

CAPITAL MARKETS.

Real Estate Investment Advisory
Middle East

INTRODUCING KNIGHT FRANK

Founded in 1896 in London, 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.

In the 1960s the firm expanded into Europe, and in the decades that followed, acquired offices in Asia-Pacific and Middle East, Australia, Africa and the Americas. Its global network, including US based Newmark Knight Frank, encompasses 418 offices globally.

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.

Knight Frank remains wedded to its core objectives of progressing global growth and capitalising on market share opportunities in both the residential and commercial property sectors. It continues to preserve and attract excellent talent in order to provide exceptional service to its clients.

We're passionate about property. We aim to be progressive in our thinking. And above all, we are consummately professional in everything we do.

Knight Frank LLP is the leading independent global residential and commercial property consultancy.



Knight Frank's Global Capital Markets Group provides sales, acquisition and consultancy advice across all sectors and sub-sectors of the market.

We have two core ambitions:

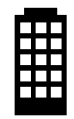
- To be the advisor of choice for the acquisition and disposal of high quality property assets and portfolios.
- To maintain the highest level of contact with the principal decision makers among the investor universe, including institutions, sovereign wealth, ultra high net worth and private equity investors.

We hope this book provides you with an exciting snapshot of our capabilities and a flavour for the local expertise and market intelligence that allows our capital market professionals to maximise returns for our clients.

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MIDDLE EAST REAL ESTATE INVESTMENT ADVISORY

Knight Frank's Middle East based Capital Markets and Investment Transactions team provides advice to investors, landlords and major real estate stakeholders on both the acquisition and disposal of assets. We work across real estate sectors, covering:



Offices



Retail



Logistics /
Industrial



Bulk
Residential



Hotels



Specialist sectors
(Education,
Healthcare, etc.)

The Middle East team sits as part of the wider Global Capital Markets Group and assists international cross-border investment, specialising in personal wealth, corporate capital, sovereign wealth and institutional capital from six regions: Continental Europe, UK, the Americas, Middle East, Africa and Asia Pacific.

The team works 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. Our specialists are leaders in many of those major real estate markets, be it prime offices in Sydney, New York or Paris, or residential property in London, Miami or Singapore.

Our services include:

- *Investment acquisitions and disposals*
- *Sale and leasebacks*
- *Build-to-suit opportunities*
- *Joint ventures*
- *Land sales*
- *Debt advisory*
- *Evaluation of assets within non-performing loans*
- *Equity placement*
- *Asset management*



THE INVESTMENT PROCESS

Knight Frank provides advice on all stages of the property lifecycle. Our team of advisers can assist whether it be an individual property acquisition requiring post purchase asset or property management, or a full fund solution through our wholly owned subsidiary, Knight Frank Investment Management.

- Identification of correct investment strategy
- Determine capital / income preferences
- Establish sector and geographical strategy
- Stock selection based on pre-determined investment parameters

Investment Strategy

- Transaction sourcing
- Bid strategy and offer process
- Financial analysis / cashflow modeling
- Debt sourcing
- Full property due diligence

