

Global Capital Markets.

Our Expertise.

Global Capital Markets.

Knight Frank is an independently owned real estate consultancy, operating globally, advising on both residential and commercial real estate. Our Global Capital Markets Group has a reputation for acting on the most high profile property transactions around the world.

The group acts for institutional, private equity, family offices, sovereign wealth and real estate companies in the cross-border acquisition and disposal of international property. Our services cover the office, residential, retail, industrial, leisure and hotel sectors, as well as the specialist areas of student property and healthcare.

Excellent information sharing and market intelligence ensure clients receive the optimum advice. Establishing good relationships is absolutely essential. Rapport and trust are crucial.

We believe the principal drivers of our success are our access to stock, the right client base and a highly collaborative network of global teams.

We look forward to working with you.

How we can help you.

The Global Capital Markets Group operates strategically from four global hubs: London, New York, Singapore and Dubai.

Our teams work on a daily basis with sector experts around the world, giving investors access to up-to-date intelligence and transaction opportunities in key global investment markets.

We seek to build strong, lasting relationships with our clients, providing consistently high levels of personalised service and advice. We have a record of integrity.

Our expertise includes:

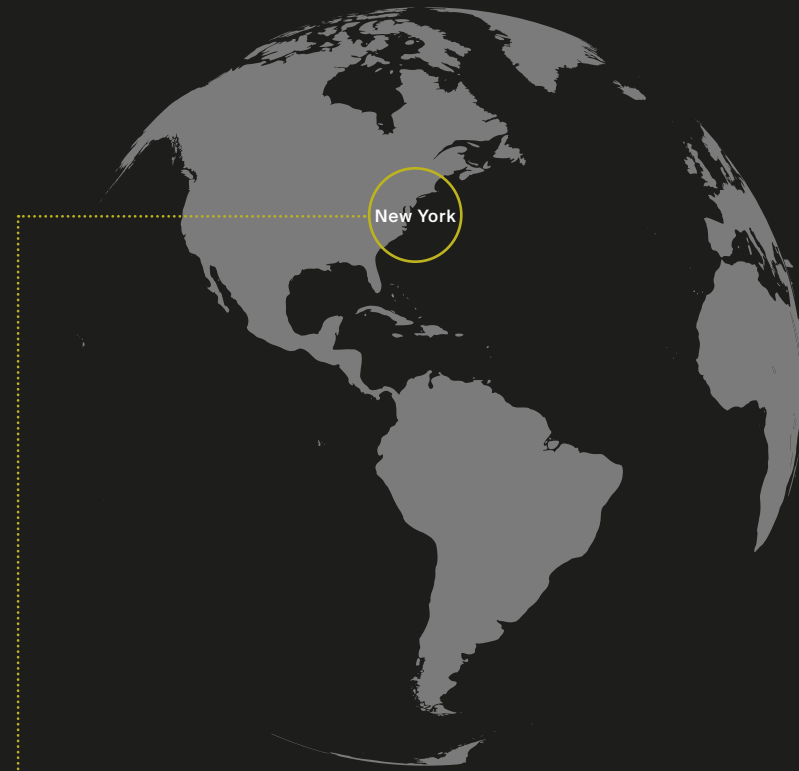
- Investment acquisitions and disposals
- Capital sourcing and equity placement
- Joint ventures
- Land sales
- Debt advisory
- Evaluation of assets within Non-Performing Loans
- Post purchase asset and property management

“ The pillars of people and partnership made Knight Frank an outstanding winner in this category. Strategic appointments in key roles have helped this agent to complete market-leading deals across the globe.”

Winner – Global Real Estate Adviser Of The Year – Estates Gazette 2016.

Our Global Platform.

