

# Education Consultancy

Middle East and Africa



# INTRODUCTION TO EDUCATION CONSULTANCY

---

The Education sector in the GCC and Africa is on a consistent growth trajectory, buoyed by a young population. Within the GCC, public sector initiatives are actively fostering private sector participation to elevate educational standards and foster innovation. This shift enables governments to transition from direct providers to effective regulators in the education domain.

To support this growth and engage both public and private sectors, Knight Frank offers a specialised education advisory team in the Middle East and Africa. Our experienced team provides various services such as market analysis, feasibility studies, valuation, transaction support, operator selection, preopening assistance, academic planning, and project cost and building consultancy.

As part of an international enterprise with over 500 offices across 60 territories, the team is equipped with resources and global connectivity to support clients on cross-border education ventures. Supported by our team of international offices we provide visibility on education key performance indicators, market landscapes and transactional data to facilitate informed decision-making. We thank you for sparing the time to learn about our services, expertise and credentials.



A stylized, handwritten signature in black ink.

**Shehzad Jamal**

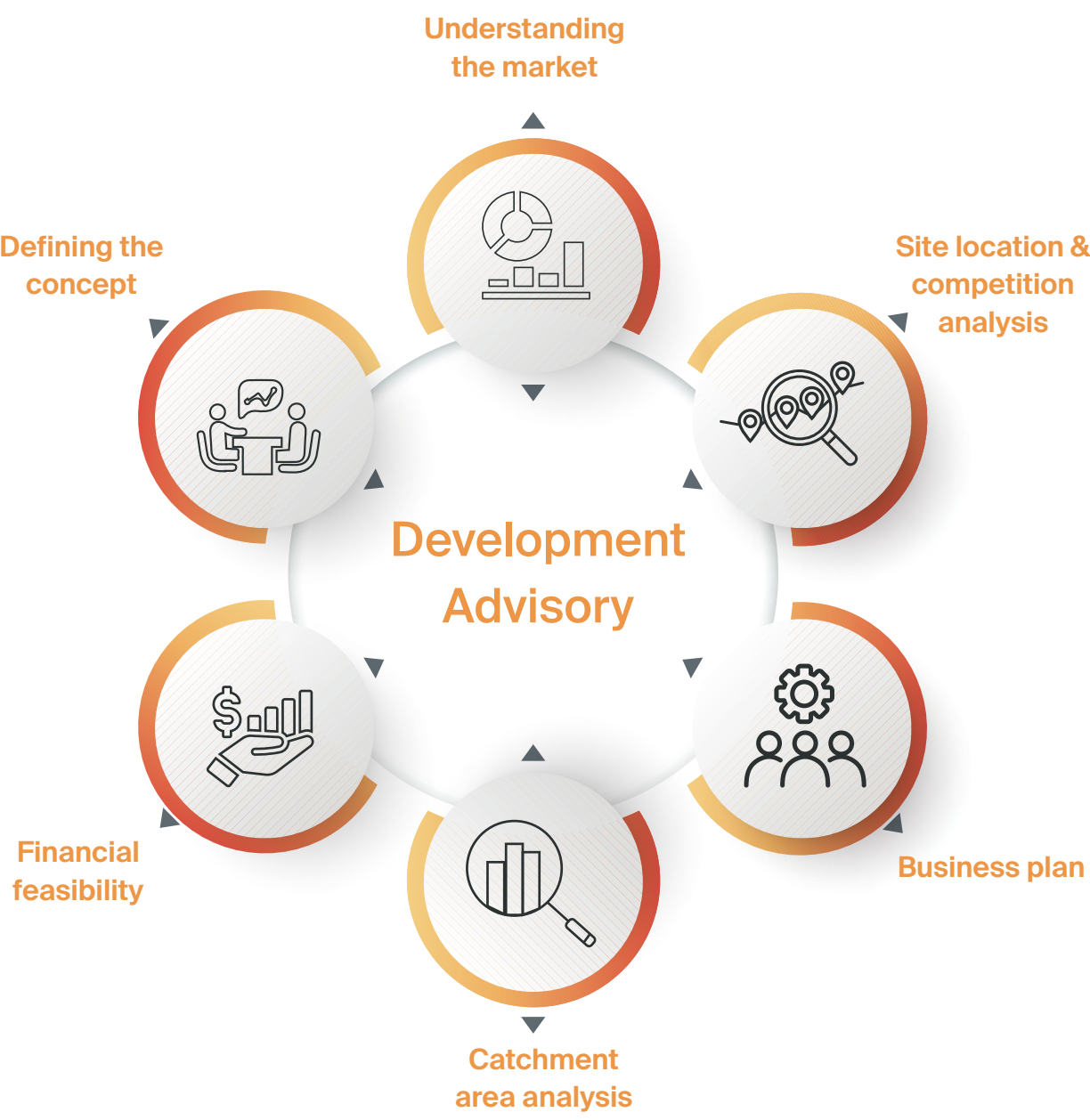
Partner - Strategy & Consultancy, MEA







# STRATEGIC ADVISORY





# STRATEGIC ADVISORY







# TRANSACTION SERVICES

## Transaction Advisory

- ▶ Commercial due diligence
- ▶ Operator search and selection
- ▶ Public private partnership
- ▶ Acquisition/disposal advisory
- ▶ Sale and lease back
- ▶ Identification & evaluation of investment opportunities in GCC
- ▶ Assistance in raising capital



## Valuation Advisory

- ▶ Real estate valuation
- ▶ Plant and equipment valuation
- ▶ Market rent assessment

## Project and Building Consultancy

- ▶ Technical due diligence
- ▶ Reinstatement costing assessments
- ▶ Planned maintenance
- ▶ Dilapidations ancillary services
- ▶ Project & cost management
- ▶ Engineering design & sustainability



