

1st Annual

The International

RN - Meeting

Retail Network

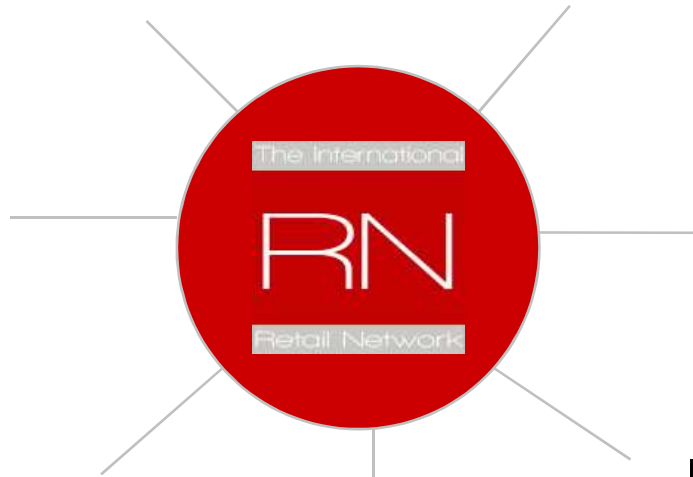
Madrid,

Jan. 24th – 26th 2007

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Our Commitment

- ✓ Our goal is to provide seamless commercial real estate transactions across international borders in a global market place with individual players

“Think global, act local”

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Our Members

- ✓ are highly professional retail real estate specialists
- ✓ are on-site experts in their home markets and thus provide the network with expertise in most nationally distinctive property markets across Europe

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Our Services

✓ Market Potential Analysis

- investigate home or appropriate foreign markets
- plan and execute appropriate market studies
- due diligence for companies entering new markets (checking out their new partners in the marketplace and identifying their competitors' strengths and weaknesses)
- identify any tariff or non-tariff barriers to market entry
- provide a study of “cultural acceptability” of the products

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Our Services

-2-

✓ Entry and Expansion Strategies in New or Existing Markets

- determine appropriate markets for a company's product
- determine an appropriate strategy to enter a market, or to improve marketing and sales in a market
- advice on the initial implementation of the strategy in the new market(s)
- educate a company to appreciate and adjust to the "culture" of doing business in a new market

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Our Services

-3-

✓ Market Plan Development

- ➔ develop a product strategy to create a sustainable difference in the market
- ➔ identify and recommend the most appropriate distributors or agents for the successful launch of products and/or services

✓ A Second Form of “Due Diligence”

- ➔ examine the external factors which are important when purchasing a company, developing a joint-venture or sub-contracting

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Our Services

-4-

✓ Location Analysis and Contracts

- assist companies to determine and secure the best locations
- market research services (extensive location and market research)
- negotiation of contracts, retail site evaluation, sales forecasting, competitive analysis, geographic information systems, demographic study, local codes and regulations, financial analysis, analysis of development strategies, store repositioning studies, consumer research, customer profile, focus groups, in-store surveys, shopping centre surveys, re-tenanting strategies, market plan development

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Our Clients



ESPRIT



MEXX

L'OCCITANE
EN PROVENCE

ZARA

FOUR FEMME

Salvatore Ferragamo

H₂O[®]

InWear/Matinique

etc...

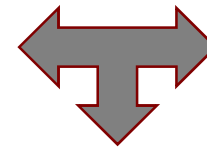
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Our Competitors

... often provide services merely in the search of retail spaces...



☞ we do not only search appropriate retail spaces for you, but also...

- ✓ analyse them according to your individual company strategy,
- ✓ support you significantly with their development and/or assist you during the whole leasing process
- ✓ in a hands on business manner with quick results, but under review of long term effectiveness and sustainability

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Contact

Please contact us in one of our international offices

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