

Global Capital Markets.

Our Expertise.

Global Capital Markets.

Knight Frank is an independently owned real estate consultancy, operating globally, advising on both residential and commercial real estate. Our Global Capital Markets Group has a reputation for acting on the most high profile property transactions around the world.

The group acts for institutional, private equity, family offices, sovereign wealth and real estate companies in the cross-border acquisition and disposal of international property. Our services cover the office, residential, retail, industrial, leisure and hotel sectors, as well as the specialist areas of student property and healthcare.

Excellent information sharing and market intelligence ensure clients receive the optimum advice. Establishing good relationships is absolutely essential. Rapport and trust are crucial.

We believe the principal drivers of our success are our access to stock, the right client base and a highly collaborative network of global teams.

We look forward to working with you.

How we can help you.

The Global Capital Markets Group operates strategically from four global hubs: London, New York, Singapore and Dubai.

Our teams work on a daily basis with sector experts around the world, giving investors access to up-to-date intelligence and transaction opportunities in key global investment markets.

We seek to build strong, lasting relationships with our clients, providing consistently high levels of personalised service and advice. We have a record of integrity.

- Our expertise includes:**
- Investment acquisitions and disposals
 - Capital sourcing and equity placement
 - Joint ventures
 - Land sales
 - Debt advisory
 - Evaluation of assets within Non-Performing Loans
 - Post purchase asset and property management

“ The pillars of people and partnership made Knight Frank an outstanding winner in this category. Strategic appointments in key roles have helped this agent to complete market-leading deals across the globe.”

Winner – Global Real Estate Adviser Of The Year – Estates Gazette 2016.

Connecting People & Property, Perfectly.

Our Global Platform.

Knight Frank has a dedicated global network of over **550 investment advisors** across **60 countries** providing unrivalled insight and access to global capital markets

