

# ICSC Retail Connections

## 4 March 2014



Business Design Centre London, United Kingdom

In association with:



## Your platform for success with international retailers

The global deal-making event bringing leasing professionals from EMEA and Asia together with global retail brands in one place - **one efficient day.**

### ICSC Global Partner



### ICSC European Partners



Aareal Bank  
Group



### Platinum Sponsor

unibail-rodamco

### Gold Sponsor



FOR MORE INFORMATION EMAIL [RETAILCONNECTIONS@ICSC.ORG](mailto:RETAILCONNECTIONS@ICSC.ORG)  
OR VISIT [WWW.ICSC.ORG/2014LRC](http://WWW.ICSC.ORG/2014LRC)

# what is Retail Connections?

- **A business meeting event** bringing together shopping centre owners/developers/agents who have space to lease with retailers who are looking for new opportunities in one place, on one day.
- Retail Connections was developed as **a specific event focused on shopping centre leasing** by the pan-European members of the ICSC Leasing Group.
- This event is **unique to Europe** – saving time, saving money and generating new business for all participants.

Platinum Sponsor

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## who takes part?

- **Shopping centre owners/developers**
- **Retailers**
- **Agents representing retailers and developers**

- **Expand into new markets** – retailers from across Europe are ready to make deals with owners/developers.
- **Gain new contacts** – build up long term relationships with business contacts new to your portfolio.

## why should I take part?

- **Save time** – your pre-arranged meetings with leasing professionals enable you to make deals on the same day.
- **Save money** – book one flight to London rather than multiple flights across the globe.



# some of the companies that have attended

## Exhibitors

**Abdali Boulevard Company** • Altarea Cogedim • **Apsys** • Atrium European Real Estate • **Atrium Ljungberg AB** • British Land Company PLC • **Capital Shopping Centres** • CBRE Global Investors • **CBRE** • Colliers International • **Centrum Targowe "PTAK" S.A.** • Citycon • **CORIO** • DEAS Shopping Centers • **Cushman & Wakefield** • ECE Projektmanagement • **Eurocommercial Properties** • Fashion House Group • **Galeria St. Petersburg** • Gentalia • **Hammerson Plc** • Henderson Global Investors • **IKEA Shopping Centres Russia** • Immochan • **Immofinanz AG** • Inter Ikea Centre Group A/S • **Ivanhoe Cambridge** • Jones Lang LaSalle • **Klepierre - Steen & Strøm** • Land Securities Properties Ltd • **London Designer Outlet** • Lulu Group International • **mfi management für immobilien AG** • Multi Corporation • **NCC Property Development** • SES Spar European Shopping Centers • **Sonae Sierra** • Tawar Mall • **TriGranit Development Corporation** • Unibail-Rodamco • **Wereldhave** • Westfield Shoppingtowns Limited

## Retailers

**Abercrombie & Fitch** • Adidas Group • **Apple** • Asda UK • **Aspinal of London** • Banana Republic • **Bata Brands** • Bestseller • **BHS International** • Bijou Brigitte Modische Accessoires • **The Body Shop** • Bose Corporation • **Burberry** • Burger King • **Busaba Eathai** • Butlers • **Calzedonia** • Camaieu • **Chaussea** • Claire's Accessories • **Clarks** • Costa Coffee • **Crepeaffaire** • Crew Clothing Co. • **D&G** • David's Bridal • **Debenhams** • Deichmann • **Desigual** • The Disney Store • Diva • Ed's Easy Diner/Rankvale • **Esprit Europe** • Foot Locker Europe • **Forever 21** • Fossil Group Europe • **Gap** • Geox • **Gerry Weber International** • Gina Tricot • **Godiva Chocolatier** • G-Star Raw Denim • **H & M** • Hamleys • **Hema** • Hervis Sport Und Mode • **Hunkemoller** • Inditex • **Inglot Cosmetic** • JD Sports Fashion • **Peek & Cloppenburg** • KFC • **Kesko Food** • Kiddieland • **Kiko Make Up Milano** • Koton • **La Senza Lingerie** • Leder & Schuh • **Levi Strauss & Co.** • Light Cinemas • **Lindex** • L'Occitane • **Ltb Jeans** • Lush Cosmetics • **Mackays Stores** • Make Up Store • **Mango** • Marks & Spencer • **Media-Saturn Holding** • Miroglio Fashion • **Monsoon Accessorize** • Moss Bros Group • **Mr Kumpir** • Nike • **Orsay** • Osprey London • **Parfois** • Patafritas • **Perry Ellis International** • Primark Stores • **Promod** • PUMA • **Reebok** • River Island • **Riviera Maison** • Ryman • **Starbucks** • Subway • **SuperGroup** • Tesco Stores • **Tchibo** • Tie Rack • **TJX Europe** • Tom Taylor • **Tutti Frutti** • Uniqlo • **Wagamama** • WE Fashion • **Whitbread Court** • Whole Foods Market • **Yo Sushi!** • ZAZA • **Zumo International**



