

# ***Retail International<sup>®</sup>***



# blue sky thinking



Photo: © Retail International®

The Pantheon Rome AD126



## CONTENTS

Welcome .....	3
Introduction .....	4
Typical Services Offered .....	5
Projects & Clients .....	6
Typical Projects Middle East, N. Africa, Europe & Central Asia .....	7-17
Contact Details .....	18

# welcome



*Thank you for your interest in my firm's services.*

*In the following pages I hope to be able to provide you with an overview of what my firm and I do. And the depth of experience that I can bring to your project.*

*I established Retail International® in 1993 following an extensive professional career in the international retail and shopping centre development industry – including Europe, The Middle East and U.S.A.*

*If you would like to discuss any of the services that my firm can offer please do not hesitate to contact me.*

*Simon Thomson*

*Founder and Principal*

**Retail International®**



# introduction



*Honesty and Integrity*

- **Retail International®** is an independent retail consultancy owned and founded in 1993 by Simon Thomson offering specialist professional services to the retail industry.

- **Simon Thomson** is an International Retail Consultant. He served as a Member and Fellow of the Royal Institution of Chartered Surveyors, London for some 30 years and for more than 10 years as a Real Estate Counselor with an eminent American Professional Institute in Chicago who invited him to join in recognition of his international

shopping centre development expertise.

- Simon is an active member of the International Council of Shopping Centers based in New York and was a founding director of The Middle East Council of Shopping Centres, Dubai of which he continues to belong.

- **Simon Thomson** enjoys a distinguished career spanning more than 30 years in the international shopping centre and retail business having been and continuing to be involved with the development of leading shopping centres and cross border retailing in Europe, the Middle East, North Africa, Australia, & USA.

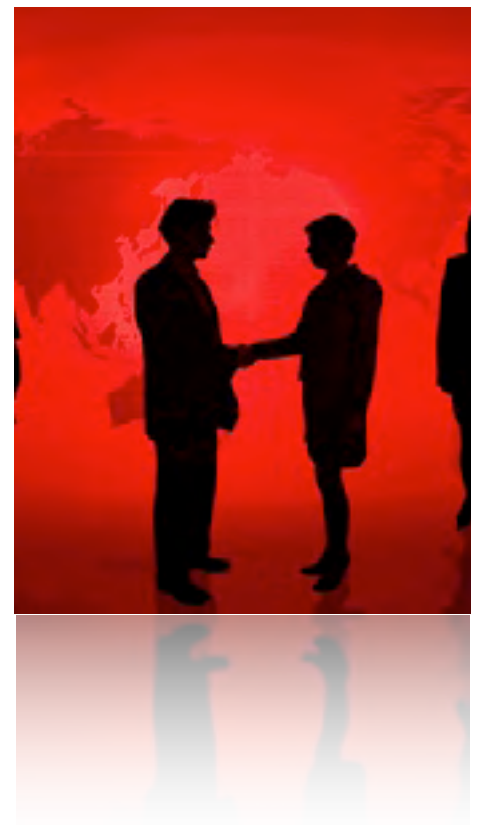
# typical services offered

## SHOPPING CENTRES

- Strategic Consulting
- Conceptualisation & Design Analysis
- Market Positioning
- Tenant Mix
- Merchandising Mix
- Anchor Stores
- F&B and Food Courts
- Leisure & Entertainment
- Themeing
- Marketing Advice
- Leasing Strategy & Rental Assessment
- Feasibility Studies
- Demographic Analysis
- Sales Volumes
- Crisis Analysis