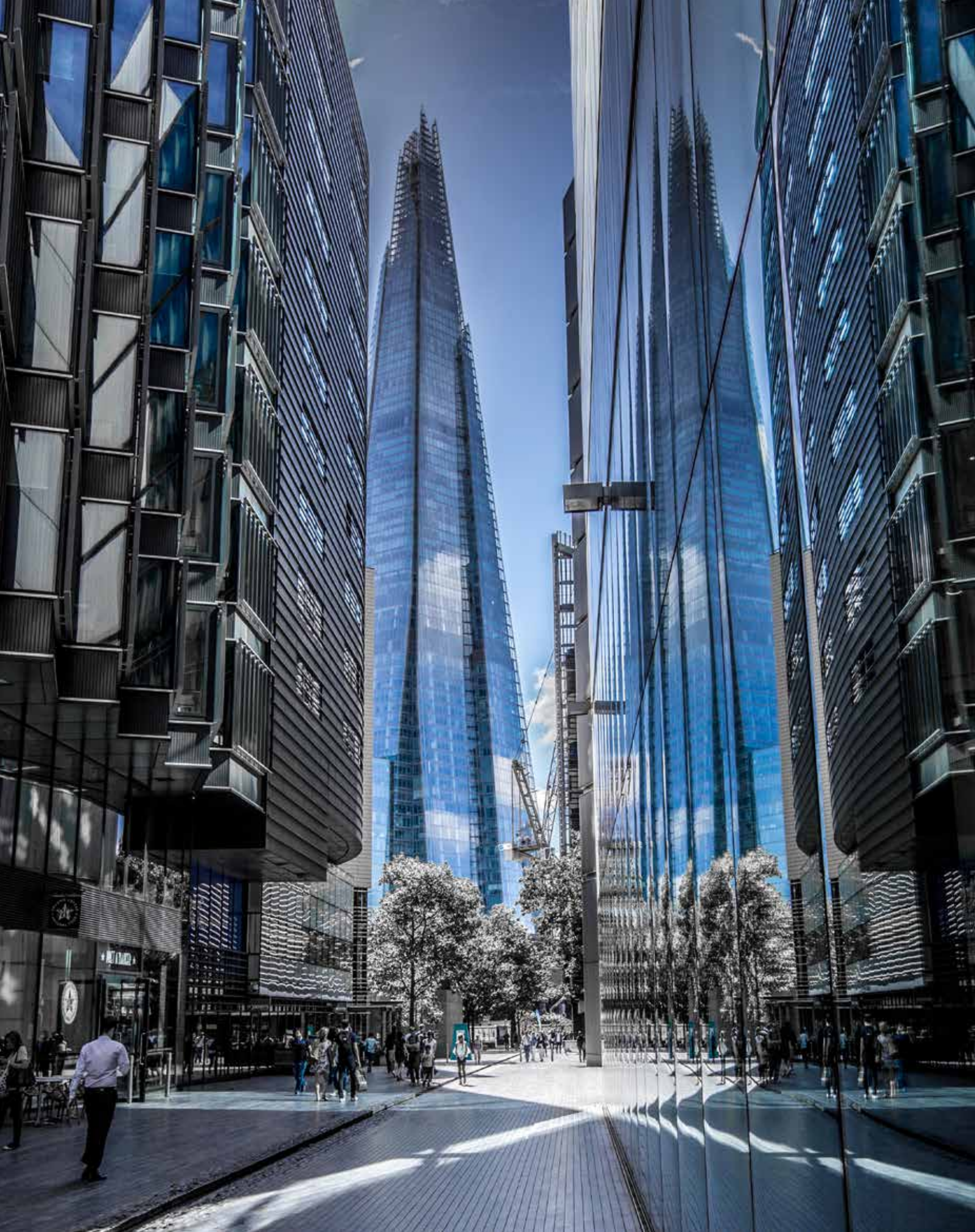
Asset Acquisition

Asset Sale

- Monitor market for optimum exit timing
- Working in line with initial hold period expectations
- Managing either a discrete or wide marketing campaign
- Running the sale process from start to finish

Proactive Asset Management

- Construct asset business plans
- Implement income generating initiatives e.g. lease reviews and extensions, refurbishment
- Drive effective property management



INVESTMENT ACQUISITIONS BUY SIDE ADVISORY

Knight Frank works with a wide range of investors in originating and executing opportunities across real estate sectors and geographies.

