
About Savills

2008



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INTRODUCTION

Savills is considered a leader in the field of retail property services, offering clients the full range of professional advice across in-town, out of town and leisure. With a particular focus on working with owners, occupiers and investors in retail property, the team regularly advise on some of the most prominent schemes and represent the UK's foremost retailers.

Being able to operate successfully in this unique sector and having the ability to translate the dynamic nature of retailers aspirations into a commercial property strategy, is something that Savills takes seriously. Our highly qualified staff offer a range of skills that differentiate us from our competitors. Over the course of the last five years, the team has grown both organically and through the acquisition of niche practices. The addition of new skills sets has greatly benefited the services we are able to offer and as such, Savills is active in advising on shopping centres, high streets, out of town locations and new developments. A testament to our success is the accolade "Retail and Leisure Property Advisor of the Year" which was awarded to the team in 2007 by the Estates Gazette.

1.1

HISTORY OF SAVILLS

Savills was set up in 1855 and obtained a full listing on the London Stock Exchange in June 1988 and became Savills plc. In 1991, two main subsidiaries were incorporated, namely Savills Land and Property Limited and Savills Commercial Limited.

In September 1998, Savills acquired a majority shareholding in the Spanish, German and French companies trading as Weatherall Green & Smith. In June 2000, Savills plc moved into the FTSE 250 London Stock Exchange listing.

During 2006, we continued to grow our range of services through the hiring of individuals and acquisition of businesses in the UK, Europe and Asia Pacific. Of particular importance was the acquisition of a 55% holding in Korea Asset Advisors and BHP Korea, which reinforces our position in this region. We also acquired Hamilton Osborne King in Ireland which was later rebranded as Savills Hamilton Osborne King, opening a new market to Savills as well as reinforcing links with Irish investors. We also acquired Hephher Dixon, a specialist planning and regeneration practice (now Savills Hephher Dixon).

In 2007, Savills purchased Granite, a real estate investment banking firm based New York and created Savills Granite. The acquisition was in line with one of the key priorities of Savills' strategy to establish a credible business in the US.

1.2

ABOUT SAVILLS

Savills Commercial Limited is a leading international real estate consultancy and agency With 180 offices and associates worldwide. It is a trading subsidiary of Savills Plc, a FTSE 250 company and is listed on the London Stock Exchange.

A unique combination of sector knowledge and entrepreneurial flair give clients access to real estate expertise of the highest calibre, across the Americas, Europe, Asia Pacific, Africa and the Middle East.

Our services cover the whole range of commercial property needs. Along with acquisition and disposal, we offer building consultancy, landlord and tenant representation, rating consultation, valuations advice, capital allowance advice, strategic projects and research, as well as departments dealing with specialised areas such as healthcare, leisure and hotels, industrial, institutional property, offices, retail, planning, commercial fit out, housing consultancy and international investment.

Savills has a rich heritage with unrivalled growth. It is a company that leads rather than follows and is understood to be the pre-eminent player within the global property marketplace.

For the eighth consecutive year, Savills has been ranked as the number one property consultancy by Estates Gazette. We are regarded as an innovative-thinking organisation backed up with tough negotiating skills. Savills chooses to focus on a defined set of clients, therefore offering a premium service to organisations with whom we share a common goal.

Everyone at Savills works hard to exceed clients' expectations. Part of our culture is a belief in providing honest and professional advice with a spirit that is always both fresh and productive.

Our broad range of clients and our relentless ability to recognise and respond to changing market needs quickly puts us in a very influential position throughout the property world.

Our distinctive collegiate culture and highly motivated staff ensure that we are committed to getting the very best results for our clients – every time.

