

# DEVELOPMENT & LONDON ESTATES LEASING

2018 Credentials



## WHAT WE'VE BEEN UP TO

- Current projects
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- Flagship Lettings
- A1 Food Retail Lettings
- Outsourcing Hotel F&B
- Pop Ups

## 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 schemes. The team advises on projects ranging from comprehensive regeneration, to shiny new developments and 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 the West End's many urban villages, to Europe's largest urban shopping centres, international airports and rail hubs, and listed and heritage sites across Britain. We also carry out reviews and audits of the food & beverage and leisure elements of major portfolios.

# Current Projects



## **The Westgate Alliance:**

Acting for The Westgate Alliance – the joint venture between Land Securities and the Crown Estate – advising on the food and beverage element of its redevelopment of the Westgate Shopping Centre in Oxford, opening October 24th 2017. The 800,000 sq ft city centre development will introduce more than 100 retailers and restaurateurs to the city, and will include a luxury cinema and a spectacular rooftop dining experience. So far, deals have been announced to Dirty Bones, the brand's first foray outside London and first in a shopping centre; Pho; Cinnamon Kitchen; The Breakfast Club; The Alchemist; Pizza Pilgrims; and Polpo.

## **The Cadogan Estate:**

We have been advising the Cadogan Estate in relation to their food and beverage throughout the Estate since 2010. Our most recent letting was securing TV personality and restaurateur Bill Granger for the fourth London Granger & Co site in the capital, on Pavillion Road. Other deals include Jeremy King & Chris Corbin for Café Colbert; Comptoir Libanais and Polpo to Duke of York Square as part of a strategy to offer a more diverse eating and drinking offer, with more accessible price points and varied cuisines; and new concept Rabbit – sister restaurant to The Shed in Notting Hill – to the Kings Road.

## **The Crown Estate:**

Our most recent task has been the repositioning and development of St James's Market, including seven new restaurants include Anzu from contemporary Japanese restaurant group Tonkotsu, internationally-acclaimed Nordic offering Aquavit London, Danish bakery Lagkagehuset from Ole & Steen and Veneta from London's Salt Yard Group, a unique local concept from iconic brand Duck & Waffle, Urban Tea Rooms, and West African concept, Ikoyi.

Elsewhere at St James's we have introduced Angela Hartnett's Café Murano, New York's Altamarea Group's Chop Shop, Cicchetti, Villandry, Bilbao Berria, Borough Barista, Chutney Mary and fine dining seafood restaurant Milos from Greece, and Barbecoa.





# Current Projects



Our strategic advice has included how the offer could be broadened with quality operations that embrace the area's heritage, sense of tradition, elegance and luxury together with meeting the St James's criteria of being distinctive; personal; simulating and eclectic.

We have acted for The Crown Estate for some years having also handled leisure leasing for the Regent Street portfolio.

## **Brockton Capital & Oxford Properties:**

We're advising Brockton Capital and Oxford Properties on the £500m redevelopment of the former Royal Mail depot at 21-31 New Oxford Street, due for completion in 2018.

## **British Land:**

Having advised British Land on its catering and leisure provision throughout Meadowhall since 2008, the centre plans to embark on a £300 million Leisure Hall, part of a five-year vision to extend the leisure offer at the centre, helping further grow the appeal of the Sheffield City Region. This follows a £60 million refurbishment which is due to complete at the end of 2017.

We have recently completed three lettings for British Land at its iconic London skyscraper, the Leadenhall Building (JV with Oxford Properties): the flagship restaurant to Leonid Shutov's first City venture which opens later this year – called Bob Bob Exchange; and two glazed A1 food units to premium fast food restaurant Bel-Air and speciality London coffee company, Black Sheep Coffee.

