

# SASCHA MUENCH

Partner, Shopping Centres International Ltd.



SHOPPING CENTRES  
INTERNATIONAL



**Sascha Muench, MSc SCDP SCLS**

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## Notable Clients

- Mills Global
- Lend Lease
- Multi Development
- HERON
- Neinver
- Miller
- Uniret
- Jamilco
- Veillon Immobiliere
- Moneks Trading
- Sonae Sierra
- Africa Israel
- PICAR
- The Investment Office, Dubai
- Tishman Speyer
- MEGA Center Mgt
- Wolf Immobilien
- Rusdel
- Djarum
- Iguatemi
- Inter-IKEA

## RESPONSIBILITIES

Sascha Muench is a founding partner and director of Shopping Centres International Ltd. Sascha specialised in the shopping centre development and leasing department during his time as Associate Director of CB Richard Ellis' Europe, Middle East and African division (EMEA), where he was responsible for project co-ordination and concentrated on strategic and property specific development advice for developer investors.

## PROFESSIONAL EXPERIENCE & PRIOR ASSIGNMENTS

Sascha has over 15 years experience of shopping centre development and leasing in Europe. He initially worked on demographic and feasibility studies within the International Retail team, where he later become involved in all stages of development from initial market research, to master-planning and anchor leasing. Sascha appreciates the importance of anchor tenants to making retail developments function and has an enviable knowledge of anchor stores, particularly department stores not only in Europe but also in Asia and the Americas. In this respect Sascha has worked on department store transactions in Brazil, Germany, Greece and Indonesia, during which he has developed an excellent working relationship with internationally operating department stores, fashion MSU's multimedia anchors, hypermarkets as well as IKEA.

Specialising in shopping centre development, Sascha has advised international clients on the market potential, merchandise mix, tenant mix, design and leasing of malls across Europe and the Middle East. Sascha was involved with the development of many major shopping centres including Forum Almada, Lisbon (Multi Development), Nassica Leisure & Retail Park, Madrid (NEINVER), Galeria Krakowska (Tishman Speyer), The Link (Attika, Syntagma Square) Athens (PICAR). He acted for the Djarum led developer consortium of Grand Indonesia Shopping Town in Jakarta, one of South East Asia's most high profile mixed-use developments with over 150,000 sqm retail GLA and secured a 10,000 sqm Harvey Nichols department store as the principle anchor, as well as the first ZARA store in Kazakhstan for MEGA Center Management. Sascha's other notable landlord clients include Multi Development, Mills Global, Lend Lease, MEGA (Astana Group), Iguatemi, DEKA and the Investment Office (Dubai), for which he carried out feasibility studies, development consultancy and agency services.

## PROFESSIONAL AFFILIATIONS & QUALIFICATIONS

SCDP – ICSC Senior Certified Development, Design & Construction Professional

SCLS – ICSC Senior Certified Leasing Specialist

MSc of Property Development & Planning, SBU London, UK. Tri-Lingual: English, German, Portuguese

Member of the Int'l Council of Shopping Centres (ICSC) since 1997 & ICSC European Research Group member