



Landsec

Press release

Title Landsec redefines retail agency model, announcing new partner panel
From Landsec
Date 16 May 2022

Landsec today announces the appointment of a new retail leasing agent panel, to work across its retail and hospitality portfolio. Following a competitive process, five agents have been selected: CBRE, Bruce Gillingham Pollard, Colliers, Curson Sowerby Partners and Time Retail Partners.

The panel, which sits as part of Landsec's new operating model launched late last year, seeks to redefine the traditional retail leasing agent model.

Each appointed agent will work collaboratively with Landsec's brand team to service new and existing retail customers whilst supporting the business in finding new brands to curate the right brand mix across its destinations.

The new panel reflects efforts to drive performance and build a more customer-centric approach. It challenges the traditional, location-led agent structure and instead aligns newly selected partners to specific brands and sectors, creating a more transparent, sustainable model encouraging a partnership-led, portfolio wide approach. Brand sectors include:

- Food & Beverage, and Leisure
- Apparel & Accessories
- Health & Beauty, Technology, Automotive, Services
- Home, Garden & Grocery

CBRE will work across all sectors with the remaining agents appointed awarded sector specialisms to enable Landsec to foster deeper relationships with brand partners and better meet the changing needs of the sector.

Bruce Findlay, Managing Director – Retail, Landsec said *“At Landsec, we’re focused on forging closer, more collaborative relationships with our brand partners, helping them create value at every opportunity – based on the simple notion that their success is our success. This guiding principle lies at the heart of our new retail strategy, and today’s announcement – which will see us move to a refined panel of retail agents - is an important step in our journey to deliver on that promise.*



“The new, sector-led model we are announcing today brings us closer to the brand experts who will drive real value for our customers. We believe our work with CBRE, Bruce Gillingham Pollard, Colliers, Curson Sowerby Partners and Time Retail Partners marks a new way of working that is fit for the future of retail.”

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About Landsec

At Landsec, we build and invest in buildings, spaces and partnerships to create sustainable places, connect communities and realise potential. We are one of the largest real estate companies in Europe, with a £11 billion portfolio of retail, leisure, workspace and residential hubs. Landsec is shaping a better future by leading our industry on environmental and social sustainability while delivering value for our shareholders, great experiences for our guests and positive change for our communities.

Find out more at landsec.com

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