At the Whiteley Shopping Centre in Fareham, Hampshire, we advised on tenant mix for the exciting new centre which opened in May 2013. The latest letting in late 2016, was to Bar + Block by Whitbread, its first standalone restaurant in some 20 years; this complements a full, family-focused line up of well-known brands for the centre including Frankie & Benny's, Harvester, Prezzo, Chimichanga, Dean's Diner as well as Starbucks and Costa, and have since secured six of a further seven restaurants as part of Phase Two, which includes a 9 screen Cineworld, including Five Guys, Coast 2 Coast, Dim T and Pizza Express.





# Current Projects

Following the provision of F&B advice for the complete redevelopment of Broadgate Circle, from feasibility through planning, design and leasing, we are now letting a series of temporary shipping containers to further enhance the stellar line up for this new restaurant quarter. They will join Hakkasan Group's Michelin-starred Yauatcha, Jose Pizarro, ETM Group's The Botanist, the first UK site for Crab Tavern, Aubaine, Shoryu Ramen, Franco Manca and Comptoir Libanais – many of which chose Broadgate Circle to open their first outlets in the City.

## **Shaftesbury Plc:**

DCL advises niche central London developer Shaftesbury on its “urban villages” as well as on its increasing ownership in Soho, introducing innovative operators to complement the personality and retail offering of each area and ensuring an eclectic range of new food and drink offers.

*Carnaby:* Our latest deal in 2017 is to Asma Khan's Darjeeling Express, located on the second floor of Kingly Court, alongside Dirty Bones and Le Bab. Davis Coffey Lyons advises Shaftesbury on its food and beverage strategy and tenant mix. We're delighted to have advised on the transformation of Carnaby which has become the dining destination of choice for the West End and is renowned for its exceptional mix of over 60 independent restaurants, new dining concepts and cafés. It has attracted significant attention and acclaim as one of the Capital's most vibrant and exciting dining enclaves.

We have also introduced a raft of exciting operators as part of a drive to evolve the food offer at the key Estates in Shaftesbury's portfolio, including:

### *Seven Dials:*

Boki, Bread Ahead, Chick 'n' Sours, Saladpride, Vico, Marcus Wareing's Tredwells and Timberyard. And in Neal's Yard, The Barbary, Native, 26 Grains and Salad Pride joining Homeslice pizza and the Experimental Cocktail Club's restaurant and wine bar Compagnie des Vins Surnaturels.

### *The Opera Quarter:*

Angela Hartnett's Café Murano, The Opera Tavern, Peyton & Byrne, Venetian bacaro and deli Augustus Harris, Champagne + Fromage.





# Current Projects



## Soho:

Kiln ("So very much 'where the London foodie scene is' right now" Grace Dent, Evening Standard)

Kricket ("Kricket manages to feel new and distinct and exciting, and if we're not talking about it as one of the restaurants of the year... I'll be gobsmacked" Steve Dineen, City AM)

Temper ("One of the most exciting restaurants to open in London this year" Jay Rayner, The Observer)

## Chinatown:

We have been instructed by Shaftesbury as leisure agents for its £15 million development at the eastern gateway to Chinatown. A key part of the scheme will complement Chinatown's existing F&B offering, with units ranging from 400 sq ft to 4,300 sq ft. The development is scheduled to complete late spring 2017.

Central Cross will provide a critical mass of commercial space that meets the aspirations of domestic and international operators seeking a flagship restaurant location in London's West End. The restaurant element of Central Cross will create seven new restaurants, three with external seating, a first for Chinatown London.

## Capital & Counties:

DCL advises Capital & Counties as part of a team of specialists on the transformation of the world-famous Covent Garden Market and Piazza. Steering the estate to become a world-class destination for shopping, dining and entertainment, we provide consultancy and agency advice on the eating and drinking content from food retailing to new signature restaurant lettings, including:

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

- Petersham Nurseries - a prelet with the Surrey-based homeware and garden store, whose restaurant once held a Michelin star. The business will occupy 16,000 sq ft in the new Kings Court development in Covent Garden, designed to transform the western side of the estate, unlocking the value creation opportunity on Floral Street.





