

# DEVELOPMENT & LONDON ESTATES LEASING

2018 Credentials



Sushi Samba Covent Garden (secured for Capco)

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## ABOUT US

Davis Coffe Lyons' Development and London Estates Leasing team is the most trusted and highly-regarded team in the industry for advising landlords and developers on the eating, drinking and leisure content of their holdings. The team advises on projects ranging from historic estates to comprehensive regeneration and shiny new developments as well as ongoing asset management, both in the UK and globally.

Our extensive knowledge spans from advising on new shopping centres, the London Estates, mixed-use leisure schemes and urban regeneration projects. We help clients to create an identity within any one area or development through eating, drinking and grazing offers, from 'urban villages' and office campuses in Central London, to Europe's largest urban shopping centres, international airports and rail hubs, listed buildings and heritage sites across Britain. We also carry out reviews and audits of the food, beverage and leisure elements of major portfolios.





# CURRENT PROJECTS



This is a guide of the current projects the DCL Development Team is advising on. With any one client, estate or location, we constantly have new instructions coming through, via development or asset management situations - some of which are top secret - but here is a handy summary:

## BRITISH LAND

We have been providing advice to British Land across its national portfolio since the early 00's. In line with the increasing importance of eating, drinking and leisure, in 2016 they created a specialist Food Task Force to which we were appointed. The assets we advise on include:

### Broadgate

Broadgate is British Land's largest, most valuable asset (jointly owned with GIC), which is undergoing a metamorphosis with F&B playing a significant part. This started with the repositioning of Broadgate Circle which we have been involved with from the beginning, from feasibility through to planning, design and leasing. We were given a brief of 'post room to boardroom appeal' and knew the outlets would need to deal with volume and all-day/night draw.

Broadgate Circle reopened in 2015 with a stellar line-up, many of the operators chose Broadgate Circle as their first outpost in the City. This included Hakkasan Group's Michelin starred Yauatcha, Jose Pizarro, ETM's The Botanist, Aubaine, Shoryu, Franco Manca, Comptoir Libanais and 1 Rebel.

Most recently, in Broadgate Circle we advised on a back-to-back asset management exercise, replacing the underperforming Crab Tavern with Inception Group's Mrs Foggs (a twist on the Mayfair favourite), serving Indian small plates; a cuisine previously missing from the estate.

We are currently letting a collection of restaurants, bars and grab and go outlets within 1 Finsbury Avenue Square, the latest building to be launched within the redevelopment of Broadgate. We again have been involved from the early stage feasibility through to leasing, sourcing independent urban operators fitting with the changing nature of office occupiers being attracted to the building, including tech and fin tech. Also within the building we have secured Everyman Cinema for a boutique 3-screen cinema; the first cinema in the City Square mile further endorsing just how much this area is changing.

Whilst the construction was (and still is) on-going, and to activate Finsbury Avenue Square to the current workers in the campus, we advised on introducing temporary shipping containers along the building hoarding line. This acted as a precursor of the exciting food to come to the square; they are let for a period of 18 months to Yolk, Wolf, Sub Cult, Rainbo and Bangra Burger.





# CURRENT PROJECTS



Finally within the Broadgate campus we will shortly be launching 100 Liverpool Street, one of the flagship buildings in Broadgate, due for completion in 2020. This includes an extremely exciting roof terrace opportunity where we are in dialogue with international operators. This is a signature letting from British Land and will join the very special 'club' of exceptional roof top dining terraces. This building also offers 'best of the high street opportunities' at concourse level which will assist in servicing the 150 million annual commuters from Liverpool Street Station. Lastly, there are five additional restaurants fronting Broadgate Circle, which will further enhance the excellent mix with some of London's finest food offers.

Also in the pipeline, planning permission has been submitted for 1-2 Broadgate which will be the biggest building to be developed to date within the campus; to be delivered in 2023. We are already involved in the strategy for this building with some more significant F&B spaces being delivered - vital to support the scale of development.

## **19- 33 Liverpool Street**

We are set to launch 19-33 Liverpool Street; an exciting run of restaurants, grab and go food units and small retail spaces that sit opposite 100 Liverpool Street and the new entrance to the Elizabeth line. We are tasked with sourcing operators for this exceptionally busy run (it is one of the most heavily pedestrian trafficked in Central London) that are both exciting and able to deal with the volume required.

