



# Retail

Cross-border expansion

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*Intelligence to fuel your retail ambitions.*

*Solving the questions that keep you up at night.*

*Tap 3,700 retail experts at your service.*

# Today's top challenges

## Investors

Expand or contract

Mitigate risk

Market value opportunities

Maximize asset performance

Increase sales & drive traffic

We understand the unique challenges retailers and investors face from every angle of the dynamic retail industry. Our experts start by understanding your challenges from the center of the issues, then suggest which proven path works best, and what direct benefits you gain by relying on the full extent of JLL's differentiated processes, technologies and global advisors.

While there is rarely a single solution to every retail challenge, there is a singular company with unparalleled retail expertise and scalability to help you succeed.

## Retailers

Portfolio strategy

Distribution

Site & store selection

Delivery to doorstep

Flexible execution

Every year, we gather the insights and thinking from across our global network of 60,000 real estate experts. We hope you find it useful in achieving your retail ambitions, and if you'd like further information on any of the topics covered, please get in touch.

# Retail services lifecycle

We're passionate about maximizing productivity for retailers and investors. Not just today, but for the lifespan of your investment. We're your partner every step of the way, from strategic planning and value creation to branding, lease management, administration and facility upkeep. We customize our services to fit your specific needs, and to get us over the finish line hand-in-hand. Let us be your roadmap to a successful future.





# Trusted by the world's top brands

## Luxury



## Fashion



## Food & drink



*“Through JLL’s understanding of our brand, local market knowledge and exceptional transaction execution, they’ve proven to be an outstanding partner as we grow our brand.”*

*— Heath Carr, COO Shinola*

# Investor and developer relationships

*“When you work with JLL, you not only work with talented individuals, you gain a trusted advisor.”*

*—Terry B. Olin,  
Principal, Stropiq, Inc*



# Research

We help you stay abreast of global trends and anticipate what's coming next in the world of retail. Explore our innovative tools, intelligent research and timely analysis to keep up to date on the state of the industry. Click the titles to learn more.



## [Destination Retail](#)

Insights for international retail expansion



## [City Retail](#)

12 cities, 37 shopping corridors, 1 guide to North America's retail market



## [Foodtrends Report](#)

The latest F&B trends and next major influences



## [Food and Beverage Report](#)

A global study of how to best integrate food into shopping centres



## [Global Retail Interactive Tool](#)

This tool allows for comparison and contrast of the top 140 global retail cities



## [Retailer's Guide to the Galaxy](#)

12 trends changing retail over the next quarter century



## [Destination Europe](#)

A comprehensive coverage of 250 international retailers' presence and expansion in 57 European cities



## [Welcome to Retail in Asia Pacific](#)

A guide on how to set up shop in the Asia Pacific's top cities

# Retail intelligence

We are passionate about Retail, and we're ready to share intelligence to help you achieve your ambitions. Market Intelligence, People Intelligence, and Future Intelligence work together to form Retail Intelligence. The fuel for your Ambitions.



## *People intelligence*

Our people thrive on solving complex challenges, they love retail and they love what they do for you. We don't just meet with you, we greet every opportunity to help with a fresh perspective. We listen and do our best to get to know you. This enables us to customize our services to fit your specific needs, and to get us over the finish line hand-in-hand.

## *Market intelligence*

These are the facts and figures. We have reliable market data and 3,700 retail professionals to give you meaningful insights to help achieve your goals. We collaborate with powerful connections industry-wide, making us your retail industry advocate and a bold voice for physical retail and its relationship to online.

## *Future intelligence*

This is where natural curiosity comes into play. In order to create an environment of inspiration, we ourselves must be inspired. That's why we never stop seeking out new information from every corner of the industry, so we can share the best examples from around the world. We have our fingers on the pulse of technological advancement, staying ahead so we can flex as your needs evolve. We are your roadmap to a successful future.



*Achieve  
Ambitions*

# Consumer research

To help you stay ahead, we must be ahead. We keep our fingers on the pulse of consumer behavior which keeps us proactive and prepared for the next trend, big or small. We not only track property and retailer performance in local markets, but we go so far as to forecast the future of the industry. What makes successful retail places profitable? How can we build on that strategy to apply to you? Let us analyze the latest local, regional and global retail insights to help you win.

Our spatial and geographic data gives you a real-life tour of all of the U.S. shopping centers from sky to street level views. Using our proprietary Blackbird technology, where a simple aerial map becomes a dynamic 3D visualization tool that helps you convey the location advantages to anyone who needs to know.

*We all wish we had a crystal ball. In our case we have a bench of keen researchers who can help you look into the future.*



# Meet your global team

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# JLL Retail *Global Facts*

*3,077* shopping malls served by JLL

*67* markets served by JLL

*177M* sqft of leased retail space

*1.4B* sqft of managed retail space

*660* brokers employed by JLL

*\$25B* investment sales and net lease sale  
value of all retail property types

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# EMEA Facts

€10.4B in retail transactions

1,241 retail employees

1,329 shopping centres

19 markets

10.1M sqm leased retail space

10.6M sqm managed retail space

## Top retail cities in EMEA

Barcelona

Madrid

Berlin

Milan

Istanbul

Munich

London

Paris



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# US Facts

822 retail employees

1,219 shopping centres

32 markets

\$5.5B in retail transactions

59.8M sqft leased retail space

91.6M sqft managed retail space

## Top retail cities in US

Chicago

New York

Los Angeles

San Francisco

Miami

Washington D.C.



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# APAC Facts

- 1,630 retail employees
- 529 shopping centres
- 16 markets
- \$7.9B in retail transactions
- 8.7M sqm leased retail space
- 174M sqm managed retail space

## Top retail cities in APAC

- Hong Kong
- Singapore
- Mumbai
- Sydney
- Shanghai
- Tokyo





*Achieve  
Ambitions*

JLL's 3,700 client-centric retail professionals provide comprehensive retail intelligence trusted to enhance the performance of the top retail brands and investors around the globe.

JLL partners with hundreds of retailers from emerging e-commerce to multinational brands to shape their investment, site selection and brand strategies. Our dedicated specialists are backed by industry-leading technology and cutting-edge research to help clients through every phase of the retail process, from leasing strategy, foodservice consulting, portfolio optimization, store disposals, cross border expansion, research & consultancy, property management or project management. Our teams understand the inherent complexities and variability associated with both the retail industry and increasingly complex capital markets. JLL also works with lenders, private equity firms to support and shape investment, financings and lease and debt restructuring services.

JLL's investment sales teams completed \$67.4 billion of global retail investment transactions last year. With teams active in 70+ countries, we manage 308 million sq m of retail assets and lease over 3,100 shopping centers around the world.

[jllretail.com](http://jllretail.com) | [@jllretail](https://twitter.com/jllretail)

To learn more about our Global Retail Services, please contact:

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