# Current Projects

- 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.

We are also advising on the improvement of eating, drinking and grazing offers at Olympia, the renowned exhibition and eventing area now under Capital & Counties ownership. We are embarking on the journey of the important role food and drink will play in the 11 million sq ft + development of Earls Court – a whole new piece of London which will evolve over the next 5 to 15 years.

## **Westfield:**

After ten years advising the world's largest retail property group with comprehensive consultancy and agency services prior to the group's global flagship Westfield London, we are continuing to support Westfield through its £1bn plus extension project that will add a further 70 stores over 740,000 sq ft of high-quality retail anchored by a new John Lewis Department store.

Since advising on the original Westfield London store and securing 60 F&B outlets, we also helped deliver Westfield Stratford City, Europe's largest urban shopping centre and the prestigious gateway to London's Olympic Park, by securing over 70 eating and drinking offers throughout five distinct dining areas. In 2017 we have started working on a project to reinvigorate the offer at Great Eastern Market – Westfield's unique take on a traditional food market – to keep the offer fresh and cutting edge.

In 2016, we also advised Westfield on the letting of its signature restaurant space at the new World Trade Center development, to premium steakhouse brand, Hawksmoor. The glass unit will overlook the WTC memorial 'reflection pools' and is set to open by the end of 2017.

We have also advised on Westfield Derby, Merry Hill and the redeveloped Friary Centre in Guildford, prior to its sale.







# Current Projects

## **Derwent London:**

In 2016 we were appointed by Derwent for its White Collar Factory and Morelands schemes, both in EC1. The former, a highly sustainable scheme has three restaurant units alongside its urban office campus and includes a 150 metre rooftop running track, a new landscaped public courtyard, and residential apartments. Old Street roundabout is becoming an increasingly interesting foodie location and we are incredibly excited to be working with Derwent London to deliver a unique and diverse restaurant offer in one of the most exciting developments happening at present in Central London. The Morelands building is a unique combination of warehouses and workspaces surrounding a rare u-shaped courtyard also located on Old Street.

## **John Lewis:**

Providing ongoing advice to John Lewis's leisure tenant mix, including a mix of seasonal food residencies at its rooftop dining experience, The Gardening Society at its flagship Oxford Street store and lettings to Benugo, Comptoir Libanais and Rossopomodoro.

## **Greenwich Hospital:**

We are appointed by Greenwich Hospital to advise on the F&B element of its Greenwich town centre holdings, providing strategic advice with to continue to broaden and enhance the eating and drinking offer within the vibrant town centre, catering not only to the thriving visitor trade but also the local audience. Recent lettings include Honest Burger, Sticks n Sushi and Champagne + Fromage.

## **BMO Real Estate:**

We are currently working with BMO Real Estate to evolve its F&B offer at Christopher's Place in Marylebone. This has recently included a deal with ramen bar group Bone Daddies for a bespoke offering. We have more exciting operators to announce on James Street coming soon!







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## Previous Projects

### ***Kenwood Stables for English Heritage***

Acting on behalf of English Heritage, we carried out a campaign to source an operating partner for EH to develop an 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.

### ***The Crown Estate: Quadrant Restaurants***

As retained leisure advisor to The Crown Estate, we place great pride in our success of sourcing new operations for its Regent Street Estate. This has included Jeremy King; Chris Corbin's Brasserie Zedel and Denmark's MASH (Modern American Steakhouse); situated within the former Regent Palace Hotel; two flagship restaurants which were one of the biggest recent art deco restoration projects in the UK.

### ***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 which received the accolade for Best Transport Opening of 2012. We have specific expertise in concession arrangements at airports and worked hand in hand with the airport on strategy through to delivery.





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## Previous Projects

### ***Shaftesbury: St Martin's Courtyard***

We acted solely to deliver the restaurant offering at St Martin's Courtyard, Shaftesbury's joint venture in Covent Garden, including the West End flagship for Jamie's Italian, acclaimed Indian concept Dishoom, the first Bill's restaurant and cafe in London and a new Thai concept from the team behind Patara, as well as enoteca-cum-caffe Dalla Terra.

