



Corporate Occupier Services.

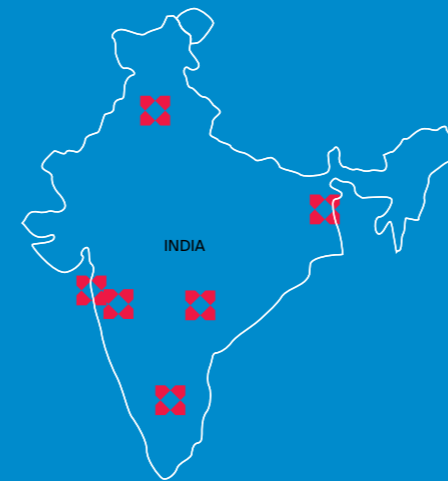
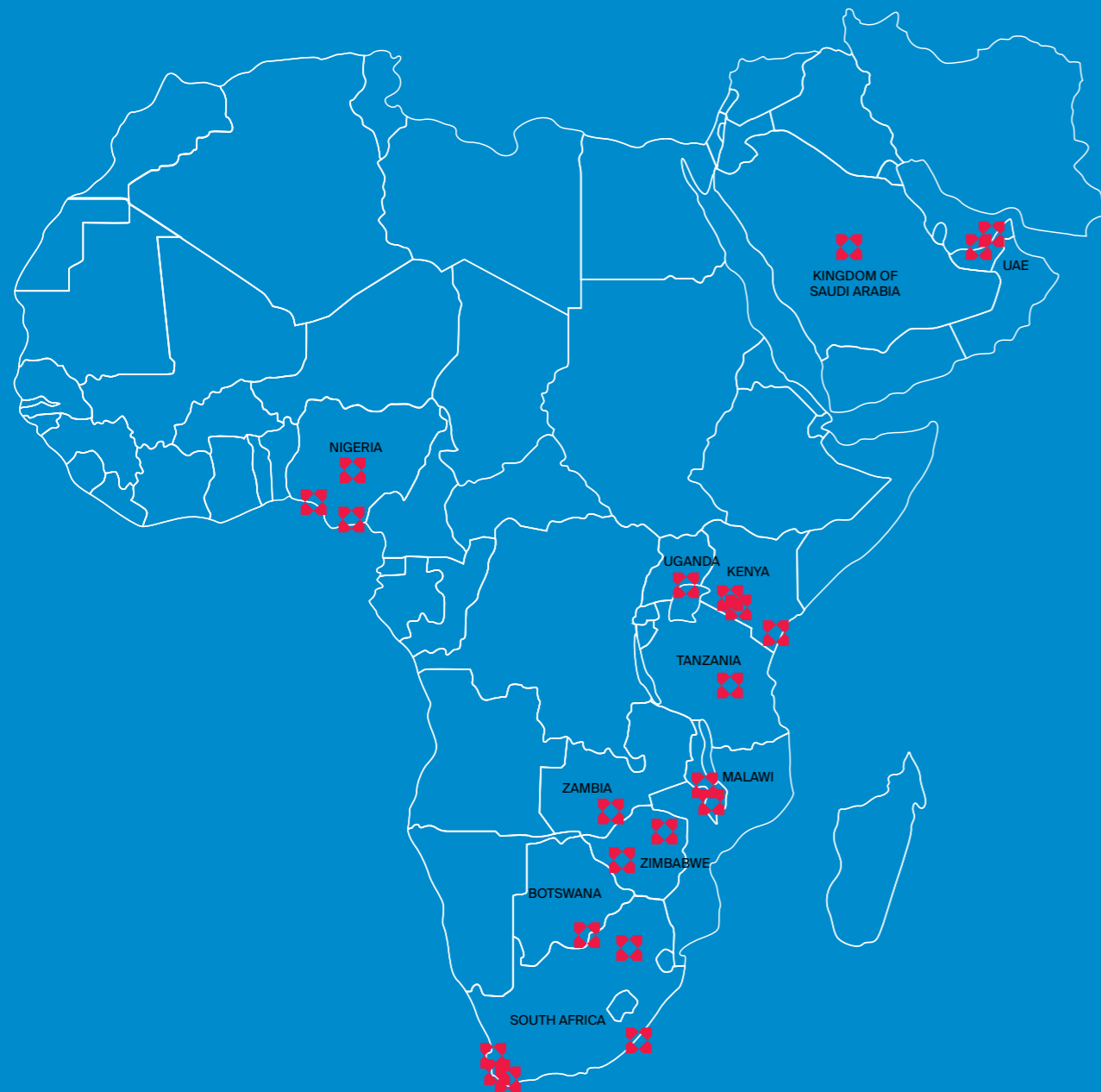
HERE TO HELP - MIDDLE EAST

UNRIVALLED EXPERTISE
& PROFESSIONALISM

www.KnightFrank.ae

Middle East, Africa & India Occupier Services

Knight Frank has transacted in all the GCC countries in the last 12 months and have advised in 39 African countries and successfully concluded 190 transactions across 3.8 m sq ft throughout Africa, the Middle East and India.