“It’s my first time here and it’s very interesting to connect in one day in the same place with all the European landlords as well as many retailers. For Parfois this is very interesting event as it saves many trips and time.”

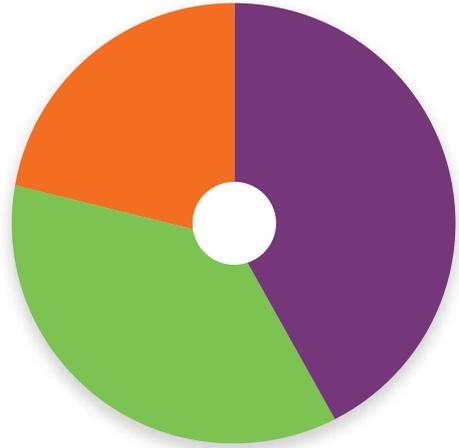
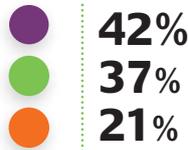
LOIC TOUBLAND  
PARFOIS

# international networking

Retail Connections is Europe's **biggest, most time-efficient and effective real estate leasing fair.**

## BUSINESS CATEGORIES REPRESENTED AT THE RETAIL CONNECTIONS 2013 ATTENDEES/PERCENTAGE

Owners/Developers  
Retailers/Tenants  
Real Estate Services



**527** attendees across Europe  
**238** participating companies  
**29** countries

“We have business expansion plans and **this was a great place to meet shopping centre developers and owners** and to discover what’s really happening across Europe.”

FATIH DEMIR, MR KUMPIR



# how it benefits you

## Owner/Developer

### How can I take part?

If you have space to lease in new or existing shopping centre schemes, you are eligible to book a meeting space package.

### How is my meeting space package set up?

All packages will be assembled for you, with the option of personalising your space with company graphics. So all your leasing team has to do is turn up on the day with your company information to host your pre-arranged meetings.

### What do I need to prepare for the event?

You will have a more successful day if you take time to plan your schedule prior to the event and research those retailers you wish to meet.

### How do I arrange meetings with retailers?

You can do this through the online meeting system or through the ICSC database and contact retailers directly. Retailers and agents can also approach you to arrange meetings.

### How do retailers hear of the event?

Every owner/developer/agent who books a stand receives complimentary retailer invitations for Retail Connections as part of their package. You provide your list to ICSC, who will manage the invitation process on your behalf. The whole concept of the event is for owners/developers to share their contacts in order to generate new business.

## Retailer

### How can I take part?

As a retailer you receive a complimentary place as a guest of ICSC and participating owners/developers/agents to attend Retail Connections. To register please fill in the Retailer Registration form and return it to [retailconnections@icsc.org](mailto:retailconnections@icsc.org)

### What do I need to prepare for the event?

As this is a business meeting event, you will have a more successful day if you take time to plan your schedule prior to the event and book meetings with the owners/developers/agents you wish to meet.

### How do I arrange meetings?

You can do this through the online meeting system or through the ICSC database and contact owners/developers/agents directly. They can also approach you to arrange meetings.

### Why should retailers take part?

- **Save time** – your pre-arranged meetings with leasing professionals enable you to make deals on the same day.
- **Save money** – you can fly in and out of London in one day. Best of all your registration is completely free.

### Is it possible for retailers to host meetings?

Yes, it is possible for retailers to book a meeting space package. Contact [retailconnections@icsc.org](mailto:retailconnections@icsc.org) or call +44 20 7344 1891 for more details.



“It’s a very straightforward way to do business. There are plenty of people about doing business, I had meetings every 30 minutes.”

