



WHAT MAKES THE NEXT GENERATION OF RETAIL LED PROJECTS?

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THE MARKET: DEVELOPMENT



- Valuation / occupier markets
- Asset focus initiatives
- Opportunity to exceed asset growth return
- Core viability to invest in "tomorrows product"
- Retailers expansion.

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FUNDAMENTALS FOR SUCCESS: THE MASTERPLAN




- Masterplan flexibility / market
- Hotel
- Leisure / catering
- Student accommodation
- Market demand
- Focus on core skills
- Delivery flexibility

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FUNDAMENTALS FOR SUCCESS: INTEGRATION




- Design – building / places
- Partnerships – physical / social
- Sustainability – long term
- Core destination
- Catalyst – future growth

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FUNDAMENTALS FOR SUCCESS: KEY STAKEHOLDERS



- Central / LA relationships - funding
- Realistic expectations / re-set benchmark
- Retail – affordability / sustainability
- Planning PPS4 / 6 – social and economic impacts
- Risk sharing
- Balance

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FUNDAMENTALS FOR SUCCESS: SUSTAINABILITY




- Last 5 years learning curve
- Legislative drivers CRC's etc
- Investment demand
- Social engagement, education, jobs
- "Good practice"

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THE FUTURE



- Divergence super prime v secondary centres
- Partnerships / risk sharing
- Efficiency cost v value
- Scale v critical mass
- Flexibility on uses / core skills
- Long term asset / sustainability

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