## OUR EXPERIENCE

DURING THE LAST  
**5 YEARS**

**50+**   
PROJECTS

WITH A TOTAL VALUE  
IN EXCESS OF

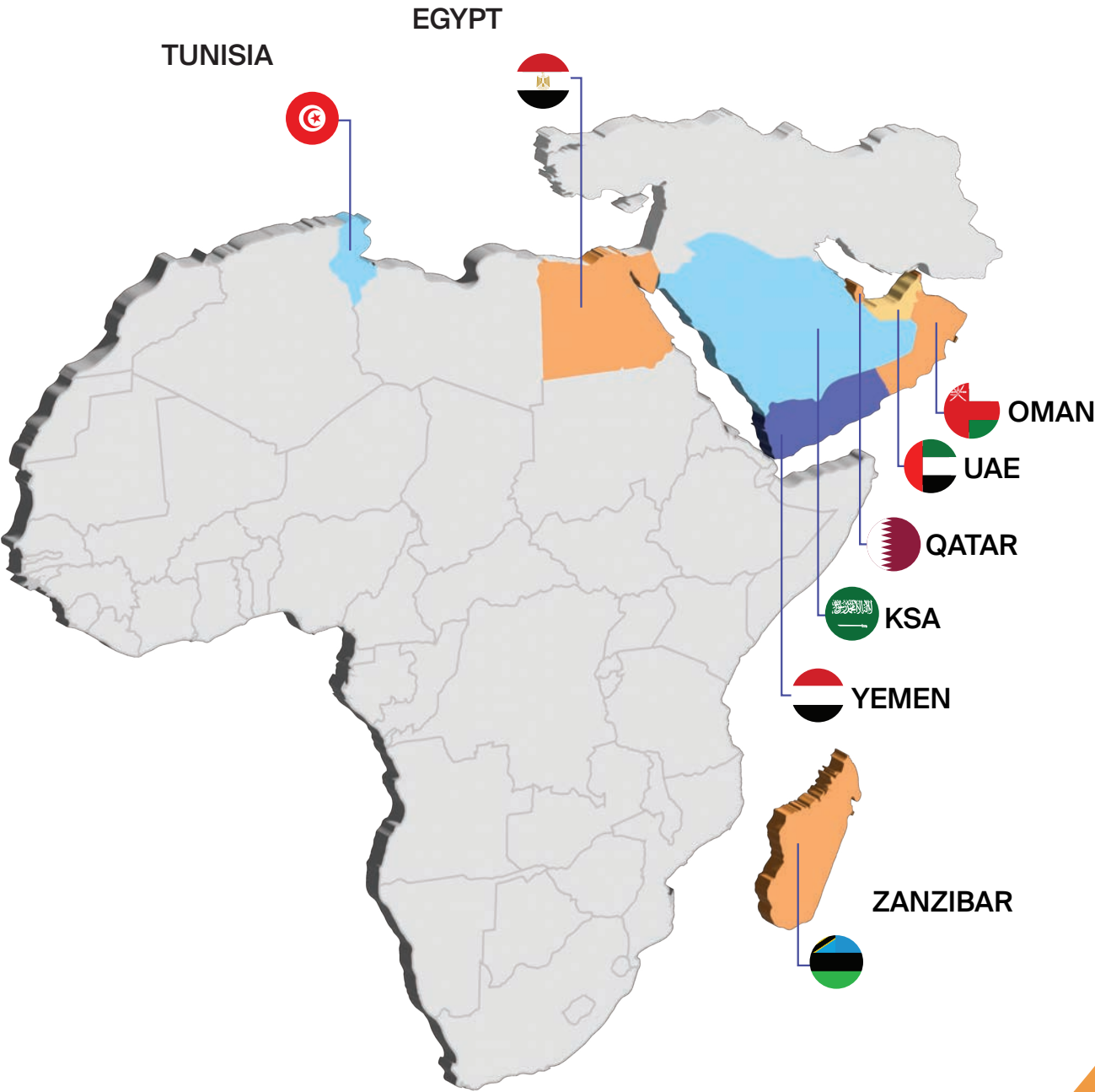
**USD  
2.6bn**







# MARKETS OF EXPERIENCE





# THOUGHT LEADERSHIP

## Saudi Arabia Education Report 2021

- ▶ Pre-primary education
- ▶ Primary and secondary education
- ▶ Tertiary education
- ▶ Technical and vocational training

## Education Report Dubai 2018/2019

- ▶ Affordability in the education sector in context of time and distance rather than monetary value
- ▶ Regulatory changes
- ▶ Evolution of supply

## Research on education sector in Oman

- ▶ Market Understanding
- ▶ Demand and Supply
- ▶ Opportunities





# OUR TEAM



**SHEHZAD JAMAL**  
Partner - Strategy & Consultancy, MEA  
shehzad.jamal@me.knightfrank.com  
+971 56 410 1298



**SALMAN KHAN**  
Senior Manager - Strategy & Consultancy  
Education, MEA  
salman.khan@me.knightfrank.com  
+971 50 938 2574



**TALHA JAWAID**  
Senior Manager – Strategy & Consultancy  
Healthcare & Education, MEA  
talha.jawaid@me.knightfrank.com  
+971 50 613 8350



**ABDULMOHSEN ALMALAQ**  
Senior Analyst - Strategy & Consultancy  
Healthcare & Education, MEA  
abdulmohsen.almalaq@me.knightfrank.com  
+966 11 2890 700

# OTHER SPECIALIST SERVICES

## Valuation & Advisory



**STEPHEN FLANAGAN, MRICS**  
Regional Partner - Head of Valuation and  
Advisory, MENA  
stephen.flanagan@me.knightfrank.com  
+971 50 813 3402



**TALAL RAQABAN, MRICS**  
Partner - Head of Valuation and Advisory, KSA  
talal.raqaban@me.knightfrank.com  
+966 50 0556 308

