

## **ABOUT US**

**DRACO PARTNERS** is a renowned business player in the French Commercial Real Estate and Advisory market.

Operating since 2003, primarily in Paris and the top 50 French cities, we provide services for retailers, landlords, investors, developers, contractors and local authorities.

Draco Partners are resolutely positioned as specialised advisors, possessing the necessary experience and creativity for the implementation of a range of "business" services. The advice is specifically prepared for each of our landlord clients and retailers, taking into account both their specific business objectives and culture.

Our intervention is aimed at the optimisation of the definition, the implementation and the efficiency of the actions conducted for or by the Retailers, Investors, Contractors and Developers who have placed their trust in us and with whom we encourage the development of a long term relationship.

In 2017, we joined The Global Retail Group, a retail real estate specialists platform founded by two independant firms, TSCG (USA) and Nash Bond (U.K.), proeminent operators within their own markets, the common consortium goal being to deliver more efficient advises to our clients, both national and internationals retailers, or investors interested by the key international retail markets.

# **Our Team of Consultants (left to right)**

- Clément Vizerie, Senior Consultant
- Arnaud Duthoit, Senior Consultant
- Lorraine Olivaux, Research & Marketing Support
- Pierre Péberay, Associate
- Nicolas Olivaux, MRICS, Managing Partner















### LETTING REFERENCES: FLAGSHIPS OF MAJOR RETAIL BRANDS



H&M

82-88 Av. des Champs-Elysées 75008 Paris

**Project:** Search for tenant to fill premises of 3,520 m<sup>2</sup> on one of the most famous and expensive streets in Europe, on behalf of landlord SFL. This flagship is in the top 3 of H&M worldwide turnover per sqm.



# MANGO

54 Bld. Haussmann 75009 Paris

**Project:** Sale of 2,400 m² retail premises with 100 % shares in the company exploiting the megastore, including it's 47 staff. MANGO installed their new Flagship. Currently their N°1 unit worldwide.





40-42 rue de Sèvres 75007 Paris

**Project:** Exclusive research for tenant to fill 4 500 m<sup>2</sup> Store on behalf of landlord Allianz Real Estate. Carrefour installed their new Paris left bank Flagship.

Allianz (II)
Real Estate





25 Place de la Madeleine Ex Garage Palacio 75008 Paris

**Mission:** Exclusive advisory mission on behalf of Leroy Merlin: letting of 8.400sqm to open a 5.000sqm sales areas flagship spread over three main storeys in central Paris.







62 Faubourg Saint-Honoré 75008 Paris

 $\pmb{\text{Mission:}}$  Search for tenant to fill  $1.000~\text{m}^2$  . The famous french and international Art gallery was signed on behalf of landlord Axa Real Estate.







#### 2 avenue Montaigne 75008 Paris

**Mission :** Exclusive tenant representative instruction to source the Flagship of luxury jewellery DAVIDOR. The retailer is planning to establish early 2016 its first store with 300 m² sales area.







38 King Street - Covent Garden LONDON

**Mission:** Research for a flagship in London on behalf of the French maison du thé Mariages Frères. The brand has inaugurated in 2017 an independent restructured building of almost 1.000 m² nearby Covent Garden.

capco





82-88 avenue des Champs-Elysées 75008 Paris

**Mission :** Search for tenant on behalf of landlord SFL. The brand has opened its new concept of « salon de thé » on the ground floor of this successfull galery.









77 bd. Saint-Germain 75006 Paris

**Project:** Exclusive research for tenant to fill 4,200 m<sup>2</sup> store on behalf of landlord Axa Real Estate. H&M has inaugurated their new left bank's flagship with 2500 sq m sales areas at the end of 2014.

\*\*Real Estate\*\*

An AXA Investment Managers Company





11 rue Scribe 75009 Paris

**Mission**: Co-exclusive search for tenant to fill over than 700sqm on behalf of GLL Real Estate Partners.

Nespresso installed their flagship in central Paris.







34-36 rue du Louvre 75001 Paris

**Mission:** Search for tenant to rent these 300 sq.m premises located at the ground floor of a magnificent corner building. The british brand PRÊT A MANGER leased it.







SEASON'S Building 75017 Paris

**Mission:** Search for tenant to rent 530 sq.m shell and core premises on behalf of the french insurance company AG2R LA MONDIALE. These premises were signed by VAPIANO.









38 avenue de l'Opéra 75002 Paris





ZADIG&VOLTAIRE

12 rond point des Champs-Elysées 75008 Paris Real Estate





68 rue du Fbg-St-Honoré 75008 Paris







**\_\_\_**Banimmo



45 avenue de l'Opéra 75001 Paris







Grand ptical

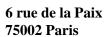
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**Immeuble SEASON 75017 Paris** 







20 rue de la Paix **75008 Paris** 











GENERALI Gestione Immobiliare



5 boulevard Malesherbes **75008 Paris** 







29/37 rue du Bac **75007 Paris** 









6 av. Franklin Roosevelt **75008 PARIS** 





Rue du Maréchal Foch 78000 Versailles



DENTRESSANGLE INITIATIVES



77 Bd Saint-Germain **75006 Paris** 









12 Rue du Faubourg Montmartre **75009 Paris** LA FRANÇAISE MAM

892 Rue Yves Kermen 92100 Boulogne



SAEW EUROPE

2 rue Daru **75008 Paris** 

**Galerie Saint Didier 75116 Paris** 

















10 rue Daunou **75002 Paris** 



38-42 Rue Cuvier 93100 Montreuil





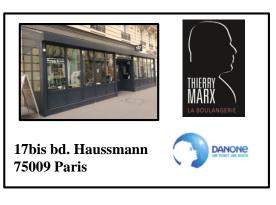














## DEALS & TRANSFERS ON BEHALF OF LEADING RETAIL BRANDS / LANDLORDS



Ermenegildo Zegna

50 rue du Faubourg Saint-Honoré 75008 Paris



MOREAU PARIS

UNDIZ MACHINE

49 rue du Faubourg-Saint-Honoré 75008 Paris





17 rue du Faubourg-Saint-Antoine 75011 Paris



la fée Maraboutée

68 rue de la Porte-Dijeaux 33000 Bordeaux



15 rue du Faubourg-Saint-Antoine 75011 Paris









### EXAMPLES OF ADVISORY MISSIONS ON THE BEHALF OF KEY COMPANY ACCOUNTS



**Mission :** To advice the global HQ in the calculation of their investment requirements to create a network of French stores



**Mission :** Renegotiate with the landlord a rental commitment of 1500m<sup>2</sup> on the rue du Faubourg Saint Honoré.



**Mission:** Real estate valuation of the leasing rights for the stores Prada and Miu Miu in Paris and Monaco.



**Mission :** To lead a real estate value study as well as suggestion strategies for three stores.

PATRIZIA PEPE

**Mission:** To search for a location (left bank) in Paris and within the different province cities.

Paul Smith

**Mission : R**eal estate valuation of the leasing rights for a Parisian store.





# **CONTACT US**

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