## **Wells Street**

We have recently been appointed by Storey's (British Land flexible workspace solution) to assist on sourcing one of London's most up and coming operators to run the ground floor space of its recently purchased 19- 23 Wells Street building. The brief is to source a like-minded principal to those that work with Storey's spaces and assist running its first 'club space'. As this is an ever-evolving area and the ground floor is an integral part of this beautiful art deco building, it is set to be a really exciting letting.

## **Meadowhall**

Meadowhall is an exceptionally popular regional shopping destination with 25 million visitors a year. British Land has recently completed a £60million refurbishment to the scheme, during the same time the tenants spent £45million on their fit outs and refurbishments. We have assisted in the management of the existing dining area of the centre, The Oasis, to help keep the restaurants relevant and ensuring that the fast food hall operators complement each other too.



In addition to this we have carried out the due diligence on behalf of British Land for a 500,000 sq ft Leisure Hall, which has recently secured planning permission and approval for works to commence, which will further enhance the fantastic restaurant offer available at Meadowhall.



# CURRENT PROJECTS



## **The Leadenhall Building**

A previous JV between British Land and Oxford Properties, we advised and let the food outlets within one of the City's most iconic skyscrapers, including the flagship restaurant let to Leonid Shutov's first City venture, a sister to Bob Bob Ricard, with two grab & go opportunities let to Bel-Air and Blacksheep.

The Leadenhall building (aka The Cheesegrater) has subsequently been sold to CC Land which has retained us to continue providing F&B advice on the building and we have just completed a backfill of one of the grab & go opportunities to a popular city operator HOP, providing authentic Vietnamese food.

Other British Land projects include Blossom Street Shoreditch, Paddington Central, Kingston Eden Walk, Teesside Retail Park and Serpentine Green Retail Park Peterborough.

## **SHAFTESBURY PLC**

We advise niche central London developer Shaftesbury on its 'Urban Villages' as well as on its increasing ownership in Soho and the surrounding areas. We continually introduce innovative operators to complement the personality and retail offering of each area and ensure an eclectic range of new food and drink 'stars' are operating across the estates. Shaftesbury's bold approach to letting has often resulted in many 'firsts' for new, and often trailblazing, concepts.

We have introduced a raft of exciting operators as part of a drive to evolve the food offer across the whole of Shaftesbury's portfolio:

### **Carnaby**

We're proud and delighted to have advised for many years on the transformation of Carnaby, now one of the key dining destinations for the West End, not least following the re-launch of Kingly Court in 2014. Carnaby is renowned for its exceptional mix of over 60 independent restaurants, cafés, bars and pubs. We advised on the redevelopment of Kingly Court to help create one of the Capital's most vibrant and exciting dining enclaves, home to The Rum Kitchen, Wright Brothers, Pizza Pilgrims, Dirty Bones, Senor Ceviche, Le Bab, Darjeeling Express and The Good Egg. Alongside this we have also helped to strengthen the neighbouring Kingly Street and Ganton Street, introducing Dishoom, Breddos Tacos, Claw and Pastaio.

### **Soho**

Soho has always been an eclectic area of London, largely known for its nightlife. In recent years we have helped Shaftesbury to create an extremely popular dining destination, highly sought after by both consumers and operators, including Temper on Broadwick Street, Cricket on Denman Street and Kiln in Brewer Street, which took the number one spot in the 2018 National Restaurant Awards and was described by the Evening Standard's Grace Dent as "so very much where the London foodie scene is right now".





# CURRENT PROJECTS

## Seven Dials

Despite its remarkable architecture, much of Seven Dials was poorly performing and the retail and leisure mix was of a lower quality to many of its neighbours. Since 2011, we have helped transform the area which is now home to a wide range of restaurants including Boki, Chick 'n' Sours, Marcus Wareing's Tredwells and Timberyard.

The enclave Neal's Yard in particular, has been cosseted into an epicentre of thrilling drinking and dining destinations. Once retail only, with the introduction of Homeslice, Compagnie des Vin Surnaturels, The Barbary, 26 Grains, Jacob the Angel, and others, the area cannot fail to charm, surprise and delight each time one visits.

## The Opera Quarter

This has historically been the buzzing café area of Covent Garden, so it was crucial to maintain this culture whilst enlivening it from the pre-and post theatre scene with some of the Capital's big hitters. With new operators - such as the sparkling wine boutique Grays & Feather, Angel Hartnett's Café Murano, The Opera Tavern, Peyton & Byrne, Venetian Bacaro and Deli Augustus Harris and Champagne + Fromage - we helped re-position the area for it to be dubbed THE destination for food and drink lovers in London by the Evening Standard.





