

OUR TRACK RECORD



Property Services

STUDENT PROPERTY



INVESTMENT IN HIGHER EDUCATION

Knight Frank's Student Property team is able to provide sector specific advice focussed 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

CAPITAL MARKETS

ARDENT PORTFOLIO

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





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



ONE MAIDEN LANE, NOTTINGHAM

Client La Salle Investment Management

Students 113

Activity Knight Frank acted for the purchaser in the acquisition of the forward fund of One Maiden Lane.

Value £10 million GDV



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CAPITAL MARKETS

01 Centre Gate, Bristol

Client Urban Creation

Students 96

Activity 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)

02 William and Matthew House, Bristol

Client Urban Creation

Students 82

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

Value £7.865 million GDV

03 DLI, Durham

Client Henderson

Students 109

Activity Knight Frank acted for the purchaser in the acquisition of the forward fund of Kingston from CKC Ltd.

Value £12 million GDV

04 73-77 Penrhyn Road, Kingston Upon Thames

Client Henderson

Students 89

Activity Knight Frank acted for the purchaser in the acquisition of the forward fund of Kingston from CKC Ltd.

Value £16 million GDV

05 St Andrew's Lane, Cardiff

Client Sydney & Cardiff Properties Ltd

Students 84

Activity Knight Frank acted for the vendor in the sale of the development site to Trafalgar Villa Estates.

Value £1.80 million (GDV circa £9 million)

06 Hope Street, Liverpool

Client NCH

Students 339

Activity Knight Frank acted for the vendor in the disposal of the asset upon practical completion.

