

CLC RETAIL LTD

Commercial Property Advisory & Development Consultancy

CAPABILITY STATEMENT

Developers • Investors • Landowners

Insight. **Strategy.** Delivery.

Executive Summary

Better-Informed Commercial Property Decisions

CLC Retail LTD provides independent, commercially focused advice that helps developers, investors and landowners assess opportunities before significant time and capital are committed.

Identify Opportunity

Recognise sites, locations and commercial propositions with credible potential.

Test Viability

Examine demand, competition, accessibility, occupier relevance and key assumptions.

Expose Risk

Identify material constraints, evidence gaps and matters requiring investigation.

Support Decisions

Translate evidence into clear findings, commercial implications and next steps.

“Our role is to provide evidence, insight and commercial clarity that helps clients make better property decisions.”

Who We Support

Advice Structured Around Your Commercial Priorities

Every property stakeholder approaches an opportunity from a different perspective. Our work is structured around the client’s commercial objectives, risk exposure and decision requirements.

Developers

Support for opportunity identification, early feasibility, scheme positioning and project progression—testing whether a location and proposed use justify further investment or specialist investigation.

Key questions addressed

- Does the location support the proposed use?
- Which demand drivers strengthen the opportunity?
- Which occupier categories may be relevant?
- How does it fit the surrounding market?
- What risks require investigation?
- Is the proposition credible enough to progress?

Investors

Independent commercial analysis for initial acquisition screening, focused on market and location factors influencing demand, occupational relevance and resilience.

Key questions addressed

- What supports demand for the use?
- How does it compare with local competition?
- Which assumptions require more evidence?
- What may affect occupational resilience?
- Are there market, location or operational risks?
- What further due diligence is required?

Landowners

Clearer understanding of commercial potential before entering the market or engaging developers and occupiers, supported by evidence on demand, positioning and constraints.

Key questions addressed

- Which commercial uses merit investigation?
- What drivers may increase market interest?
- How should the opportunity be positioned?
- What evidence would strengthen it?
- Which constraints may affect delivery?
- What should be tested before launch?

Core Services

Integrated Commercial Property Advisory

Services can be commissioned individually or combined into a tailored scope aligned with the opportunity, decision stage and reporting requirement.

Commercial Property Advisory

PURPOSE

TYPICAL OUTPUT

COMMERCIAL VALUE

Independent analysis of opportunities, market positioning, development potential and decision-critical issues.

Advisory report or executive briefing setting out findings, risks, opportunities and next steps.

Creates clarity before further resources are committed, negotiations begin or specialist work is commissioned.

Site Acquisition

PURPOSE

Identify, screen and evaluate property opportunities against an agreed acquisition brief.

TYPICAL OUTPUT

Opportunity schedule, comparative site assessment or acquisition search report.

COMMERCIAL VALUE

Focuses time and resources on opportunities aligned with location, market and commercial requirements.

Development Consultancy

PURPOSE

Provide commercial and market input for early-stage development thinking, proposition design and progression.

TYPICAL OUTPUT

Development opportunity review covering demand, market context, occupier relevance and key considerations.

COMMERCIAL VALUE

Connects the physical proposition with local demand, market conditions and realistic commercial requirements.

Feasibility & Commercial Due Diligence

PURPOSE

Test a proposed acquisition, development or occupier opportunity through structured commercial assessment.

TYPICAL OUTPUT

Feasibility or due diligence report examining market, demand, competition, access, assumptions and risk.

COMMERCIAL VALUE

Tests whether evidence supports the proposition and identifies matters requiring specialist investigation.

Catchment & Market Analysis

PURPOSE

TYPICAL OUTPUT

COMMERCIAL VALUE

Assess demographics, consumers, competition, accessibility, market gaps and growth indicators.

Catchment and market report supported by mapping, demographic evidence and commercial commentary.

Clarifies the market a property or proposed commercial use would serve.

Retail & Roadside Advisory

PURPOSE

Apply specialist insight to convenience retail, neighbourhood retail, forecourts, roadside assets and retail-led development.

TYPICAL OUTPUT

Sector-focused opportunity, market or location assessment.

COMMERCIAL VALUE

Adds operational perspective where behaviour, access, competition, format and trading conditions influence performance.

Commercial Outcomes

From Analysis to Action

Our work converts market, location and commercial evidence into clear benefits that help clients prioritise opportunities, manage risk and progress with greater confidence.

Opportunity

Identify and prioritise potential.

Prioritise stronger opportunities and reject unsuitable sites earlier.

Validate demand, competition, acquisition fit and the commercial rationale.

Position development propositions with clearer supporting evidence.

Risk

Expose issues before commitment.

