

Connecting people
& property, perfectly.

Middle East





Independent, international,
commercial & residential.

FOREWORD

Our owners are property people who work in our business every day, so we understand the ebb and flow of property markets. Our independence gives us the ability to take a long-term perspective and build deep and lasting relationships. Founded on outstanding service and considered professional advice, we act in your best interests, for the long run.

Our track record is second to none. We advise on, transact, value and manage many renowned and innovative real estate assets around the world for both owners and occupiers. We are entrusted to sell some of the world's most beautiful homes.

We cover all stages of the property cycle, from development consultancy, leasing, valuing and managing assets, all the way through to the sale of landmark commercial and residential buildings.

We bring a personal touch to everything we do. Let's build together.



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ABOUT US

Knight Frank is synonymous with prime commercial and residential property, market knowledge, personal client service and professionalism.

Our reputation for uncompromising professionalism in everything we do is earned day in and day out serving our clients and earning their trust. Knight Frank has grown to become the world's largest privately owned global property agency and consultancy.

Today it is widely regarded throughout the world as the firm of choice for high quality commercial and residential property.

Operating as a Limited Liability Partnership, the firm's Proprietary Partners are free to run the business in such a way that has led to sustained success and a corporate culture that helps it recruit and retain the best people who are the essence of the firm.

INNOVATIVE, COMMITTED
RESPECTFUL, ENDURING
COLLABORATIVE,
INSPIRATIONAL
in everything we do

Locally expert,
globally connected.



Our Global Services

COMMERCIAL SERVICES

- Asset Management
- Building Consultancy
- Business Rates
- Capital Allowances
- Capital Markets
- Development Consultancy
- Energy & Sustainability Consultancy
- Facilities Management
- Lease Advisory
- Leasing
- Planning
- Project Management
- Research
- Restructuring & Recovery
- Sales
- Tenant Representation
- Valuations
- Workplace Consultancy

RESIDENTIAL TRANSACTIONAL

- Development Marketing
- International Residential Sales
- Investment & Lettings Management
- Lettings
- Private Client Acquisition
- Private Rented Sector
- Property Management
- Residential Capital Markets
- Sales

PROFESSIONAL SERVICES

- Building Consultancy
- Compulsory Purchase
- Consultancy
- Corporate Services
- Interiors
- Litigation
- Research
- Residential Asset Management
- Residential Mortgage Broking
- Rural Consultancy
- Valuations

Global Sectors

COMMERCIAL SECTORS

- Automotive
- Energy
- Healthcare
- Hotels
- Industrial & Logistics
- Leisure
- Office
- Retail
- Retail Warehouses
- Student

523 offices
60 territories
18,000+ people


OUR MIDDLE EAST SERVICES

Advisory Services

Valuation & Advisory
Development & Consultancy
Education Consultancy
Healthcare Consultancy
Hospitality & Leisure Consultancy
Project Marketing Consultancy
Research

Transactional Services

UK Residential Sales
Residential Sales - MENA
Residential Sales - International
Office Agency Leasing (OSCA)
Logistics & Industrial
Middle East Capital Markets
Global Capital Markets



There is a
human element
in the world of
property that
is too easily
overlooked.

Valuation & Advisory

We help our clients to fully understand the value of their assets enabling them to make informed decisions, providing a complete spectrum of tailor-made valuation service for each asset type.

As one of the largest and highest profile global valuation practices, Knight Frank's team of professional experts provides a comprehensive range of valuation and market appraisals. Our ability to draw upon the significant resources available

throughout our global network of leasing, capital markets and other industry specialists allows us to add value for our clients, rather than to simply report it.

Our qualified teams produce comprehensive reports in compliance with professional standards (RICS & IFRS).

Specialist areas

- Commercial & Residential
- Healthcare & Education
- Hospitality & Leisure
- Industrial & Logistics
- Bank Lending
- IPO Listings
- Year End Audit
- Development Projects

In the past 12 months, the capital value of land and buildings valued by Knight Frank **exceeded \$1.9 trillion globally.**



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“ We are performance and relationship-driven, focussed and committed to getting results. ”

Development Consultancy

Our development consultancy and research team takes a multi-disciplinary approach to assist investors, owners, developers, financiers and occupiers at all stages of the development process with a view to maximising returns on investment.

Our teams have advised on some of the most high-profile residential, commercial and

mixed-use developments across the MENA region. Our goal is to maximize value from real estate development while anticipating, analysing and highlighting potential risks.

Sectors covered

- Residential
- Hospitality
- Industrial
- Healthcare
- Education
- Offices
- Retail



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“ With over 120 years of Development Consultancy & Research experience, Knight Frank has grown to become the world's largest privately owned property consultancy and today it is widely regarded throughout the world as the firm of choice for high quality real estate advice. ”

Building a strong personal
relationship is at the
heart of what we do.