Value £30.65m



07

CAPITAL MARKETS

07

**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



08

08

**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

VALUATIONS

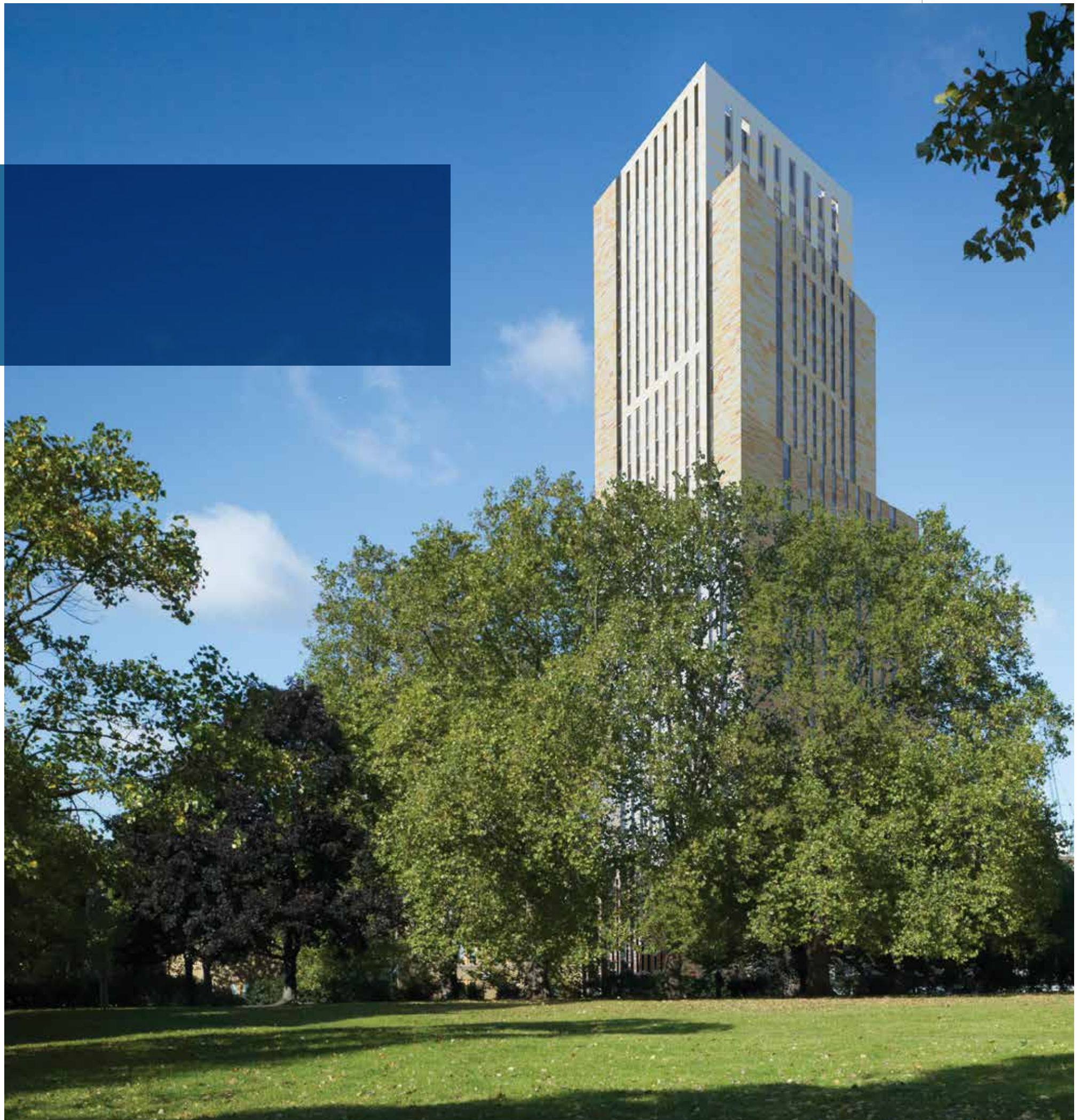
ATLAS, SOUTH LAMBETH ROAD, VAUXHALL

Client HSBC Bank

Students 534

Activity Valuation for HSBC of Downing Development's Vauxhall development site.

Valuation GDV app. £135 million





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VALUATIONS

01 BlackRock Student Housing Student Housing Unit Trust, UK

Client BlackRock Investment Management
Students 2,400
Activity We provide quarterly valuations to the Fund on six operational properties and one development site located throughout the UK.
Value £180 million
Frequency Quarterly

02 GCP Student Living plc, UK

Client GCP Student Living plc
Students 1,000
Activity Quarterly valuations for the UK's first student accommodation Real Estate Investment Trust.
Value c. £400 million
Frequency Quarterly

03 Liberty Living Portfolio, UK

Client HSBC / RBS
Students 13,000
Activity Annual valuation of the majority of the Liberty Living Portfolio for the lenders HSBC / RBS. Includes 30 properties across 14 UK locations.
Value c. £975 million
Frequency Annually

04 Student Castle Portfolio, UK

Client Canadian Pension Plan Investment Board
Students 2,152
Activity Valuation for CPPIB on their acquisition of the five properties within the Student Castle Portfolio.
Value app. £330 million

05 Athena Portfolio, UK

Client Citibank
Students 11,000
Activity Valuation for Citibank of 22 properties within the Greystar / Goldmans Portfolio.
Value app. £660 million



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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, Bremen, Germany

Client Victoria Hall
Students 284
Activity Valuation for the directors of Victoria Hall of their German property.
Value app. €11 million

OUR PEOPLE

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.



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VALUATIONS



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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.

THE COMBINATION
OF OUR PEOPLE, RESEARCH AND TECHNOLOGY
HAS HELPED US GROW OUR ENVIABLE
TRACK RECORD

OUR SERVICES

- ♦ Agency
- ♦ Building Consultancy
- ♦ Business Rates
- ♦ Capital Markets
- ♦ Development Consultancy
- ♦ Facilities Management
- ♦ Global Corporate Services
- ♦ Lease Advisory
- ♦ Planning
- ♦ Project Management
- ♦ Property Asset Management
- ♦ Restructuring & Recovery
- ♦ Sustainability & Energy Consultancy
- ♦ Tenant Representation
- ♦ Valuations
- ♦ Workplace Consultancy

OUR AREAS OF EXPERTISE

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

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.



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The Knight Frank network consists of Knight Frank LLP and its direct subsidiaries which provide services in the UK and an international network of separate and independent entities or practices providing services internationally.



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