CHRISTIAN SCHMELIGK  
FOSSIL

# how it benefits you (continued)

## Agent

### How can I take part?

There are two ways you can become involved in Retail Connections:

- If you represent an owner/developer with shopping centre space to lease – take a meeting space package (see details on overleaf).
- **NEW!** You can also attend as a delegate representing landlords and/or retailers.  
The delegate pass costs €1,250 + €250 = €1,500. Please note only leasing professionals are admitted.

You will be registered under your company name and can arrange meetings as retailers do through the online meeting system or the ICSC database with developers on your client's behalf.

### Accommodation

ICSC has arranged special rates at the Hilton London Islington. Please visit [www.icsc.org/2014LRC](http://www.icsc.org/2014LRC) for more information.

### Next Steps:

Complete the relevant booking form and send to [retailconnections@icsc.org](mailto:retailconnections@icsc.org) to confirm your participation.

## Travel

### Travel

Retail Connections will take place in the Business Design Centre, situated in the bustling heart of Islington and just within two miles of the City and the West End. Visit

[www.businessdesigncentre.co.uk](http://www.businessdesigncentre.co.uk) for further details.

### How to Get There

The Business Design Centre is well-connected and within easy reach of Central London.

### Heathrow Airport:

From Paddington to Angel Underground station takes 25 mins.

### Gatwick Airport:

30 minutes via the Gatwick Express to Victoria and from Victoria to Angel Underground station takes 15 minutes.

### Eurostar to St. Pancras International:

10 minutes by taxi or one stop on the underground.

### Sponsorship Opportunities also available.

For more information email [retailconnections@icsc.org](mailto:retailconnections@icsc.org)



“I've been four times and seen some good relationships develop as a result. It's certainly worth turning up.”

MARK WOODRUFF  
RIVER ISLAND

# meeting space options

## Package A:

**Advanced Registration** (Before 27 September 2013)

**€10,000 plus €2,000 VAT = €12,000**

**Standard Registration** (From 28 September 2013)

**€12,000 plus €2,400 VAT = €14,400**



### Fee includes:

- 6m x 6m carpeted meeting space including:
- Two offices with doors (offices are sized at 3m x 3m each)
- One open reception area (area measures 3m x 6m)
- Nine inclusive event passes
- Maximum of nine retailer requests for ICSC to invite on your behalf
- Nine additional passes for purchase
- Lighting and general use outlet
- Company fascia sign
- Reception counter

- Two stools
- Three conference tables
- Eight conference chairs
- Waste basket
- Literature rack
- Free WiFi
- Continental breakfast and buffet lunch
- Complimentary tea, coffee and water brought to your meeting room throughout the day

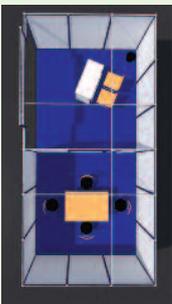
## Package B:

**Advanced Registration** (Before 27 September 2013)

**€8,500 plus €1,700 VAT = €10,200**

**Standard Registration** (From 28 September 2013)

**€9,500 plus €1,900 VAT = €11,400**



### Fee includes:

- 6m x 3m carpeted meeting space including:
- One office with a door (office measures 3m x 3m)
- One open reception area (area measures 3m x 3m)
- Seven inclusive event passes
- Maximum of seven retailer requests for ICSC to invite on your behalf
- Seven additional passes for purchase
- Lighting and general use outlet
- Company fascia sign
- Reception counter
- Two stools

- Two conference tables
- Four conference chairs
- Waste basket
- Literature rack
- Free WiFi
- Continental breakfast and buffet lunch
- Complimentary tea, coffee and water brought to your meeting room throughout the day

## Package C:

**Advanced Registration** (Before 27 September 2013)

**€5,000 plus €1,000 VAT = €6,000**

**Standard Registration** (From 28 September 2013)

**€6,000 plus €1,200 VAT = €7,200**



### Fee includes:

- 3m x 3m carpeted meeting space including:
- One Open Reception area (area measures 3m x 3m)
- Five inclusive event passes
- Maximum of five retailer requests for ICSC to invite on your behalf
- Five additional passes for purchase
- Lighting and general use outlet
- Company fascia sign
- One conference table

- Four conference chairs
- Waste basket
- Literature rack
- Free WiFi
- Continental breakfast and buffet lunch
- Complimentary tea, coffee and water brought to your meeting room throughout the day

# preliminary floor plan