Challenge unsupported assumptions and incomplete evidence.

Identify market, location, operational and delivery constraints.

Direct further legal, planning, valuation, surveying or technical investigation.

Decision Making

Create clarity at key decision points.

Translate evidence into clear findings and commercial implications.

Communicate the opportunity effectively to senior stakeholders and funding partners.

Recommend practical, proportionate next steps.

Growth

Support credible commercial progress.

Focus capital and resource on better-aligned opportunities.

Strengthen propositions through market and location intelligence.

Progress acquisitions, developments and occupier decisions with greater confidence.

Decision-focused advice, proportionate to the opportunity and designed to support action.

Our Methodology

A Disciplined Route from Brief to Decision

A consistent, evidence-led process tailored to the property, commercial objective and decision required.

01

DEFINE

Confirm the decision, objectives, scope, available information and limitations.



02

INVESTIGATE

Review the property, location, market, access, demand and competition.

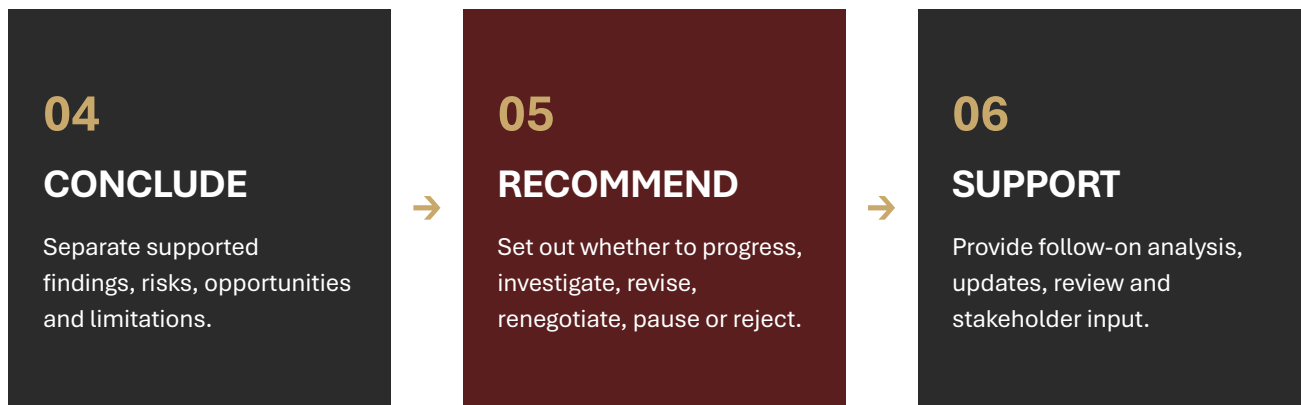


03

TEST

Challenge the proposition, assumptions, evidence gaps and alternatives.





Evidence-led at every stage. Clear on assumptions, gaps and limitations.

Client Deliverables

Clear, Decision-Focused Reporting

A flexible suite of commercial property outputs, structured around the opportunity, decision stage and level of analysis required.

Opportunity Screening Note

PURPOSE

Establish whether an opportunity merits further investigation.

CLIENT OUTCOME

A rapid view of strategic fit, demand indicators, constraints, evidence gaps and next steps.

Site Assessment Report

PURPOSE

Review a specific property, location and proposed use.

CLIENT OUTCOME

Clear understanding of access, catchment, demand, competition, suitability, risks and opportunity.

Feasibility & Commercial Due Diligence Report

PURPOSE

Test the commercial proposition supporting an acquisition, development or proposed use.

CLIENT OUTCOME

Evidence-led findings on market, demand, competition, assumptions, risk, information gaps and recommended action.

Catchment & Market Analysis

PURPOSE

Assess the market surrounding a property or development.

CLIENT OUTCOME

A clearer view of population, consumers, accessibility, competition, growth, market gaps and commercial implications.

Acquisition Search & Screening Schedule

PURPOSE

Document and assess a pipeline against agreed requirements.

CLIENT OUTCOME

A prioritised opportunity schedule showing strategic fit, key constraints, screening status and recommended action.

Development Opportunity Review

PURPOSE

Support the early positioning or progression of a development opportunity.

CLIENT OUTCOME

Commercial direction on uses, occupier relevance, scheme positioning, material risks and next-stage investigations.

Executive Decision Briefing

PURPOSE

Present the principal findings to senior stakeholders without a full technical narrative.

CLIENT OUTCOME

A concise view of the decision required, key evidence, material risks, opportunities, overall commercial position and priority actions.

Sector Expertise

Specialist Knowledge Where Property Meets Operations

Commercial property insight supported by practical expertise in development, occupier requirements, retail and roadside environments.