## Project & Development Services



**MOHAMED NABIL ABDELAZIZ**  
Regional Partner - Head of Project & Development  
Services, MENA  
mohamed.nabil@me.knightfrank.com  
+20 115 370 0038



**MOATAZ MOSALLAM**  
Partner - Head of Project & Development  
Services, UAE & Egypt  
moataz.mosallam@me.knightfrank.com  
+971 56 608 1391

## Plant & Machinery Valuation



**MUHAMMAD ALI SHAIKH**  
Partner - Head of Plant and Machinery Valuation  
& Advisory, MEA  
muhammad.shaikh@me.knightfrank.com  
+971 56 548 9632



**BEN WALKER**  
Partner - Building Consultancy, MENA  
ben.walker@me.knightfrank.com  
+971 50 2456 659

## Capital Markets



**ANDREW LOVE**  
Regional Partner - Head of Capital Markets &  
Occupier/Landlord Strategy and Solutions, MENA  
andrew.love@me.knightfrank.com  
+971 50 777 9595



**ABHISHEK SEHGAL**  
Associate Partner - Capital Markets, UAE  
abhishek.sehgal@me.knightfrank.com  
+971 56 507 9643



# Advisory & Consultancy Services

## Valuation & Advisory

As one of the largest and highest profile global valuation practices, our team of professional experts provides a comprehensive range of valuation and market appraisals.



**STEPHEN FLANAGAN, MRICS**  
Regional Partner - Head of Valuation and Advisory, MENA  
stephen.flanagan@me.knightfrank.com  
+971 50 813 3402



**TALAL RAQABAN, MRICS**  
Partner - Head of Valuation and Advisory, KSA  
talal.raqaban@me.knightfrank.com  
+966 50 055 6308

## Residential & Commercial Valuation

Representing one of the largest and highest profile valuation practices, our team of experts provide comprehensive residential and commercial property valuation & advisory services across the United Arab Emirates and the Middle East.



**IMRAN HUSSAIN, MRICS**  
Partner - Residential Valuations, UAE  
imran.hussain@me.knightfrank.com  
+971 50 383 2491



**TIM HOLMES, MRICS**  
Partner - Commercial Valuations, UAE  
tim.holmes@me.knightfrank.com  
+971 50 327 0274

## Plant and Machinery Valuation & Advisory

Our diverse team of surveyors bring a wealth of experience valuing complex facilities ranging from typical manufacturing facilities, integrated petrochemical complex, and more.



**MUHAMMAD ALI SHAIKH**  
Partner - Head of Plant and Machinery Valuation and Advisory, MEA  
muhammad.shaikh@me.knightfrank.com  
+971 56 548 9632

## Hospitality, Leisure & Tourism

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



**TURAB SALEEM**  
Partner - Head of Hospitality, Tourism & Leisure Advisory, MEA  
turab.saleem@me.knightfrank.com  
+966 56 100 5014



**DANIEL PUGH**  
Partner - Head of Hospitality Valuation & Advisory, MENA  
daniel.pugh@me.knightfrank.com  
+971 50 945 2635

## Project & Development Services

As specialist project managers, cost consultants, and workplace designers, we undertake new build, regeneration, refurbishment and fitting out construction projects.



**MOHAMED NABIL**  
Regional Partner - Head of Project & Development Services, MENA  
mohamed.nabil@me.knightfrank.com  
+20 115 370 0038



**MOATAZ MOSALLAM**  
Partner - Head of Project & Development Services, UAE & Egypt  
moataz.mosallam@me.knightfrank.com  
+971 56 608 1391

## Building Consultancy

Working with developers, investors, landlords, funds and tenants, our experienced Building Consultancy provide a wide range of professional building surveying related services.