### ***CTP St James: St Paul's Place, Sheffield***

We provided consultancy and agency advice on Sheffield's new central restaurant quarter; part of a mixed-use scheme comprising Grade A offices and City Loft apartments. Lettings included Café Rouge, Caffè Nero and Piccolino and, more recently, Pizza Express and Cosmo.

### ***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.

### ***Grosvenor: Mayfair and Belgravia Estates***

Our advice on Grosvenor's vast leisure holdings extended not only to their new developments, including Festival Place, Basingstoke and Liverpool One, but also their Central London Estates of Belgravia and Mayfair. We carried out asset management exercises on old pubs, introducing new vibrant gastropub operators, international restaurateurs and signature Michelin chefs and new up -and-coming embryonic brands bringing a point of difference.

### ***Gunwharf Quays***

We advised Land Securities on its £200m mixed-use development on Portsmouth Harbour waterfront, introducing new concepts to create a point of difference at the scheme.





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## Previous Projects

### ***Battersea Power Station,: Parkview International***

The Power Station, London for Parkview International  
Advised on the proposal for the transformation of London's most iconic landmark into a 1.47 million sq ft innovative entertainment, retail, restaurant, café, bar and club address; responsible for the evolution and letting of some 250,000 sq ft of licensed and leisure premises before the scheme was sold to Treasury Holdings in 2006.

### ***Paddington Central: Development Securities***

Paddington Central for Development Securities  
Sole leisure advisor on major central London regeneration project. Provided consultancy and agency advice in creating the eating and drinking nucleus for the area, making the most of the waterside location in order to give a varied mix of operators. DCL introduced independent bar/restaurant The Union, Yakitoria Japanese Restaurant, national pizza pasta brand Zizzi, oriental restaurant Pearl Liang, and emerging fish restaurant brand Seabass.

### ***Regent Quarter: LaSalle Investment Management***

Consultancy and agency advice on the bar/restaurant units at the centre of the £150 million mixed-use scheme that is the first phase of the massive regeneration of Kings Cross. Introduced Kitchen and Camino as tenants, the latter having been awarded "Best Bar in Britain" in the 2008 Observer Food Monthly Awards.

### ***Clarence Dock: Crosby Group Plc***

Consultancy and agency advice on the largest regeneration project in the North West; comprising 500,000 sq ft of retail and leisure facilities, 1,100 luxury apartments, and a new casino and hotel in a waterside setting. Festival Place, Basingstoke for Grosvenor. Fifteen food and beverage offers around new Public Square including sourcing pilot outlet Ciao Baby from South Africa.

### ***Mailbox, Birmingham: Mailbox Ltd***

At the very outset, creating this new waterside venue for restaurants and grazing, extending to 100,000 sq ft in a newly created area abutting the Convention Quarter.





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## Previous Projects

### ***Evolverment of 1 Leicester Square: CLS***

An eight-storey multi-faceted leisure venue, capable of fragmentation or an overall letting. Initial letting to Home Nightclub, subsequently re-let to Viacom to broadcast TRL, its New York show.

### ***St Christopher's Place: Randsworth Holdings***

Creation of a new square which has become the hub for eating and drinking just off Oxford Street, which helped kick-start the impressive retail offer. Sofra, Pizza Express, Carluccio's, to name but a few.

### ***Trocadero: Burford***

Targeting new food, beverage and bar operations for Central London landmark.

### ***Electric Press, Leeds: Asda St James***

Pre-letting key units to key tenants for new square in the cultural quarter to operations including Ha! Ha! and Inventive to be supplemented by well managed and coveted local outlets.



# FLAGSHIP LETTINGS



## ***The Ivy Chelsea Garden: Martin Properties***

We let the former Henry J Bean's on Kings Road to Caprice Holdings for the Ivy Chelsea Garden, which perfectly fit the brief for an accessible, all day neighbourhood restaurant that makes the most of the amazing garden.