Commercial Property

Independent assessment of sites, buildings and opportunities through market context, demand, access, competition and commercial positioning.

Development Land

Early commercial review of site potential, credible uses, demand drivers, surrounding development, accessibility and matters requiring investigation.

Mixed Use

Assessment of commercial components within residential and mixed-use schemes, including use mix, occupier relevance, phasing and long-term sustainability.

Convenience Retail

Analysis of local population, accessibility, residential density, competition, store format, parking, servicing and trading patterns.

Roadside & Forecourt

Commercial insight into traffic movement, visibility, access, customer missions, complementary uses, local demand and operational suitability.

Occupier Advisory

Location screening and market assessment aligned with target customers, accessibility, competition, space requirements, network fit and location risk.

Retail and roadside intelligence is a specialist capability within our wider commercial property advisory offer.

Evidence & Example Outputs

Evidence-Led Analysis, Clearly Presented

CLC Retail combines property information, mapping, demographics, market research, competitor intelligence, planning context and commercial experience to test opportunities objectively. Sources, assumptions and limitations are recorded so clients can understand both the evidence and the basis of our advice.

Catchment Analysis Example

Defined study area, population profile, accessibility, growth and commercial implications.

Competitor Mapping Example

Visual review of current provision, proposed competition and relative market position.

Site Assessment Example

Structured assessment of site context, suitability, constraints and recommended action.

Executive Summary Example

Decision-led presentation of key evidence, material risks, opportunities and priorities.

Clear evidence. Transparent assumptions. Commercially relevant conclusions.

Leadership

Founder-Led Advice

Christopher Fleetwood

Founder & Managing Director

CLC Retail LTD
Commercial Property Advisory
& Development Consultancy

EXECUTIVE BIOGRAPHY

Commercial insight grounded in practical experience.

Christopher Fleetwood founded CLC Retail LTD to provide practical, commercially focused advice across commercial property, development opportunities, site acquisition and retail-led projects.

His experience brings together commercial property, operational retail, roadside assets, multi-site environments, business development and senior leadership. This perspective enables CLC Retail to assess not only the physical property, but the wider commercial proposition—including location, access, customer demand, competition, operational requirements and delivery considerations.

Clients benefit from direct senior involvement from initial scoping and evidence review through to findings, recommendations and presentation of the final advice.

Founder-Led Consultancy

Direct accountability and continuity throughout every instruction.

Independent Judgement

Objective advice based on evidence and the client's stated objectives.

Commercial Understanding

Property insight informed by operational and market realities.

Professional Integrity

Clear assumptions, evidence gaps, limitations and accountability.

“I founded CLC Retail to help clients make better property decisions through commercially grounded advice, market insight and practical experience.”

Why CLC Retail

Why Clients Engage CLC Retail

Independent, commercially relevant advice combining specialist responsiveness with disciplined analysis and direct senior involvement.

Independent Perspective Objective from the outset. Advice is structured around the client's objectives, the decision required and the evidence available. Strengths, weaknesses and limitations are stated clearly.	Commercially Grounded Built around market reality. Recommendations consider property, location, customer demand, occupier requirements, competition, operations and practical delivery.	Evidence-Led Clear basis for every conclusion. Findings draw on relevant market, demographic, location and competitive evidence, with sources, assumptions and limitations recorded.
Founder-Led Direct senior involvement. Continuity is maintained from the initial brief and evidence review through to conclusions, recommendations and presentation.	Decision-Focused Designed to support action. Reports concentrate on material findings, commercial implications, priority risks, credible opportunities, evidence gaps and practical next steps.	Flexible Engagement Proportionate to the opportunity. Support can range from initial screening to detailed commercial assessment or ongoing advisory involvement.

**Independent. Clear. Commercially relevant. Evidence-led.
Proportionate. Professionally presented.**

CLC Retail combines the responsiveness of a specialist consultancy with a structured approach to commercial property decision support.

Let's Discuss Your Opportunity

Commercial clarity starts with the right conversation.

We welcome confidential, early-stage discussions with developers, investors, landowners, occupiers, lenders and strategic partners considering a commercial property, development or acquisition opportunity.

An initial conversation allows us to understand the opportunity, define the principal commercial questions and determine the most proportionate route forward.

Start a confidential conversation.

CONTACT

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Insight. Strategy. Delivery.

Independent commercial property advice for better-informed decisions.

CLC Retail LTD provides commercial property and business advisory services. This capability statement is for general information and does not constitute legal, financial, investment, planning, valuation, surveying, tax or other regulated professional advice. The scope and limitations of individual instructions will be defined in the relevant engagement documentation.