Our acquisition scope of services:

1 Investment strategy and asset selection

- Identification of correct investment strategy
- Macro market assessment and market research
- Stock selection based on pre-determined investment parameters by screening the whole market
- Target bilateral opportunities or off-market transactions

2 Pre-offer due diligence

- Understand the micro market; trends, transactions and current rental rates
- Inspection with or on behalf of clients
- Benchmarking analysis to local, regional and international comparables
- In-depth financial modelling and sensitivity analysis
- Analysis of tenant covenant strength
- Lease review
- Initial debt enquiries

3 Post-offer due diligence

- Appoint professional advisers for technical /building / M&E environmental surveys
- Arrange legal advice; solicitors, full planning and local searches, report on title, lease review etc
- Liaise with debt providers if required
- Working with client and professional teams through due diligence period
- If required, acting as main client representative through to completion

INVESTMENT DISPOSALS SELL SIDE ADVISORY

Our dedicated team provides landlords, investors and real estate stakeholders with professional, reasoned advice in respect of their real estate holdings.

Our sales scope of services include:

1 Sales strategy and preparation

- Hold/sell analysis and recommendations
- Full market research and portfolio analysis
- Detailed cash flow / financial modelling
- Pricing analysis
- Pre-sale due diligence, including surveys and formal appraisals
- Production of high quality professional marketing materials teaser and full investment memorandum
- Production of online data room / marketing videos or other marketing materials as appropriate

2 Sales process

- Running either a discreet or wide marketing campaign
- Proactive targeting and marketing to an appropriate and relevant investor database
- Use of our global network as appropriate
- Inspections with prospective purchasers
- Collation of proposals
- Purchaser / agent negotiations
- Selection of purchaser either through private treaty or competitive bid / tender process
- Balanced, rational advice on potential counter-parties, based on both financial and execution ability

3 Recommendations and deal closing

- Liaison with legal teams and all professional advisors throughout the due diligence / exclusivity process
- Ensuring all enquiries are responded to quickly and efficiently
- Ensuring timescales are met and adhered to
- Working with client up to satisfactory completion





CORPORATE SALE AND LEASEBACK ADVISORY

Our team provides advice on various disposal strategies, including strategic sale and leasebacks.

A sale and leaseback constitutes an arrangement where the seller of an asset leases back the same asset from the purchaser. The lease arrangement is initiated immediately after the sale of the asset with the amount of rent payments and the time period specified prior to completing the transaction. Essentially, the seller of the asset becomes the lessee and the purchaser becomes the lessor.

Sale and leasebacks are used by corporates to realise the value of their real estate portfolio or fund new properties for occupation. This can unlock the capital invested in real estate whilst still operating from the property. The raised capital can be used to improve balance sheets, invest in future expansion or returned to shareholders. The investor benefits from a stable long dated income backed by security of real estate ownership.

Transaction process:

- 1** Portfolio occupational requirement review
- 2** Advise on optimum leaseback structure in order to maximise value and operational efficiency
- 3** Review of marketability / investor appetite alongside pricing targets
- 4** Review of potential partners / investors
- 5** Collation of marketing materials
- 6** Targeted placement exercise or wider marketing campaign
- 7** Selection of investor either through competitive tender or private treaty
- 8** Managing the transaction process, engaging with all stakeholders through due diligence to successful close

POST PURCHASE PROPERTY ASSET MANAGEMENT

We provide bespoke, creative solutions that will enhance and protect your property investments (in certain geographies).

Our Property Asset Management teams specialise in delivering a complete range of management and consultancy services, including:

- Property management
- Facilities management
- Property accounting
- Consultancy services

Knight Frank's goal is to maximise investor returns through responsible, proactive management. The Property Asset Management team works closely with our agency and consultancy teams to ensure complete lifecycle advice.