## ***Heddon Street Kitchen: The Crown Estate***

We completed the letting of the former Living Room site in Heddon Street- Regent Street's eating quarter- to Gordon Ramsay Group.

## ***The Ivy Market Grill***

We secured the first Ivy Market Grill for a flagship unit on Covent Garden Piazza at 1a Henrietta Street.

## ***Cafe Colbert: The Cadogan Estate***

We received an overwhelming response from prospective operators when marketing the former Oriel site at 50-52 Sloane Square on behalf of the Cadogan Estate, advising them on the preferred partner in keeping with its long term objectives. Rex Restaurants Associates' Jeremy King and Chris Corbin, the team behind The Wolseley, have since opened the new restaurant in October 2012 to much acclaim.

## ***MASH: The Crown Estate***

Following its restoration of two of London's most famous and iconic Art Deco restaurants, we advised The Crown Estate to secure MASH (Modern American Steak House), owned by Copenhagen Concepts ApS, at the Brewer Street restaurant at Quadrant 3. This is the first MASH London restaurant outside of Denmark, which opened in November 2012.





# FLAGSHIP LETTINGS



## ***Balthazar: Covent Garden London***

We secured the London outpost of the acclaimed New York restaurant Balthazar by Keith McNally, who operates this Parisian-style brasserie and New York institution with Caprice Holdings at the former Theatre Museum in Covent Garden.

## ***Brasserie Zedel: The Crown Estate***

We completed the letting of the Sherwood Restaurant, the former Atlantic Bar & Grill to Corbin & King, within the Quadrant Development. The site became one of London's most acclaimed new restaurants for 2012; a divergence in price point from the normal Rex model to fill the 350 capacity restaurant.

## ***The Gilbert Scott: Harvey Handelsman, Manhattan Loft Corporation***

We were tasked to source the best possible operator for the fabulous space within the outstanding listed restaurant within the new Renaissance Hotel at St Pancras, gateway to Europe, and delivered . A tripartite agreement was agreed between the hotel operating partners Marriott to deliver a restaurant to an operator befitting the grand scale of the hotel and a USP: Marcus Wareing.

## ***Aqua, Argyll Street***

We secured the entire rooftop restaurant of the former Dickens & Jones store on Regent Street, to Hong Kong restaurant group, Aqua, one of the largest restaurant lettings of the year.

## ***The Delaunay, Covent Garden***

We brokered the deal for Jeremy King and Chris Corbin for their second outlet after Wolseley.





# FLAGSHIP LETTINGS



## ***Amaya and Petrus: The Halkins***

We acted on behalf of Grosvenor in securing lettings to Michelin Star restaurants within this exclusive London village.

## ***Hakkasan: The Lancer Estate***

We effected a letting to Megu from New York, subsequently opening as Hakkasan in the fashionable Bruton Street, Mayfair to complement the high end retail.

## ***Galvin La Chapelle: Hammerson***

We were tasked with sourcing the best possible operator on behalf of Hammerson for the former listed girls' school, juxtaposed amongst the City's soaring office building. Chris and Jeff Galvin were the perfect fit, choosing to operate a more formal dining restaurant together with a more relaxed brasserie.

## ***Bocca di Lupo: Archer Estates***

We effected the letting to Jacob Kennedy on behalf of Archer Estates, in a pioneering move to this part of Soho which has now become achingly cool.