14,000 PEOPLE
413 OFFICES
60 COUNTRIES



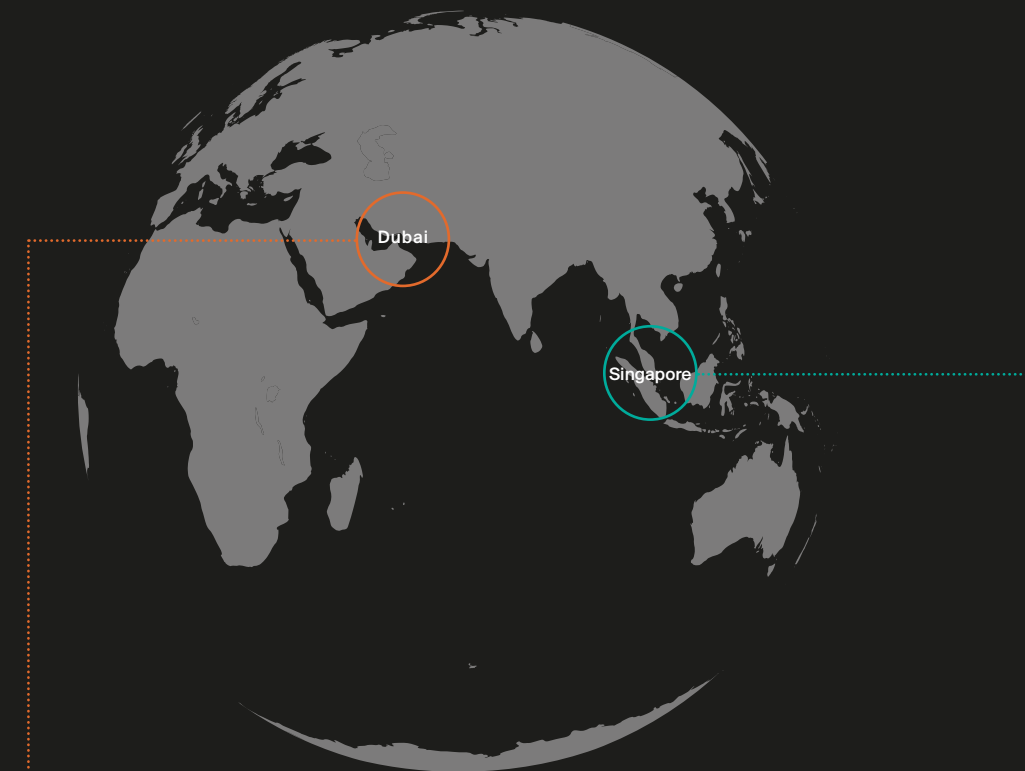
The Americas

- Atlanta • Boston • Chicago
- Los Angeles • New York
- San Francisco • São Paulo
- Washington



Europe

- Amsterdam • Brussels • Berlin
- Dublin • Frankfurt • Geneva
- London • Madrid • Milan
- Moscow • Paris • Prague
- Vienna • Warsaw



Middle East & Africa

- Abu Dhabi • Cape Town
- Dubai • Johannesburg
- Nairobi • Riyadh • Tel Aviv

Asia Pacific

- Bangkok • Beijing • Brisbane
- Hong Kong • Jakarta
- Kuala Lumpur • Melbourne
- Mumbai • Seoul • Shanghai
- Singapore • Sydney
- Taipei • Tokyo

Unique & Unparalleled.

Personal Culture.

Knight Frank is the largest privately owned real estate consultancy in the world, and as a partnership, is driven by a uniquely personal culture. This culture enables us to provide a tailored approach to assisting our clients, drives us to continually strengthen relationships across our network and importantly affords us the agility to stay ahead of our larger competitors.

We strive to provide a “personalised service on a global scale”.

“ We highly appreciate the pro-active and highly professional approach of Knight Frank’s Capital Markets team. They have proven their extraordinary effort and excellent investment expertise in several projects with us and we look forward very much to working with them in the future again.”

Henning Koch
Head of Acquisitions and Sales, Europe
Credit Suisse

Collaborative Approach.

Knight Frank’s integrated global team are uniquely placed to advise on all real estate asset classes, implementing cross-border strategies for both long and short term investment opportunities.

Our collaborative approach across our multi-disciplinary business means we have a thorough understanding of the key buyers and sellers, what drives their requirements and how their investment processes work.

“ Knight Frank were highly professional and passionate throughout the campaign and provided us with a personalised and high quality service. With strong support from Knight Frank’s Global Network, the local Knight Frank team demonstrated a genuine connection to the most active local and offshore investors, and this allowed them to drive significant competition for the asset which resulted in a strong outcome for us.”

Steven Bulloch
Managing Director
Pramerica Investment Management (Australia) Pty Ltd

Access to Ultra High Net Worth Individuals.

We specialise in identifying the most aggressive capital globally through our platform of 413 offices across the four core hubs of Europe, the Americas, Middle East and Asia Pacific.

Our strong track record of selling major assets in key gateway cities in combination with our local offices throughout the world, and our unique access to over 2,000 Ultra High Net Worth Investors, provides us with unparalleled access to the sharpest capital in the global marketplace.

Our very strong residential and commercial networks provide a unique approach to investors and capital.

“ For this large landmark sale it was imperative we could access the largest investors globally and Knight Frank’s international network allowed us to do just that. When we got into the detail, working with a leading investment team also allowed us to move fast and achieve our goals without any hiccups. We look forward to working with them again.”

Ross Blair
Managing Director
Hines UK



Case Studies.



The Americas.

Amazon Phase VIII, Seattle.

Office

| | |
|---------------|--|
| Vendor | Vulcan (USA) |
| Purchaser | Mirae Asset Global Investments (Korea) |
| Size | 317,328 sq ft |
| Tenancy | Single |
| Price | US\$246,800,000 |
| Cap Rate | 4.30% |
| Capital Value | US\$777 per sq ft |

Phase VIII is a trophy core quality, newly constructed creative office building that is net-leased to Amazon.com through to June 2031. It is ideally located in the heart of Seattle's South Lake Union – one of the most dynamic and best performing submarkets in the United States.