2.1 SAVILLS NATIONAL RETAIL AND LEISURE TEAM

think retail, think savills



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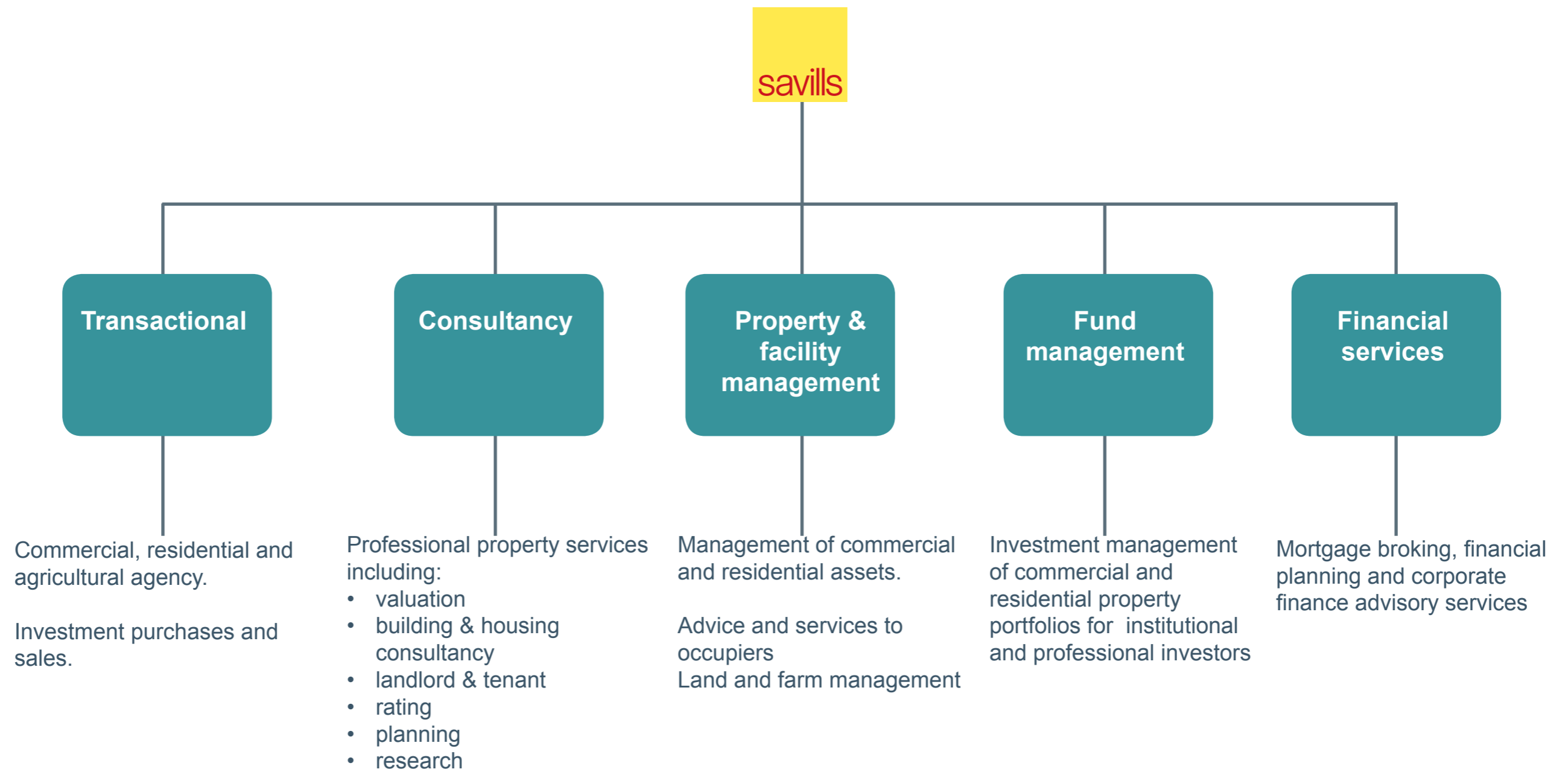
3.1