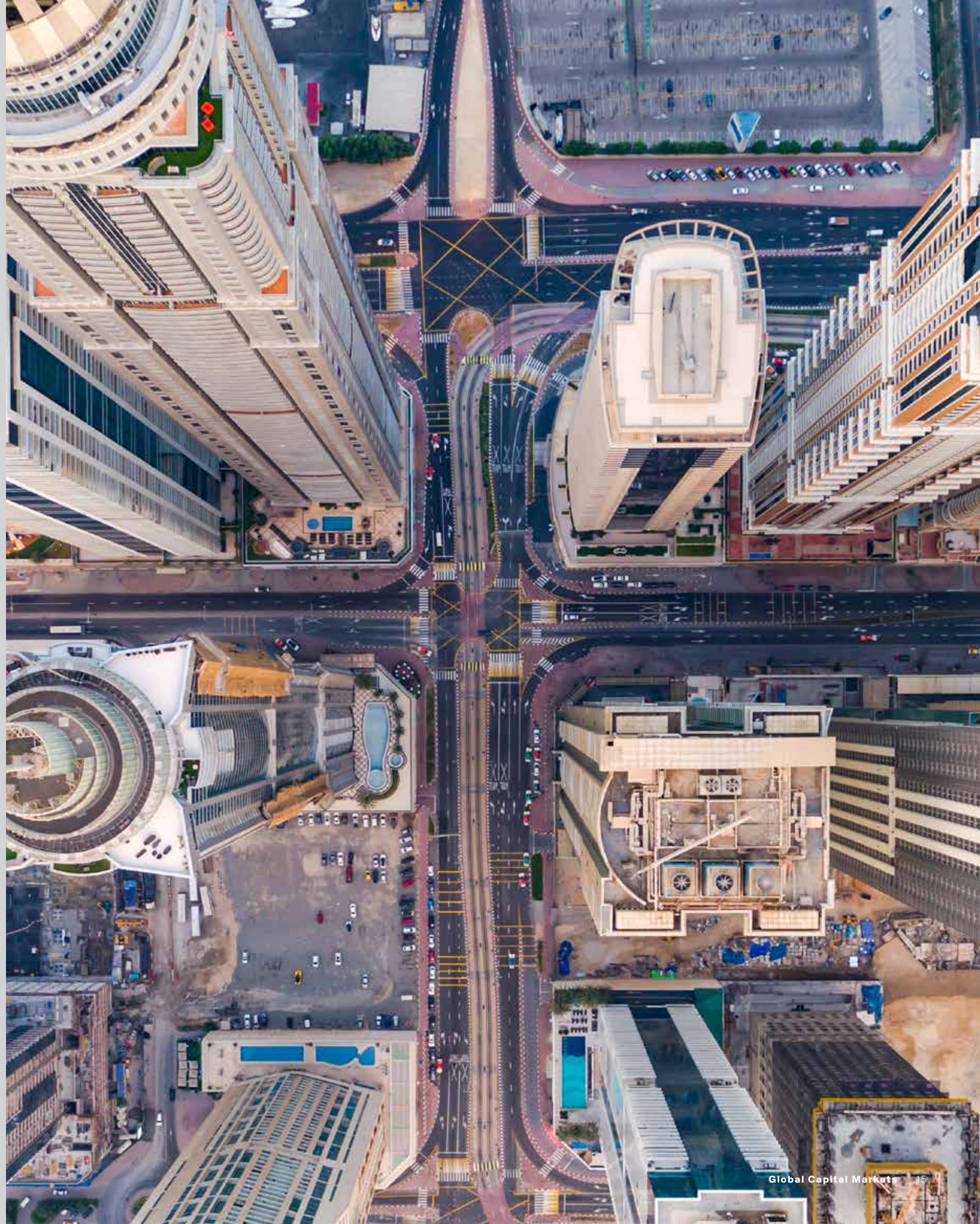
STRATEGY REPORTING TAILORED RESEARCH SOLUTIONS

Commercial success relies on understanding current and future trends, managing risk and identifying new opportunities.

Our multi-disciplinary team has the expertise to evaluate and advise on market movements. We offer global coverage and a comprehensive range of research products and strategic advice including:

- Property market data and analysis
- Development and occupational analysis
- Forecasting
- Tenant profiling
- Economic analysis
- Investment market analysis
- Demographic and catchment analysis

Research can be carried out on bespoke case by case projects or provided on a regular basis to assist with shareholder / fund reporting.