Knight Frank has a dedicated global network of over **550 investment advisors** across **60 countries** providing unrivalled insight and access to global capital markets



The Americas

- Atlanta ● Boston ● Chicago
- Los Angeles ● New York
- San Francisco ● São Paulo
- Washington



Europe

- Amsterdam ● Brussels ● Berlin
- Dublin ● Frankfurt ● Geneva
- London ● Madrid ● Milan
- Moscow ● Paris ● Prague
- Vienna ● Warsaw



Middle East & Africa

- Abu Dhabi ● Cape Town
- Dubai ● Johannesburg
- Nairobi ● Riyadh ● Tel Aviv

Asia Pacific

- Bangkok ● Beijing ● Brisbane
- Hong Kong ● Jakarta
- Kuala Lumpur ● Melbourne
- Mumbai ● Seoul ● Shanghai
- Singapore ● Sydney
- Taipei ● Tokyo

14,000 PEOPLE
413 OFFICES
60 COUNTRIES

Unique & Unparalleled.

Personal Culture.

Knight Frank is the largest privately owned real estate consultancy in the world, and as a partnership, is driven by a uniquely personal culture. This culture enables us to provide a tailored approach to assisting our clients, drives us to continually strengthen relationships across our network and importantly affords us the agility to stay ahead of our larger competitors.

We strive to provide a "personalised service on a global scale".

" We highly appreciate the pro-active and highly professional approach of Knight Frank's Capital Markets team. They have proven their extraordinary effort and excellent investment expertise in several projects with us and we look forward very much to working with them in the future again."

Henning Koch
Head of Acquisitions and Sales, Europe
Credit Suisse

Collaborative Approach.

Knight Frank's integrated global team are uniquely placed to advise on all real estate asset classes, implementing cross-border strategies for both long and short term investment opportunities.

Our collaborative approach across our multi-disciplinary business means we have a thorough understanding of the key buyers and sellers, what drives their requirements and how their investment processes work.

" Knight Frank were highly professional and passionate throughout the campaign and provided us with a personalised and high quality service. With strong support from Knight Frank's Global Network, the local Knight Frank team demonstrated a genuine connection to the most active local and offshore investors, and this allowed them to drive significant competition for the asset which resulted in a strong outcome for us."

Steven Bulloch
Managing Director
Pramerica Investment Management (Australia) Pty Ltd

Access to Ultra High Net Worth Individuals.

We specialise in identifying the most aggressive capital globally through our platform of 413 offices across the four core hubs of Europe, the Americas, Middle East and Asia Pacific.

Our strong track record of selling major assets in key gateway cities in combination with our local offices throughout the world, and our unique access to over 2,000 Ultra High Net Worth Investors, provides us with unparalleled access to the sharpest capital in the global marketplace.

Our very strong residential and commercial networks provide a unique approach to investors and capital.

" For this large landmark sale it was imperative we could access the largest investors globally and Knight Frank's international network allowed us to do just that. When we got into the detail, working with a leading investment team also allowed us to move fast and achieve our goals without any hiccups. We look forward to working with them again."

Ross Blair
Managing Director
Hines UK



Case Studies.

The Americas.



Amazon Phase VIII, Seattle.

Office

Vendor	Vulcan (USA)
Purchaser	Mirae Asset Global Investments (Korea)
Size	317,328 sq ft
Tenancy	Single
Price	US\$246,800,000
Cap Rate	4.30%
Capital Value	US\$777 per sq ft

Phase VIII is a trophy core quality, newly constructed creative office building that is net-leased to Amazon.com through to June 2031. It is ideally located in the heart of Seattle's South Lake Union – one of the most dynamic and best performing submarkets in the United States.



10 St. James & 75 Arlington, Boston.

Mixed Use

Vendor	Liberty Mutual (US)
Purchaser	Mori Trust (Japan)
Size	824,772 sq ft
Tenancy	Multi-let
Price	US\$673,000,000
Capital Value	US\$816 per sq ft

Trophy 825,000 square foot, urban mixed-use office asset comprising two buildings and an associated 400-space below-grade parking garage within global insurance giant Liberty Mutual's Boston headquarters campus.



245 Park Avenue, New York.

Office

Vendor	JV of Brookfield Property and Clarion Partners
Purchaser	Under Contract to HNA Group
Size	1,778,249 sq ft
Tenancy	Multi-leased
Price	Excess of \$2B

Newmark Grubb Knight Frank's New York Capital Markets team was retained by HNA to advise on the acquisition of this iconic tower building in the heart of the Midtown Manhattan. The property comprises 1,778,249 sq ft of rentable area and is multi-leased to a high credit tenancy with a weighted average remaining lease term of approximately 10 years.