OUR STRATEGY

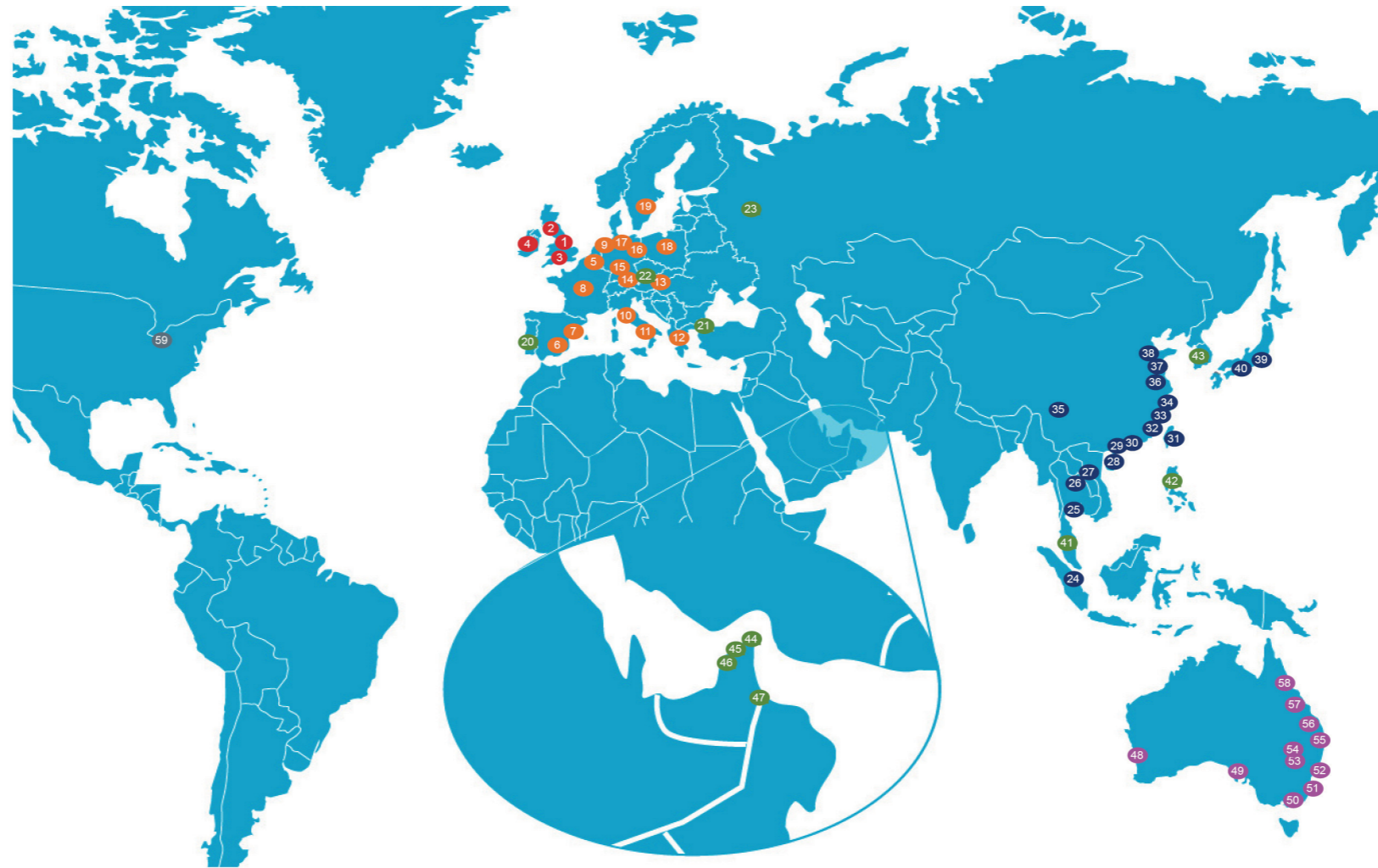
Savills' strategy revolves around five key objectives:

- To invest in teams of excellent people, achieving scale and brand recognition in the major cities of the world.
- To serve investors, developers, and occupiers in those major cities, from a broad range of regional platforms including investment brokerage, valuation, leasing, development and property/asset management.
- To continue to grow our leading positions in the UK, Ireland, Hong Kong and parts of Asia, as well as growing our business in other major worldwide financial and institutional locations.
- To exploit our depth of real estate expertise and market leadership through improving and growing our fund management business, Cordea Savills, and our financial services business, Savills Private Finance.
- To increasingly invest in the Savills business and brand to ensure the long-term sustainability of earnings, whilst maintaining a focus on short-term financial returns.