An aerial photograph of the London skyline at dusk. The Shard, a tall, glass-clad skyscraper with a distinctive pointed top, is the central focus, reflecting the warm light of the setting sun. To its left, several other modern buildings with glass facades are visible, some with golden reflections. The foreground shows a mix of older, lower-rise buildings and modern structures, creating a contrast between old and new architecture. The sky is filled with soft, white clouds, and the overall atmosphere is one of a vibrant, modern city.

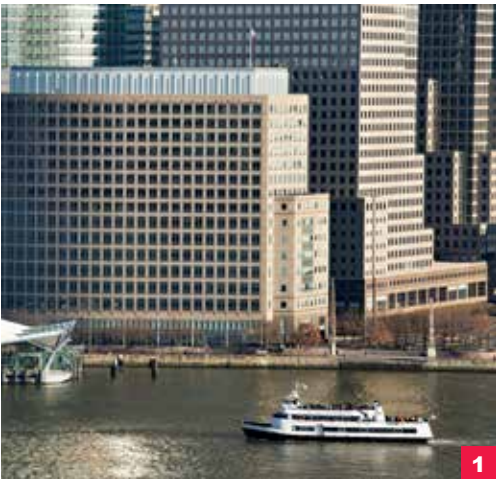
GLOBAL TRACK RECORD

We provide seamless cross-border expertise through our global office network, working closely with the Knight Frank’s Global Capital Markets group and local investment teams.

Our scope of services:

- Sourcing international transactions across all property sectors through our network of international offices
- Identifying and determining suitability of both on and off market opportunities in line with your pre-determined criteria
- Providing micro and macro market analysis to support investment decision making
- Bespoke cashflow modelling on a geared/ungeared basis
- Proposal submission and offer negotiation
- Execution and close

Recent transactions :



1
THE NYMEX BUILDING
New York, USA
US\$ 200M



2
MAXIMA PORTFOLIO
The Netherlands
€ 383M



3
PANATTONI PORTFOLIO
Poznań & Łódź, Poland
€ 38M



4
AVENIDA DE BURGOS 89
Madrid, Spain
€ 385M



5
THE VILLAGE HOTEL
Glasgow, UK
£ 24.6M

Sector - Hotel
Purchaser: Private Middle Eastern Investor



6
CENTRICA GLOBAL HQ
Windsor, UK
£ 56.3M

Sector - Office
Purchaser: Kuwaiti Institutional Investor



7
98 FETTER LANE
London, UK
£ 71M

Sector - Office
Purchaser: Private Middle Eastern Investor



8
120-134 TOTTENHAM COURT
Road London, UK
£ 70M

Sector - Retail & Hotel
Purchaser: Private Middle Eastern Investor



NORTHPOINT
 North Sydney, Australia
Price: AU\$ 300M (50%)
Purchaser: Earlylight (Hong Kong)
Client: Redefine (South Africa)



MICRON
 Silicon Valley, USA
Price: US\$ 440M
Purchaser: Mori Trust (Japan)
Client: PIMCO (USA)



STELLAR PORTFOLIO
 Nottingham, Bristol, Newcastle & Cardiff
Price: £ 237M
Purchaser: Arlington Advisors (UK)
Vendor: Fusion Student (UK)



SIXTY LONDON
 60 Holborn Viaduct, London, UK
Price: £ 331.58M
Purchaser: Norges (Norway)
Vendor: Hines / VGV (USA)

MIDDLE EAST TRACK RECORD



MIDDLE EAST TRACK RECORD



U-BORA TOWER

Business Bay, Dubai, UAE

Client: Midas International

Size: 725,000 sq ft

Details: Investment disposal

Knight Frank was exclusively appointed to provide strategic disposal advice to a South Korean Real Estate fund on their 725,000 sq ft office tower.