# CURRENT PROJECTS

## Chinatown

We have been advising on the £15 million development of Central Cross, featuring seven restaurants - three of which have external seating, which is a first for Chinatown. The first two signings have been announced - a new Sichuanese restaurant by JinLi and casual noodle and dumpling concept Modern Shanghai, two creative new concepts from Chinatown operators that perfectly reflect the strategy to introduce new flavours to Chinatown London. Openings to date include the European debut for dessert brand Guo C 100, Japanese tea brand Tsujiri, Chinese snack and dessert bar Roro and the recently opened Mamasons; a Filipino dirty ice cream bar.

## Coliseum

This area is surrounded by a cluster of theatres, cinemas, galleries and museums, attracting large visitor numbers. We continue to advise on the evolution of the area by attracting new and exciting restaurant and bar operators including the recently opened Bancone and the now well-established Fogg's Tavern. Shaftesbury is soon to welcome a new Middle Eastern operator called Nutshell whilst also being under offer at New Row and Chandos place to exciting new operators. We are currently marketing the iconic former Les Deux Salons at 42-44 William IV Street.

## Fitzrovia

The restaurants here have historically been in situ to serve the growing office and residential population of the area; Charlotte Street being the heart. We continue to drive the maturity of this foodie zone into one with its own distinct personality with recent lettings including the newly refurbished Newman Arms now operated by Truman Brewery; their first bricks and mortar site, SAID, the world-renowned chocolate shop, along with Senior Ceviche taking their second site.

## St Martin's Courtyard

Acting for Longmartin, the JV between The Mercers Company and Shaftesbury Plc, we are about to embark on a complete refresh of the F&B offer to make it more relevant to customer demand. A solid base was delivered on initial letting with the very first Dishoom, and the first Bill's and Jamie's Italian in Central London. New units will be delivered, providing smaller footprints that are better able to attract fledgling operators due to lower overheads and creating more critical mass for choice in early 2019.

## ASTREA

### Berkeley Square and Knightsbridge

We have worked on the Berkeley Square Estate for a number of years and, as is befitting one of the most coveted areas for F&B operators in Central London, the best of the home grown market and international newcomers, have battled to gain representation.





# CURRENT PROJECTS



## UNIBAIL RODAMCO WESTFIELD

For over ten years we have provided comprehensive F&B consultancy and agency services to Westfield. Since delivering the original F&B strategy for global flagship Westfield London - securing over 60 F&B outlets - we have continued to introduce compelling concepts and brands. As part of the 700,000 sq ft extension to Westfield London (Europe's largest urban shopping centre), we have delivered Ichiba, the largest Japanese food hall in Europe; as well as premium bar and restaurant Maple by ETM Group; Danish bakery Ole & Steen and Italian 'mini brasserie' Barino in a kiosk format. With more exciting names to be announced, we are also working on another two projects that will further turn the dial on the centre's eating and drinking offer.

Elsewhere in London, we helped deliver Westfield Stratford City at the prestigious gateway to London's Olympic Park, by securing over 70 eating and drinking offers throughout five distinct dining areas internally and externally. We continue to innovate at the scheme with new F&B offers, from larger branded restaurants through to small food shops and rotating pop-ups within the Great Eastern Market – Westfield's unique take on a traditional food market - such as Greek deli Ergon, Borough Market's Spice Mountain and Iberian charcuterie bar Enrique Tomas and with stalls by The Cane Press, Outsider Tart and Galeta.

## CROSSTREE / AEG

### THE ICON AT O2

Crosstree Real Estate Partners & AEG formed a joint venture in 2015 to build ICON Outlet at the O2 arena, which is a double height retail, food & beverage expansion. We were delighted to be invited by the joint venture to become their F&B specialists for both the new development, as well as future asset management on the existing entertainment district.

Our main task was to match the more sophisticated shopper consumer and 'London-centric' diner with the new operators, whilst ensuring they can handle the vast peak and troughs of the challenging trading arena environment. The F&B landscape that has been delivered will completely change the customer journey when visiting the O2. Having secured some really exciting operators to the ICON we will continue to provide strategic advice on the rest of the asset, and where there appears to be the best opportunity to continually improve and develop the offer and customer journey.



