



GLOBAL CAPITAL MARKETS

Knight Frank



WITH A DEDICATED NETWORK OPERATING
AROUND THE WORLD, KNIGHT FRANK
PROVIDES UNRIVALLED INSIGHT AND ACCESS
TO GLOBAL CAPITAL MARKETS.

Peter MacColl

Global Capital Markets
E peter.maccoll@knightfrank.com
T +44 (0) 20 7861 1211

Jeremy Waters

Global Capital Markets
E jeremy.waters@knightfrank.com
T +44 (0) 20 7861 1228

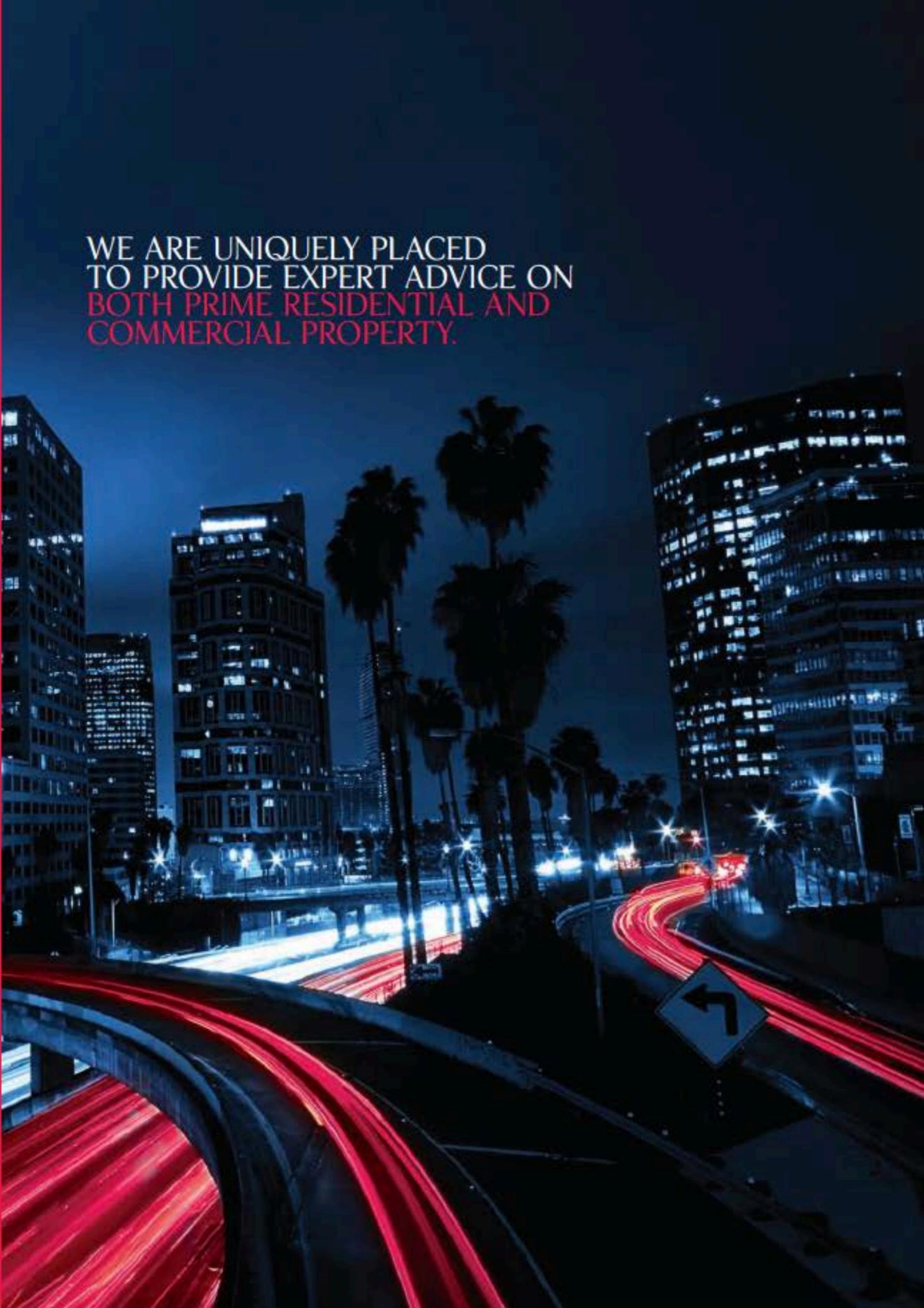


GLOBAL CAPITAL MARKETS

Current economic realities are creating both challenges and opportunities to real estate investors around the world. The latest market intelligence, along with effective co-ordination of advice, are crucial for any international investment strategy.