Services provided:

- Disposal advisory services – focusing on optimising the financial structure of the transaction to ensure the returns satisfy the vendors objectives
- Price recommendation to the seller based market investment sentiment
- In-depth market overview including supply and demand, market rates and recommend the best marketing strategy
- Running of entire sales process from marketing, data room, cash flow modelling and all interaction with various third parties
- The team approached a targeted list of investors, based on their experience, track record and current appetite. All interested parties received bespoke presentations and road shows.
- Completion of the sale to a private UAE family office

“The largest single office tower transaction ever completed in the Middle East.”



LULU CENTRAL LOGISTICS

Riyadh, KSA

Client: Capital Guidance / Tasra

Size: 177,605 sq ft

Details: Investment disposal and forward commitment

Knight Frank was appointed to advise on the sale of this key logistics unit to the south of Riyadh for an institutional seller.

Services provided:

- Pricing recommendations based on current market demand and sentiment
- Preparation of high level marketing materials
- Coordination of a structured sale process to achieve best price
- Liaison with vendor, tenant and purchaser in order to achieve transaction completion
- Completion of the sale to a KSA based REIT



“A market leading transaction in the logistics sector.”

MIDDLE EAST TRACK RECORD



“A dominant retail centre in an established residential location.”



SOUQ EXTRA COMMUNITY CENTRE

Dubai Silicon Oasis, Dubai, UAE

Client: Souq Extra LLC

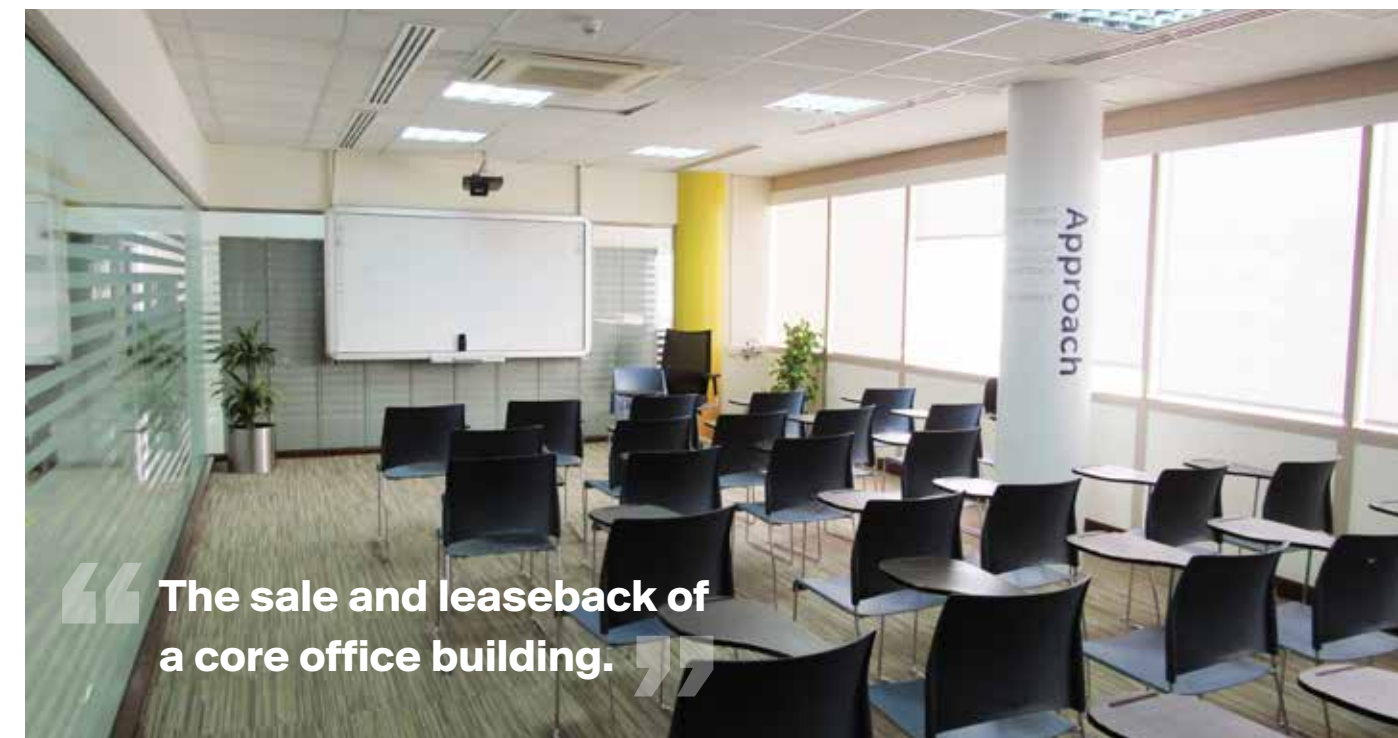
Size: 35,516 sq ft

Details: Investment sale and forward commitment

Knight Frank was appointed on an exclusive joint mandate to sell a UAE community retail centre.

Services provided:

- Disposal advice with regards to market sales price and marketing strategy to maximise interest
- The preparation of marketing material, transaction timeline and identifying target investors
- The hosting of a detailed data room with all relevant property, market and fund documentation – including an 86 page investment memorandum
- The creation of a bespoke financial model on the client's request to be shared with investors interested in the investment opportunity
- The completion of the sale to a UAE financial institution, including a forward commitment to acquire Phase II



“The sale and leaseback of a core office building.”



ADCB TOWER

Dubai, UAE

