



“They understand our market and deliver opportunities and deals that others couldn’t”

Jonathan Doyle
Property Head of UK
& Ireland Acquisitions
TK Maxx & Homesense

Creating opportunities to fulfil retailer demand by thinking out of the box.

The Client TK Maxx

The Brief TK Maxx is the UK and Europe’s leading off price branded fashion retailer, part of the TJX Group of companies. KLM Retail have acted for the business for many years sourcing and securing large retail stores within key target markets, with an emphasis on Central and Greater London.

The Solution Due to limited supply of property within the required size bracket, stores are generally acquired ‘off market’.

Success requires detailed knowledge of ownerships, retail pitches and above all creativity to find and deliver new stores.

Where We Add Value We think outside of the box and persist until a deal is done.

One example was a former banking hall we identified in the City of London and sourced off market. Following change of use to retail, listed building consent to form new doorways, extension into basement and sub-basement and innovative store planning from TK Maxx, it now trades as a successful 18,000 sq.ft store.
