

# Your **one-stop** shop for retail property

Jones Lang LaSalle's Australian Retail team provides our clients with a comprehensive retail management solution that covers centre management, marketing, leasing, operations, casual mall leasing and cost and arrears control for both traditional and mixed-use assets.

We manage over 100 retail assets in Australia with retail property specialists providing their strategic management and leasing expertise in all markets across all asset classifications and sizes.

At Jones Lang LaSalle, we view our clients as business partners and help them achieve maximum returns on their asset investments.

## An integrated solution

Our management services are seamlessly integrated with our sales, valuation, project development, research and consulting services to provide a complete property solution to occupiers and landlords alike amidst a dynamic market. In addition, our retail specialists work with industry authorities to deliver an incorporated retail property service that offers unrivalled access to market knowledge, technical expertise and leading advice.

Through this integrated approach, our clients are assured of services customised to their needs and practical solutions to help them make quality decisions.

### Managed by Jones Lang LaSalle



Carnes Hill, NSW



Cockburn Gateway, WA



Melbourne's GPO, VIC



enex100, WA

*“ Since appointing Jones Lang LaSalle as our Managing Agent we have been very impressed by their commitment and focus on improving the performance of the assets. ”*

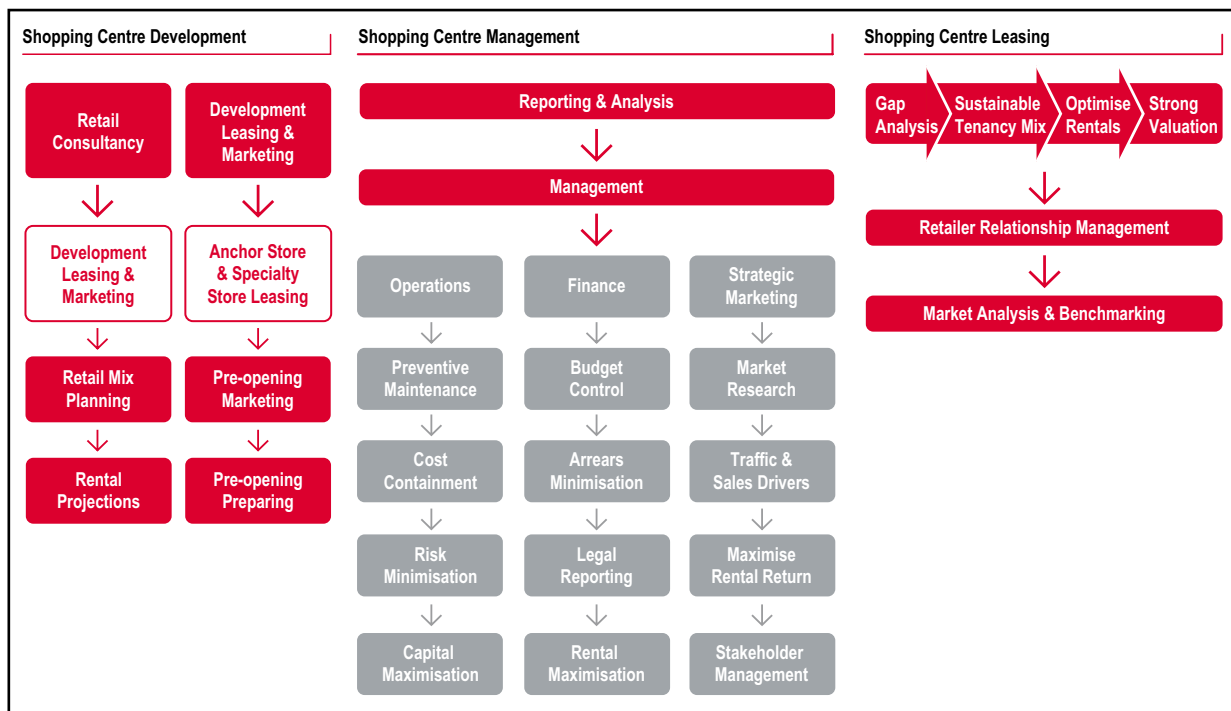
Becton Investment Management Ltd

*“ Jones Lang LaSalle is a valued business partner, providing a comprehensive management service across our national retail portfolio for over a decade. ”*

Industry Superannuation Property Trust

# Retail

## Our integrated approach



- **Retail leasing** – drive maximum long-term rental returns with a strategic and knowledgeable leasing approach.
- **Centre management** – maximise value and reduce risk for a centre or portfolio of assets, whilst reducing operating expenses and arrears through enhanced supplier and retailer relationships.
- **Centre marketing** – maximise the retail-trading environment through researched strategic marketing, with a focus on driving sales, customer retention and attraction, and ensuring maximum cost efficiencies.
- **Financial management** – make quality decisions to enhance financial performance through clear, concise and accountable financial reporting and analysis, including sales and centre performance reporting.
- **Project management** – achieve a development solution that supports growth objectives through an integrated approach to redevelopment or greenfield centre project management, leasing and marketing.
- **Research and consulting** – realise maximum performance objectives by applying a thorough analysis of demographic and consumer trends, and interpretation of market forces via a sound retail strategy.
- **Acquisition and disposal** – maximise capital returns through optimum market timing and access to the latest information on buyers and sellers.
- **Due diligence** – support the strategic growth of an asset portfolio through extensive due diligence experience.
- **Valuation** – make quality investment decisions based on accurate assessment of retail asset value.

### FOR MORE INFORMATION

#### Tony Doherty

Head of Retail, Australia  
tel +61 3 9672 6605  
tony.doherty@ap.jll.com

#### Adelaide

Andrew Blake  
tel +61 8 8233 8810  
andrew.blake@ap.jll.com

#### Brisbane

Brett Stack  
tel +61 7 3231 1342  
brett.stack@ap.jll.com

#### Melbourne

Tony Caljouw  
tel +61 3 9672 6573  
tony.caljouw@ap.jll.com

#### Perth

Alison McKenzie  
tel +61 8 9483 8476  
alison.mckenzie@ap.jll.com

#### Sydney

Peter Turner  
tel +61 2 9220 8335  
peter.turner@ap.jll.com