## RETAILERS

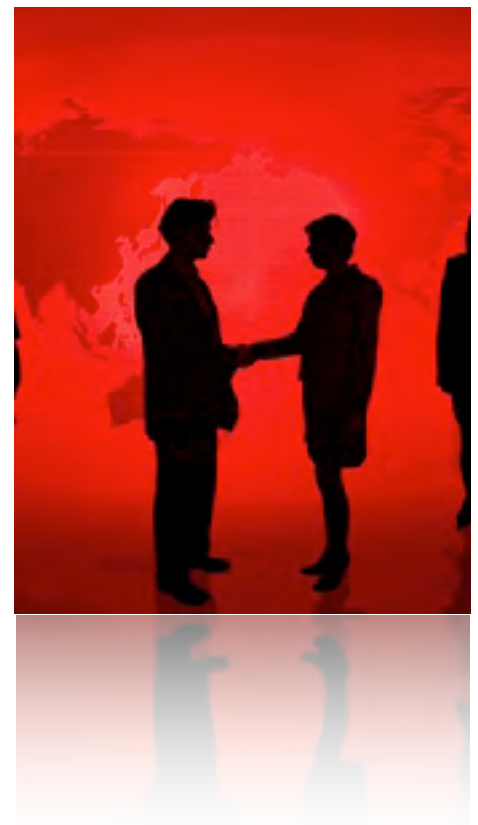
- International Advice for Franchisors and Franchisees or JV Partners
- Cross Border Advice and Representation
- Identification and Analysis of Retail Locations & Premises
- Leasing Strategy & Rental Assessment
- Feasibility Studies
- Demographic Analysis
- Sales Assessments
- Market Research
- Crisis Analysis



# projects and clients

## Typical projects, clients and assignments include:

- MSE Group, Oman
- Basra Sports City Mall, Iraq
- Russia Market Study – Havelock AHI
- Moda Mall, Bahrain
- Awal Group, Bahrain
- Mena Mall, Cairo
- Mena Holdings, Kuwait
- Tunis Sports City, Tunisia
- Bukhatir Group / Sports Cities International
- German Business Park, Dubai, UAE
- German Business Park FZCO, Dubai, UAE
- WesTown, Shekih Zayed City, Cairo, Egypt
- EasTown, Katameya, Cairo, Egypt
- SODIC/Solidere International, Egypt
- Saraya Aqaba, Jordan
- Tripoli Mall, Libya
- Magna Group, Libya
- Lusail Entertainment District, Qatar
- The Lagoon, Bahrain
- Abu Dhabi Investment House, UAE
- Sama Dubai (Dubai International Properties), Dubai
- The Boulevard, Dubai Towers Doha, Qatar
- Gulf Finance House, Bahrain
- HSBC Bank, Dubai
- Emaar Properties PJSC, Dubai
- Dubai Marina Shopping Centre
- Mercato Shopping Mall, Dubai
- Markaz Al Bahja Shopping Centre Muscat, Oman
- Al Habib & Co, Oman
- Al Ghurair Retail, Dubai
- Solidere s.a.l, Beirut
- The Souks of Beirut, Lebanon
- Sharjah Expo, UAE
- International Council of Shopping Centers, New York
- Institute for International Research, Dubai
- Elsevier Food International, Netherlands
- Images Retail, New Delhi, India
- CB Richard Ellis, London & Hong Kong
- Edifice, Dubai
- Property Weekly, Dubai
- RetailME, Dubai
- Shopping Centers Today, New York
- BROG Media Biznesu Sp. z.o.o., Poland
- Oncor International Poland
- Reform Plaza Warsaw, Poland
- Gdansk Shopping Mall, Poland
- Olsztyn Shopping Centre, Poland
- Poznan Shopping Centre, Poland
- No. 1 Poultry, City of London
- Dalston Cross Shopping Centre, London





# typical projects... (i)

## Middle East & North Africa



Projects and Assignments completed in the **MENA Region** include:

- Tunisia
- Libya
- Egypt
- Jordan
- Lebanon
- Bahrain
- Qatar
- Saudi Arabia
- UAE
- Oman



**Moda Mall, Bahrain World Trade Centre, Manama, Kingdom of Bahrain.**

High end shopping mall comprising some 17,000 sq.m GLA forming part of a multi-million dollar complex comprising 5 star hotel, and offices.

