

# RETAIL SERVICES

COMPREHENSIVE RETAIL  
PROPERTY SOLUTIONS



**RETAIL SERVICES**



**BNP PARIBAS  
REAL ESTATE**

Real Estate  
for a changing world



"OUR HEART  
BEATS FOR  
RETAIL."



**Christoph Scharf**  
Head of Retail Services  
Managing Director

## SUCCESS THROUGH EXPERIENCE AND PASSION

For over 20 years, we have been represented in the retail sector by an experienced team. Around 50 specialists based in nine locations across Germany make it their business to look after your interests – with their wide-ranging know-how, an end-to-end approach and last but not least with energy and passion. And it's not just in Germany that you can benefit from our expertise: our membership of a company which operates internationally enables us to make global trends accessible to the German market and to accompany regional players into broader arenas.

# INTEGRATED SERVICES MAKE THE DIFFERENCE

1

## RETAIL RESEARCH

With market studies and research data focused specifically on retail property, we make a value assessment of location and property and thus provide you as owner or retailer with important information to assist your decision-making processes.

2

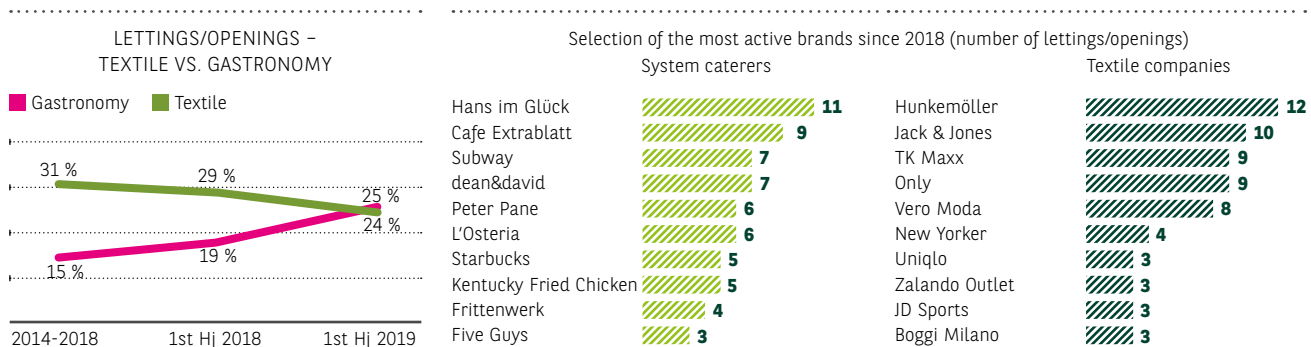
## RETAIL SOLUTIONS

We identify and analyse the feasibility of retail property revitalisations and cooperate closely with you in implementing projects of this kind.

3

## RETAIL PROPERTY MANAGEMENT

Retail properties are financial assets which must be carefully managed and steadily developed. We offer the full range of Property Management services, including Shopping Centre Management.



We have solutions for ...



# INVESTORS



# PROPERTY DEVELOPERS



# RETAILERS

## RETAIL ADVISORY

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- ▶ Targeted portfolio analysis and optimisation
- ▶ Competent assistance in lease contract negotiations and in the exercising of options
- ▶ Made-to-measure letting and utilisation concepts
- ▶ End-to-end project support and project marketing
- ▶ Professional transaction and expansion consulting and arranging contacts with domestic and international retailers
- ▶ Efficient key-account solutions

## RETAIL INVESTMENT

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- ▶ A targeted and strategic retail property brokerage service
- ▶ Accurate identification of your target group or of investment assets
- ▶ Precise analysis of the current market situation with the aim of optimising retail premises and thus increasing earnings
- ▶ A full-service spectrum incorporating the skills of our Retail Advisory specialists
- ▶ A smooth process based on efficient project organisation



**“Retail property is without doubt one of the most exciting of all asset classes! Nowhere else do opportunities and risks co-exist so closely. With the interdisciplinary know-how of our Retail Services team we can find the right answers to all your real estate questions.”**