# CURRENT PROJECTS



## THE CADOGAN ESTATE

### Chelsea

We have been advising the Cadogan Estate in relation to its F&B throughout the Estate since 2010. With only very few new planning permissions becoming available, it is vitally important to ensure that new lettings are effected to the most complementary operators providing choice for residents, office workers, shoppers and tourists alike. Lettings include TV personality and restaurateur Bill Granger's Granger & Co; Jeremy King & Chris Corbin's Café Colbert; Rabbit, sister restaurant to The Shed in Notting Hill, and in Duke of York Square, Comptoir Libanais and Polpo as part of a strategy to offer a more diverse eating and drinking offer, with more accessible price points and varied cuisines. Our latest involvement was to agree the new executive chef at The Belmond Hotel in Sloane Street in a tripartite agreement with Belmond and Cadogan. Adam Handling's operation launches late 2018.

Eagerly awaited is the new icon on Duke of York Square; a young designer competition was held for this new restaurant consent, which will be the hub of the community, featuring a completely new glazing system for the UK, whereby the windows drop completely flush with the ground to provide a seamless inside/outside feel. Presentations are taking place Autumn 2018.



## THE GROSVENOR ESTATE

### Mayfair

We are delighted to be Grosvenor's only specialist F&B adviser, appointed to the panel. The Mayfair Estate is being transformed as part of Grosvenor's 20 year vision to modernise and curate its London holdings, making them more open, enticing and accessible - introducing operators who will bring an unexpected edge to Mayfair. We have recently handled the re-gearing of a North Audley Street unit to Café Caprice - a new diffusion concept from the renowned Caprice Holdings, and look forward to announcing more exciting news shortly.



## CAPCO

### Covent Garden

We have advised Capco since 2006, providing consultancy and agency advice on the eating and drinking content from food retailing to new signature restaurant lettings. There has been almost a wholesale change throughout in that time and, as part of a team of specialists, we continue to assist with the ongoing transformation of the world-famous Covent Garden Market and Piazza.

Here, we are tasked with steering the estate to establish it as a truly world-class destination for shopping, dining and entertainment, reworking under performing assets and securing new consents; often "firsts" for international newcomers attracted by the heritage and visitor numbers, but needing first and foremost to appeal to the Londoner; these include:

- Sushisamba at Covent Garden's Opera Terrace. A new restaurant is 9,000 sq ft, in which Samba Brands is investing £4m to design and develop.





# CURRENT PROJECTS



- A first in the UK for upscale Milanese Italian bakery and fine food bar Vyta launching in the Market building.

- Cora Pearl from the team behind the ever so popular Kitty Fishers.

- New York's award-winning RedFarm; modern Chinese cuisine to Russell Street, joining the recently introduced Henrietta boutique hotel by the team behind the Experimental Cocktail Club

- The Oystermen, who have quickly expanded to take more space such was their success in Henrietta Street

- Petersham Nurseries and La Goccia – an unparalleled lifestyle destination featuring two restaurants alongside the shop and delicatessen, occupying 16,000 sq ft as part of the Floral Court development, which has transformed the western side of the estate, unlocking the value creation opportunity on Floral Street. - The Ivy Market Grill and the London outpost of acclaimed New York restaurant Balthazar, as well as Lima Floral, the UK's first Shake Shack and cult burger joint MEATMarket have all helped establish WC2 as London's new gastro hotspot.

## BROCKTON CAPITAL AND OXFORD PROPERTIES

### The Post Building

We are advising Brockton Capital and Oxford Properties on the £500m redevelopment of the former Royal Mail depot bounded by New Oxford Street, Museum Street and High Holborn due for completion early 2019. Steeped in history, located centrally between Tottenham Court Road and Holborn underground station - an area which will see significant change with the opening of The Elizabeth Line in 2019 - and part of burgeoning Covent Garden, this mixed-use redevelopment will deliver a selection of retail, restaurant and A1 F&B, over basement ground and mezzanine floors – an eclectic mix is sought as is befitting for the office workers, shoppers, residents and tourists attracted by the proximity to The British Museum, the top UK visitor attraction.

## OXFORD PROPERTIES

### The Royal Exchange

We are advising Oxford Properties on F&B strategy for this 'Grand Dame' of a building within the City, and are currently under offer on the unique brick vaulted basement restaurant of c.7,000 sq ft, bringing an exciting new international operator to the London restaurant scene.