Botswana
Gaboron

Kenya
Westlands
Nairobi
Mombasa

Malawi
Lilongwe
Blantyre

Nigeria
Lagos
Aboja
Port Harcourt

South Africa
Cape Town
Sea Point
Gauteng
Durban
Hout Bay

Tanzania
Tanzania

Uganda
Kampala

Zambia
Lusaka

Zimbabwe
Bulawayo
Harare

India
Mumbai
Hyderabad
Pune
Gurugram
Kolkata
Bengaluru

United Arab Emirates
Dubai
Abu Dhabi

Kingdom of Saudi Arabia
Riyadh

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DEDICATED OCCUPIER ADVICE HERE FOR YOU.

Whether you are looking for, or currently occupy office space, or specialised uses like educational space, gyms and health centres, Knight Frank has experienced teams that are dedicated to advising you, the occupier.

Our proactive and focused approach to representing occupiers is based on our ability to identify and pre-empt the challenges you will face.

We understand the impact property can have on a business. Organisational performance and success are linked to the space you provide for your business. This means that the space must reflect the organisation's values.

We spend approximately **33%** of our life at the office. At Knight Frank we believe the office is more than just a place to work, but is a link **between your people and your business.**

KEY CONTACTS



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KEY SERVICES

- Acquisition & Disposal
- Lease Advisory & Rent Review
- Lease Renewal

WHY CHOOSE KNIGHT FRANK?



With over 10 years experience within the occupier markets across the UAE and GCC, Knight Frank is well positioned to advise on the most suitable strategy.

EXPERIENCE



Knight Frank's Middle East presence is wholly owned by the international business and is integrated with global hubs including London, New York, Mumbai and other international markets such as Nairobi and Johannesburg.

INTERNATIONAL



Knight Frank provides a regional presence to its clients, allowing them to strategically plan their real estate assets in the Middle East through a single Point of Contact.

REGIONAL PRESENCE



Provides professional services advice throughout the office acquisition process, which include input from our Professional Services colleagues with a view to getting tenant friendly covenants in the lease. Input from our Building Surveyor colleagues on any space planning, technical due-diligence or office fit-out requirements that arise.

PROFESSIONAL SERVICES

OUR APPROACH.

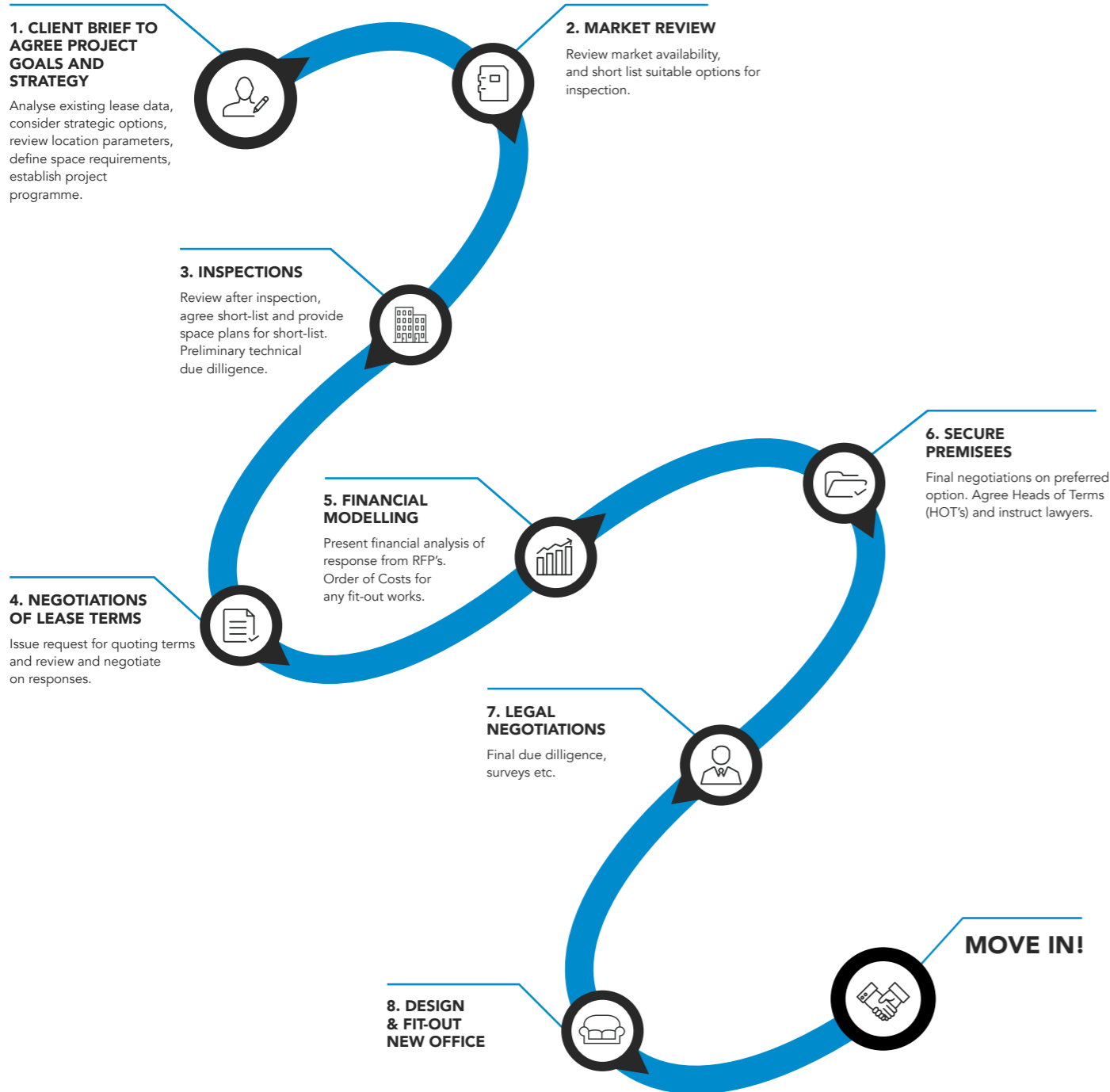
In a commercial world where the war for talent and the pressure to deliver operational efficiencies have never been fiercer, Knight Frank will advise you on finding and securing space that not only aligns with your business objectives but also enhances your business's productivity, brand and your ability to retain and attract the best talent.

