



Lease Renewal Management

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JLL protects your assets with timely lease renewals that minimize cost increases and lease liabilities. Any risk nearly disappears when you allow our team of skilled professionals to manage and negotiate lease renewals.

JLL Lease Renewal Management experts act as an extension of your team, and specialize in providing retail real estate services to clients that are looking to:

- Reduce occupancy costs
- Relocate
- Downsize
- Renew
- Restructure leases
- Lower capital expenses



We Can

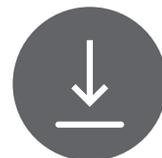
Implement pro-active reduction of rents and NNN charges	Negotiate longer lease terms in order to secure lower rental rates	Obtain landlord right to relocate space in exchange for favorable lease terms
Execute early renewals in order to reduce current occupancy costs	Evaluate risk in passing on lease options and leverage negotiating power in weak shopping centers	
Identify leases in distressed markets that remain in economic decline		Renegotiate tenant exclusives or lease restrictions



Client Benefits



Negotiate longer lease terms to secure lower rental rates



Reduce rent and lease liabilities

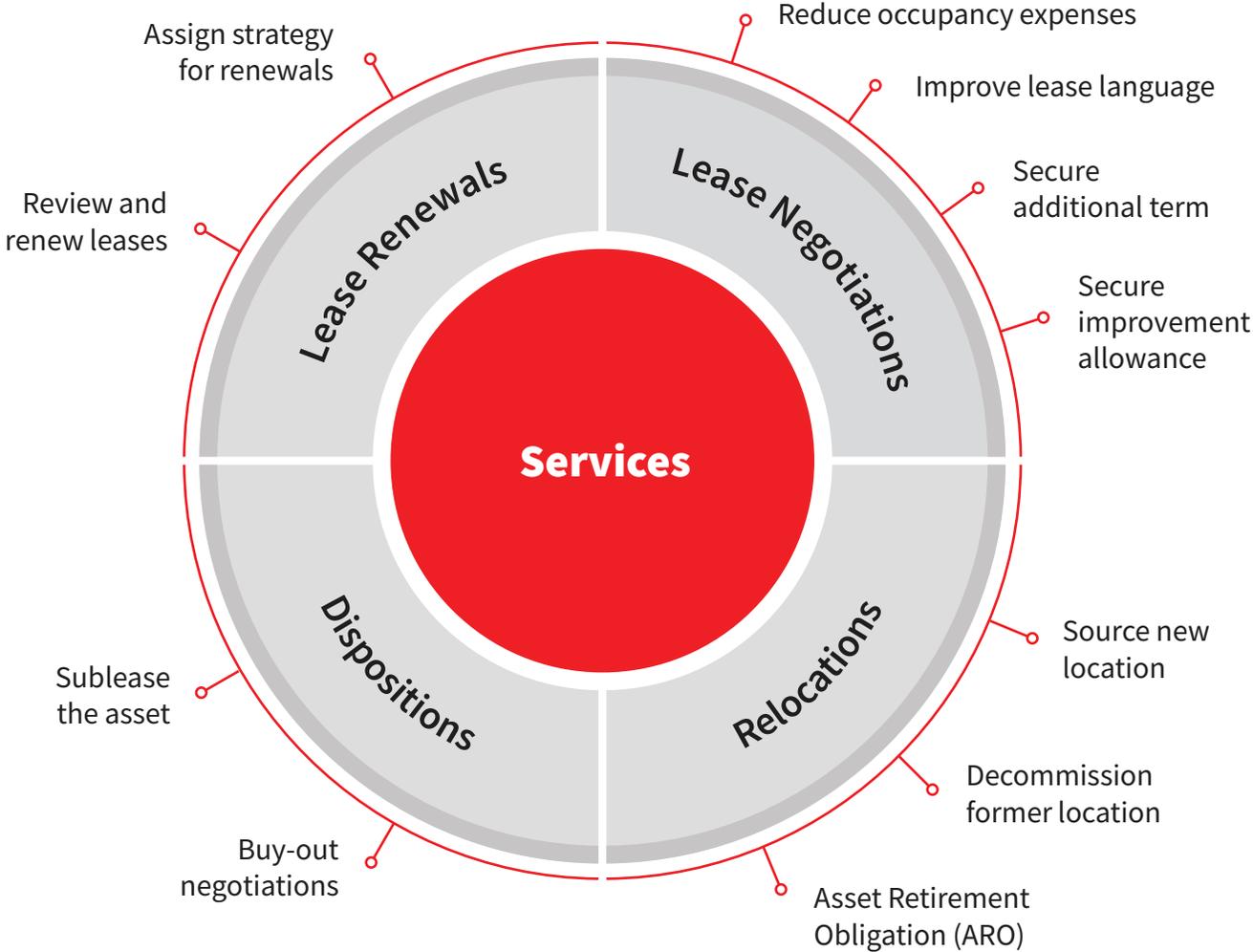


Maximize their existing portfolio



Provide cost saving

Services



Proven Results

484

Total Deals for 2021

3.48M

Total SF for 2021

\$612.8M

Transaction Value for 2021

\$304M

Savings for 2021

Clients



REGIS CORPORATION

T Mobile

Walgreens



Case Studies



Regis Corporation

*USA and Canada
(National Portfolio)*

JLL managed hair salon operator Regis's USA and Canada retail portfolio from 2011-2019. JLL reduced occupancy costs and improved lease language for a total cost savings of \$31,617,533. JLL conducted lease negotiations and introduced process improvements to prioritize renewals, expedite the approval process and improve decision making timelines. Other successes include near-term rent savings, eliminating possible re-trading of renewal terms and synergy with financial objectives.



Advance Auto Parts

JLL was hired by AAP following the Carquest acquisition in 2018 to provide several services including:

- Project Management of conversions/rebrands of Carquest stores to AAP
- Renewal/Restructures of leases (leveraging the acquisition)
- Brokerage of new distribution locations.

JLL has saved AAP over \$17MM on over 14 lease restructures and 37 lease terminations. In addition, JLL's Multi-site Project Management team has completed conversions/rebrands of 700 Carquest stores to AAP.



Walgreens

Following acquisition of approx. 1,900 new stores from Rite-Aid, Walgreens had a portfolio of nearly 10,000 retail locations and was seeking assistance from a real estate service provider to assist with:

- Disposition of hundreds of redundant and closed locations