## TH REAL ESTATE

### Edinburgh St James

In 2018 we were invited to become TH Real Estate's F&B specialists in preparation for the 2020 launch of this 1.7 million sq ft masterplan in urban placemaking in Edinburgh - one of the largest current development projects on site in the UK. The development includes residential, hotels, retail, leisure and food & beverage. Currently DCL is advising on the marketing and



# CURRENT PROJECTS



strategy, and creating the right collateral to release the 27 F&B opportunities to the market in 2019.

## JOHN LEWIS & PARTNERS

We provide ongoing advice to John Lewis & Partners on its F&B partnerships such as Benugo, Comptoir Libanais and Kupp, and which has included a mix of seasonal food residencies at rooftop dining experience, The Gardening Society, at its flagship Oxford Street store.

## GREENWICH HOSPITAL

We are appointed by Greenwich Hospital to advise on the F&B element of its Greenwich town centre holdings. We provide strategic advice to continue to broaden and enhance the eating and drinking offer within the vibrant town centre, catering to both the thriving visitor trade and the local audience.

Lettings include Honest Burger, Sticks n Sushi, Champagne + Fromage, and most recently, the former Jamie's Italian site to cult London coffee and restaurant concept Grind; its largest site yet.



## SOUTH KENSINGTON ESTATES

We continue to advise South Kensington Estates on its Brompton and South Kensington holdings, from the development of Exhibition Road as an alfresco dining destination to, most recently, letting the Hour Glass pub on Brompton Road.



## BMO REAL ESTATE

We have worked with BMO Real Estate to evolve its F&B offer at Christopher's Place in Marylebone, which is unrecognisable from 3 years ago, through sheer hard work and back-to-back surrenders and lettings. This began with Patty and Bun, a conversion from a pop-up at a record rent, which was joined by Bone Daddies, Hoppers, Ole and Steen, Yamabahce, Butterscotch Café and Harry's Bar from Caprice Holdings to be joined in early 2019 by Homeslice. These replaced a number of the national brands that were no longer relevant to this vibrant Central London enclave. We are marketing the final piece of the jigsaw and will be announcing an exciting new addition soon.



## DERWENT LONDON

In 2016 we were appointed by Derwent for its visionary White Collar Factory and Morelands schemes, both in EC1. The award-winning White Collar Factory comprises an urban office campus- featuring a 150 metre rooftop running track, restaurants and apartments set around a new landscaped public courtyard. Old Street roundabout is becoming an increasingly interesting foodie location and we were incredibly excited to work with them to deliver a unique and diverse restaurant offer in the form of modern British and Irish-Influenced restaurant and bar Nuala and new Italian concept Passo. This is enhanced with the launch of Fare Bar + Canteen, an all day bar and restaurant by the team behind Sager + Wilde at Old Street's Morelands building; a unique combination of warehouses surrounding a rare u- shaped courtyard.



# PREVIOUS PROJECTS

## THE WESTGATE ALLIANCE

### Westgate Oxford

Acting for The Westgate Alliance – the joint venture between Land Securities and The Crown Estate – we advised on the food and beverage element of its redevelopment of the Westgate Shopping Centre in Oxford, which launched in October 2017.

The 800,000 sq ft city centre development has added 100 new shops, including John Lewis, and 25 eateries to the city centre, as well as new public squares and 1,000 car parking spaces.

Its unique rooftop dining destination features 12 restaurants and bars in a landscaped garden setting alongside a 5 screen Curzon Cinema. We delivered a range of fine casual and contemporary casual operations, including a number of shopping centre “firsts” and embryonic brands taking their first steps outside London.

The line up includes Sticks n Sushi, Dirty Bones, The Breakfast Club, Cinnamon Kitchen, Pizza Pilgrims, The Alchemist, Pho and Victor's. These are joined at ground floor level by Shoryu and Ole & Steen, together with brands such as Tommi's Burger, Benito's Hat and Bonnie Gull's Salt n Sauce in shared seating proposition Westgate Social, as well as A1 food offers including Pret, Itsu and Paul. We also delivered rooftop leisure in the form of Buzz Gym and Escape Hunt.



## MORE LONDON

We advised on the prestigious business district between London Bridge and Tower Bridge from 2005, with sole F&B agency from 2007 to the scheme being fully let and subsequently on asset management. We carried out restaurant lettings to Strada, Dim T and Gaucho Grill and A1 lettings to Pret a Manger, EAT, Itsu, Spianata & Co, Pod and Costa Coffee.