**BEN WALKER**  
Partner - Head of Building Consultancy, MENA  
ben.walker@me.knightfrank.com  
+971 50 245 6659

## Strategy & Consultancy

Our teams have advised on some of the most high-profile residential, commercial and mixed-use developments across the MENA region.



**HARMEN DE JONG**  
Regional Partner - Head of Consultancy, MENA  
harmen.dejong@me.knightfrank.com  
+966 56 304 5356



**SHEHZAD JAMAL**  
Partner - Strategy & Consultancy, MEA  
shehzad.jamal@me.knightfrank.com  
+971 56 410 1298



**YAZEED HIJAZI**  
Associate Partner - Co-Head of Strategy & Consultancy, KSA  
yazeed.hijazi@me.knightfrank.com  
+966 54 525 4794

## 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.



**DR GIREESH KUMAR**  
Associate Partner - Strategy & Consultancy Healthcare, MEA  
gireesh.kumar@me.knightfrank.com  
+971 56 484 5490

## Education Consultancy

Our education team provides support during the entire life cycle within the education business, from conceptualisation to exit. Within the MEA region, our core strength is providing advisory services as well as transaction support.



**SHEHZAD JAMAL**  
Partner - Strategy & Consultancy, MEA  
shehzad.jamal@me.knightfrank.com  
+971 56 410 1298



**SALMAN KHAN**  
Senior Manager - Strategy & Consulting, Education, MEA  
salman.khan@me.knightfrank.com  
+971 50 938 2574

## Research & Geospatial

Our research goes beyond the numbers so we are able to deliver personalised insights on market performance.



**FAISAL DURANNI**  
Partner - Head of Research, MENA  
faisal.durrani@me.knightfrank.com  
+971 4 426 7698

## Property Asset Management

We pride ourselves on our innovative, integrated approach to property asset management and our leading software and proprietary systems.



**ONZIE JONES**  
Partner - Property Asset Management, UAE & KSA  
onzie.jones@me.knightfrank.com  
+971 54 322 4749

## Retail Advisory

We advise global and regional developers as well as landlords to define the optimal retail strategy to increase net operating income, profitability and ultimately capital value.



**JONATHAN PAGETT**  
Partner - Retail Advisory, KSA  
jonathan.pagett@me.knightfrank.com  
+966 11 289 0716

## Luxury Brands

Our team specializes in creating exciting branded property concepts that add real value for luxury brands and developers alike.




**LARS JUNG-LARSEN**  
Partner - Luxury Brands, MENA  
lars.junglarsen@me.knightfrank.com  
+971 50 378 0902




# Commercial Transactional Services

## Capital Markets

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



**ANDREW LOVE**  
Regional Partner - Head of Capital Markets & Occupier/Landlord Strategy and Solutions, MENA  
andrew.love@me.knightfrank.com  
+971 50 777 9595



**ABHISHEK SEHGAL**  
Associate Partner - Capital Markets, UAE  
abhishek.sehgal@me.knightfrank.com  
+971 56 507 9643

## Industrial & Logistics

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




**ADAM WYNNE**  
Associate Partner - Occupier/Landlord Strategy and Solutions, Co-Head of Industrial & Logistics, UAE  
adam.wynne@me.knightfrank.com  
+971 56 474 1921



**MAXIM TALMATCHI**  
Associate Partner - Co-Head of Industrial & Logistics, UAE  
maxim.talmatchi@me.knightfrank.com  
+971 50 516 9965

## Occupier Strategy & Solutions

Our dedicated team of advisors and negotiators assist occupiers in their search for commercial space throughout the GCC.



**JAMES HODGETTS**  
Partner - Occupier Strategy and Solutions, MEA  
james.hodgetts@me.knightfrank.com  
+971 56 420 2314

## Retail


Our team provides comprehensive retail, F&B, and leisure leasing services, from tenant placement to contract negotiation as well as tracking local market sentiment.



