

**PROJECT &
DEVELOPMENT SERVICES**

MIDDLE EAST & NORTH AFRICA



WELCOME TO KNIGHT FRANK MIDDLE EAST & NORTH AFRICA

As the world's largest independent property consultancy and, by the nature of being a partnership, our independence gives us the ability to take a long-term perspective and build deep and lasting relationships with our clients.

For our clients, our purpose drives us to provide innovative property solutions that add tangible value across a variety of sectors and services. As your partners in property, we will always act with integrity and care when it comes to our clients' unique needs. Consistently consider the broader context to provide personalised, clear, and considered advice across all areas of property. We have an unrivalled track record spanning over 125 years of experience, advising on, transacting, valuing and managing many renowned and innovative real estate assets around the world for both owners and occupiers.

LOCALLY EXPERT. GLOBALLY CONNECTED.

Through our deep understanding of key markets and sectors – both emerging and established – we are dedicated to meeting and exceeding our clients' real estate requirements and we cover all stages of the property cycle, from site sales, development consultancy, project sales and marketing, leasing, valuing and managing assets, all the way through to the sale of landmark commercial and residential buildings.

We operate where our clients need us, providing a worldwide service that's locally expert and globally informed, and we are recognised as an innovative business leader in exceptional customer service globally.



FOREWORD

Welcome to Knight Frank's world of project and development services, where we turn your visions into reality. Our dedicated team of experts in Project Management, Cost Management, and Workplace Design is here to guide you every step of the way.

At Knight Frank, we understand that success hinges on expert guidance, meticulous attention to detail, and innovative thinking. We're committed to delivering best-in-class services that not only meet but exceed your expectations.

With years of experience in Project and Development Services, we've honed our skills to tailor solutions for various industries and project sizes. Whether you're starting a new construction project or expanding your business, our expertise covers the entire project lifecycle.

We take pride in our commitment to sustainability, integrating environmental considerations into our projects to minimise impact and create a positive legacy for future generations.

Above all, your satisfaction is our top priority. We recognise that every project is unique, and we adapt our approach to align with your specific goals, timelines, and budgets. Our team of experts will work closely with you, providing transparent communication, tailored services, and continuous progress reports to ensure the success of your project.



Mohamed Nabil

Regional Partner
Head of Project & Development Services, MENA



WE ARE DIFFERENT



Our people

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



Privately-owned

Our independence gives us the ability to take a long-term perspective and build deep and lasting relationships.



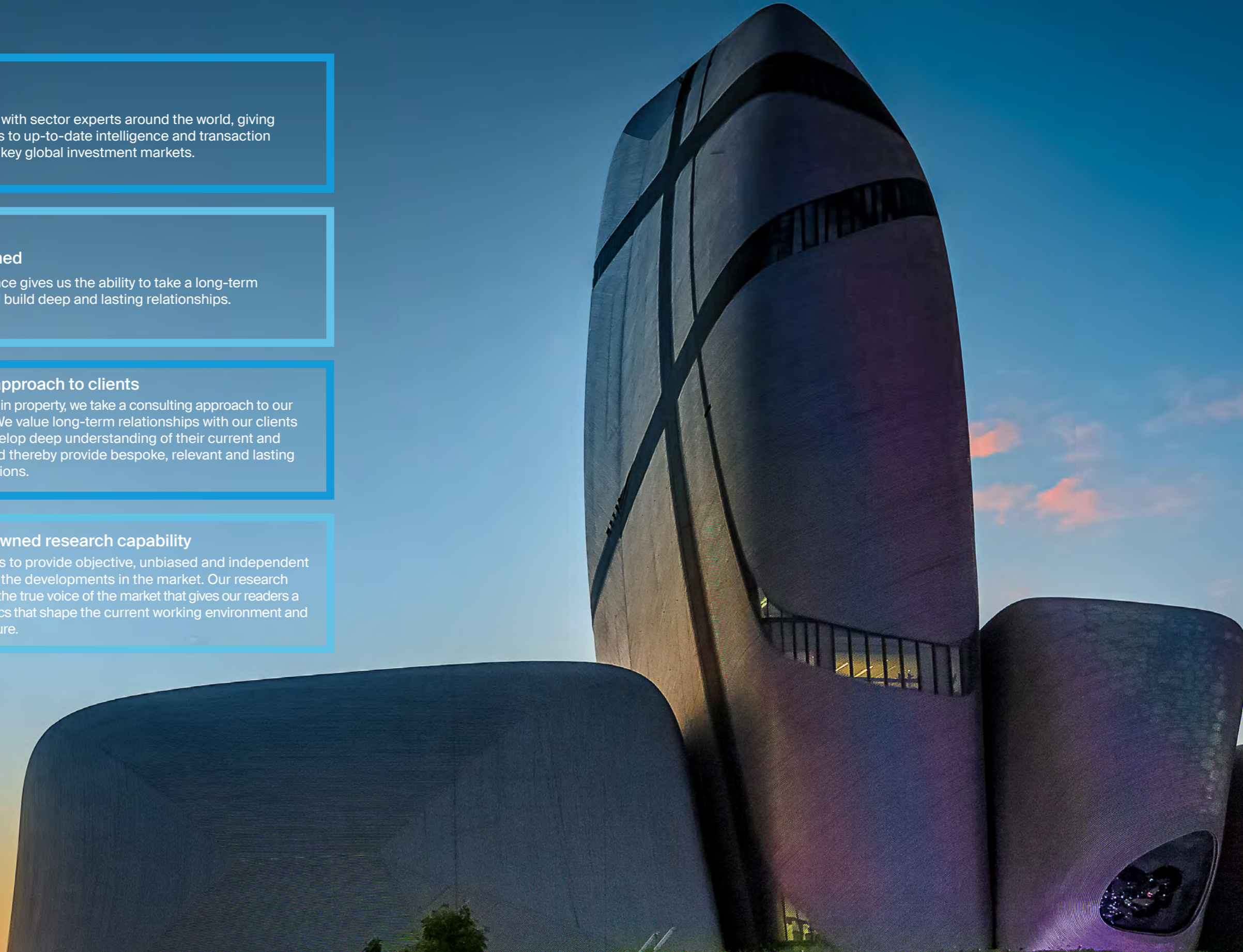
Partnership approach to clients

As your partners in property, we take a consulting approach to our clients' needs. We value long-term relationships with our clients that help us develop deep understanding of their current and future needs and thereby provide bespoke, relevant and lasting real estate solutions.