Founded on over one hundred years of experience, Knight Frank is the world's leading independent property consultancy. Through our core hubs in London, Europe, Middle East, Asia Pacific and the Americas, our Global Capital Markets team provides the highest levels of service, market knowledge and communication.

Our joined up approach enables us to leverage on up-to-date market intelligence anywhere in the world and to respond efficiently and professionally to you and your requirements. We are well placed to evaluate opportunities of all property types and implement strategies that maximise returns.

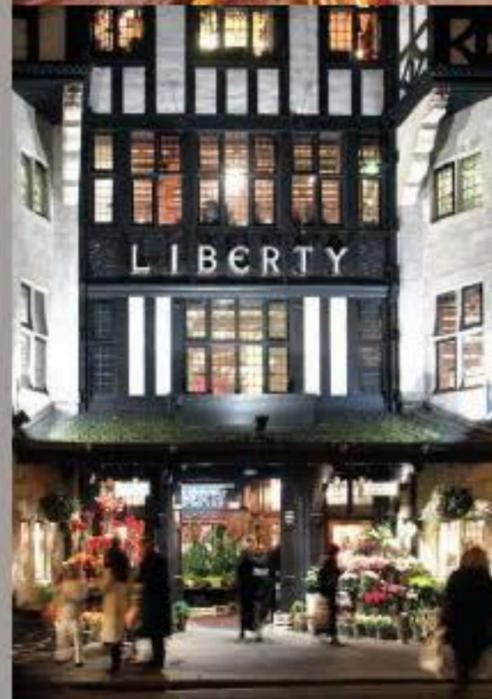


WE ARE UNIQUELY PLACED
TO PROVIDE EXPERT ADVICE ON
BOTH PRIME RESIDENTIAL AND
COMMERCIAL PROPERTY.



THE KNIGHT FRANK PARTNERSHIP

KNIGHT FRANK PROVIDES AGENCY, INVESTMENT AND PROFESSIONAL CONSULTANCY SERVICES ON SOME OF THE MOST ICONIC BUILDINGS AND DEVELOPMENTS AROUND THE WORLD.