4.1
KEY AREAS OF EXPERTISE



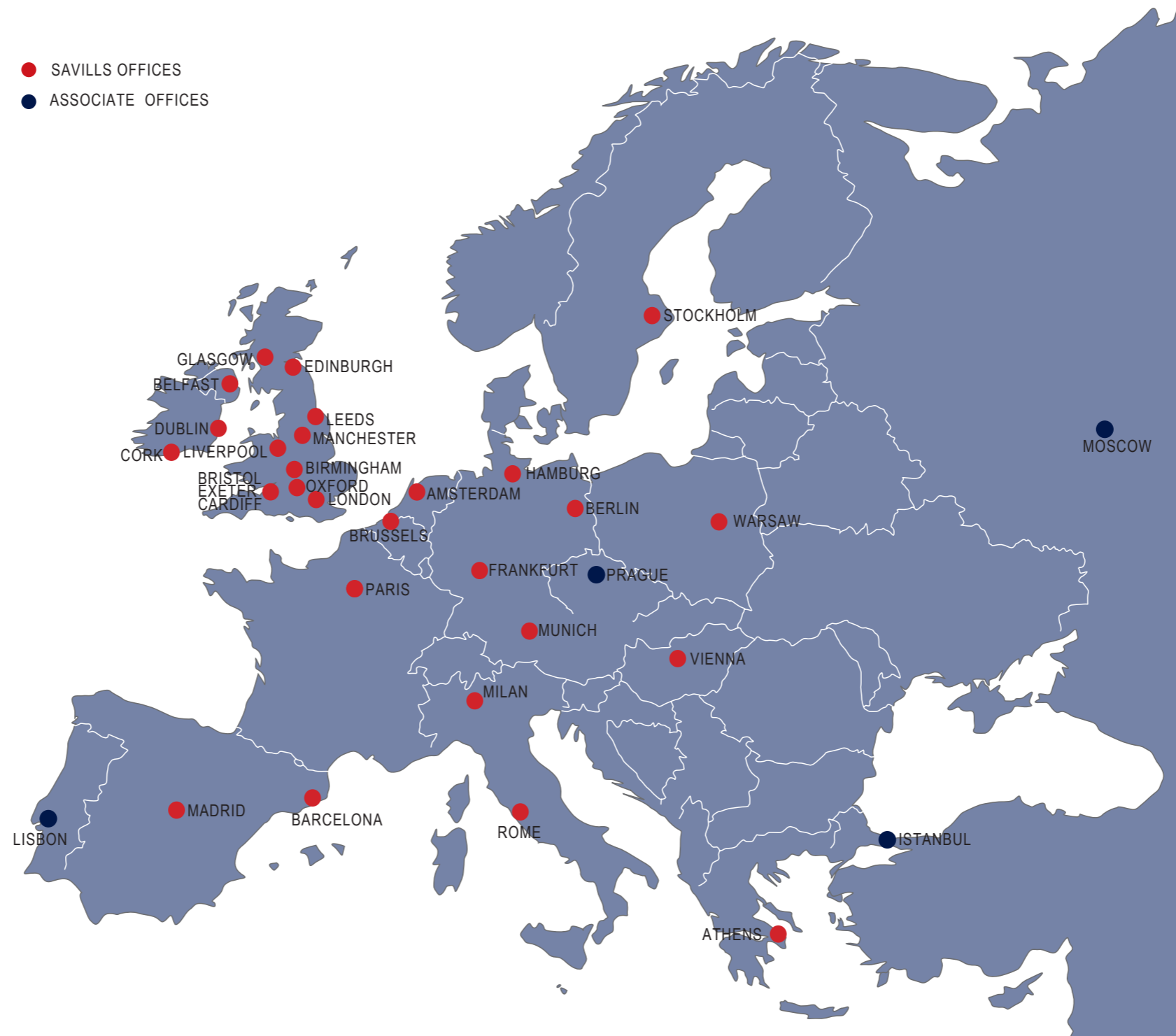
5.1 OUR OFFICES AND LOCATIONS - GLOBAL



UK and Ireland	Europe		Asia		Australia	USA
1. London	5. Brussels	14. Munich	24. Singapore	36. Hangzhou	48. Perth	59. New York
2. Birmingham	6. Madrid	15. Frankfurt	25. Bangkok	37. Tianjin	49. Adelaide	
Manchester	7. Barcelona	16. Berlin	26. Hanoi	38. Beijing	50. Melbourne	
Leeds	8. Paris	17. Hamburg	27. Ho Chi Minh City	39. Tokyo	51. Canberra	
Edinburgh	9. Amsterdam	18. Warsaw	28. Kowloon	40. Osaka	52. Sydney	
Glasgow	10. Milan	19. Stockholm	29. Macau	41. Kuala Lumpur	53. Liverpool	
3. Bournemouth & Bristol	11. Rome	20. Lisbon	30. Hong Kong	42. Makati City	54. Parramatta	
4. Dublin, Belfast, Cork	12. Athens	21. Istanbul	31. Taipei	43. Seoul	55. Gold Coast	
	13. Budapest	22. Vienna	32. Shenzhen	44. Sharjah	56. Brisbane	
		23. Moscow	33. Guangzhou	45. Dubai	57. Sunshine Coast	
			34. Shanghai	46. Abu Dhabi	58. Cairns	
			35. Chengdou	47. Alain		

● Associate Offices

5.2 OUR OFFICES AND LOCATIONS - EUROPE



6.1
KEY FINANCIAL INFORMATION

Financial Highlights

Revenue

£650.5m +26%*	
03	£272.7m
04	£316.6m
05	£373.9m
06	£517.6m
07	£650.5m

Underlying pre-tax profits†

£85.5m +14%*	
03	£32.5m
04	£43.9m
05	£57.2m
06	£75.0m
07	£85.5m

Underlying basic earnings per share†

46.1p +13%*	
03	18.9p
04	27.5p
05	33.3p
06	40.8p
07	46.1p

Pre-tax profits

£85.9m +2%*	
03	£34.1m
04	£50.2m
05	£58.6m
06	£84.4m
07	£85.9m

Full year dividend

18p +13%*	
03	6.8p
04	9.25p
05	12.0p
06	16.0p
07	18.0p

Five year total shareholder return

398%	
03	350%
04	174%
05	506%
06	898%
07	398%

Figures for 2003 were not prepared under IFRS.

* Percentages are from 2006.

† Underlying Group profit is calculated by adjusting reported profit before tax to deduct profit on disposals of £0.7m (2006: £5.1m), share-based payment adjustment of £4.8m (2006: £6.1m) and add back amortisation of intangibles and impairment of goodwill and available-for-sale investments of £5.1m (2006: £1.8m).

Working with world-class clients

Savills track record at the premium end of the property spectrum in both the commercial and residential markets has allowed us to build a strong reputation among our world-class clients. They expect local expertise, quality service and an international perspective.

Delivering record results

Savills is one of the world's leading property advisers, made up of outstanding individuals with real expertise and passion for what they do. Our international perspective, strong track record with world-class clients, and dedication to excellent service ensure that we are a leading property services company, both on a global scale, and in our local markets. This powerful combination has also allowed us to deliver continued growth.



