

# MIDDLE EAST VALUATION & ADVISORY





Professional advice  
is critical in navigating  
today's complex markets

## VALUATIONS

Representing one of the largest and most reputable valuation practices in the Middle East, our team of experts provide comprehensive commercial real estate valuation services across the region. Our focus is on the client and understanding their particular needs.

### Valuations

We help our clients to fully understand the value of their assets enabling them to make informed decisions. We provide a complete spectrum of tailor-made valuation services for each type of asset and for varying purposes, including:

- ◆ Loan and security purposes
- ◆ Acquisitions and disposals
- ◆ Investment projects
- ◆ Development projects
- ◆ Single properties and portfolios
- ◆ Asset valuations for financial statements
- ◆ IPO listings
- ◆ Corporate restructuring and recovery
- ◆ Insurance purposes
- ◆ Sukuk issuances
- ◆ Expert witness services
- ◆ Plant and machinery assets

### Our clients

We act on behalf of financial institutions, developers, investment funds, and private individuals to enhance the value of their residential and commercial properties.

Our clients include:

- ◆ International and local banks
- ◆ Financial institutions
- ◆ Regional, international and local developers
- ◆ Regional and local investors
- ◆ Government and quasi-governmental entities
- ◆ Regional real estate funds
- ◆ Family offices
- ◆ Corporates

### Asset classes

Our dedicated, multi-disciplinary team's considerable experience extends across the following property sectors:

- ◆ Commercial
- ◆ Retail
- ◆ Hotels
- ◆ Development land / sites
- ◆ Industrial
- ◆ Mixed use
- ◆ Healthcare
- ◆ Education
- ◆ Residential

### Building relationships

Accurate valuations are critical in today's shifting property markets, they form the basis of successful sales and acquisition strategies and most importantly, return on investment. In the complex world of real estate development and investment, it is essential to have access to accurate information and professional, independent advice in order to make informed decisions.

### Reporting

We adopt rigid reporting and approval processes and our ability to draw on the resources available through our global network of research analysts and industry specialists allows us to really add value to our clients, rather than simply report it.

### Research

We combine property and financial expertise to provide you with timely, accurate and relevant valuation information. Our offices provide in-depth local market knowledge, and drivers of the commercial and residential markets. We produce regular research reports and market insights which demonstrate real market knowledge.



# GLOBAL VALUATIONS

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 appraisal services across all sectors.

Knight Frank has created a differentiated service offering working with the world's largest investors and lenders to provide the most sophisticated knowledge involving complex real estate on a global scale. 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.

# AFRICA CROSS BORDER

With increasing globalisation and the establishment of Dubai as the major staging post and key hub for businesses and capital investing into Africa we find increasing demand for advisory services in the African continent. Our Middle East team has a strong track record in North Africa, and we work closely with our extensive network of 23 offices in 9 countries in sub-Saharan Africa to provide seamless cross-border valuation advice.

# EXPERT WITNESS & LITIGATION SUPPORT

Our team is often called upon to act as expert witnesses across the commercial and residential property sectors. They have an in-depth understanding of the responsibilities required and this qualifies them to react promptly to deliver authoritative evidence in even the most complex cases.

## Expert witnesses for businesses, individuals and organisations

Knight Frank experts have a broad base of knowledge at their disposal when providing evidence. Our expertise extends to investment property, development, portfolios / refurbishment opportunities and owner occupied land and buildings. The breadth of expertise within the firm means that our experts can work with colleagues from other specialist areas on cases that require multiple experts.

Confidentiality is crucial, so it is vital to select advisors who are competent, approachable and totally trustworthy. Knight Frank has a long established professional reputation, and our customer service is second to none.

## Our expert witness and litigation services

We act as expert witnesses and litigation support specialists in a range of situations, including:

- ◆ Property valuation for litigation purposes
- ◆ Matrimonial disputes
- ◆ Negligence claims
- ◆ Court appointments
- ◆ Arbitration tribunals



In 2015 Knight Frank valued  
in excess of US\$1 trillion  
of real estate globally



# TRACK RECORD

It's not just about the years of experience; it's about the results that we deliver.

1 **Standard Chartered Tower**  
Dubai, UAE  
Sector: Offices  
Knight Frank provided detailed buy side due diligence and valuation advice to the purchaser in connection with their acquisition of the building, which is a 13 storey, Grade A, LEED Gold commercial office building majority let to Standard Chartered.

