

BCSC Conference & Exhibition

Bridgewater Hall and Manchester Central

Mon 9 - Wed 11 Nov 2009

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BCSC
SHAPING RETAIL PROPERTY

Ann Allen

Manager Property Portfolio

John Lewis Partnership Plc

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CHARTERED LAND



Retail performance – Driving Sales

Ann Allen John Lewis

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Cardiff: opened 24 September 2009



John Lewis



John Lewis



Poole : opened October 2009



John Lewis



The Customer



Foodhall



John Lewis



External retail environment



John Lewis



Shoppers



John Lewis



Product range



John Lewis



Changing offer



John Lewis



Retail Performance – Driving sales



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