

A partnership agreement between Draco Partners in France and Capita in the United Kingdom is announced.

Through this business agreement, Draco Partners can offer retailers and investors opportunities for business across the British Channel. Similarly Capita can provide their UK clients with property expertise from Draco Partners in France.

Draco Partners is an independent firm founded in 2003. The firm notably provides consultancy services on behalf of both French based and international retailers (numerous flagship transactions achieved in Paris) as well as advisory and letting services to institutional landlords. Regarding its disposal and investment services on retail real estate assets, Draco Partners has concluded transactions on French assets for over 700 million€ value.

Capita's Real Estate business advises occupiers and landlords on their property needs. It specialises in the management of retail property and prestige offices nationally with some 40 million sq ft (3.7 million sq m) of property currently under contract. This includes over 40 shopping malls and 100 retail parks.

The core business streams of acquisitions, disposals, corporate occupier services, development consultancy, property management and facilities management, are complemented by a vast range of other professional and technical expertise across the full property spectrum.

The business has been built on 30 years experience and clients include the UK's largest investment funds, leading property companies and occupiers including some of the country's leading retailers.

Capita's retail team is particularly focussed on helping retailers develop their business across the UK with strategic property advice.

Ray Dowse, Retail Agency Director comments: "Our retail strategy is to firstly develop a thorough understanding of a retailer's vision for growing its brand. By using our detailed knowledge and first hand experience of the top retail destinations – be it shopping mall or high street – we are then able to swiftly identify the perfect property. We assisted Abercrombie & Fitch with the entry of its Hollister and Gilly Hicks brands into the UK and Ireland and in the last six years have secured some 40 stores, including an 18,000 sqft flagship in Regent Street at the heart of London's West End."

The partnership between Draco Partners and Capita will provide clients with a wide breadth of property services and experience, to fully exploit business opportunities throughout France and the UK.

Capita

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