

luxury briefing.

Shanghai: *the Rome of the 21st century* London's year... *and now comes the London Luxury Quarter* Future Laboratory: *the phablet is the device du jour* Sensory design at Miami, *robust tourist spending in Europe* Wealth report: *results, revivals & retrenchment* Plus... *Davidoff, Bombardier, Fabergé, Qeelin, Aston Martin*

RETAIL PROPERTY



London

In the time-honoured fashion, to keep the office entertained and to check your knowledge of the luxury retail market in London, here's an A-Z of quick-fire questions for the Christmas lunch. The hint is the letter:

A: Now available in Dover Street and Savile Row.

B: Quietly and confidentially doubled the size of its Bond Street store.

C: Gloves, cashmere, swimwear and fragrance.

D: Opening for spring 2013 at 130 Mount Street.

E: Finally relocated and opened at 42 Old Bond Street.

F: Allegedly paying the highest rent per sq ft 'Zone A' in London.

G: Still searching for that elusive Bond Street store.

H: Another year closer to securing possession of its landmark building.

I: The 'I' in BRIC.

J: Her diamond jewellery represents the "collectibles of the future" (Joanna Hardy, Sotheby's). Jewels shortly available in Carlos Place.

K: Not quite Savile Row but allegedly "like mixing orange squash with champagne".

L: Royal nephew opened a third London boutique for the Summer of Celebration.

M: Architectural design guru for Chanel, Ermenegildo Zegna, Louis Vuitton and Burlington Arcade.

N: One of Britain's most famous and trusted stylists, now just opposite the Connaught.

O: Quadrupled the size of its boutique with The Courtyard, Royal Exchange, City of London.

P: A stunning new gallery within the Royal Academy.

Q: Recently sold its Regent Street store to Longchamp Paris.

R: Home to the House of Belstaff at a mere £3m pax.

S: Graduated in 1995. Established the eponymous brand in 2004 and now British Fashion Awards Designer of the Year.

T: Alice in Wonderland or Bruton Street to everyone else.

U: Home to inspirational Texan designer opening for spring 2013 in Sloane Street.

V: Stilettos and a new Bond Street store on the Christmas list.

W: Now RRL on Mount Street.

X: CEO of luxury shoe brand Pierre Corthay.

Y: Politely dropped the 'Yves'.

Z: Completing the triumphant at 206-208 Sloane Street.

And the prize? The satisfaction of knowing that you have followed LB Retail Property London avidly throughout 2012.

Have yourself a merry little Christmas.

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New York

On Madison Avenue, premier Japanese chocolatier **Royce** comes to the US, no 509, and at 235 Bleecker Street. **Vince Camuto** will take no 667. **LUMAS Galleries** expands from Germany to no 1100. **Belstaff's** first US store debuted at 814, while **Pucci's** new flagship opened at no 855.

On Fifth Avenue, **Aritzia's** largest store in the world arrived at no 600. **Dolce & Gabbana's** flagship was unveiled at no 715. **Louis Vuitton's** first exclusive shoe salon has taken up residence at Saks Fifth Avenue, 611 Fifth.

On the Upper East Side, France's **Juliette Longuet** opened a first store in the city at 70th Street. Look for Yigal Azrouël's Cut25 to locate a second shop on Lexington Avenue. **Monique Lhuillier's** first Manhattan boutique is at 19 East 71st Street. **Otte** features divine designers including Derek Lam, Acne, Phillip Lim and Elizabeth and James, 1232 Third Avenue. On the Upper West Side, **Alexis Bittar** has come to 410 Columbus Avenue. **C. Wonder's** latest boutique has joined the Shops at Time WarnerCenter. France's **Le Palais des Thés** offers tea from around the world at 194 Columbus Avenue.



In Herald Square, monumental renovations reign supreme: among them **Victor's Secret** (1328 Broadway) had a super sexy redo, doubling the space.