CORE GLOBAL CONTACTS

GLOBAL

Jeremy Waters

E jeremy.waters@knightfrank.com
T +44 (0) 20 7861 1228

Peter MacColl

E peter.maccoll@knightfrank.com
T +44 (0) 20 7861 1211

Knight Frank LLP

55 Baker Street,
London, W1U 8AN, UK

AMERICAS

James Kuhn

E jkuhn@newmarkkf.com
T +1 212 372 2200

Richard Sexton

E rsexton@newmarkkf.com
T +1 212 372 2124

Newmark Knight Frank

125 Park Avenue,
New York, NY 10017, USA

LONDON

Stephen Clifton

E stephen.clifton@knightfrank.com
T +44 (0) 20 7861 1312

Ker Gilchrist

E ker.gilchrist@knightfrank.com
T +44 (0) 20 7861 1748

Knight Frank LLP

55 Baker Street,
London, W1U 8AN, UK

EUROPE

Andrew Sim

E andrew.sim@knightfrank.com
T +44 (0) 20 7861 1193

Richard Laird

E richard.laird@knightfrank.com
T +44 (0) 20 7861 1663

Knight Frank LLP

55 Baker Street,
London, W1U 8AN, UK

MIDDLE EAST

James Lewis

E james.lewis@me.knightfrank.com
T +971 (0) 2 6353 297

Joseph Morris

E joseph.morris@me.knightfrank.com
T +971 (0) 2 6353 283

Knight Frank
Al Muroor Street, P.O. Box 3520,
Abu Dhabi, UAE

ASIA PACIFIC

Marc Giuffrida

E marc.giuffrida@sg.knightfrank.com
T +65 6228 7396

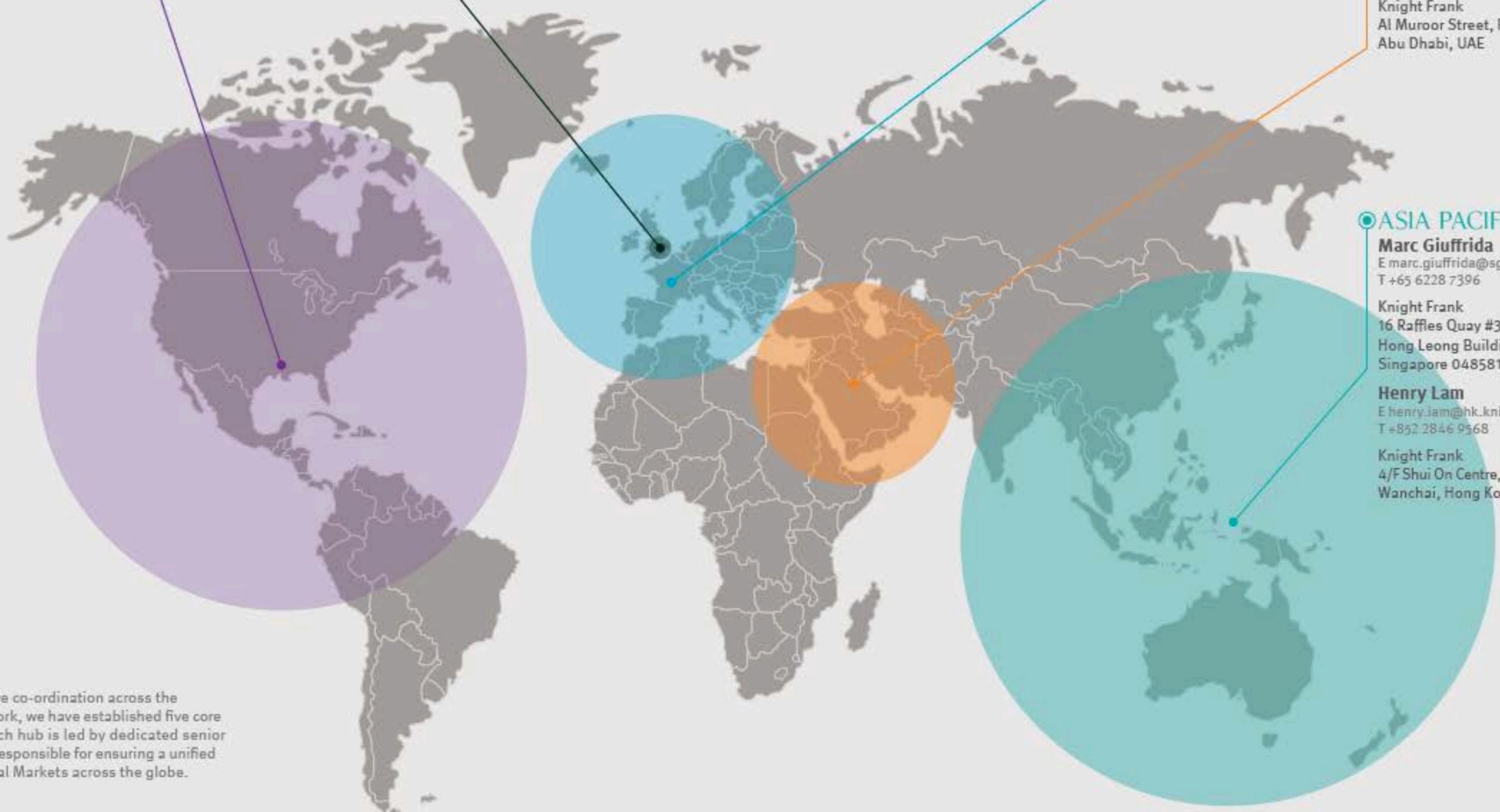
Knight Frank
16 Raffles Quay #30-01,
Hong Leong Building,
Singapore 048581

Henry Lam

E henry.lam@hk.knightfrank.com
T +852 2846 9568

Knight Frank
4/F Shui On Centre, 6-8 Harbour Road,
Wanchai, Hong Kong

To provide effective co-ordination across the Knight Frank network, we have established five core regional hubs. Each hub is led by dedicated senior partners who are responsible for ensuring a unified approach to Capital Markets across the globe.