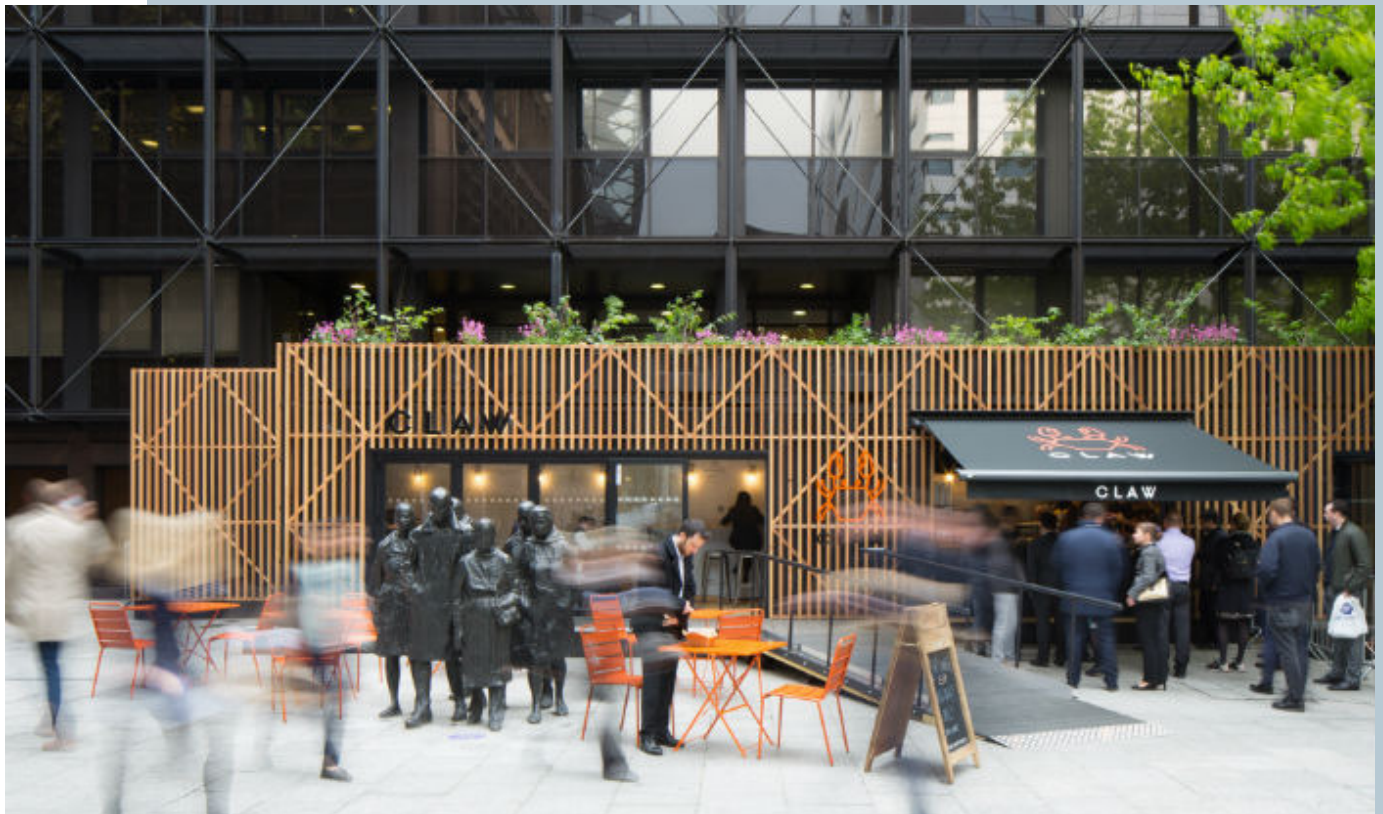
## ***Nobu Berkeley: City Site Estates***

We completed this to Como Holdings; a sister to the first within the Met Hotel.





# A1 FOOD RETAIL LETTINGS



**Broadgate Circle:** We introduced independent Australian coffee shop Beany Green and Street Kitchen's Shop – serving up “restaurant know-how lovingly crammed between two slices of bread” – to complement the restaurant line-up as part of the redevelopment of Broadgate Circle.