In SoHo, **Versace** has its grand salon at 160 Mercer Street. Look for **A.P.C.** at Bond Street in the spring. **Pamela Gonzales** comes from Peru to 311 West Broadway. **Rebecca Minkoff** is taking Kirna Zabete's space at 96 Greene Street. Swiss **Victorinox** unveiled 99 Wooster Street. **La Perla** has completed its relocation to 434 West Broadway. **House of Horology's** first shop has debuted at 193 Prince Street. Swiss perfumery/skincare specialist **Osswald** is at 311 West Broadway. **Liebeskind Berlin** has arrived at 276 Lafayette Street. **Stuart Weitzman** continues expanding his footwear empire at 118 Spring Street. **Reformation's** vintage chic moves to 23 Howard Street.

In Greenwich Village, French skincare brand **Caudalie** has its first shop at 315 Bleecker Street. From Russia, **Khirma Eliazov** lands at 102 Charles Street. French apparel shop **Saint James** is open at 319 Bleecker Street.

In Nolita/Lower East Side/FiDi, **Pull-In's** luxurious lingerie from France has come to 259 Bowery. Australia's **Sass & Bide** will have its first US outpost, while **B_Space**, a concept shop from Australia, opens at 219 Mulberry Street. Deluxe denim brand **Raleigh's** open at 211 Elizabeth Street.

Trend-tracking from the streets of gold: beauty wars **MAC's** flagship has opened at 691 Fifth Avenue. Spas continue to expand, including the **Elizabeth Arden Red Door Spa**, which launched at 663 Fifth Avenue, also at the Chatwal Hotel (130 West 44th Street), and popped up with a Recharge Room at Broadway and East 23rd Street. The **Erno Laszlo Institute Spa** celebrated its grand reopening at 382 West Broadway in SoHo with a tribute to former Laszlo client Marilyn Monroe. **Bobbi Brown's** pop-up shop at Grand Central Terminal will beautify commuters during the bustle.

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Europe//Paris

Paris has a number of distinct luxury destinations located throughout the city.

RUE ST HONORÉ / RUE DU FAUBOURG ST HONORÉ

Rue du Faubourg St Honoré is one of the most fashionable streets in the world, dedicated to luxury fashion and other exclusive products. Hammerson developed a block at no 54-60 that is now let to Burberry, Moschino, Bally and Brunello Cucinelli. Hammerson sold the building to Ramsbury AB for £165m in February this year. Berluti will replace Façonnable in spring 2013 at no 9.

Rue St Honoré, the extension of rue du Faubourg St Honoré, comprises luxury boutiques and hotels. A new, stylish section of the street has been created with the arrival of multi-brand retailer Colette. This has attracted other brands, and now Theory has signed at no 215. Cosmetics retailer Lancaster has signed 85 sq m on the corner of rue St Honoré and rue Royale. Emporio Armani opened a new 500 sq m store in the former Tommy Hilfiger location. Chloé opened 475 sq m opposite Emporio Armani.

Place Vendôme is the main home of luxury jewellers and watch retailers in Paris. In June, Hublot opened there, and Louis Vuitton opened its first shop dedicated to jewellery.

AVENUE MONTAIGNE / CHAMPS-ÉLYSÉES

Champs-Élysées demands the highest key money in Paris, with levels up to £30m being achieved. Mac reportedly paid £25m key money for 200 sq m. Tiffany signed up to 800 sq m sales formerly occupied by Quick.

On avenue Montaigne, Yves St Laurent opened a 900 sq m flagship store in the former Escada location. Chanel opened 600 sq m on two levels. MaxMara opened opposite Louis Vuitton in a space expanded to 510 sq m. Jil Sander has also opened on the street, 450 sq m total.

LEFT BANK

The *Rive Gauche* is seeing some major changes. For years many luxury brands stayed on the Right Bank of the Seine. Now, with the arrival of millions of tourists from China and Russia, the Left Bank is becoming a more established luxury retail destination. Ralph Lauren opened its flagship store in 2010. Louis Vuitton will take over La Hune bookstore and Arthus Bertrand to expand its existing store. Hermès opened a store built around an art deco swimming pool on rue de Sèvres. Hermès opened its first Shang Xia store in Europe, also on rue de Sèvres. Tag Heuer, Burberry and Brunello Cucinelli have also opened stores in this area. Paul Smith has just opened its first store mainly dedicated to women's wear on rue de Grenelle. Also on the street, Theory will replace Catherine Malandrino, and Céline has opened a store of 1,200 sq m.