STAY AHEAD OF YOUR COMPETITORS.



- FIND AND RETAIN "OFF MARKET" OPPORTUNITIES UNAVAILABLE THROUGH BROKERAGE WEBSITES
- CUT COSTS AND BOOST PROFITABILITY
- ENHANCE PRODUCTIVITY AND EMPLOYEE SATISFACTION
- ATTRACT THE BEST TALENT
- STREAMLINE OPERATIONS

Our road map aims to advise you on every step of the way to ensure you commit to the right space for your needs.



aetna™	wsp	♥aetna™
informa	FRAGOMEN	Tetra Pak
Mott MacDonald	AVEVA™	eni
BBC Worldwide	citi	MUFG
Signify	BOEING	DLA PIPER

Knight Frank Here to Help.

01

Riyadh Business Gate

Size: 31,420 sq ft

As a global client, Knight Frank assisted in the successful lease renewal for the client's office in Riyadh Business Gate.



02

Sheikh Rashid Tower

Size: 28,265 sq ft

Tenant Representation – Knight Frank provided a comprehensive review of stay v go analysis and later concluded a lease renewal in Sheikh Rashid Tower.



03

Emaar Square

Size: 26,421 sq ft

Knight Frank has successfully assisted in the lease renewal for the client in Emaar Square.



04

Abu Dhabi Trade Centre

Size: 11,000 sq ft

Tenant Representation – Knight Frank undertook the Stay vs Go review for office space in Abu Dhabi and sourced a 1,090 sq m office in Abu Dhabi Trade Centre (Abu Dhabi Mall).



06

Etihad Towers

Size: 10,387 sq ft

Tenant Representation – Knight Frank undertook a full search of the market, assisted in shortlisting appropriate options and has successfully secured an office space for the client at Etihad Towers, Abu Dhabi, UAE.



05

Al Sila Tower

Size: 6,889 sq ft

Tenant Representation - Knight Frank assisted in office search and selection in Abu Dhabi and has successfully closed the deal at Al Sila Tower, ADGM.



07

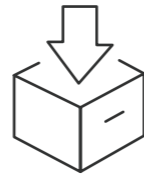
Seef District, Manama

Size: 6,415 sq ft

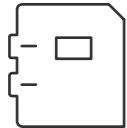
Leasehold disposal - Knight Frank assisted in the disposal of 6,415 sq ft office, located in the Seef District, Bahrain.

Exiting your current office space.

As part of moving to a new office location there is often the requirement to deal with the exit from your existing office. We can advise you on managing the yielding up (reinstatement) process and will, if required, review your lease and any associated documents, inspect your current space and advise on how best to navigate this process.



Establish the full brief for your new office.



At the outset, we will meet to discuss in detail your requirements in terms of the quantum and type of space you require, your desired specification, the desired timeline and a basic budget for any works that will be required. Once we have this information we can advise on the quantum of space you require and work up space plans and order of costs for a fit-out as the office agency team shortlist properties.

Technical Due Dilligence and Advice during lease negotiations.



When a desired property is identified we can undertake a technical due-diligence of the space so that we can advise on any issues that become evident. If issues become apparent there are a number of ways to deal with these whether it is by way of asking the Landlord to rectify the issue or to seek an exclusion in the lease. This process will also assist in progressing the fit-out process as a large amount of information is gathered.

Detailed Design, Tendering, Contract Administration & Sign Off.



As part of our service, we procure all the necessary professional design team where required. We project manage this team throughout the landlord consent and detailed design process, all the way through to the completion and sign off of the project. In order to get best value, we typically seek to tender the works to suitably placed contractors, however if timing is an issue, we can administer an open book management contract with a contractor to fast track the process.

HERE TO TALK



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