LONDON

BETWEEN 2009 AND 2011, THE
CENTRAL LONDON TEAM CARRIED
OUT OVER £4 BILLION WORTH OF
INVESTMENT TRANSACTIONS.*



OUR TRACK RECORD



20 Grafton Street, W1

Acted on behalf of O'Callaghan Properties on the sale of this asset for £47.8m, setting new benchmark pricing levels for the West End.

Thames Portfolio & Alban Gate

Completed the sale of seven assets totalling almost £800m - the largest ever European CMBS Special Servicing deal.

25 St George Street, W1

Acted on behalf of a private investor on the acquisition of this 40,000 sq ft office building for £73m.

River Court, 120 Fleet Street, EC4

Advising on their first investment in Central London, we acquired the Goldman Sachs HQ on behalf of Chinese Estates for £280m.

Watermark Place, 1 Angel Lane, EC4

After successfully letting this landmark building, we then acted on the sale of UBS' 50% share for £183m, a trophy City asset and new European HQ for Nomura.

The Shard, SE1

Instructed to lease almost 600,000 sq ft of office space within this iconic new landmark development.

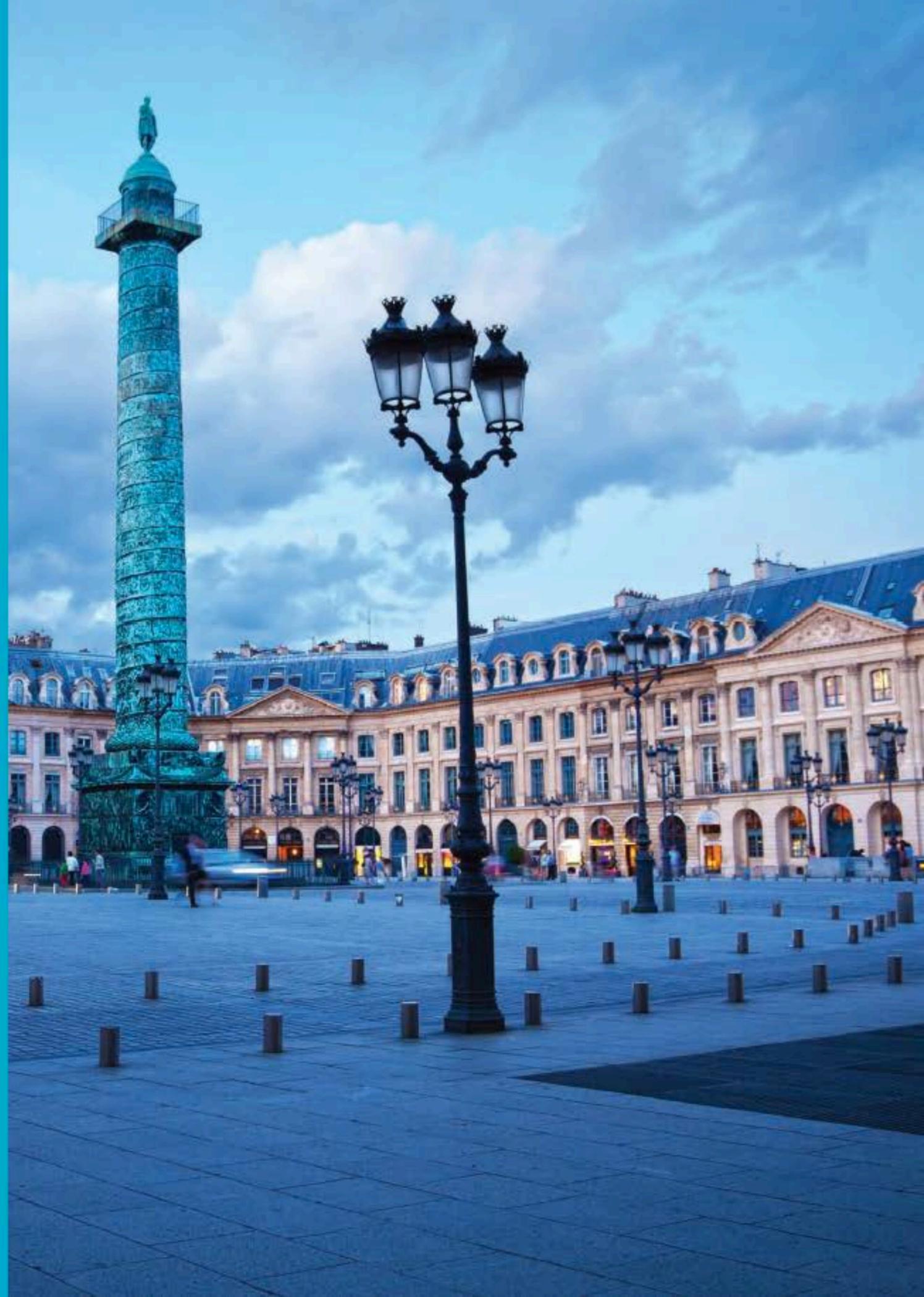
OUR DEDICATED CENTRAL LONDON TEAM CONSISTS OF 65 INVESTMENT ADVISERS.

