



Landsec

Press release

Title Landsec commits to customer focus with new hires.
From Landsec
Date 22.10.20

Landsec has hired a trio of retail leasing experts as it boosts its capacity to work in new and innovative ways and foster deeper partnerships with customers.

Ruth McFetridge, Senior Retail Leasing Director, formerly of LaSalle Investment Management and Estee Lauder, will work with the Landsec portfolio team to develop a new leasing vision, strategy and capability for all retail assets across the Landsec portfolio. Oliver Duthie, formerly of Appear Here, and Tory Gould, formerly of JLL, will work alongside Ruth to foster new and deeper relationships with retailers and ensure Landsec's leasing strategy continues to evolve at pace to meet the changing needs of the customers it serves.

Matthew Flood, Head of Occupier Markets, Landsec, said: "Now more than ever it's essential that Landsec acts and thinks as a customer-centric business; listening and talking to current and future occupiers to ensure we are delivering the very best spaces and experience. Ruth brings a wealth of knowledge from both the landlord and retailer side of the equation and will add invaluable market insight as the retail sector begins to emerge from the backdrop of Covid-19."

Ruth McFetridge said: "Landsec's Occupier Markets team is home to some extraordinary talent and I am looking forward to working with new colleagues to lead a renewed focus on customer needs. Adversarial relationships between tenants and landlords no longer have a place; it's now time to think and act with collaboration as the core pillar of our relationships. This will not only deliver better spaces and experiences for retailers, it will also benefit the communities we call home."

Ends

About Landsec

At Landsec, we strive to connect communities, realise potential and deliver sustainable places.

As one of the largest real estate companies in Europe, our £12.8 billion portfolio spans 24 million sq ft (as at 31 March 2020) of well-connected retail, leisure, workspace and residential hubs. From the iconic Piccadilly Lights in the West End and the regeneration of London's Victoria, to the creation of retail



destinations at Westgate Oxford and Trinity Leeds, we own and manage some of the most successful and memorable real estate in the UK.

We aim to lead our industry in critical long-term issues – from diversity and community employment, to carbon reduction and climate resilience. We deliver value for our shareholders, great experiences for our customers and positive change for our communities.

Find out more at landsec.com

Please contact:

Press

Danielle Dominey-Kent

Danielle.dominey-kent@landsec.com

Investors

Ed Thacker

Edward.Thacker@landsec.com