Client: ADCB

Size: 47,742 sq ft

Details: Sale and leaseback



Knight Frank was appointed to provide strategic disposal advice to the UAE's fourth largest bank on a business critical asset in the UAE.

Services provided:

- Structuring a 10 year sale and leaseback for the client to maximise their financial returns from the transaction and remain in occupation
- Disposal advisory services – focusing on optimising the financial structure of the transaction to ensure the returns satisfy the vendors objectives
- Running the entire sales process from marketing, establishing guidelines for bidding, dealing with the numerous parties involved in the transaction and setting strict deadlines to ensure a smooth transaction process
- The completion of the sale to a private UAE investor

OUR GLOBAL PLATFORM

THE AMERICAS
6,155 PEOPLE
175 OFFICES
13 TERRITORIES

Argentina / Brazil / Canada / Chile /
Colombia / Costa Rica / Mexico / Peru /
Puerto Rico / The Caribbean (3) / USA

CONTINENTAL EUROPE
1,320 PEOPLE
88 OFFICES
16 TERRITORIES

Austria / Belgium / Cyprus /
Czech Republic / France / Germany /
Ireland / Italy / Monaco /
The Netherlands / Poland /
Portugal / Romania / Russia /
Spain / Switzerland

UNITED KINGDOM
2,210 PEOPLE
85 OFFICES

AFRICA
680 PEOPLE
24 OFFICES
10 TERRITORIES

Botswana / Kenya / Malawi /
Nigeria / Rwanda / South Africa /
Tanzania / Uganda / Zambia /
Zimbabwe

THE MIDDLE EAST
100 PEOPLE
3 OFFICES
2 TERRITORIES

Kingdom of Saudi Arabia /
United Arab Emirates

ASIA - PACIFIC
5,700 PEOPLE
60 OFFICES
14 TERRITORIES

Australia / Cambodia / China
Hong Kong / India / Indonesia /
Japan / Malaysia / New Zealand /
Philippines / Singapore /
South Korea / Taiwan / Thailand

Knight Frank has a dedicated global network of over **550 investment advisors** across **58 countries** providing unrivalled insight and access to global capital markets

523 OFFICES
60 TERRITORIES
18,000+ PEOPLE

Connecting people & property, perfectly.

Our team works with our international network to ensure we are up to date on all market trends and best practice.

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OUR SERVICES

Advisory Services

- Development Consultancy & Research
- Hospitality & Leisure
- Valuation & Advisory
- Education & Healthcare

Residential Transactional Services

- UAE Prime Residential
- MENA Project Marketing
- International Residential

Commercial Transactional Services

- Commercial Agency
- Capital Markets - Investment
- Capital Markets - Private Clients

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