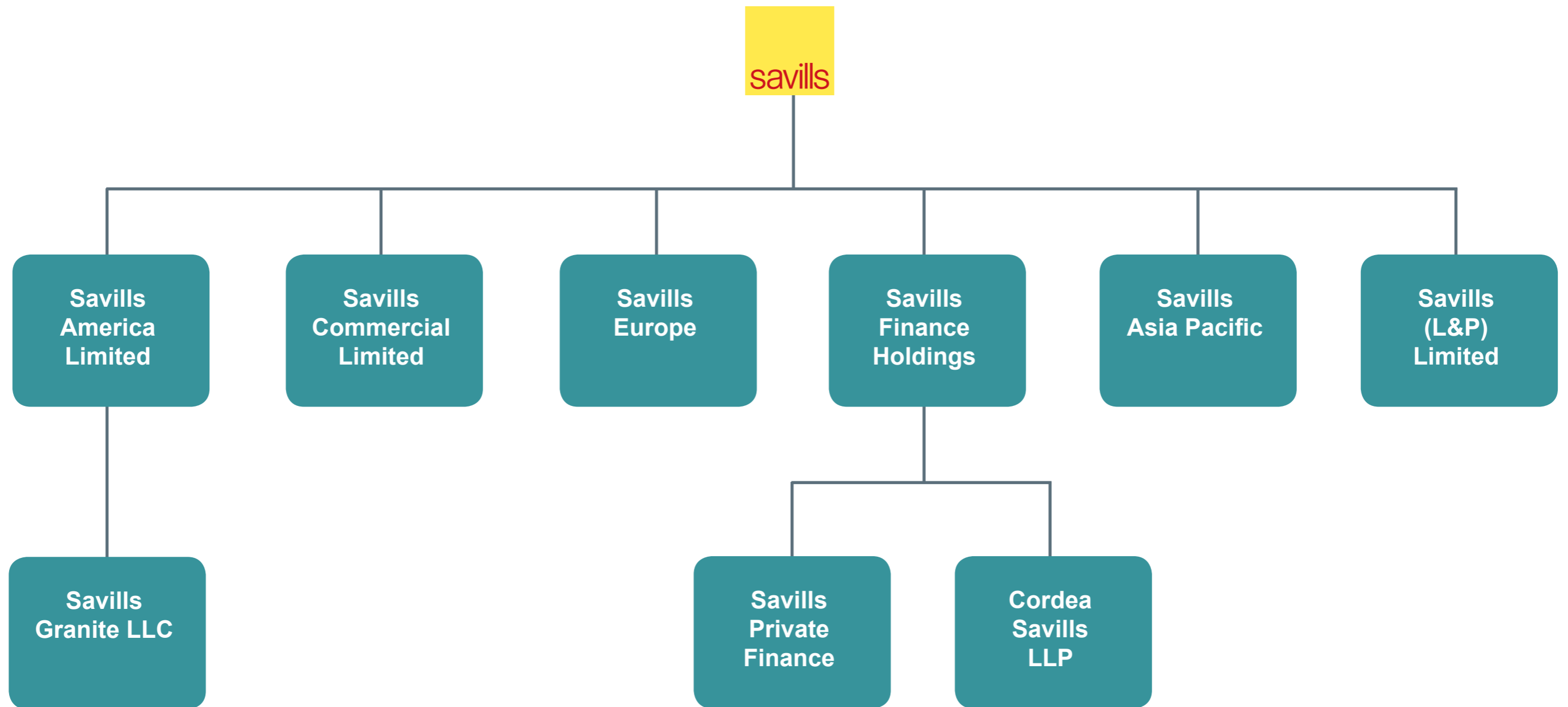
Operating in leading global markets

Savills has kept pace with the rapid growth and globalisation of property investors, developers and occupiers and has established itself in many of the world's leading real estate markets including: Australia, Belgium, China, France, Germany, Greece, Hong Kong, Hungary, Ireland, Italy, Japan, Korea, Macau, Netherlands, Poland, Singapore, Spain, Sweden, Taiwan, Thailand, UK and US.

With over 180 offices globally.

For a full list of offices please refer to pages 139 to 144.

6.2
MANAGEMENT STRUCTURE



7.1 OUR ACHIEVEMENTS

A selection of accolades we have been awarded are listed below:

2008:

- BCSC Purple Apple Marketing Awards 2008
- Shopping Centre Managing Agent of the Year (SCEPTRE Awards, endorsed by Shopping Centre magazine)
- Professional Agency Team of the Year
- Investment Team of the Year (Property Week: North West Property Awards)
- Graduate Employers of Choice - three consecutive years (The Times Graduate Recruitment Awards)

2007:

- Voted no. 1 for UK turnover - eight consecutive years (Estates Gazette)
- Voted no. 1 for UK turnover - three consecutive years (Property Week)
- Retail and Leisure Property Advisor of the Year (Estates Gazette)
- Best Retail and Leisure Advisor (Estates Gazette)
- No. 1 Agent (Property Week)
- Supplier of the Year Award (Anglian Water's Business Excellence Awards)

2006

- North West Award for Best Industrial and Retail Advisor (Property Week)
- IAS/OAS Awards (Schemes: Chiswick Park, Building 5, Tesco Dirft Central)
- Property Advisor of the Year Awards (Estates Gazette)
- Investment Agent of the Year (Scottish Property Awards)
- Bermondsey Spa, Southwark (Housing Design Award)

8.1

WHY SAVILLS?

- Savills invests time to understand our clients' corporate objectives and to develop a mutually beneficial relationship. We will ensure the entire team are delivering a service that meets their requirements.
- We have a proven track record of over 25 years of success in the marketing and leasing of retail assets.
- We understand the key drivers behind client issues and are therefore in a strong position to advise our clients with regards to the best strategies.
- The Savills brand is synonymous with a premium service offering. Our values are aligned with those of our clients, a commitment to maximising opportunity and a belief in offering a high quality product.