10 St. James & 75 Arlington,
Boston.

Mixed Use

| | |
|---------------|---------------------|
| Vendor | Liberty Mutual (US) |
| Purchaser | Mori Trust (Japan) |
| Size | 824,772 sq ft |
| Tenancy | Multi-let |
| Price | US\$673,000,000 |
| Capital Value | US\$816 per sq ft |

Trophy 825,000 square foot, urban mixed-use office asset comprising two buildings and an associated 400-space below-grade parking garage within global insurance giant Liberty Mutual’s Boston headquarters campus.



245 Park Avenue,
New York.

Office

| | |
|-----------|---|
| Vendor | JV of Brookfield Property and Clarion Partners |
| Purchaser | Under Contract to HNA Group |
| Size | 1,778,249 sq ft |
| Tenancy | Multi-leased |
| Price | Excess of \$2B |

Newmark Grubb Knight Frank’s New York Capital Markets team was retained by HNA to advise on the acquisition of this iconic tower building in the heart of the Midtown Manhattan. The property comprises 1,778,249 sq ft of rentable area and is multi-leased to a high credit tenancy with a weighted average remaining lease term of approximately 10 years.



101 Seaport,
Boston.

Business Park

| | |
|---------------|------------------------|
| Vendor | Skanska (USA) |
| Purchaser | Union Invest (Germany) |
| Size | 439,000 sq ft |
| Tenancy | 14 years |
| Price | US\$452,000,000 |
| Cap Rate | 4.00% |
| Capital Value | US\$1,030 per sq ft |

Newmark Grubb Knight Frank undertook the global marketing of 101 Seaport through bespoke marketing tours across the Middle East and Asia Pacific. Face to face meetings were held with over 50 institutional investment groups, across seven cities in these regions.



Asia Pacific.



Edgecliff Centre, Sydney.

Office and Retail

| | |
|----------------------|-----------------------------|
| Vendor | Leetong Pty Ltd (Hong Kong) |
| Purchaser | Londhurst Group (Australia) |
| Size | 11,217 sq m |
| Tenancy | WALE of 2.78 years |
| Price | AU\$138,750,000 |
| Cap Rate | 4.00% |
| Capital Value | AU\$12,370 per sq m |

Located in Sydney's exclusive Eastern Suburbs, this property generated extensive local and international interest with over 18 bids ranging from super funds to HNMI's. The property's significant repositioning opportunities and value-add potential were key elements driving the investor interest.



ANZ Tower, Melbourne.

Office

| | |
|----------------------|---|
| Vendor | Australia and New Zealand Banking Group |
| Purchaser | The GPT Group (Australia) |
| Size | 36,963 sq m |
| Tenancy | 2.5 years (2.5 years to breaks) |
| Price | AU\$274,500,0000 |
| Capital Value | AU\$7,623 per sq m |

The ANZ Tower is one of Melbourne’s most notable assets occupying the prominent corner of Collins and Queens Streets in the heart of the Melbourne CBD. Knight Frank Melbourne handled the transaction on a conjunctional appointment with CBRE on behalf of the ANZ bank.



World Trade Centre, Melbourne.

Office

| | |
|----------------------|--|
| Vendor | Abacus (Australia) & KKR (US) |
| Purchaser | Ouson Group (Australia) |
| Size | 49,935 sq m |
| Tenancy | Key tenants include Thales and the Minister of France with a WALE of 5 years |
| Price | AU\$267,500,000 |
| Cap Rate | 6.78% |
| Capital Value | AU\$5,357 per sq m |

The World Trade Centre boats a large Yarra River frontage of approximately 154 metres. The property provides one of the largest office and retail complexes in the Melbourne CBD arranged across three interconnected office buildings, retail and a rooftop childcare centre.



HSBC Tower, Brisbane.