Education Consultancy

Our education team provides support during the entire life cycle within the education business, from conceptualisation to exit. Within the MENA region, our core strength is providing advisory services as well as transaction support. In addition, we also provide access to income generating education assets from a real estate perspective within the GCC and UK.

We have a strong understanding of the education sector within the majority of the MENA region, and have the ability to look at the education asset from the perspective of an education service provider, master plan developer, investor or lender.

Specialist areas

- Feasibility Study
- Commercial Due Diligence
- Market Demand Study
- Operator Search & Selection
- Leasing
- Transactions (GCC & UK)
- Valuation

Asset classes

- K-12 Schools
- Nurseries
- Vocational Training
- Higher Education



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“ We are data driven with a strong focus on ground research that provides insights for making informed decisions. ”

We advise and assist clients with formulating **optimal and effective investment strategies** for education projects.



Healthcare Consultancy

We work with investors, healthcare service providers on a full spectrum of services, such as; feasibility studies, commercial due diligence, real estate valuation, capital market access and transaction support.

In terms of geography, the advisory team can provide support around the MENA region while the transaction team can support on transactions within the GCC and UK.

We are a multi-disciplinary team comprising healthcare practitioners, accountants, market and transaction specialists with a shared work ethic and vision to provide clients with a holistic view and market driven insights.

Specialist areas

- Feasibility Study
- Commercial Due Diligence
- Market Demand Study
- Operator Search & Selection
- Leasing
- Transactions
- Valuation

Asset classes

- Ambulatory Care
- Hospital
- Long-term Care

**Over 17 years
combined experience,
of working in the MENA
Healthcare sector.**



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“ A dedicated team of professionals that synchronise well to provide insight driven solutions. ”

Hospitality & Leisure Consultancy

The hospitality & leisure team is composed of industry specific consultants providing a range of services throughout the lifecycle of hospitality assets.

The team has supported high profile clients across the MEA region with development advisory services, operator selection engagements, HMA contract negotiations, hotel valuations and hotel asset management.

Specialist areas

- Highest and Best Use Studies
- Market and Financial Feasibility Studies
- Tourism and Hospitality Strategies
- Operator Search, Selection and Contract Negotiation
- Hotel Valuations
- Asset Management
- Planning Briefs
- Capital Markets

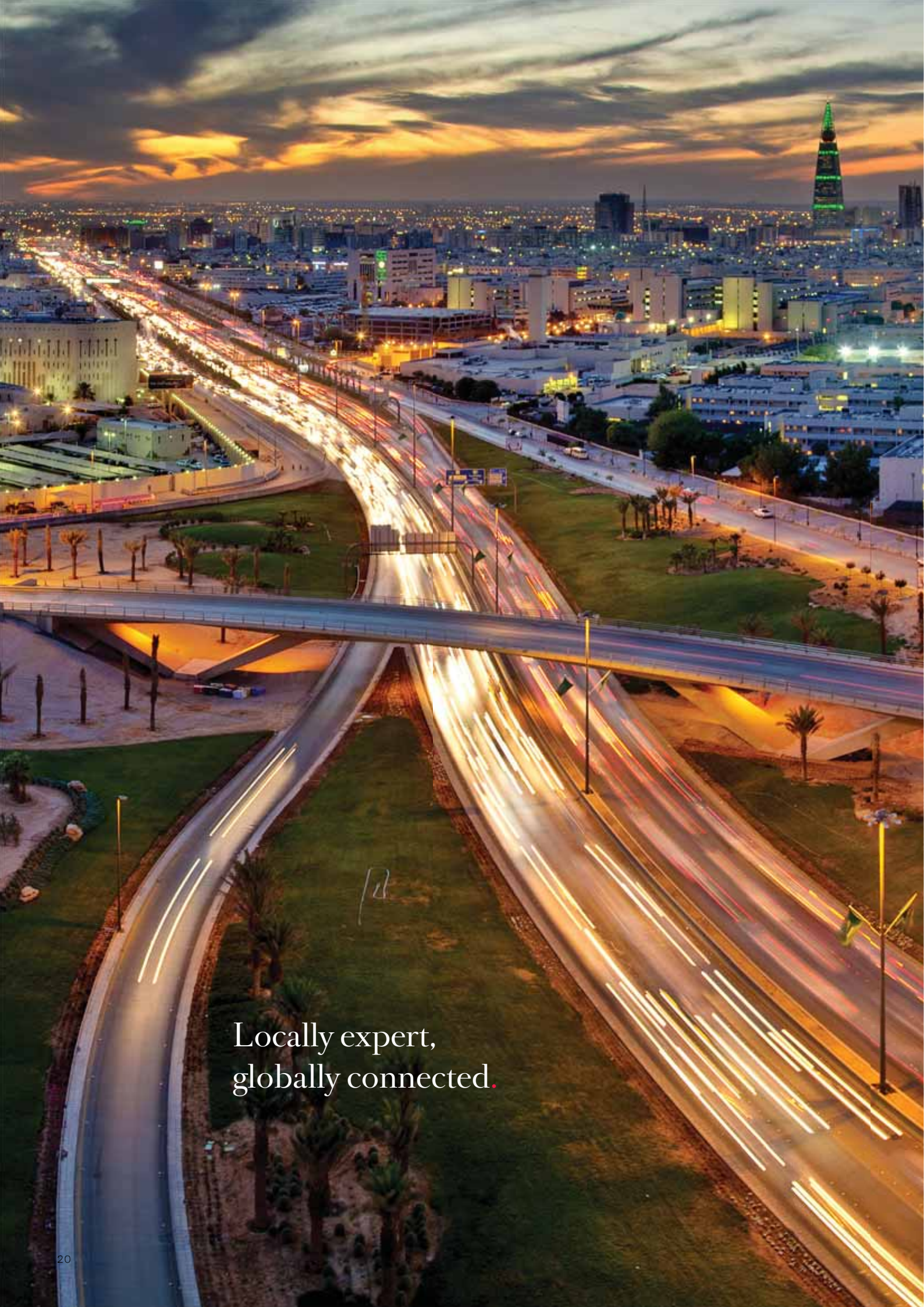
We are a leading regional team of dedicated industry specialists and appraisers with in-depth knowledge of the hospitality and tourism sectors. The team relies heavily on client engagement throughout each assignment to ensure that the output is in line with expectations.

