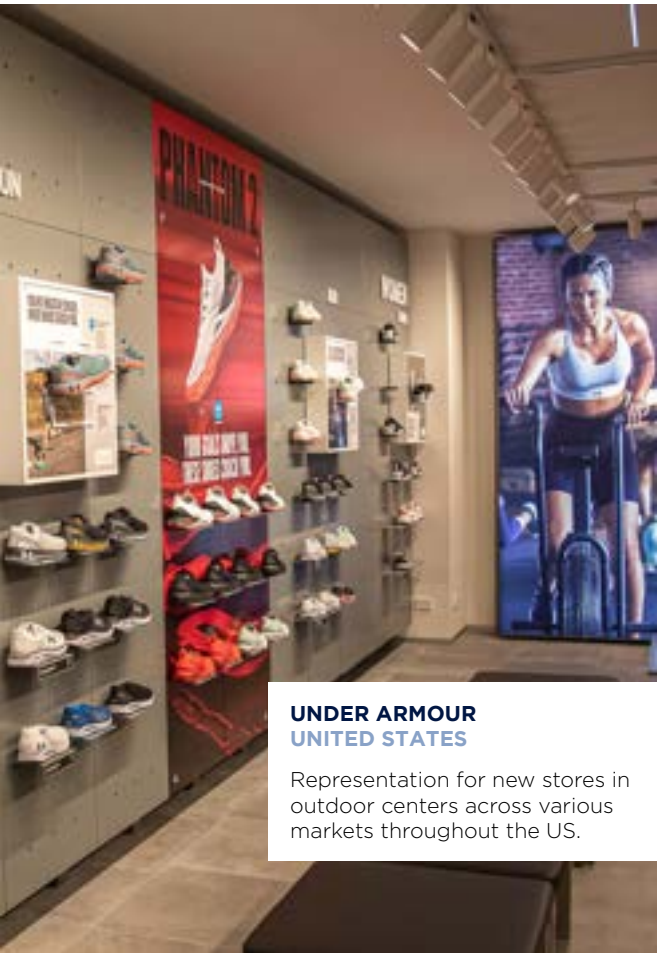
AMERICAN EAGLE OUTFITTERS
UNITED STATES

Long-term, off-mall expansion strategy and representation across the US for several of the AEO brands – American Eagle Outfitters, Aerie, OFFLINE By Aerie, & Todd Snyder.



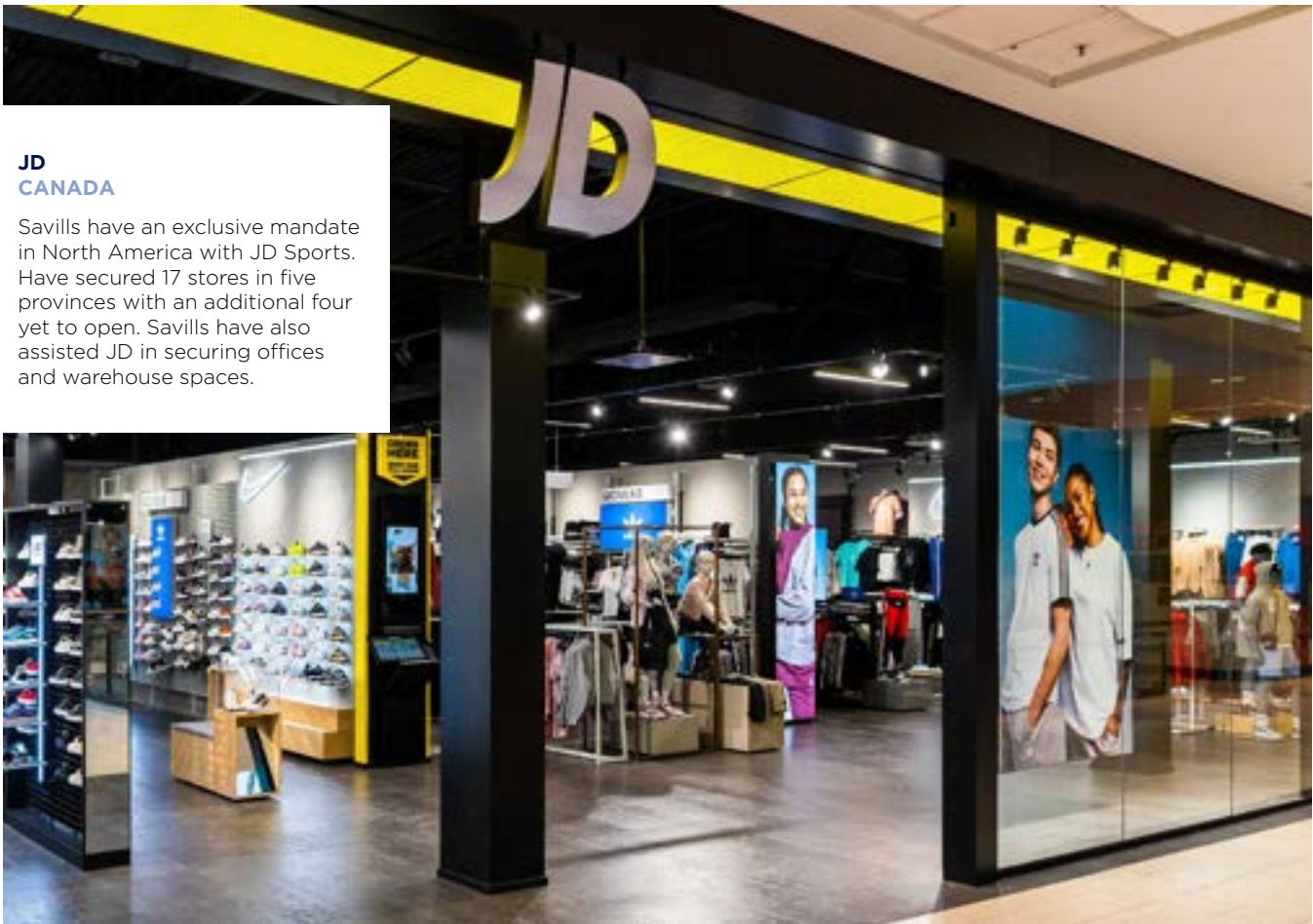
UNDER ARMOUR
UNITED STATES

Representation for new stores in outdoor centers across various markets throughout the US.



ARC'TERYX
UNITED STATES

Representation for new stores in major markets across the US, including Boston, San Francisco, and Colorado.



**JD
CANADA**

Savills have an exclusive mandate in North America with JD Sports. Have secured 17 stores in five provinces with an additional four yet to open. Savills have also assisted JD in securing offices and warehouse spaces.



**LIVESTOCK
CANADA**

Opened in April 2022, 5,000 sq ft.



**FERRAGAMO
CANADA**

Savills acted on behalf of the tenant to secure Ferragamo's first store on Bloor Street, Toronto which arose by combining two units totalling 6,000 sq ft.





POLESTAR
MADRID, SPAIN
Lease of first flagship in the capital in Velaquez Prime area of 8,611 sq ft.



BYREDO
BERLIN, GERMANY
New lease of 1,076 sq ft.



VAN CLEEF
PASEO DE GRACIA
Lease of a 1,292 sq ft store located on Barcelonas prime street Paseo de Gracia.



EL&N
DÜSSELDORF, GERMANY
New lease of 1,076 sq ft.