## THE CROWN ESTATE

### Regent Street

As retained leisure adviser to The Crown Estate, we sourced new operations for its Regent Street portfolio, including Gordon Ramsay Holdings' Heddon Street Kitchen and two flagship restaurants for the Quadrant Estate project; Jeremy King and Chris Corbin's Brasserie Zedel and Denmark's MASH (Modern American Steakhouse), both situated within the former Regent Palace Hotel- one of the biggest recent art deco restoration projects in the UK.





# PREVIOUS PROJECTS

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## St James's Market

We were tasked with the repositioning and development of St James's Market and its ongoing evolution, delivering seven new restaurants including internationally-acclaimed and Michelin starred Nordic restaurant Aquavit London; the first Danish bakery Ole & Steen; a unique local concept from iconic brand Duck & Waffle; and West African concept, Ikoyi. Elsewhere at St James's we had previously introduced Angela Hartnett's Café Murano, New York's Altamarea Group's Chop Shop, Cicchetti, Borough Barista, Chutney Mary and fine dining seafood restaurant Milos from Greece. Our strategic advice included how the offer could be broadened with quality operations that embraced the area's heritage, sense of tradition, elegance and luxury together with meeting the St James's criteria of being distinctive; personal; stimulating and eclectic – finding operators to fit their mantra Redefining Refined.

## ENGLISH HERITAGE

### Kenwood Stables

Acting on behalf of English Heritage, we carried out a campaign to source an operating partner for English Heritage to develop a historic stable block forming part of the Kenwood Estate, to contribute positively to the visitor experience as well as securing a sustainable future for the property. A number of interesting proposals were received; we structured a deal with a suitable candidate, which unfortunately did not progress due to changes in funding leading to the project being aborted.

## GATWICK AIRPORT

Acting for Gatwick Airport, where eating and drinking is seen as a major influence in its commitment to "Changing Gatwick", we advised on a new food mix and introduced different concepts to improve the travellers' overall experience.



This included introducing a wider range of cuisines to satisfy different ethnicities, cuisines and food trends, also recognised as a key draw in attracting and satisfying new airlines to operate out of there. We addressed reliance on franchise arrangements and encouraged restaurateurs to operate company-run stores, such as the new Jamie Oliver at Gatwick. We have specific expertise in concession arrangements at airports and worked hand in hand with the airport on strategy through to delivery.



# FLAGSHIP LETTINGS



**NOBU**  
LONDON BERKELEY ST

GILBERT  SCOTT

**aqua**

  
*The Delaunay*

GALVIN  
*La Chapelle*



HAKKASAN

**SUSHISAMBA®**

**BALTHAZAR**  
- RESTAURANT -

**HEDDON STREET**

KITCHEN

**ROKA**



Petersham Nurseries

唐茶苑 YAUATCHA

**THE IVY**  
CHELSEA GARDEN

  
**COLBERT**

**THE IVY**  
**MARKET GRILL**

**AMAZONICA**

BRASSERIE  
**ZÉDEL**



HIDE



BOCCA DI LUPO

  
BELMOND  
**CADOGAN HOTEL**  
LONDON

  
BOB BOB RICARD

**MASH**

And so many, many, many more!



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**CESCA HAWES**  
SENIOR SURVEYOR

*2018*  
**Property  
Awards**

Niche Agency of the Year  
Shortlisted  
Retail & Leisure Agency of the Year  
Shortlisted





# WHAT OUR CLIENTS SAY ABOUT US...

"DCL has been a long-term advisor of British Land...They provide invaluable support, specialist advice and insight on our major A3 developments and asset management initiatives from feasibility through to leasing ensuring that we continue to deliver against our strategy to create places people prefer. There is no other team in the sector with the breadth of knowledge and experience."

**Claire Barber, Head of Retail - Meadowhall & Broadgate, British Land**

"DCL were chosen as our core restaurant consultant due to their passion for the sector and because they consistently deliver the best brands for our streets. The team's knowledge of operators, quality of development advice and strategic thought is critical in evolving The London Estate. The team, led by Tracey are fun, knowledgeable and always professional. They are a pleasure to work with."

**Joanna Lea, Director of Retail and Restaurants, Grosvenor**

"DCL has worked with Westfield for over 10 years - their knowledge and insight into the London restaurant market has proved invaluable. They continue to work closely with us as our food mix changes and evolves in our existing centres and for our future developments bringing their professionalism and creative thinking."

**Rachel Belam, Senior Manager Food Leasing, Westfield**