**South Kensington:** We continue to advise South Kensington Estates on its South Kensington and Brompton Quarter holdings. In South Kensington, we introduced cold pressed juice concept Roots and Bulbs to Exhibition Road, joining La Patisserie des Reves and Fernandez & Wells, and Brompton Food Market to Thurloe Place.

**Opera Quarter, Covent Garden:** We provide ongoing agency for this niche food retailing and restaurant destination which has been transformed since its purchase in 2006. This includes the introduction of retailers such as British bakery Peyton & Byrne, Venetian bacaro and deli Augustus Harris and artisanal Champagne, cheese and charcuterie concept, Champagne + Fromage, alongside Siam Thai, Primrose Bakery, Gelatorino, and Hope & Greenwood.

Our work in Covent Garden also extends to the **Coliseum Estate**, having introduced Koshari Street, and artisanal Italian gelato concept, La Gelateria, St Martin's Courtyard, where we introduced enoteca/caffe Dalla Terra to St Martin's Courtyard, and Seven Dials, introducing lifestyle café, Timberyard and more recently, 26 Grains and Free Range People in Neal's Yard.

**Carnaby:** We've introduced The Detox Kitchen, the first site for popular cupcake concept Crumbs & Doilies and fruit and smoothie café Moosh as part of the transformation of Kingly Court, as well as Soho Grind to Beak Street.



**Cadogan Estate:** The letting to Comptoir Libanais in Duke of York Square is part of a wider initiative by Cadogan to create a more vibrant food and beverage offer estate wide, with greater choice in terms of cuisine type and price point. This includes more “grab & go” and A1 food retail with further lettings to be announced.

**Covent Garden Market:** We’ve worked on the steering of the South Wells of the Market towards A1 food uses, initially with lettings to Crème de la Crepe, Le Marche du Quartier, Battersea Pie Station, more recently complemented by Chez Antoinette’s traditional French tartines.

**The Great Eastern Market, Westfield Stratford City:** Westfield’s unique modern take on a traditional food market provides a key USP at Europe’s largest urban shopping centre. 14 units are located next to the 32,000 sq ft Waitrose in a distinctly different environment with a market feel, mixing specialist food retailing with an element of eat-in and with a dedicated demo kitchen that hosts a range of events throughout the year. We worked closely with Westfield to deliver the Great Eastern Market, introducing (amongst others), patisserie and macaroon specialist L’Orchidee and Japan Centre by Umai, Eastern European bakery Karaway and microbrewery Tap East as part of an exciting line-up of delis from around the world. We have recently introduced Rasa Malaysia and an exciting “pop-up” by Borough Market’s Bread Ahead.

**More London:** Acting on behalf of More London Development, we delivered a range of A1 offers for the prestigious office estate, including Pret a Manger, Itsu, EAT, Spianata & Co, Pod and Costa Coffee.

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# OUTSOURCING HOTEL F&B



**The Gilbert Scott:** On behalf of the Manhattan Loft Corporation, we were tasked to source the best possible operator for the fabulous space within the outstanding listed restaurant within the new Renaissance Hotel at St Pancras, gateway to Europe. A tripartite agreement was agreed between the hotel operating partners Marriott to deliver a restaurant to an operator befitting the grand scale of the hotel and a USP: Marcus Wareing.

**Club Quarters Hotel, Holborn:** On behalf of Masterworks Development Corporation, delivered the former Nobu head chef Scott Hallsworth for a new Japanese restaurant, Wabi London.

**11 Cadogan Gardens:** Instructed by The Cadogan Estate and Small Boutique Hotels of the World to find a partner to work with as a JV arrangement, to compliment the great strides that had been made in upgrading the hotel and to act as a destination in its own right in this fashionable part of Chelsea.

**Real Star Group:** Instructed to source a new operator for a redundant area within the Crowne Plaza, Heathrow. We secured the award winning Eriki fine dining Indian restaurant which complemented the existing restaurant offer within the hotel perfectly. We also undertook a feasibility exercise to introduce coffee offers within the foyers of their key hotel sites including Holiday Inn, Heathrow.