Office

| | |
|----------------------|------------------------------------|
| Vendor | Seymour Group (Australia) |
| Purchaser | ARA Asset Management (Singapore) |
| Size | 19,364 sq m |
| Tenancy | Multi-let with a WALE of 4.4 years |
| Price | AU\$188,000,000 |
| Cap Rate | 6.73% |
| Capital Value | AU\$9,708 per sq m |

The HSBC Tower is a fully refurbished landmark asset in the heart of Brisbane's premier financial precinct. The office tower was sold to an overseas buyer following a competitive international EOI campaign.



25 Grenfell Street, Adelaide.

Office

| | |
|----------------------|---|
| Vendor | GDI Property Group (Australia) |
| Purchaser | Credit Suisse Real Estate (Switzerland) |
| Tenancy | Multi-let with a WALE of 5 years |
| Size | 5,381 sq m |
| Price | AU\$125,100,000 |
| Cap Rate | 7.48% |
| Capital Value | AU\$4,929 per sq m |

Known as "The Black Stump", this Grade A, glass-fronted property is one of Adelaide's most iconic buildings. Investor interest was focused not only on the attractive yield profile in comparison to other Australian capitals, but also on the \$5 billion of government infrastructure projects around the Torrens River aimed at Education, Healthcare and Research.



Enterprise Square Three, Hong Kong.

Office

| | |
|------------------|--------------------------------|
| Vendor | ESPRIT Holdings (China) |
| Purchaser | An international property fund |
| Size | 72,800 sq ft |
| Tenancy | Multi-let |
| Price | HK\$918,000,000 |

Knight Frank's Hong Kong office successfully concluded the sale of 5 floors with car parking spaces and signage area within this Grade-A office building located in Kowloon, for ESPRIT.



Pacific Century Place, Tokyo.

Office

| | |
|----------------------|--|
| Vendor | Secured Capital (Japan) |
| Purchaser | GIC (Singapore) |
| Size | 418,067 sq ft |
| Tenancy | Multi-let to blue-chip tenants (8 years unexpired lease term) |
| Price | US\$1,700,000,000 |
| Cap Rate | Approximately 3.00-3.50% |
| Capital Value | US\$4,066 per sq ft |

SMTB, Knight Frank's Partner in Tokyo, executed the sale of this prime trophy office building in the heart of downtown Tokyo, at that time, the largest investment sale in Japan.



Middle East.



The Summit Portfolio, Saudi Arabia.

Multi Sector / Mixed Use

| | |
|-----------------|------------------------------|
| Vendor | SEDCO Capital (Saudi Arabia) |
| Size | 623,510 sq ft |
| Tenancy | Multi-let |
| Price | US\$155,000,000 |
| Cap Rate | 6.60% |

Knight Frank are currently undertaking the marketing of a prime portfolio of assets across Saudi Arabia. The portfolio offers the opportunity to acquire a diverse range of income producing retail, residential, hospitality and office assets in the Kingdom’s two main cities – Riyadh and Jeddah.



Jebel Ali Free Zone,
Dubai.

Multi Sector / Mixed Use

| | |
|-----------|----------------------------|
| Vendor | Economic Zones World (UAE) |
| Purchaser | Dubai World (UAE) |
| Size | 32.36 million sq m (land) |
| Tenancy | Multi-let |
| Price | US\$4,700,000,000 |

Knight Frank acted as independent advisor on the takeover of EZW by Dubai World and the transfer of the assets of EZW (namely the assets in the Jebel Ali Free Zone) to Dubai World which resulted in a de-listing of Dubai World from the LSE. JAFZA is the world's largest free zone and incorporates the Jebel Ali Port (world's 7th largest). The portfolio comprised over 15,000 tenancies, with significant amounts of leased land, offices, warehouses, staff accommodation, conference centre, customised warehousing facilities and retail facilities.



Europe.