Our Middle East team has valued more than US\$ 20 billion of assets over the past 12 months



2 **Bahrain Financial Harbour**  
Manama, Bahrain  
Sector: Offices  
Knight Frank provided an annual valuation of the signature Grade A office development for year-end reporting purposes.

3 **Etihad Airways Corporate HQ**  
Abu Dhabi, UAE  
Sector: Offices  
Knight Frank advised Etihad on the valuation of the asset for year-end financial reporting purposes.

4 **Office Building**  
Jeddah, KSA  
Sector: Offices  
Knight Frank provided detailed valuation advice on a modern city centre office investment for internal purposes.

5 **Abraj Al Bait Towers**  
Mecca, KSA  
Sector: Retail  
Knight Frank provided detailed valuation advice on the retail element of the scheme, for year-end financial reporting purposes.

6 **The District**  
Abu Dhabi, UAE  
Sector: Retail  
Knight Frank provided a detailed valuation of a proposed new super regional mall, assuming it was complete, for internal purposes.

7 **The Village Dubai Parks**  
Dubai, UAE  
Sector: Retail  
Knight Frank provided detailed valuation advice to an institution financing the development – a new outlet shopping experience.





**8 Saadiyat Beach Residences**  
Abu Dhabi, UAE  
Sector: Residential  
Knight Frank provided valuation advice on 4 apartment buildings which were occupied and income producing for acquisition purposes.

**9 Porto Marina Resort & Spa**  
El Alamein, Egypt  
Sector: Hospitality  
Knight Frank provided a detailed valuation for a year-end financial report for an integrated mixed use development, containing: hotel, marina, retail, apartment and timeshare units.

**10 Residential Compound**  
Riyadh, KSA  
Sector: Residential  
Knight Frank provided valuation advice on a residential compound in Riyadh for potential acquisition purposes.

**11 Jebel Ali Free Zone (JAFZA)**  
Dubai, UAE  
Sector: Industrial  
Knight Frank provided a valuation report on Jebel Ali Free Zone for the London Stock Exchange, in relation to the acquisition of Economic Zones World by DP World.

**12 Industrial Complex**  
Al Khobar, KSA  
Sector: Industrial  
Knight Frank provided detailed valuation advice on an industrial complex as part of a portfolio review.

**13 Dubai Maritime City**  
Dubai, UAE  
Sector: Industrial  
Knight Frank provided strategic valuation advice on the entire Maritime City master development for year-end financial reporting.

**14 Dubai Creek Golf & Yacht Club**  
Dubai, UAE  
Sector: Hospitality  
Knight Frank was appointed to provide detailed valuation advice, which comprised of a golf course, yacht club, marina, villas and ancillary buildings for insurance purposes.

**17 Al Reem Island**  
Abu Dhabi, UAE  
Sector: Development  
Knight Frank provided valuation advice on over 9 million sq ft of GFA over 150 plots through 9 phases of this master development in connection with year-end financial statements.

**15 Cranleigh School**  
Saadiyat Island, Abu Dhabi, UAE  
Sector: Education  
Knight Frank provided valuation advice on a newly build and operating 1,500 student capacity British curriculum school and staff accommodation, for internal purposes.

**18 Mixed-use Development Site**  
Jeddah, KSA  
Sector: Development  
Knight Frank were instructed to provide detailed valuation advice on a proposed development site for internal purposes.