101 Seaport, Boston.

Business Park

Vendor	Skanska (USA)
Purchaser	Union Invest (Germany)
Size	439,000 sq ft
Tenancy	14 years
Price	US\$452,000,000
Cap Rate	4.00%
Capital Value	US\$1,030 per sq ft

Newmark Grubb Knight Frank undertook the global marketing of 101 Seaport through bespoke marketing tours across the Middle East and Asia Pacific. Face to face meetings were held with over 50 institutional investment groups, across seven cities in these regions.



Asia Pacific.



Edgecliff Centre, Sydney.

Office and Retail

Vendor	Leetong Pty Ltd (Hong Kong)
Purchaser	Londhurst Group (Australia)
Size	11,217 sq m
Tenancy	WALE of 2.78 years
Price	AU\$138,750,000
Cap Rate	4.00%
Capital Value	AU\$12,370 per sq m

Located in Sydney's exclusive Eastern Suburbs, this property generated extensive local and international interest with over 18 bids ranging from super funds to HNMI's. The property's significant repositioning opportunities and value-add potential were key elements driving the investor interest.



ANZ Tower, Melbourne.

Office

Vendor	Australia and New Zealand Banking Group
Purchaser	The GPT Group (Australia)
Size	36,963 sq m
Tenancy	2.5 years (2.5 years to breaks)
Price	AU\$274,500,0000
Capital Value	AU\$7,623 per sq m

The ANZ Tower is one of Melbourne's most notable assets occupying the prominent corner of Collins and Queens Streets in the heart of the Melbourne CBD. Knight Frank Melbourne handled the transaction on a conjunctional appointment with CBRE on behalf of the ANZ bank.



World Trade Centre, Melbourne.

Office

Vendor	Abacus (Australia) & KKR (US)
Purchaser	Ouson Group (Australia)
Size	49,935 sq m
Tenancy	Key tenants include Thales and the Minister of France with a WALE of 5 years
Price	AU\$267,500,000
Cap Rate	6.78%
Capital Value	AU\$5,357 per sq m

The World Trade Centre boasts a large Yarra River frontage of approximately 154 metres. The property provides one of the largest office and retail complexes in the Melbourne CBD arranged across three interconnected office buildings, retail and a rooftop childcare centre.



HSBC Tower, Brisbane.

Office

Vendor	Seymour Group (Australia)
Purchaser	ARA Asset Management (Singapore)
Size	19,364 sq m
Tenancy	Multi-let with a WALE of 4.4 years
Price	AU\$188,000,000
Cap Rate	6.73%
Capital Value	AU\$9,708 per sq m

The HSBC Tower is a fully refurbished landmark asset in the heart of Brisbane's premier financial precinct. The office tower was sold to an overseas buyer following a competitive international EOI campaign.



25 Grenfell Street, Adelaide.

Office

Vendor	GDI Property Group (Australia)
Purchaser	Credit Suisse Real Estate (Switzerland)
Tenancy	Multi-let with a WALE of 5 years
Size	5,381 sq m
Price	AU\$125,100,000
Cap Rate	7.48%
Capital Value	AU\$4,929 per sq m

Known as "The Black Stump", this Grade A, glass-fronted property is one of Adelaide's most iconic buildings. Investor interest was focused not only on the attractive yield profile in comparison to other Australian capitals, but also on the \$5 billion of government infrastructure projects around the Torrens River aimed at Education, Healthcare and Research.



Enterprise Square Three, Hong Kong.

Office

Vendor	ESPRIT Holdings (China)
Purchaser	An international property fund
Size	72,800 sq ft
Tenancy	Multi-let
Price	HK\$918,000,000

Knight Frank's Hong Kong office successfully concluded the sale of 5 floors with car parking spaces and signage area within this Grade-A office building located in Kowloon, for ESPRIT.



Pacific Century Place, Tokyo.

Office

Vendor	Secured Capital (Japan)
Purchaser	GIC (Singapore)
Size	418,067 sq ft
Tenancy	Multi-let to blue-chip tenants (8 years unexpired lease term)
Price	US\$1,700,000,000
Cap Rate	Approximately 3.00-3.50%
Capital Value	US\$4,066 per sq ft

SMTB, Knight Frank's Partner in Tokyo, executed the sale of this prime trophy office building in the heart of downtown Tokyo, at that time, the largest investment sale in Japan.



