INVESTMENT IN HIGHER EDUCATION

Knight Frank’s Student Property team is able to provide sector specific advice focused on identifying, creating and optimising value for a broad range of stakeholders.

We act for a wide spectrum of clients including universities, institutional investors, lenders, developers, private land owners and charities.

Drawing on the Knight Frank global network, our team based in London provides property solutions for local, national and global projects. Our track record includes advising on the sales, valuations and development of key strategic urban regeneration sites, as well as operational and established student accommodation assets and portfolios.

As the largest London based Student Property team, Knight Frank provides a full range of services including:

- Capital Markets
- Valuation
- Development consultancy
- Development funding solutions
- Financial modelling
- Sector research
- Estates strategy
- Expert witness
- Facilities management assessment
- Institutional requirement assessment
- Value engineering
- Building surveying

James Pullan
Head of Student Property

“Knight Frank has worked with Knightsbridge Student Housing since our business was formed. The Student Property team at Knight Frank has a comprehensive insight into all facets of the market and we rely heavily upon their services, they have a very responsive, fully integrated team. Furthermore, they are very nice people to work with – which is important.”

Bob Crompton
CEO, Threesixty Development Ltd
Knight Frank acting for the vendor in the disposal of the twenty-five asset portfolio to Singapore based purchaser Mapletree Pte. Value £417.5m.

Client The International Mutual Fund
Students 5,507
Activity Knight Frank acting for the vendor in the disposal of the twenty-five asset portfolio to Singapore based purchaser Mapletree Pte. Value £417.5m.

Capital Markets
ASTON STUDENT VILLAGE

Client Aston Student Village and Bank of Scotland PLC
Students 3,067
Activity Knight Frank jointly act for the vendor in the marketing of this asset which forms the largest single student accommodation asset ever to come to the market.
Value +£200m
Activity
Knight Frank acted for the purchaser in the acquisition of the forward fund of One Maiden Lane.

Value
£10 million GDV

Client
La Salle Investment Management

Students
113

ONE MAIDEN LANE, NOTTINGHAM
Knight Frank acted for the purchaser in the acquisition of the forward fund of Kingston from CKC Ltd.
Value £12 million GDV

Knight Frank acted for the vendor in the sale of the development site to a private individual.
Value £3.1 million (GDV circa £8.850 million)

Knight Frank acted for the purchaser in the acquisition of the forward fund of Kingston from CKC Ltd.
Value £16 million GDV

Knight Frank acted for the vendor in the disposal of the forward fund to Empiric Student Property.
Value £7.865 million GDV

Knight Frank acted for the vendor in the sale of the development site to Trafalgar Villa Estates.
Value £30.65m

Knight Frank acted for the vendor in the disposal of the asset upon practical completion.
Value £1.80 million (GDV circa £9 million)
Saxon Court, Reading

Client: Bywater Properties

Students: 83

Activity: Knight Frank acted for the vendors in the disposal of the forward fund to Empiric Student Property.

Value: £12.9 million

Ladybarn House, Manchester

Client: Empiric Student Property

Students: 117

Activity: Knight Frank acted for the purchaser in the acquisition of the scheme from Accrue.

Value: £10.25 million
ATLAS, SOUTH LAMBETH ROAD, VAUXHALL

Client: HSBC Bank
Students: 534
Activity: Valuation for HSBC of Downing Development’s Vauxhall development site.
Valuation: GDV app. £135 million
<table>
<thead>
<tr>
<th>#</th>
<th>Valuation Description</th>
<th>Client</th>
<th>Students</th>
<th>Activity</th>
<th>Value</th>
<th>Frequency</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>BlackRock Student Housing Student Housing Unit Trust, UK</td>
<td>BlackRock Investment Management</td>
<td>2,400</td>
<td>We provide quarterly valuations to the Fund on six operational properties and one development site located throughout the UK.</td>
<td>£180 million</td>
<td>Quarterly</td>
</tr>
<tr>
<td>2</td>
<td>Liberty Living Portfolio, UK</td>
<td>HSBC / RBS</td>
<td>13,000</td>
<td>Annual valuation of the majority of the Liberty Living Portfolio for the lenders HSBC / RBS. Includes 30 properties across 14 UK locations.</td>
<td>£975 million</td>
<td>Annually</td>
</tr>
<tr>
<td>3</td>
<td>Athena Portfolio, UK</td>
<td>Citibank</td>
<td>11,000</td>
<td>Valuation for Citibank of 22 properties within the Greystar / Goldman's Portfolio.</td>
<td>£660 million</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Student Castle Portfolio, UK</td>
<td>Canadian Pension Plan Investment Board</td>
<td>2,152</td>
<td>Valuation for CPPIB on their acquisition of the five properties within the Student Castle Portfolio.</td>
<td>£330 million</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>GCP Student Living plc, UK</td>
<td>GCP Student Living plc</td>
<td>1,000</td>
<td>Quarterly valuations for the UK's first student accommodation Real Estate Investment Trust.</td>
<td>£400 million</td>
<td>Quarterly</td>
</tr>
</tbody>
</table>

**VALUATIONS**
**VALUATIONS**

**06**  
**Student Castle, York**  
*Client* HSBC Bank  
*Students* 515  
*Activity* Valuation for HSBC of the recently completed student accommodation property.  
*Value* app. £60 million

