Knight Frank

RETAILSERVICES

Incorporating retail into everyday life

Capability Statement

KnightFrank.com.au

Knight Frank is the world's largest privately owned property consultancy. We have a strong global presence with 370 offices, in 55 countries on six continents, and we provide a complete range of real estate services around the world. In Australia and New Zealand, Knight Frank employs over 1,000 professionals in more than 25 offices, with franchises and licenced businesses completing the group.

OUR SERVICES

At Knight Frank, we have it covered.

Providing dedicated commercial retail property services to retailers and developers across Australia, Knight Frank is passionate about retail property and the unique challenges it brings.

Our Australian retail team provides clear, trusted advice across the full retail property spectrum. Our experts are regularly appointed by institutions, private investors, developers and retailers and we have experience working with some of the most prestigious brands and retail developers across Australia.

Knight Frank Retail draws from a full range of integrated services and capabilities, including:

- Investment sales and financial analysis
- Advice on the most appropriate method of sale and/or leaseback
- Portfolio sales
- Positioning the property for sale
- Divesting strategies
- Market research services
- Sellers due diligence
- Liaison with property management and other third parties
- Negotiating the best possible sale price and terms
- Acquisitions

RETAIL MANAGEMENT

Our Retail Property Managers have a proven track record in this specialised area of management, with a clear focus on the fundamentals of retail property management.

The service delivered to our clients achieves maximum occupancy, tenant retention, reliable forecasts and strong arrears performance.

It is through our experience and established procedures that we maintain high standards of service for shopping centres with onsite staff and those managed remotely.

Our experienced management teams across both Metropolitan and Regional Australia manage both localised, strip retail precincts together with subregional and regional shopping centres in both CBD and suburban locations.

RETAIL SALES

- Knight Frank's Retail Sales team has transacted over $3 billion worth of shopping centres and freestanding supermarkets nationally.
- Knight Frank offers the strongest link to private investors both locally and overseas.
- Our sales team has a track record spanning over 40 years of achieving premium results from freestanding supermarkets to dominant regional shopping centres.

Some of our key clients include: APGF, APN Funds Management, Australian Unity, BlackRock, LaSalle Investment Management, Charter Hall, Denison, MAB

RETAIL LEASING

We are the market leaders in the provision of Retail Consultancy services, national Retail Planning and Leasing, as well as Project Leasing, with a proven track record including;

- In Sydney CBD, approximately $45 million in total annual rental generated from approximately 90 major prime retail leasing transactions in the last six years.
- The successful conclusion of a high number of national leasing deals, with rentals in excess of $500,000 per annum per transaction.
- The exclusive engagement in regional and metro retail developments and project leasing through our significant management portfolio.
- Highly successful appointments by some of Australia's leading receivers and accountancy firms to work on distressed retail properties and add value to tenancy mix and strategic retail planning.

Some of our key clients include:

Prestige/Retail: Bvlgari, Hugo Boss, Louis Vuitton, Rolex, Tiffany&Co., Versace

Banks: ANZ, Bankwest, CBA, Citibank, NAB, St George Bank, Suncorp Bank, Westpac Bank

Major/Mini Anchors: BCF, Bunnings, Dick Smith, Good Guys, Priceline, Rebel Sport, Spotlight

Developers/Owners: Charter Hall, Colonial, Hachma International
Australia Pty Ltd, Investa, Pellicano Group

Statutory Authorities: Ipswich City Council, Translink – QLD State Government

Receivers/Accountancy Firms: KordaMentha, PricewaterhouseCoopers

RETAIL VALUATIONS

Our national Valuations team annually values in excess of $30 billion of retail property.

Some of our key clients include: AMP, Colonial First State, Dexus, GPT, ISPT, Lend Lease, Westfield

DID YOU KNOW?

Knight Frank currently manages over 226 retail assets and approximately **586,000 square metres nationwide.**

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KEY DEALS COMPLETED

Muswellbrook Fair NSW

December 2014
$19.7 million

Belmont Central NSW

February 2013
$16.25 million

790-798 Vanderlin Dr, Berrimah NT

July 2012
$14.3 million

Paralowie Shopping Centre SA

April 2013
$8.1 million

TESTIMONIALS

"During the recent difficult economic times, we felt very fortunate to have such a professional agent partner with us to sell Belmont Central. With every twist and turn in the negotiations, Knight Frank efficiently and strategically responded to ensure the deal was flawlessly closed."

APGF

"Following our acquisition of 380 Lonsdale Street, Melbourne, through the professional efforts of Knight Frank we were able to secure good tenants for our property, particularly the retail tenants, which was a big challenge for this particular property. We have worked with Knight Frank for the last 15 years and consistently guided us in good and bad times."

Victoria Investments & Properties

"Since the inception of our Melbourne operations, Knight Frank has been integral in helping us find great retail premises as well as performing market reviews and locating possible subtenants to utilise our full capacity."

ChangeGroup

"Knight Frank called me with a known investor looking to acquire our shopping centre in Grafton 'off market'. Knight Frank was able to quickly produce an offer from the Purchaser and secure a non-refundable deposit to provide us with enough comfort to proceed. Knight Frank's honesty and tenacity enabled the transaction to proceed despite some difficult hurdles."

APN Funds Management

Knight Frank

While our reach is global, we focus on the needs of our clients at a local level.
To discuss your requirements, please contact your local Knight Frank office.

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