Middle East.



The Summit Portfolio, Saudi Arabia.

Multi Sector / Mixed Use

Vendor	SEDCO Capital (Saudi Arabia)
Size	623,510 sq ft
Tenancy	Multi-let
Price	US\$155,000,000
Cap Rate	6.60%

Knight Frank are currently undertaking the marketing of a prime portfolio of assets across Saudi Arabia. The portfolio offers the opportunity to acquire a diverse range of income producing retail, residential, hospitality and office assets in the Kingdom's two main cities – Riyadh and Jeddah.



Jebel Ali Free Zone, Dubai.

Multi Sector / Mixed Use

Vendor	Economic Zones World (UAE)
Purchaser	Dubai World (UAE)
Size	32.36 million sq m (land)
Tenancy	Multi-let
Price	US\$4,700,000,000

Knight Frank acted as independent advisor on the takeover of EZW by Dubai World and the transfer of the assets of EZW (namely the assets in the Jebel Ali Free Zone) to Dubai World which resulted in a de-listing of Dubai World from the LSE. JAFZA is the world's largest free zone and incorporates the Jebel Ali Port (world's 7th largest). The portfolio comprised over 15,000 tenancies, with significant amounts of leased land, offices, warehouses, staff accommodation, conference centre, customised warehousing facilities and retail facilities.



Europe.



102 Champs Elysee, Paris.

Retail

Vendor	Thor Equities / Invesco
Purchaser	AEW Europe
Size	700 sq m
Tenancy	100% let to Kiko
Price	€117,000,000
Cap Rate	2.75%

Located on the best pitch of the Champs Elysées, the building used to accommodate one of the best known night clubs of Paris and is now let to cosmetic Italian retailer Kiko with a new lease. Knight Frank acted on behalf of the vendor as exclusive advisor.



Avenida de Burgos 89, Madrid.

Office

Vendor	Lone Star
Purchaser	Merlin Properties
Size	126,000 sq m
Tenancy	Freehold
Price	€380,000,000

We acted on behalf of the Vendor (Lone Star), managing to maximise pricing through a tailor made but competitive sales process. We sold to Spain's largest listed prop co., Merlin Properties, for ca. €380M making this the largest office deal of 2016 by sq m.



61-67 Oxford Street, London.

Office

Vendor	BA Pension Fund
Purchaser	Chinese Estates
Size	55,126 sq ft
Tenancy	Freehold
Price	£183,000,000

We acted on behalf of the purchaser (BA Pension Fund) on the off market acquisition of this newly developed mixed use investment in close proximity to the Tottenham Court Road Crossrail station.



Panattoni Portfolio, Poznan & Kodz, Poland.

Office, Retail and Residential

Vendor	Panattoni
Purchaser	M&G European Property Fund
Size	64,730 sq m
Tenancy	Freehold
Price	€38,077,000

We acted on behalf the purchased (M&G) on the forward funding of two fully pre-let institutional distribution warehouses, representing the fund's first transaction in Central Europe.



Times Building, D'Olier St, Dublin.