Wide ranging advice involving detailed research and report on the retail market in Bahrain having special regard for the subject shopping mall going forward into 21st century.



- Performance audit and mall management.
- Market re-positioning & Branding.
- Redevelopment advice.
- Merchandise mix .
- Advice on rental levels, anchor stores, food courts, speciality stores.



# typical projects... (ii)

## Middle East & North Africa



### Sama Dubai, Dubai Towers, Doha, Qatar

- 3 level high quality shopping centre forming critical component of iconic development on Doha Corniche projected to be the tallest building in Qatar.
- 84 storeys.
- 7,000 sq.m retail.
- 225 room 5 star hotel.
- 29 floors of offices.
- 31 floors luxury apartments.



### Emaar PJSC, Dubai Dubai Marina, Marina Walk Shopping Boulevard, Dubai

- Retail : 5,000 m2
- Units: 40
- Supermarket
- Restaurants : 10 (43% by area)
- Parking 500 cars
- Initial residential : 1,500 units.



### Abu Dhabi Investment House / Edifice Dubai Qatar Entertainment City, Lusail City, Doha, Qatar

- 100,000 m2 \$3 billion retail and entertainment district forming part of the multi-billion dollar Lusail District north of Doha being developed by Qatari Diar.





# typical projects... (iii)

## Middle East & North Africa



### Mercato Shopping Mall, Jumeirah, **Dubai** Edifice Dubai

- Gross Building Area : 71,000 m2
- Gross Retail : 37,000 m2
- Net Retail : 23,000 m2
- 7 screen Century Cinema
- Spinneys Food Store 4,000m2
- Parking 1,000
- Cost \$112,000,000



### Abu Dhabi Investment House The Lagoon, Amwaj Island, **Kingdom of Bahrain**

- Three level waterside project surrounding 1km lagoon
- 46,000 m2 retail, dining, F&B and entertainment centre
- To be sold on freehold basis to individual operators – the first ever on Bahrain.
- Amwaj Island is 2.75 million m2 land reclamation project off the north-east coast of Bahrain for over 35,000 people plus commercial districts and hotels.



### German Business Park, Dubai Silicon Oasis, **Dubai**

- Mixed use development comprising, 3 - level shopping centre, offices, and hotel situated in Dubai Silicon Oasis.
- To accommodate German Business Centre Dubai, a world-wide chain including Beijing, Shanghai, Singapore, Yokohama, Jakarta, and Mexico City.
- Shopping Centre to show case German brands in a luxury environment to include world class retailers, restaurants, and food & beverages.



# typical projects...(iv)

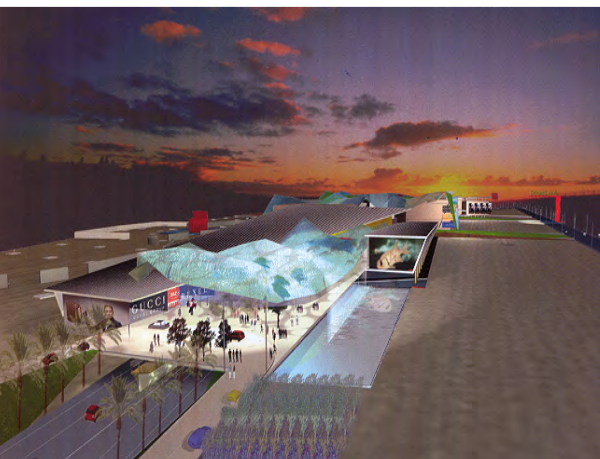
## Middle East & North Africa



### Mena Holding KSC

#### Mena Mall, Giza, Cairo, Egypt

- Regional Outlet mall
- Outlet mall, entertainment complex
- 5 star hotel
- Offices
- Shops : 250
- Anchor stores
- 100,000 m2



### Gulf Finance House / Edifice Dubai

#### Retail:Entertainment City, Kingdom of Bahrain

- Outlet Retail : 70,000 m2
- Shops : 250
- Anchor stores: 3
- Multiplex & Cultural centre
- Leisure: 50,000 m2
- Parking: 3,500 cars
- Cost: \$200 million



### Bukhatir Group/Sports Cities International / Edifice Dubai

#### Tunis Sports City, Tunis, Tunisia

#### Commercial/Retail Centre

- Retail mall 85,000 m2 GLA
- Estimated Cost : \$750 million
- Hotels
- Office
- Residential



- Golf course
- Sports Stadium
- Full feasibility study for major regional shopping mall, strategic development advice on macro and micro basis.