We have advised on over **\$10 billion** of hotel and leisure assets over the last 12 months, including two of the most prominent hospitality portfolio acquisitions in the region.



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“ We are client-focused consultants with a flexible and pragmatic approach, producing bespoke deliverables. Our detail-oriented approach is rooted in our extensive understanding of the regional market and hotel operations, which enable us to give client outputs that are both actionable and market facing. ”



Locally expert,
globally connected.

Research

Industry leader in research and market data reports


Knight Frank’s global research teams provides market leading reports and indices as well as undertaking bespoke consultancy projects.

Our global network of offices means we can carry out research virtually anywhere in the world, so that our advisors are up to date with current and accurate market intelligence, allowing them a thorough understanding of all aspects affecting global real estate markets.

GLOBAL

					
Active Capital	(Y)our Space	Global Outlook	The Global Ultra-Prime Market	The Wealth Report	Africa Horizons Report

UNITED ARAB EMIRATES

					
Abu Dhabi Office Market Review	Dubai Office Market Review	Dubai Education Report	Dubai Holiday Homes Market Review	The Hub Report	Wealth Report City Series - Dubai

SAUDI ARABIA

					
Makkah Hospitality	REITS Insights	Riyadh Metro	KSA Market Review and Forecast	KSA Residential Market Review	KSA Commercial Market Review

We ensure your project's **success** from the initial design concepts through to the **tailored** marketing program to the sale of the very last property.



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“ Whatever your requirements, we will ensure that you receive quality service, unwavering attention and frequent updates. We have an outstanding record of accomplishment in the marketing and sales of residential developments; achieving prompt sales at optimum prices.. ”

MENA Project Marketing

Our residential project marketing team is well known and globally respected for their ability to create value for owners and developers for every residential property type. They provide unrivalled sales and marketing expertise, encompassing in-house research, product development, marketing and sales operations.

Specialist areas

- Feasibility and Viability Reports
- Product Design Advisory
- Pricing Strategy
- Market Research

Knight Frank has extensive experience working on residential projects from small scale boutique developments to multi-stage master planned community sites.

- Sales and Marketing Strategy
- Marketing Budgets and Media Strategy
- Brand Development
- Sales Execution

International Residential Sales

As one of the world's leading international property consultants, we market, rent and sell sought-after residential property in key destinations across the globe.

Luxury homes include ski chalets, relaxing beach villas, and glittering city penthouses, through to sprawling country houses, quaint cottages and

working vineyards. We bring you the very best the international property market has to offer while adding value and maximising returns on investment.

Our specialists carry out
tailored searches and
seamlessly **negotiate** on
and acquire your ideal
property.