Office and Retail

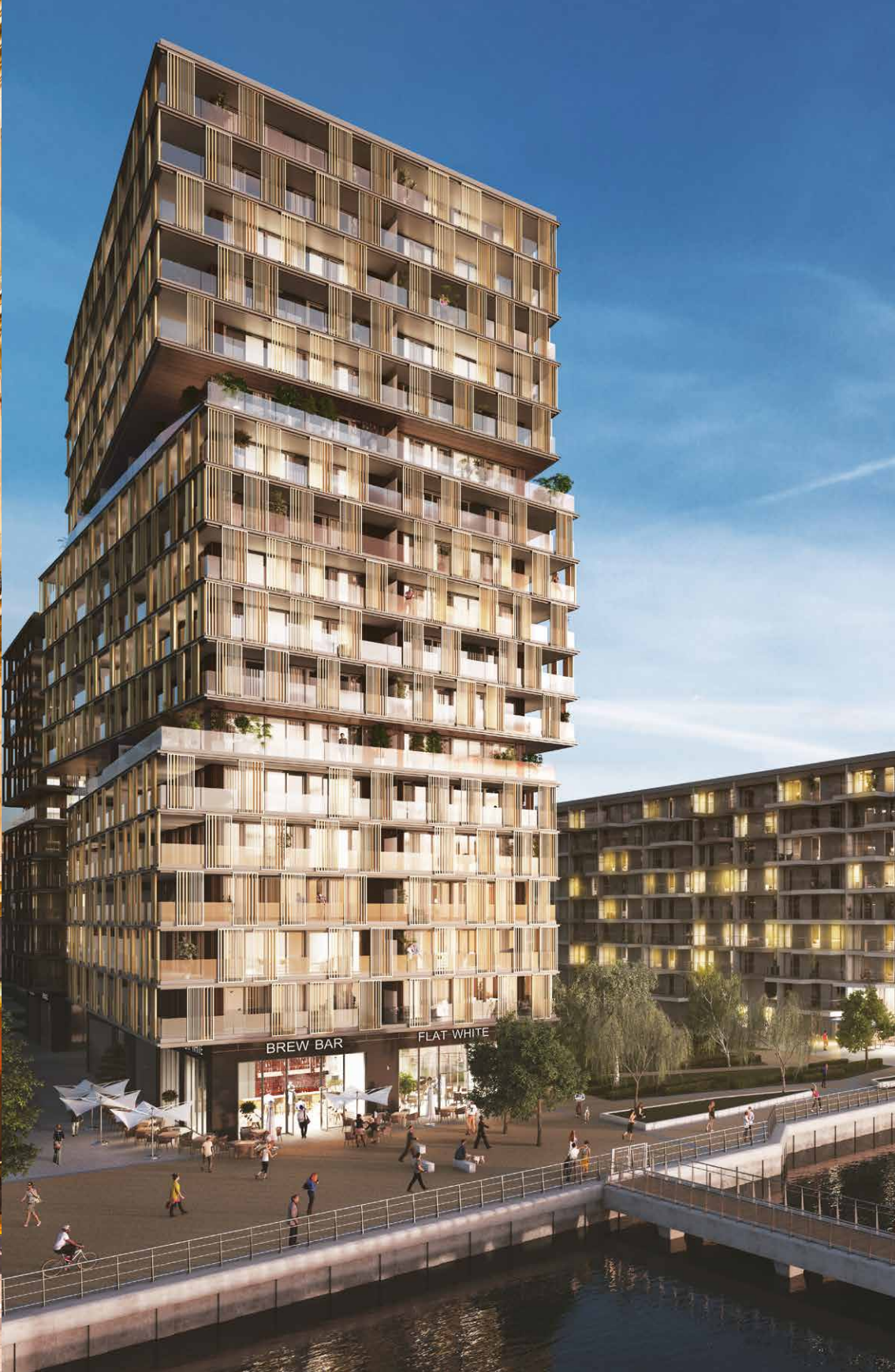
Vendor	KW Investment Funds ICAV
Purchaser	Real I.S. AG
Size	6,318 sq m
Tenancy	Freehold
Price	€50,000,000
Capital Value	€7,914 per sq m

Off-market acquisition for one of Real I.S. newly-created vehicles.



All Sectors.

- Office
- Residential
- Logistics / Industrial
- Retail
- Leisure
- Hotels
- Student Property
- Healthcare
- Multi Sector / Mixed Use



Our Insight.

Intelligence.

We provide market data and analysis of the very highest quality and deliver fast and efficient access to bespoke capital markets research. We generate local market indices and market reports which are launched globally on a regular basis.

Insight.

Our signature annual publications such as Active Capital, Global Cities and The Wealth Report go beyond the here and now market dynamic and explore emerging trends that will impact global real estate markets over the next 3-5 years. This foresight provides our clients with early signals of changing market dynamics and is invaluable in informing investment strategies.

Through our Business Intelligence Unit, we are able to track weekly search activity on our website and see how major political and economic events are affecting capital flows into key cities across the world.

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