102 Champs Elysee, Paris.

Retail

| | |
|-----------|-------------------------|
| Vendor | Thor Equities / Invesco |
| Purchaser | AEW Europe |
| Size | 700 sq m |
| Tenancy | 100% let to Kiko |
| Price | €117,000,000 |
| Cap Rate | 2.75% |

Located on the best pitch of the Champs Elysées, the building used to accomodate one of the best known night clubs of Paris and is now let to cosmetic Italian retailer Kiko with a new lease. Knight Frank acted on behalf of the vendor as exclusive advisor.



Avenida de Burgos 89,
Madrid.

Office

| | |
|-----------|-------------------|
| Vendor | Lone Star |
| Purchaser | Merlin Properties |
| Size | 126,000 sq m |
| Tenancy | Freehold |
| Price | €380,000,000 |

We acted on behalf of the Vendor (Lone Star), managing to maximise pricing through a tailor made but competitive sales process. We sold to Spain's largest listed prop co., Merlin Properties, for ca. €380M making this the largest office deal of 2016 by sq m.



61-67 Oxford Street,
London.

Office

| | |
|-----------|-----------------|
| Vendor | BA Pension Fund |
| Purchaser | Chinese Estates |
| Size | 55,126 sq ft |
| Tenancy | Freehold |
| Price | £183,000,000 |

We acted on behalf of the purchaser (BA Pension Fund) on the off market acquisition of this newly developed mixed use investment in close proximity to the Tottenham Court Road Crossrail station.



Panattoni Portfolio,
Poznan & Kodz, Poland.

Office, Retail and Residential

| | |
|-----------|----------------------------|
| Vendor | Panattoni |
| Purchaser | M&G European Property Fund |
| Size | 64,730 sq m |
| Tenancy | Freehold |
| Price | €38,077,000 |

We acted on behalf the purchased (M&G) on the forward funding of two fully pre-let institutional distribution warehouses, representing the fund's first transaction in Central Europe.



Times Building,
D'Olier St, Dublin.

Office and Retail

| | |
|---------------|--------------------------|
| Vendor | KW Investment Funds ICAV |
| Purchaser | Real I.S. AG |
| Size | 6,318 sq m |
| Tenancy | Freehold |
| Price | €50,000,000 |
| Capital Value | €7,914 per sq m |

Off-market acquisition for one of Real I.S. newly-created vehicles.



All Sectors.

Office
Residential
Logistics / Industrial
Retail
Leisure
Hotels
Student Property
Healthcare
Multi Sector / Mixed Use





Our Insight.

Intelligence.

We provide market data and analysis of the very highest quality and deliver fast and efficient access to bespoke capital markets research. We generate local market indices and market reports which are launched globally on a regular basis.

Insight.

Our signature annual publications such as Active Capital, Global Cities and The Wealth Report go beyond the here and now market dynamic and explore emerging trends that will impact global real estate markets over the next 3-5 years. This foresight provides our clients with early signals of changing market dynamics and is invaluable in informing investment strategies.

Through our Business Intelligence Unit, we are able to track weekly search activity on our website and see how major political and economic events are affecting capital flows into key cities across the world.

Key Hub Contacts.



Andrew Sim
Global and Europe
+44 20 7861 1193
andrew.sim@knightfrank.com



Peter MacColl
Global – Cross Border
+44 20 7861 1211
peter.maccoll@knightfrank.com



Stephen Clifton
Central London
+44 20 7861 1312
stephen.clifton@knightfrank.com



Robert Griffin
The Americas
+1 212 372 2327
rgriffin@ngkf.com



Alex Foshay
The Americas
+1 212 372 2253
afoshay@ngkf.com



Neil Brookes
Asia Pacific
+65 6429 3585
neil.brookes@asia.knightfrank.com



Joseph Morris
Middle East
+971 44 267 601
joseph.morris@me.knightfrank.com



James Mannix
Residential
+44 20 7861 5412
james.mannix@knightfrank.com

Knight Frank
Global Headquarters
55 Baker Street
London W1U 8AN
United Kingdom
+44 20 7629 8171
twitter.com/kf_commercial
knightfrank.com/globalcapitalmarkets

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