THE CITY TEAM CONSISTENTLY MAINTAINS A MARKET SHARE OF OVER 30%.*

THE AGENCY TEAMS HAVE BEEN INVOLVED IN OVER 50% OF ALL 100,000 SQ FT+ PRE-LETS IN CENTRAL LONDON OVER THE LAST 10 YEARS.*

EUROPE

IN THE LAST 4 YEARS
WE HAVE COMPLETED OVER
€5.5 BILLION OF PAN EUROPEAN
TRANSACTIONS.*



OUR TRACK RECORD



**110 Rue Ambroise Croizat,
Saint Denis, France.**

This Grade 'A' building is let on long leases to La Banque Postale and T Systems and was acquired on behalf of Real IS for €72m.

**8B, Mozhaiskiy Val,
Russia.**

Acted on behalf of Metrobank on the sale of this prime office space to a private investor for \$47m.

**18 - 20 Avenue Hoche,
75008 Paris, France.**

Acted on behalf of Real IS, on the acquisition of this asset for €40m.

**Avatar, Armii Krajowej,
Krakow, Poland.**

Acted on behalf of Azora International on the acquisition of this asset for €30.5m.

**Principe De Vergara 135,
Madrid, Spain.**

Acted on the sale and leaseback of this prime Grade 'A' office building to Ferrovial, achieving a yield of circa 6%.

**Weena 455, Rotterdam,
Netherlands.**

Acted on the acquisition of Unilever's HQ for €86m - the largest single investment transaction in the Netherlands that year.

WE ADVISED THE SPANISH FAMILY TRUST ON INVESTMENT STRATEGY & ACQUISITIONS **TOTALLING €160 MILLION** IN LONDON & DUSSELDORF.

WE ACTED FOR A MAJOR GERMAN FUND MANAGER IN THE ACQUISITION OF 10 ASSETS IN LONDON, PARIS, ROTTERDAM & AMSTERDAM, **TOTALLING OVER €600 MILLION.**

OUR NETWORK IN EUROPE **EXTENDS ACROSS 49 OFFICES IN 16 COUNTRIES.**

*Figure on previous page excludes UK transactions. Correct as at Q3 2011.

MIDDLE EAST

OUR OFFICES IN THE GULF ADVISE
REGIONAL INVESTORS ON THEIR
INVESTMENT AND ASSET SELECTION
ACROSS THE GLOBE.



OUR TRACK RECORD



Citibank Building, Manama, Bahrain.

Acted on behalf of Citigroup on the disposal of surplus accommodation.

Emaar Business Park, Buildings 2 & 4, Dubai, UAE.

Advised a syndicate of banks on asset enhancement to enable an effective exit.

Coxlease School, Hampshire, UK.

Advised a boutique Bahrain based finance house on the acquisition of an education facility in the UK for £16.25m.

Ceva Industrial Unit, Dubai, UAE.

Provided investment valuation for a Bahrain based financial institution on their acquisition of units.

Al Jazira Retail Mall, Abu Dhabi, UAE.

Instructed by Al Jazira Capital to provide consultancy and pre-launch leasing support on this new 50,000 sq ft retail development.