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“ Knight Frank's international network encompasses 523 offices across 60 territories. Our global network includes our exclusive alliance with Douglas Elliman Real Estate in the US and ensures our clients have access to the very best properties from around the world. ”

MENA Residential Sales

Whether you are a first-time buyer, need more living space or are looking for a sound investment, Knight Frank's residential property experts are here to help find the perfect property with minimum stress, ensuring a seamless buying experience.

We have an unparalleled record of accomplishment in marketing luxury property and we make sure that the sale of a property is handled with care, discretion, and professionalism, advising on the sales process, managing viewings and handing the entire process from start until completion.

We believe **personal interaction** is a crucial part of ensuring every client is matched to the property that **suits their needs best.**



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“ At Knight Frank, we build long-term relationships, which allow us to provide personalised, clear and considered advice on all areas of property in all key markets. ”

UK Residential Sales

We provide unrivalled access to residential property throughout the UK. We advise purchasers across a range of real estate transactions, from investment opportunities to luxury houses and apartments for personal use.

Our extensive global and UK network enables us to showcase the very best residential properties.

The Middle East UK Residential team speaks 7 languages and has over 40 years UK property experience between them.

We have **unique and direct access** to over 4,000 HNWIs, UHNWIs and family offices.



Henry Faun, MRICS
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“ We are performance and relationship driven, focused and committed to getting results. We are the best connected advisors to global wealth. ”

Specialist areas

- New Build London and UK Residential
- Secondary London and UK Residential
- Farms and Estates
- Country Houses
- Land
- Student Housing
- Residential Multiple Unit Sales (Capital Markets)
- Lettings & Management
- Valuations

Office Agency Leasing (OSCA)

We are a team who advises occupiers and clients in the UAE and GCC region. We advise on office leasing, rent reviews, marketing, and acquisition to occupiers. Our regional team compliments our integrated global network through 435 offices internationally. Our clients range for SME's to global blue chip corporates across the Gulf.

We are the experts with detailed knowledge of key areas across the Gulf. Our advice is supported by detailed research and data providing solid knowledge from which to consult corporates. Our extensive track record and trusted relationships with landlords puts Knight Frank at the forefront of client advisory services.

We have
over **5,000 brokers**
worldwide through
Newmark Knight Frank.



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“ We are a results driven team, committed to excellent service, value creation and thinking outside the box. Clients know we can provide a fully integrated service - mixed use projects rely on this - and value the open network our structure creates. ”

Specialist Areas

- Search and Acquisition
- Lease Advisory
- Disposal
- Renewals
- Lease Administration
- Workplace Consultancy

In the last 12 months, we have won
five major international industry
awards for Logistics & Industrial.
We are market leaders.

Logistics & Industrial

We advise landlords, developers and occupiers across all sectors of the Logistics & Industrial property market.

Our logistics and industrial teams are experts in their local markets and work to provide value to our landlord and occupier clients through providing strategic advice.

Specialist Areas

- Disposals
- Acquisitions
- Development Consultancy
- Lease Advisory



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“ We are an award-winning, client-focussed, full service industrial advisory team. ”

Middle East Capital Markets

We advise investors, developers and owners on the disposal and acquisition of multi-sector real estate across the Middle East.

Our network of offices in the UAE and Saudi Arabia allow us to give on the ground advice to stakeholders. We have a dedicated transaction advisory team who are 100% focused on real estate investment.

Specialist areas

- Automotive
- Healthcare
- Hotels
- Industrial & Logistics
- Offices
- Residential
- Retail
- Student Property

This team is supported by a business intelligence unit, based in the UAE who are mandated to source and profile family offices and UHNWIs across the region, allowing us true access to private capital.

Our capital markets team have transacted **over AED 1 billion of real estate in the Middle East** over the last 12 months in exclusive mandates. These include the sale of the **largest office tower ever sold in the UAE.**



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“ We are performance and relationship-driven, focused and committed to getting results. ”



Globally, our Capital
Markets teams
transact over
\$50 billion annually

Global Capital Markets

We advise real estate investors and developers on the acquisition of real estate internationally, helping them access real estate markets around the world.

Our extensive global network of 1,000 specialist investment advisors, across 60 territories, as well as our independent partnership, enables our Capital Markets teams access to both capital and transactions globally.

High-Net-Worth Individuals (HNWIs) are involved in 27% of all global real estate transactions.

Through our global wealth platform, we have unique and unrivalled direct access to a secure, private database of Ultra-High-Net- Worth Individuals (UHNWIs) and Family Offices.

Specialist areas

- Automotive
- Healthcare
- Hotels
- Industrial & Logistics
- Offices
- Residential
- Retail
- Student Property
- Debt



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“ We are performance and relationship-driven, focused and committed to getting results. ”

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commercial, residential.



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