# typical projects...(v)

## Middle East & North Africa



### SODIC in conjunction with SOLIDERE International Westtown, Sheikh Zayed City, Cairo, **Egypt**

- West Cairo's Hub.
- Located in the west of Cairo on a 1.2 million sqm site in the 6th of October City, the town centre is aimed at creating a thriving urban and social hub.



### SODIC in conjunction with SOLIDERE International Easttown, New Cairo, **Egypt**

- In the centre of east Cairo in the heart of the emerging area of New Cairo, Easttown is ideally located near the new campus of the American University of Cairo.
- Covering an area of 860,000 sqm, the east Cairo downtown encompasses everything typically found in a town centre from stores, restaurants and walking areas, to residential neighbourhoods and business amenities.



### Basra Sports City, Basra, **Iraq**. Proposed Shopping Mall

- Situated adjacent to the Basra Stadium a shopping centre providing up to 60,000 sq.m floor space is envisaged. Detailed design in process to include shopping, dining, entertainment, and cultural activities for the city of Basra. Other commercial elements likely to provide hotel apartments, offices and Canal.





# typical projects...(vi)

## Middle East & North Africa



### Solidere, Beirut, Lebanon

#### The Souks

- Major Strategic Retail Impact Study of Beirut to examine the impact upon The Souks of:
- Existing and proposed retail development by third parties within the Solidere area.
- Existing and proposed retail development outside Solidere area in central and greater Beirut.
- Proposed adjustments to merchandising plan / anchors retail mix.



### Solidere, Beirut, Lebanon

#### The Souks

- To provide a unit by unit merchandise and tenant mix with potential prospective retailers.
- As appropriate identify design changes to enhance tenant mix / leasing potential within design constraints of the approved master plan. Retail GLA: 70,000 m2.



### MSE Group, Sultanate of Oman

#### Cross Border Franchising

- To identify and negotiate international retail brands for franchise in Oman and The Gulf.



# typical projects...(vii)

## Middle East & North Africa



### Solidere, Beirut, Lebanon

#### Strategic Retail Monitoring Study, Beirut, Lebanon

- Estimate current size and future growth potential of these markets for downtown retail.
- Develop a retail monitoring strategy – likely absorption rates and planned rate of release onto the market of retail floor space over 5 to 10 years.



### Markaz Al Bahja Shopping Mall, Seeb, Muscat, Oman Al Habib & Son

- Gross Retail: 33,950 m<sup>2</sup>
- Rentable: 16,076 m<sup>2</sup>
- Retail Units: 80
- Anchor store : 1. Junior anchors : 13
- Cinemas: 2



### HSBC Bank, Dubai

#### Report on the Market for Shop Fitting in the GCC

- To undertake with regard to a corporate buy-out a detailed market research study of all existing and planned shopping centres in the Arabian Gulf.
- Establish potential for shop fitting business through out the region.



# typical projects...(viii)

## Middle East & North Africa



### Saraya Holdings Souk Saraya, Saraya, Aqaba, **Jordan**

- Situated on the western tip of Aqaba, Saraya Aqaba comprises approximately 610,000 sq.m of master planned development combining shopping, dining, entertainment, freehold accommodation and cultural activities within the context of an authentically styled ancient city. The total project cost is estimated over US \$800 million.
- Strategic development advice, configuration, retail mix, circulation and similar.