- Strategic advice regarding new growth markets for new smaller concept stores, relocations of existing stores, and analysis of relocations vs reduced rent renewals
- Portfolio Management of ongoing renewals, including local market value data and BOV's
- Brokerage services for new smaller concept stores
- Program management and technology platform for workflow and data management.



FedEx Office

JLL was hired by FedEx in 2010 to manage a portion of their retail portfolio to reduce occupancy costs and improve lease language. JLL assembled a team to manage the renewal program and had weekly meetings with the FedEx Office team to discuss strategies and a status report tracking the summary of progress and savings/avoidances. From July 2010 through June 2012, JLL reviewed and determined strategies for 600 leases. To date, JLL has impacted 443 leases, for a total savings and avoidance of \$9 million. This is a 7.2% savings to the client's year one rent.



T-Mobile

JLL has been working with T-Mobile for over 12 years and provides multiple services nationally including: Transaction Management, Brokerage, Strategic Analytics, Lease administration, and Project Management. JLL assisted T-Mobile and their partners in over 1,100 retail transactions including both new leases and renewals.

Testimonial

“With a reduction in our corporate overhead, our real estate team was lean and we fell behind on our lease renewals. With JLL’s help, we were able to focus on opening new stores and growing our business!”

***Multi-Brand
National Retailer***

Local, National and Global

Americas Retail and Beyond

2020 Stats

Transactions

Agency Leasing

9.9M
Square Feet

\$1.4BM
Transaction Value

Tenant Representation and Corporate Services

12.8M
Square Feet

\$2.2B M
Transaction Value

Clients

2,132
Clients

- 1,054 Investor
- 1,078 Retailer

U.S. Properties- across 48 states, Washington D.C. and Puerto Rico

2,249
Properties

- 630 management
- 1,706 lease and/or for sale

180.8M
Square Feet

- 102.9M management
- 118.5M lease and/or for sale

9,878
Acres



To learn more about JLL Lease Renewal Management, please contact:

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About JLL

JLL (NYSE: JLL) is a leading professional services firm that specializes in real estate and investment management. JLL shapes the future of real estate for a better world by using the most advanced technology to create rewarding opportunities, amazing spaces and sustainable real estate solutions for our clients, our people and our communities. JLL is a Fortune 500 company with annual revenue of \$16.6 billion, operations in over 80 countries and a global workforce of more than 91,000 as of March 31, 2021. JLL is the brand name, and a registered trademark, of Jones Lang LaSalle Incorporated. For further information, visit jll.com.