**Taman Gang at Hilton Park Lane:** Introduced a very on-trend consortium to operate the late night venue within Park Lane under the stewardship of Marriott Hotels.

**Stratford upon Avon:** Arranged a lease on behalf of MacDonald Hotels to growing French restaurant operator Le Bistro Pierre which included service provisions and operational standards agreements.

**My Hotel, Brighton:** DCL negotiated the surrender and re-gear of the lease for their restaurant space sourcing the vibrant and modern Indian restaurant The Chilli Pickle.

**Hilton:** We have advised Hilton many times across its portfolio, including, Bath, Brighton, and London's Half Moon Street and Park Lane.

# POP-UPS

Hand in hand with the exponential growth of pop-up retailing, driven both actively, by marketing trends, and reactively, in response to high street vacancies, pop-ups, mobile units and markets have become an increasingly important element of many of the portfolios we work on, and we are in touch with an increasing number of operators seeking short term space. Innovation and an overwhelming desire for newness are driving and shaping our eating, drinking and shopping experience like never before; so much so that a number of landlords are now starting to set aside dedicated spaces for pop-up use.

From short events with a focus on brand awareness, to concept trialling, residencies and short term leases, we have worked with our landlord clients and operators, traders and food retailers on a range of situations, securing the first bricks & mortar homes for a number of exciting operators. There are benefits for both sides- for landlords, in terms of driving footfall, creating interest and atmosphere, harnessing the power of social media and delivering pr value, and for operators, the ability to take space on flexible terms that don't demand too high an investment or too onerous a commitment.

Against the backdrop of the drive to reinvigorate the high street, there has been much talk of the new D Class Use (permitting a 2 year change of Use from A1 to A3 without planning permission), but few parties are willing to invest the necessary capex to deliver a trading restaurant in a former retail unit for a term certain of just two years; pop-up restaurants are not a panacea for retail vacancies nationwide.

We are delighted to have been involved in some of the following situations, as well as a number of pipeline projects:

## **Bricks & Mortar**

Carnaby secured two “firsts” in providing a permanent home for BBQ concept Pitt Cue Co, following the huge success of its South Bank street truck, which went on to pick up Zagat's Best Newcomer restaurant award for 2013 and steak concept Flat Iron, from its humble beginnings above the Owl & Pussycat Pub in Shoreditch. Hot on the heels of the Meatwagon team's first “permanent” unit, Meatliquor, we put Meatmarket into Covent Garden's Jubilee Market, Patty & Bun into James Street and Homeslice wood fired pizza into Neal's Yard; their first home after two nomadic years on the road with a home built mobile wood fired oven.

## **Food Trucks**

Mark Jankel and Jun Tanaka's Street Kitchen is at the forefront of a new generation of mobile catering, bringing Londoners gourmet food to eat on the go, with restaurant-quality food served from a vintage airstream trailer. In 2011, we introduced the truck to Broadgate Circle on behalf of British Land as part of a strategy to broaden and enhance the estate's catering offer; such was its success, in 2015 it opened its first permanent site there.

## **Pop-Ups**

We've introduced Borough Market's Bread Ahead - and their highly acclaimed doughnuts - to the Great Eastern Market at Westfield Stratford City, popping up for the remainder of 2015.

In Neal's Yard, we've introduced “London's finest porridge pop-up” 26 Grains and Free Range People - showcasing artisan baking produce as well as other Farmers Market style goods - to trade for a period of 12 months.

In Charlotte Street, we put Eastern Mediterranean concept Ceru into Charlotte Place for 6 months prior to development.

During the transformation of Carnaby's Kingly Court as a new food destination, we introduced relevant pop-ups, including a collaboration between independent patisserie brand Poppy and Sebastian and lifestyle brand Mar Mar Co for a one-off concept, showcasing the beautiful patisseries of Poppy Smadja, winner of the 2013 Young British Foodie Award for Baking.



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