**07**  
**Shrubhill & Murano, Edinburgh**  
*Client* RBS  
*Students* 530  
*Activity* Valuation for RBS of two new purpose built properties.  
*Value* app. £50 million

**08**  
**Stratford One, Stratford, London**  
*Client* Wells Fargo  
*Students* 1001  
*Activity* Secured lending valuation of Unite’s new scheme in Stratford.  
*Value* c. £121 million

**09**  
**Digital Hub, Dublin, Ireland**  
*Client* Knightsbridge Student Housing  
*Students* 500  
*Activity* Valuation of the Digital Hub site in the Liberties area of Dublin which was undertaken as a collaborative project between the Knight Frank Student Property team and our Dublin office.  
*Value* c. €40 million

**10**  
**Bordeaux and Chambéry, France**  
*Client* Macquarie Bank  
*Students* 270  
*Activity* Secured lending valuation of two properties located in Bordeaux and Chambéry, France.  
*Value* c. €20 million

**11**  
**Victoria Hall, Breman, Germany**  
*Client* Victoria Hall  
*Students* 284  
*Activity* Valuation for the directors of Victoria Hall of their German property.  
*Value* app. €11 million
The Knight Frank Student Property team is the foremost in the sector. We act for a broad range of clients who regard us as ‘highly professional’ and well informed experts within the sector. Our development consultancy experience encompasses redesigning schemes, financial engineering, promoting new design concepts and supporting planning applications.

Our specialist valuation team values more purpose built student accommodation than any other consultancy. We undertake a range of loan security and accounts valuation work for key lenders, operators and funds.

Our team of agents are best-in-class in the sector with a track record that boasts trophy assets, portfolios, developed and forward funding of development.
YOUR GLOBAL PROPERTY PARTNER

The four ingredients which set Knight Frank apart are our independence, our global network, and our commercial and residential platforms.

Through our US alliance with Newmark Grubb Knight Frank we have grown to a group of over 12,500 property professionals, in more than 370 offices in 55 countries. Being a partnership allows us to put our clients first, we focus on giving them the best advice and putting long term relationships before short term wins. Trust and integrity are everything.

Working with private individuals, developers, investors, banks, corporate occupiers and public sector bodies we provide a range of agency, investment and professional consultancy services which are supported by our dedicated market research teams.

The combination of our people, research and technology has helped us grow our enviable track record and that’s why clients come back to us for their personal and professional property requirements.

OUR SPECIALIST TEAM

Knight Frank has positioned itself at the forefront of the specialist property market, having identified these sectors as one of the most significant areas of growth over a decade ago.

Our Automotive Property, Hotels, Healthcare, Institutional Consultancy, Student Property and Specialist Property Investment departments provide a full menu of expert knowledge including business valuations, transactions, sale & leaseback, development, landlord & tenant and research on every type of asset and registration type within the relevant sectors.

Knight Frank’s unique selling point is that we vicariously appreciate the business nuances and act for the majority of the UK’s operators, lenders, funds, institutions, property companies and developers.

We are passionate about our sectors, are resolutely focused to providing a best-in-class service to our clients and consistently add value by thinking outside the box.

OUR SERVICES
- Agency
- Building Consultancy
- Business Rates
- Capital Markets
- Development Consultancy
- Facilities Management
- Global Corporate Services
- Lease Advisory

OUR AREAS OF EXPERTISE
- Planning
- Project Management
- Property Asset Management
- Restructuring & Recovery
- Sustainability & Energy Consultancy
- Tenant Representation
- Valuations
- Workplace Consultancy

- Automotive Property
- Healthcare
- Hotels
- Logistics & Industrial
- Offices
- Public Sector
- Residential
- Retail & Leisure
- Rural & Agricultural
- Student Property

OUR SPECIALIST TEAM

- SUSTAINABILITY & ENERGY
  - Consultancy
  - Rupert Johnson
  - rupert.johnson@knightfrank.com
  - T: +44 20 7861 1284

- SPECIALIST PROPERTY
  - Investment
  - Shaun Roy
  - shaun.roy@knightfrank.com
  - T: +44 20 7861 1222

- AUTOMOTIVE PROPERTY
  - Adam Chapman
  - adam.chapman@knightfrank.com
  - T: +44 121 233 6426

- HOTELS
  - Ian Elliot
  - ian.elliott@knightfrank.com
  - T: +44 20 7861 1382

- INSTITUTIONAL PROPERTY
  - Emma Cleugh
  - emma.cleugh@knightfrank.com
  - T: +44 20 7861 5427

- GARDEN CENTRES
  - Richard Walters
  - richard.walters@knightfrank.com
  - T: +44 29 2044 0123

- HEALTHCARE
  - Julian Evans
  - julian.evans@knightfrank.com
  - T: +44 20 7861 1147

- RESIDENTIAL CAPITAL MARKETS
  - James Mannix
  - james.mannix@knightfrank.com
  - T: +44 20 7861 5412

- INSTITUTIONAL PROPERTY
  - Emma Cleugh
  - emma.cleugh@knightfrank.com
  - T: +44 20 7861 5427

- STUDENT PROPERTY
  - James Pullan
  - james.pullan@knightfrank.com
  - T: +44 20 7861 5422

- SUSTAINABILITY & ENERGY
  - Consultancy
  - David Goatman
  - david.goatman@knightfrank.com
  - T: +44 20 7861 5109