**DANIEL ROSSO**  
Senior Manager - Retail Leasing, Dubai  
daniel.rosso@me.knightfrank.com  
+971 54 996 8825

## Data Centres

Our team advise on data centre transactions – from acquiring or selling existing space or new sites, we act on behalf of tenants, customers, operators, landowners and investors seeking market-entry and market expansion opportunities.



**STEPHEN BEARD**  
Global Head of Data Centres  
stephen.beard@me.knightfrank.com  
+971 50 121 7523

# Residential Transactional Services

## Dubai Prime

We specialise in the marketing and sales of prime and super-prime properties in key real estate locations throughout the UAE and internationally.



**ALFIE TABREZ**  
Sales Director - Prime Residential Dubai  
alfie.tabrez@me.knightfrank.com  
+971 58 584 1137

## Project Sales & Marketing

Our services are designed to create value and work with stakeholders to unlock the full potential from their assets whilst driving a holistic and custom designed sales and marketing strategy across regional and global platforms.




**MOHAMAD RABIH ITANI**  
Partner - Residential Project Sales and Marketing, KSA  
mohamad.itani@me.knightfrank.com  
+966 50 641 3473



**DEAN FOLEY**  
Associate Partner - Residential Project Sales & Marketing, UAE  
dean.foley@me.knightfrank.com  
+971 50 106 0784

## Mortgage & Debt Advisory


We work closely with our clients to provide strategic advice and in-depth analysis to ensure the optimum financing terms are obtained.



**BRADLEY RANDS**  
Partner - Head of Mortgage & Debt Advisory, MENA  
bradley.rands@me.knightfrank.com  
+971 56 420 6734

## Interior Design


We provide personalized luxury interior design, collaborating with artisans worldwide to create balanced spaces. Our procurement experts source high-quality furniture, art, and accessories, ensuring they align perfectly with client preferences.



**SABRINA MEHRA**  
Associate Director, Interior Services  
sabrina.phull@me.knightfrank.com  
+971 50 217 4701

## London Project 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.



**NICK SPENCER**  
Partner - London International Project Sales  
nicholas.spencer@me.knightfrank.com  
+971 54 584 4365

## U.S. Developments


Via our global partnership with Douglas Elliman, we provide exclusive access to residential property in the United States, with a specific focus on the New York, Los Angeles and Miami markets.



**GRACE BEN-NATHAN**  
Sales Coordinator - U.S Residential Developments MENA  
grace.bennathan@me.knightfrank.com  
+971 56 177 9629

## Private Office


Our Middle East Private Office advises and transacts for ultra-high net worth clients, family offices and their advisors across the globe, with our private clients benefitting from one point of contact and a long-term relationship that will span family generations to come.