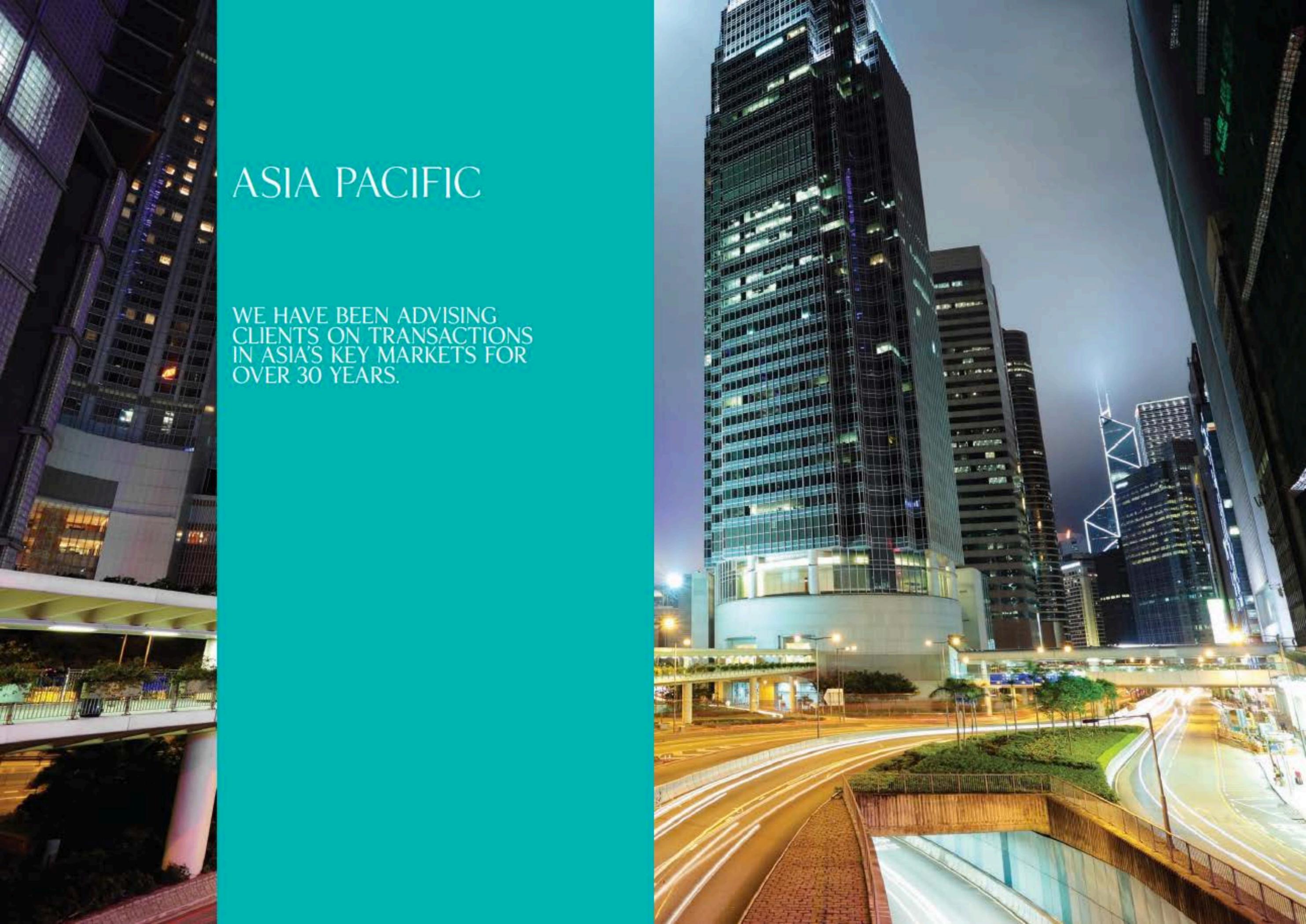
Masdar City, Abu Dhabi, UAE.

Instructed to provide professional services and valuation appraisal advice on this flagship carbon neutral city.

IN ORDER TO TAKE ADVANTAGE OF LOCAL HIGH YIELDING INVESTMENT OPPORTUNITIES, WE ARE ADVISING ON A UAE BASED REIT.