**Simone Schelsky FRICS**  
Head of Retail Valuation  
Director International Valuation

## RETAIL CONSULTING

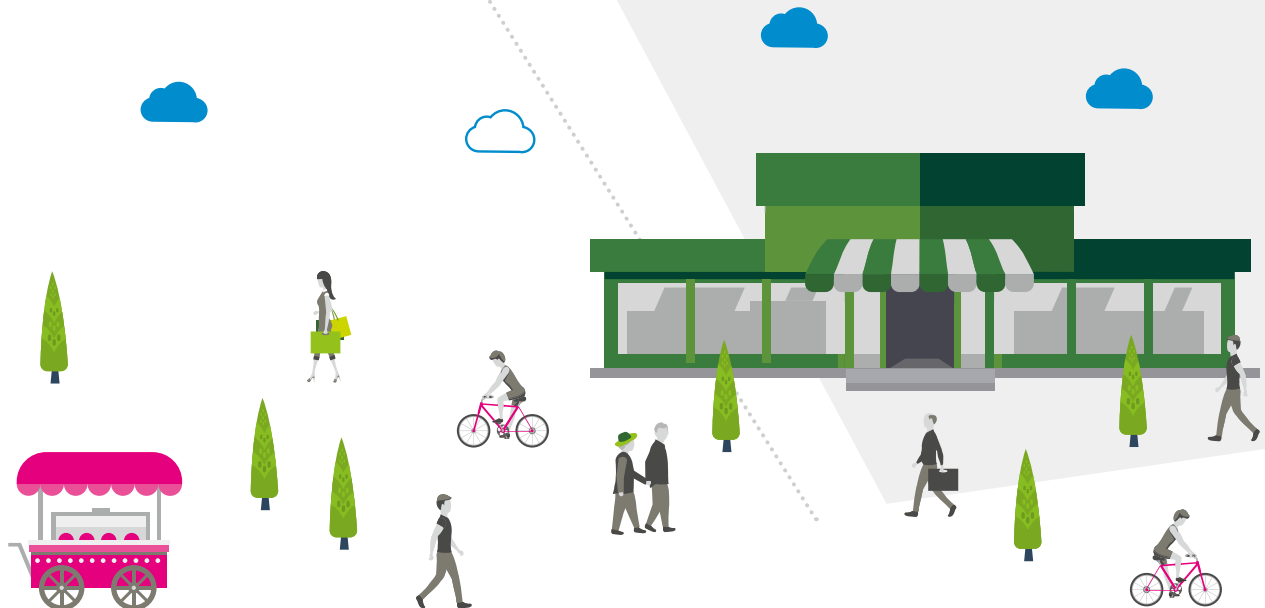
- Property, location and market analyses
- Utilisation and optimisation concepts
- Feasibility studies
- Rental price estimations
- Optimising retail branch networks
- Marketing strategies and sales preparations including dataroom structuring and quality assurance by a specialised Investment Consulting team
- Purchase and sale analyses/due diligence

## RETAIL VALUATION

- Valuation of retail properties or portfolios according to international (IFRS/IVS, Red Book) and domestic German standards (ImmoWertV)
- Lending value reports (PfandBG, BelWertV)
- Valuations for accounting purposes (HGB and IFRS/IAS)
- IPO valuations
- Rental value estimates

# WHY NOT ASK AROUND?

IT'S DEFINITELY WHAT WE WOULD DO.  
ON THE RIGHT YOU'LL FIND SOME OF OUR REFERENCES.



## ETRO

Kurfürstendamm 182-183, 10707 Berlin

## Isabel Marant

Neuer Wall 80, 20354 Hamburg

## Olymp

Kaiserstrasse 18, 60311 Frankfurt

## Mister Spex

Grimmaische Strasse 14, 04109 Leipzig

## Coach

Brienner Strasse 12/12a, 80333 Munich

## Urban Outfitters

Kaufinger Strasse 24, 80331 Munich

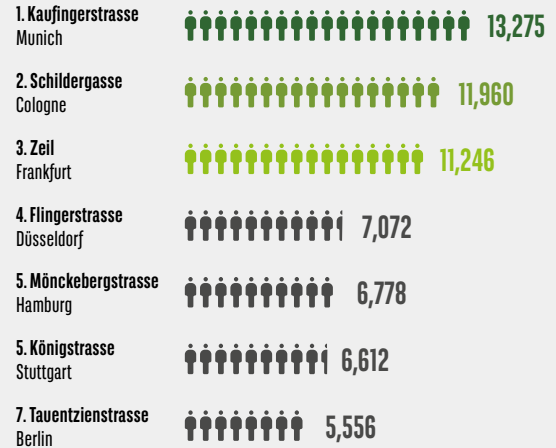
## Soestrene Grene

Breite Gasse 59, 90402 Nürnberg

## NIESSING

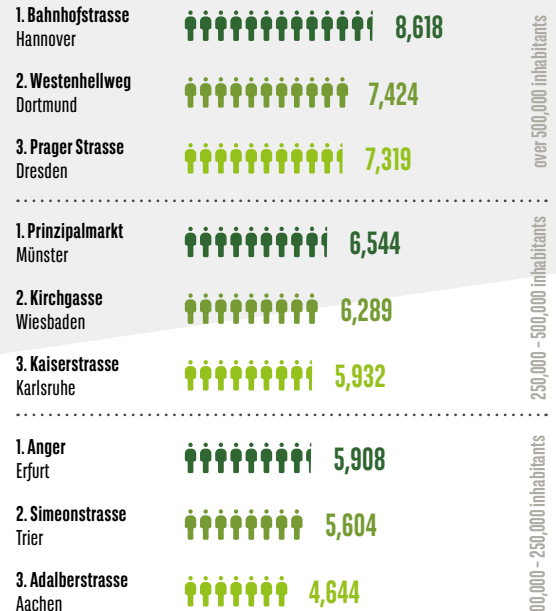
Kaiserstrasse 18, 60311 Frankfurt

### BUSIEST SHOPPING STREETS 2019\* IN THE BIG 7



\* footfall per hour

### BUSIEST SHOPPING STREETS 2019\* outside the big 7 (in the respective city category)



\* footfall per hour

## RETAIL SERVICES

# CONTACT THE EXPERTS

WE LOOK FORWARD TO  
HEARING FROM YOU.