**HENRY FAUN**  
Partner - Private Office, MENA  
henry.faun@knightfrank.com  
+44 73792 50701

## Marketing as a Service

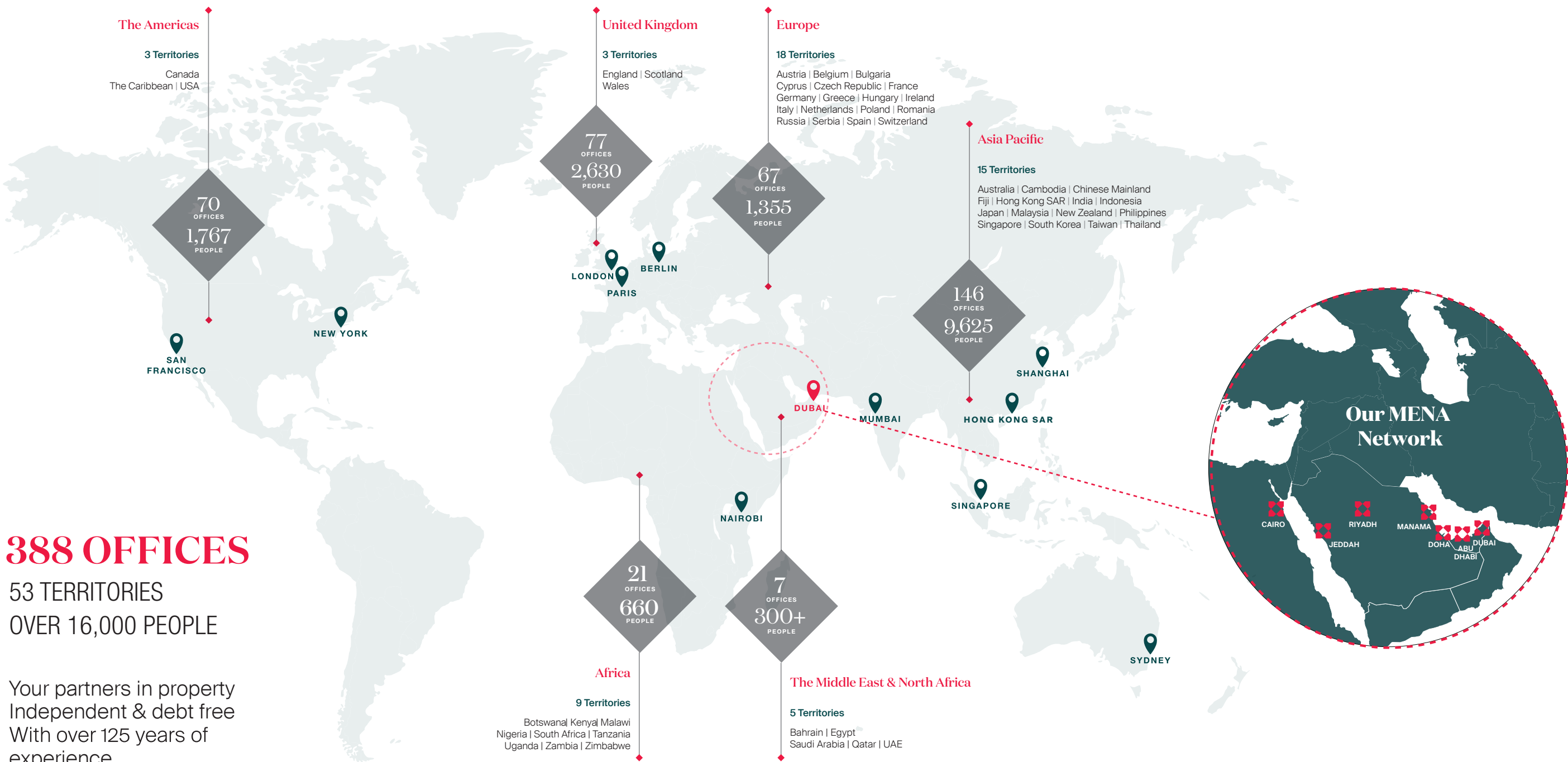
Our team offers marketing services to developers, hotel operators, investors, and owners of branded and unbranded schemes in the upper-upscale and luxury segments.



**TAMER ELFIKY**  
Partner - Head of Operations, Egypt  
tamer.elfiky@me.knightfrank.com  
+20 100 670 5188



# Our Global Footprint



**388 OFFICES**  
53 TERRITORIES  
OVER 16,000 PEOPLE

Your partners in property  
Independent & debt free  
With over 125 years of  
experience





## Shehzad Jamal

Partner - Strategy & Consultancy, MEA

shehzad.jamal@me.knightfrank.com

+971 56 410 1298

[knightfrank.ae](https://knightfrank.ae)

[knightfrank.com/bahrain](https://knightfrank.com/bahrain)

[knightfrank.com/egypt](https://knightfrank.com/egypt)

[knightfrank.com.qa](https://knightfrank.com.qa)

[knightfrank.com.sa](https://knightfrank.com.sa)



@KnightFrankMENA



@KnightFrankMENA



@KnightFrankMENA



@KnightFrankMENA



@KnightFrankMENA