INSTRUCTED TO PROVIDE ASSET MANAGEMENT, DEVELOPMENT CONSULTANCY & LEASE ADVICE ON THE AL JAZIRA SPORTS AND CULTURAL CLUB.

WITH OFFICES IN ABU DHABI, DUBAI, AND BAHRAIN, WE BENEFIT FROM A PARTNERSHIP WITH THE NATIONAL BANK OF ABU DHABI IN THE UAE.



ASIA PACIFIC

WE HAVE BEEN ADVISING
CLIENTS ON TRANSACTIONS
IN ASIA'S KEY MARKETS FOR
OVER 30 YEARS.

OUR TRACK RECORD



New Tech Park, Singapore.

Acted for Branbury Investments Ltd in the sale to Sabana REIT for S\$305.9m - one of the largest high-tech transactions carried out in Singapore.

502 Hay Street, Subiaco WA, Australia.

An 'A' grade suburban office development over 7 levels. Achieved a price of A\$67m in this sale to a private investor.

Santos House, Adelaide, Australia.

Advised Tan Commercial Properties Pty on the sale of this 29,750 sq m premium office building for A\$102m.

Talavera Office Park, Indonesia.

Advised Shell on the relocation of their Head office, providing strategic consultancy and financial analysis on the lease of 4,700 sq m.

KUSH Portfolio, Hong Kong.

Appointed by KUSH to sell its portfolio of serviced apartments in Hong Kong on a private treaty basis. All assets were successfully sold for HK\$535m.

Grand Millennium Plaza, Hong Kong.

Advised Maxer Properties Ltd on the acquisition of this asset for HK\$600m.

WE HAVE OVER 70 INVESTMENT ADVISERS ACROSS 45 OFFICES IN 11 COUNTRIES, INCLUDING ASIA'S NEWLY EMERGING REAL ESTATE MARKETS.

IN 2010 THE TEAM COMPLETED US\$3.1 BILLION WORTH OF INVESTMENT TRANSACTIONS ACROSS THE ASIA PACIFIC REGION.

WE REGULARLY ACT ON BEHALF OF ASIAN INVESTORS ON TRANSACTIONS ACROSS THE GLOBE.



AMERICAS

THROUGH OUR ALLIANCE WITH
US BASED NEWMARK KNIGHT FRANK,
WE HAVE MORE THAN 90 INVESTMENT
PROFESSIONALS OPERATING ACROSS
THE AMERICAS.



OUR TRACK RECORD



Willis Tower, Chicago, Illinois.

Retained for the debt and equity recapitalisation of this iconic tower in Chicago - standing at 1,450 ft and 110 stories high, Willis Tower is the tallest building in the western hemisphere.

New York Times Building, 229 West 43rd Street, New York.

Acted on behalf of Africa-Israel USA on the sale of this 450,000 sq ft office building in Times Square to The Blackstone Group.

Crossroads III, N. Mary Avenue, California.

Instructed by the Jay Paul Co/Mary Office LLC on the sale of three Class 'A' office buildings totalling 350,000 sq ft to Rockwood Capital.

2 Court Square, Long Island City, New York.

Acted on behalf of the City University of New York Law School on the purchase of the 1st - 6th floor totalling 260,000 sq ft for US\$155m.

Stanford Research Park, Palo Alto Campus, California.

Instructed by Roche on the disposal of this 17 building complex totalling almost 1 million sq ft. Sale agreed at US\$225m.

2 Montgomery Street, Jersey City, New Jersey.

Acted on behalf of Onyx Equities LLC on the sale of this 267,000 sq ft building to the Port Authority of New York and New Jersey.

OUR
CAPABILITIES
INCLUDE
STRATEGIC
CONSULTANCY,
FINANCING &
1031 EXCHANGE
ADVISORY.

IN 2010 WE
COMPLETED
MORE THAN 630
TRANSACTIONS,
TOTALLING
APPROXIMATELY
35M SQ FT AND
VALUED AT OVER
US\$2.3 BILLION.

OUR CAPITAL MARKETS NETWORK



The entire Knight Frank network comprises 243 offices, in 43 countries, across 6 continents.

The Knight Frank network consists of Knight Frank LLP and its direct subsidiaries which provide services in the UK, and an international network of separate and independent entities or practices providing services internationally.

KnightFrank.com