Our current Retail market reports on selected German cities can be found on our website under „Research-Retail market“



**BNP PARIBAS  
REAL ESTATE**

## RETAIL ADVISORY / RETAIL INVESTMENT



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## RETAIL CONSULTING



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## RETAIL VALUATION



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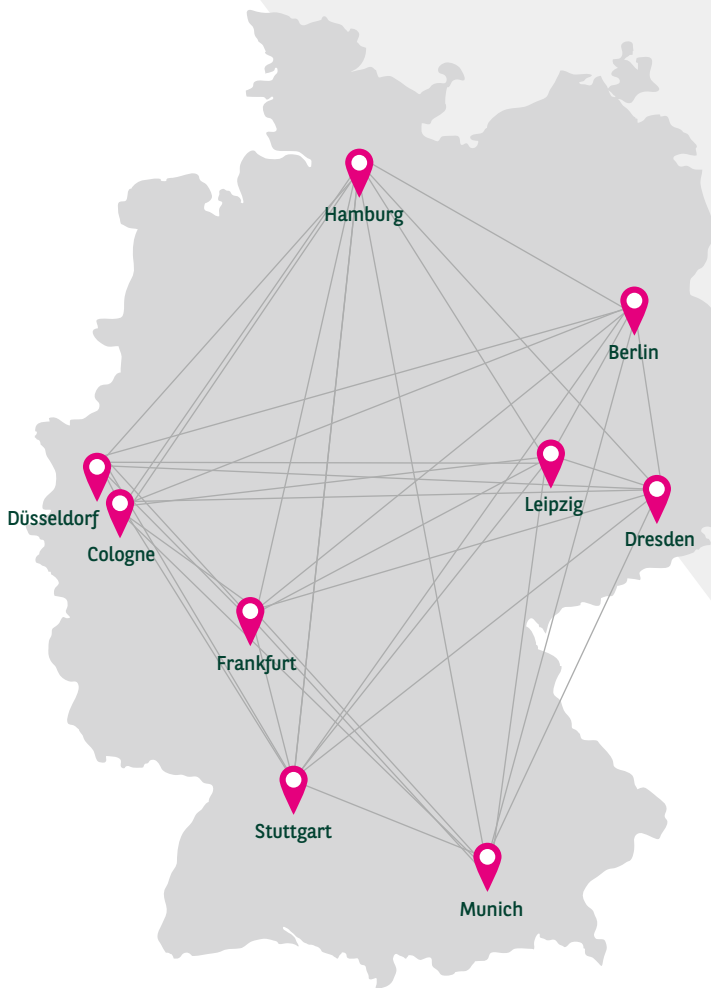
**Real Estate  
for a changing world**



## RETAIL SERVICES

# NETWORK

JUST AROUND THE CORNER:  
YOU CAN FIND US  
ALL OVER GERMANY



### 10719 Berlin

Kurfürstendamm 22

+49 (0)30-884 65-0

berlin.realestate@bnpparibas.com

### 50670 Cologne

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### 20354 Hamburg

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### 04109 Leipzig

Markt 16

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### 80539 Munich

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**REAL ESTATE**

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for a changing world

# REAL ESTATE FOR A CHANGING WORLD

TRANSACTION | CONSULTING | VALUATION | PROPERTY MANAGEMENT | INVESTMENT MANAGEMENT | PROPERTY DEVELOPMENT



**BNP PARIBAS  
REAL ESTATE**

## Our German locations

### 10719 Berlin

Kurfürstendamm 22  
☎ +49 (0)30-884 65-0

### 50670 Cologne

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☎ +49 (0)221-93 46 33-0

### 01067 Dresden

Dr.-Külz-Ring 15  
☎ +49 (0)351-79 67 57-300

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☎ +49 (0)211-52 00-00

### 45127 Essen

Kettwiger Strasse 2-10  
☎ +49 (0)201-820 22-2

### 60311 Frankfurt am Main

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☎ +49 (0)69-298 99-0

### 20354 Hamburg

Hohe Bleichen 12  
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### 04109 Leipzig

Markt 16  
☎ +49 (0)341-711 88-0

### 80539 Munich

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Building C / Entrance  
Herzog-Rudolf-Strasse  
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☎ +49 (0)711-21 47 80-50



[www.realestate.bnpparibas.de](http://www.realestate.bnpparibas.de)

## Our international presence

AUSTRIA\*

BELGIUM

CYPRUS\*

CZECH REPUBLIC

DENMARK\*

ESTONIA\*

FINLAND\*

FRANCE

GREECE\*

HONG KONG

HUNGARY\*

IRELAND

ITALY

JERSEY\*

LATVIA\*

LITHUANIA\*

LUXEMBOURG

NETHERLANDS

NORTHERN IRELAND\*

NORWAY\*

POLAND

PORTUGAL\*

ROMANIA

SERBIA\*

SINGAPORE

SPAIN

SWEDEN\*

SWITZERLAND\*

UAE

UNITED KINGDOM

USA\*

\*ALLIANCES