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AUTOLUXE

LA motor show

The range of European luxury cars debuting at this year's Los Angeles Motor Show proves car-makers remain optimistic about the demand for premium models. German manufacturer Porsche has experienced a 13% increase in sales of its sports cars in the US since last year. The new Cayman Coupe is both larger and lighter than the model it replaces, offering refreshed styling, improved performance and better economy. The standard Cayman is fitted with a 271bhp 2.7-litre six-cylinder engine while the more powerful S model receives a 3.4-litre unit, producing 311bhp. The new compact sports coupe is on sale now, with first deliveries due in March. Another manufacturer keen to attract the attention of US buyers in LA is British luxury and sports car maker Jaguar, with its new XFR-S. Jaguar's most powerful ever saloon is capable of 0-60mph in just 4.6 seconds, topping out at 186mph. The XFR-S is joined by Jaguar's new F-Type sports convertible, which also goes on sale in the US, later in the year.

Maserati

Now in its sixth generation, the Maserati Quattroporte is the first of three new models the Italian luxury car-maker is hoping will boost sales from 6,200 in 2011 to around 50,000 units by 2015. Due to be officially revealed in the flesh at the 2013 Detroit Motor Show in January, Maserati's new flagship model will be joined by the smaller Ghibli saloon later in the year and a SUV called Levante, in 2014. Maserati CEO Harald Wester commented, "This exciting progression will make Maserati a true global player with two new production sites planned in two different continents, and a heart solidly planted in Modena, Italy, where our roots are." Despite recognisable styling, the all-new Quattroporte sports saloon has a longer platform, providing occupants with a more upmarket interior and increased rear legroom. Buyers have the choice of two Ferrari-built twin-turbo petrol engines, a 3.8-litre V8 with 523 bhp and a 3.0-litre V6 with 407 bhp. Prices will be confirmed nearer to the launch.

Aston Martin

Luxury and sports car maker Aston Martin has announced that Italian private equity firm Investindustrial has acquired a 37.5% stake, in a deal worth £150 million. Having recently sold motorcycle manufacturer Ducati to Audi for around £690m, the new shareholder will work alongside the company's other major owner, Kuwaiti-based The Investment Dar, with plans to invest half a billion pounds in product development and technology over the next five years. Andrea C Bonomi, senior principal at Investindustrial, said, "We are delighted to form part of this iconic, global but quintessentially British brand. We are looking forward to working with the management and Investment Dar to achieve a similar transformation and rejuvenation that we achieved with Ducati..." The news comes as Aston Martin, remaining at its existing Gaydon headquarters, approaches its centenary in 2013. Chairman David Richards commented, "With this partnership and the continued commitment of The Investment Dar, we look forward to working with our shareholders as we realise our vision and exciting future plans."

Road trip

The brainchild of former telecoms company director David Goodwin and investor Raymond Gray, Cognoscenti is an exclusive new invitation-only motoring event brand. The inaugural meet featured 27 cars with an estimated total value of £15m, including one 1964 AC Ace that competed at Le Mans. The one-day event was hosted at Billy Connolly's house, Candacraig, in Aberdeenshire, providing entrants with a chance to enjoy stunning scenery alongside like-minded enthusiasts. Cognoscenti has plans for more events that, according to Scottish tourism minister Fergus Ewing, "Will no doubt help boost Scotland's tourism industry."

Cars in fashion

Rolls-Royce recently hosted Karl Lagerfeld with his latest photography exhibition entitled 'A Different View'. The exhibition comprised his own photographs of Rolls-Royce motor cars, exploring his fascination with textures, surfaces, shapes and abstractions. Speaking at the event, Torsten Müller-Ötvös, CEO Rolls-Royce Motor Cars, said, "It is a great honour to welcome Karl Lagerfeld and to host this unique photographic exhibition. His inspirational work demonstrates passion, innovation and attention to detail, values that we embrace every day at Rolls-Royce."