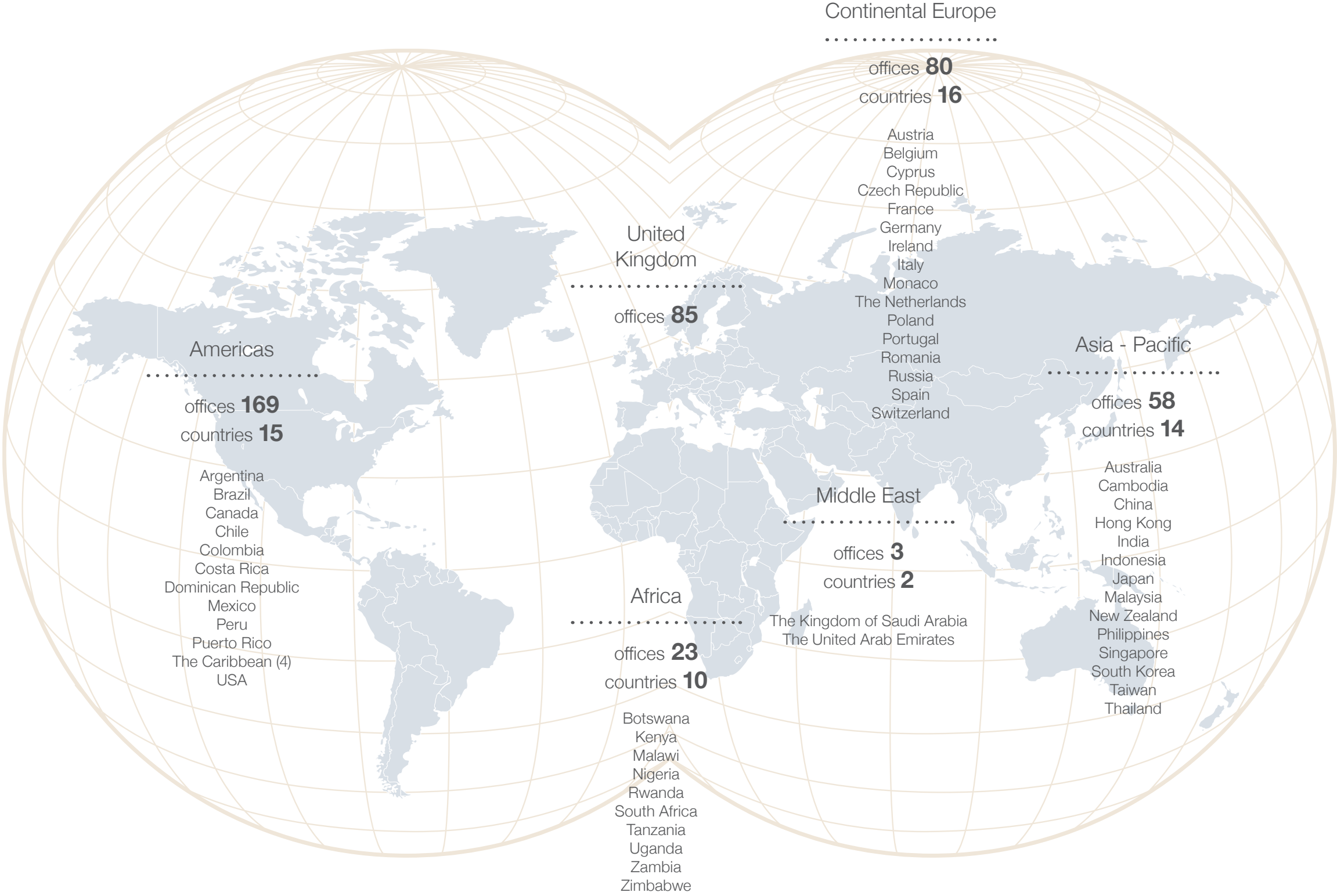
**16 Mediclinic City Hospital**  
Dubai, UAE  
Sector: Healthcare  
Knight Frank provided valuation advice for loan security purposes, on a 229 bed modern multi-disciplinary state-of-the-art hospital including a newly build extension.

**19 Residential Development Site**  
Sharm El Sheikh, Egypt  
Sector: Development  
Knight Frank provided detailed strategic valuation advice on a mixed-use residential and resort development for financial reporting purposes.



THERE’S A HUMAN ELEMENT  
IN THE WORLD OF PROPERTY THAT  
IS TOO EASILY OVERLOOKED.

WITH  
418  
OFFICES  
IN 60  
COUNTRIES



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. We believe personal interaction is a crucial part of ensuring every client is matched to the property that suits their needs best – be it commercial or residential. Operating in locations where our clients need us to be, we provide a worldwide service that’s locally expert and globally connected.

We believe that inspired teams naturally provide excellent and dedicated client service. Therefore, we’ve created a workplace where opinions are respected, where everyone is invited to contribute to the success of our business and where they’re rewarded for excellence. The result is that our people are more motivated, ensuring your experience with us is the best that it can be.

## OUR PEOPLE

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

### VALUATIONS

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## OUR SERVICES

### Advisory Services

- Valuation & Advisory
- Development Consultancy & Research
- Hospitality Consultancy
- Education Consultancy
- Healthcare Consultancy
- Project Monitoring
- Property Asset Management

### 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

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