### Tripoli Mall, Libya Magna Group, **Libya**

- International style shopping mall - probably the first in Libya.
- 50,000 m2 Gross Leasable Area.
- Hypermarket plus over 100 shop units.
- Family Entertainment Centre.
- Car parking for over 2,000 cars.
- Full feasibility and market study, establish optimum size, tenant mix and wide ranging development advice.





# typical projects...(ix)

## Europe - Russia, Poland, Finland & Spain



### Russia & CIS States Strategic Retail Market Study

- Full market study of the top 20 cities across Russia, CIS and Eastern & Central Europe.
- Establish existing and potential retail supply in terms of GLA for organised shopping.
- Identify leading apparel brands international and national with their expansion plans.
- Investigate and identify shopfitters operating in Russia & CIS.



### Poland

#### Wide Ranging Assignments in leading cities

- Shopping Centre development advice for new malls over extended period.
- Warsaw, Gdansk, Szczecin, Łódź, Olsztyn, Poznan & others.
- Estimated Total Project Values : \$500 million
- Conference speaker in Warsaw and author of various media reports.



### Spain

#### Pioneer retail parks and retail developments

- Investigate, identify & assemble retail development opportunities in Madrid and Andalucia.
- Development packaging of Retail Parks.



# typical projects... (x)

## Europe - Finland



### Sunny Center, Hämeenlinna, Finland Strategic Advice

- Sunny Car Center will become the biggest car business center in Europe.
- The location for this project will be right outside of Hämeenlinna in a plot that is 27, 5 acres.
- Sunny Car Center will fill this plot with an four storey building that is 107 000 square meters.
- Provide strategic planning and development advice with regard to substantial mixed use commercial project in central Finland to include:
  - Shopping centre,
  - Automotive centre and
  - Leisure & family entertainment.

## CENTRAL ASIA



### Various Assignments :

#### Kazakhstan, Azerbaijan, CIS Countries

- Provision of advice to international and national retailers to include:
  - Departments stores
  - Franchising
  - Shopping Malls
  - Anchor stores & Department stores



# typical projects...(xi)

## Middle East & North Africa



### Al Ghurair Group, Dubai.

#### The establishment of Al Ghurair Retail, Dubai

- To exclusively represent on a fully retained basis Al Ghurair Group internationally in the identification and introduction into the Middle East of retail equity partners on a non-franchise basis.
- Provide wide-ranging strategic advice on international and regional retail issues.
- Joint venture partnerships concluded with international retailers including:
  - Austin Reed - Great Britain - Springfield - Spain - Salamander - Germany

### Various.

- Prior to forming Retail International® in 1993, Simon Thomson as Equity Partner in two of the UK's leading firm's of international real estate consultants with offices in the Middle East was variously responsible for advising upon the development and undertaking the subsequent leasing and management for such pioneering shopping centres that include:
  - Bahrain Commercial Complex, Yateem Centre, Bahrain
  - A'Ali Shopping Mall, Bahrain.

### Publications & Conferences

Simon Thomson also contributes regularly to key leading journals on retail issues in the Middle East and is a frequent speaker at international shopping centre conferences.



# further information

## Contact Details

All further enquiries and information about Retail International® and fuller details of the services the firm can provide should be made as follows:

 +44 (0) 1580 860 870

 [info@retailinternational.co.uk](mailto:info@retailinternational.co.uk)

 @Retail\_Intl

## Legal Information

- The following is provided in compliance with UK E-commerce Regulations:
- Retail International® and [www.retailinternational.co.uk](http://www.retailinternational.co.uk) are owned by, and are the trading names of, Simon Thomson.
- Postal address: 4 McMichaels Way, Etchingham, TN19 7HJ, UK.
- Professional and Trade Association Membership numbers:
- International Council of Shopping Centers, New York, USA: No. 203339
- Middle East Council of Shopping Centres, Dubai, UAE: No. 134 .



All Rights Reserved  
© 2015 Retail International®

