



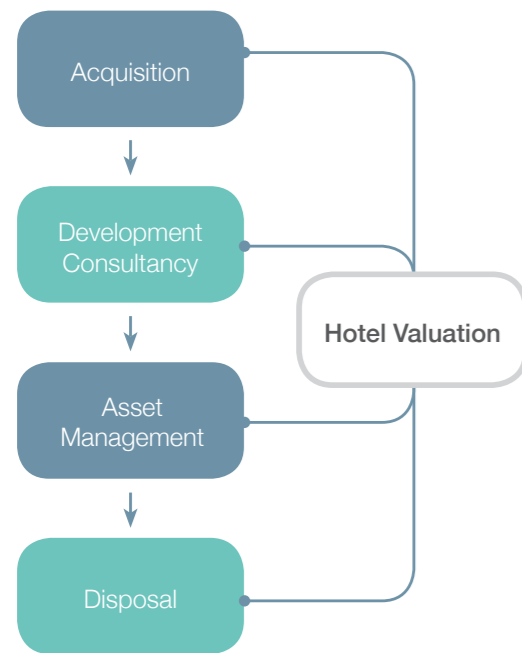
HOSPITALITY
VALUATIONS

OUR SERVICES

Knight Frank's dedicated Hospitality team provides market focused valuation services for hotel owners, financial institutions, asset managers, and investors alike in making informed decisions, reviewing opportunities, mitigating risks, and making strategic plans throughout the lifecycle of the hotel asset.

Our extensive experience and deep understanding of the regional capital and investment sectors, market dynamics, and the hospitality asset's current and potential performance, allows us to provide reliable valuation advice tailored to your need.

Hotel investment lifecycle:



Valuation purpose:

- ◆ Acquisition
- ◆ Disposal
- ◆ Financial reporting / Audit
- ◆ Bank finance
- ◆ Fund raising
- ◆ Fire insurance

Asset type:

- ◆ Condominium hotels
- ◆ Resort hotels
- ◆ Time share properties
- ◆ Extended stay hotels
- ◆ Fractional properties
- ◆ Limited, select service and full service hotels
- ◆ Existing and proposed hotels
- ◆ Lodging related mixed use projects
- ◆ Land zoned for hospitality use
- ◆ Marinas
- ◆ Golf course and clubs

All our valuations are undertaken by qualified Registered Valuers in accordance with the RICS Valuation – Professional Standards (“The Red Book”) and IFRS as required. We strictly follow the RICS’s Code of Conduct and Knight Frank’s “Valuation Best Practice Procedures”.

We recognise that reputation and trust are paramount. Our unflinching integrity is the hallmark of our reputation and clear communication and openness engenders trust.

TRACK RECORD



In the past 12 months, Knight Frank has valued over US\$ 9.5 billion worth of hospitality assets across the MENA region.



1 Portfolio of Hospitality and Leisure Assets

Abu Dhabi, UAE

Instruction included the valuation and strategic review of a large portfolio comprising of 11 luxury hotels, two golf courses / clubs and existing commercial assets and land banks.

2 Portfolio of Hospitality and Leisure Assets

Dubai, UAE

Knight Frank undertook the valuation of a portfolio of 13 luxury hotels and golf courses / clubs across Dubai, including Hyatt, Le Meridien and hotels managed by Jumeirah.

3 Shaza Hotel

Bahrain Bay, Bahrain

Knight Frank undertook the valuation of a proposed 250 key hotel (with 30 luxury apartments) to be operated under the Shaza brand.

4 Mixed-use Hotel Asset

Dubai, UAE

Knight Frank was instructed to value the twin tower project which comprised of a 350-room Sofitel Hotel and 48 Burj Gate (Residence & Offices) for loan security purposes.

5 Hilton Ras al-Khaimah Resort and Spa

Ras al-Khaimah, UAE

Instruction included the valuation of this 475 keys five star hotel and 51 chalets located along the beach.

6 Porto Marina Hotel

North Coast, Egypt

Knight Frank provided valuation advice on the 380 room established resort, which consisted of a hotel, holiday apartments, retail mall and retail promenade.

OUR PEOPLE

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

HOSPITALITY & LEISURE: VALUATION

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OUR SERVICES

Residential Transactional Services

- ◆ International Residential Sales
- ◆ Residential Project Marketing
- ◆ UAE Residential Sales

Commercial Transactional Services

- ◆ Capital Markets and Investments
- ◆ Commercial Leasing
- ◆ Industrial and Logistics
- ◆ Retail Advisory & Consultancy

Advisory Services

- ◆ Development Consultancy & Research
- ◆ Hospitality Consultancy
- ◆ Project Monitoring
- ◆ Property Asset Management
- ◆ Valuation


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