Globally renowned research capability

Our endeavour is to provide objective, unbiased and independent commentary on the developments in the market. Our research is coveted to be the true voice of the market that gives our readers a peek into dynamics that shape the current working environment and influence the future.





YOUR PARTNER IN PROJECT AND DEVELOPMENT SERVICES

We consult | We design | We manage

Working with developers, investors, landlords, and occupiers we provide a wide range of project and development services comprising of Programme Management, Project Management, Cost Management, Fit-out Management, Workplace Design and Engineering.

Our experienced best in class project and development services team is experienced in managing fast track, complicated and special projects around the MENA region.

We operate from 7 offices in the MENA with full coverage across the whole of the GCC, and operate across all commercial property sectors including offices, industrial, hotels, healthcare, retail, education, residential and hospitality.

We take pride in our unique approach compared to our competitors:

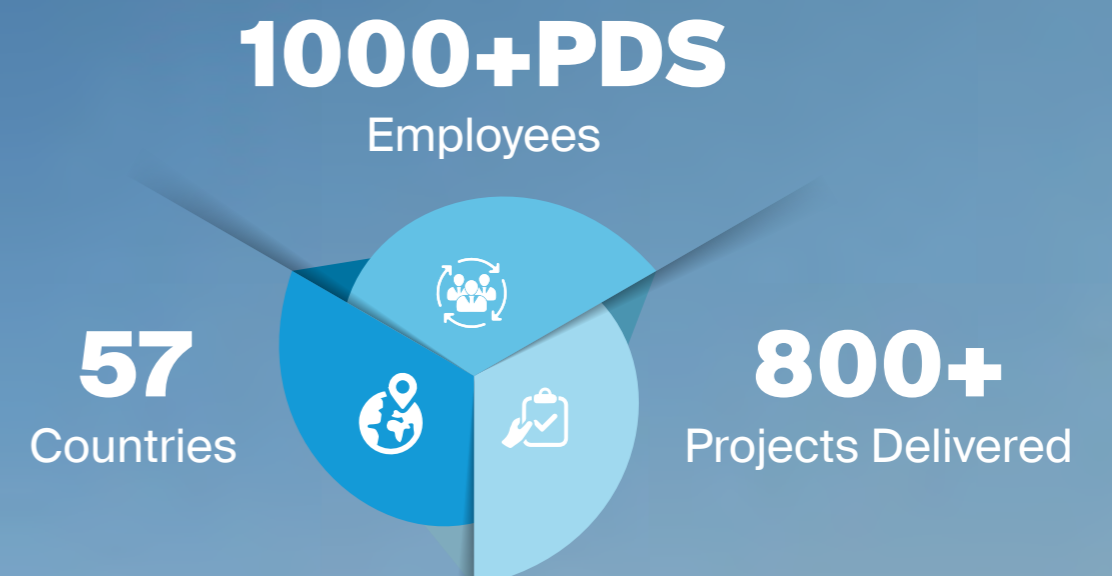
We leverage our global team and connections to guide our decision-making and provide informed advice when needed.

We embrace a challenger mentality to achieve better results.

We maintain laser-like attention to detail.

As part of the Knight Frank network we are committed to providing efficient and environmentally sustainable solutions that reduce waste and energy consumption and minimise costs for our clients.

Knight Frank's Global P&DS in figures 2023:



WHAT WE DO?

Knight Frank Project and Development Services provide end-to-end project expertise and advice to our clients.

To achieve this, we focus our attention on our clients' unique objectives and requirements.

Making a clear and robust definition of these objectives in the early stages is a top priority. We recognise that delivering projects is essential to our clients' business strategies. We also understand the importance of the nature and configuration of the workplace as a platform for business transformation and operation, in terms of productivity, creativity and staff retention.

To ensure that client aspirations can be fully delivered, we are able to develop and test the brief in the early stages through our Workplace Design Team.

Our P&DS team takes pride in attention to detail. Our clients appreciate our ability to manage their concerns, ensuring a clear understanding of their financial responsibilities and aspirations throughout the project.

We are fully committed to our projects, overseeing them from their inception to successful completion. We maintain senior-level management at every stage to ensure the right people are committed throughout the project.

Operating within the commercial real estate environment allows our team to provide excellent technical advice tailored to the clients' specific commercial context. This approach distinguishes us from traditional Project and Cost Managers, ensuring the relevance of our advice.





WHY KNIGHT FRANK?

We believe that a personal approach is crucial when interacting with our clients, as it helps us better understand how to deliver the ideal property solutions for both landlords and occupiers.

As one of the last true partnerships in our industry, we have the enviable position that the company is managed and driven by the people who own it. This means we can focus on delivering exemplary service to our clients at all times and drive the business in the direction it needs to go for future generations of partners and clients alike.



OUR ADDED VALUE



OUR P&DS SERVICES



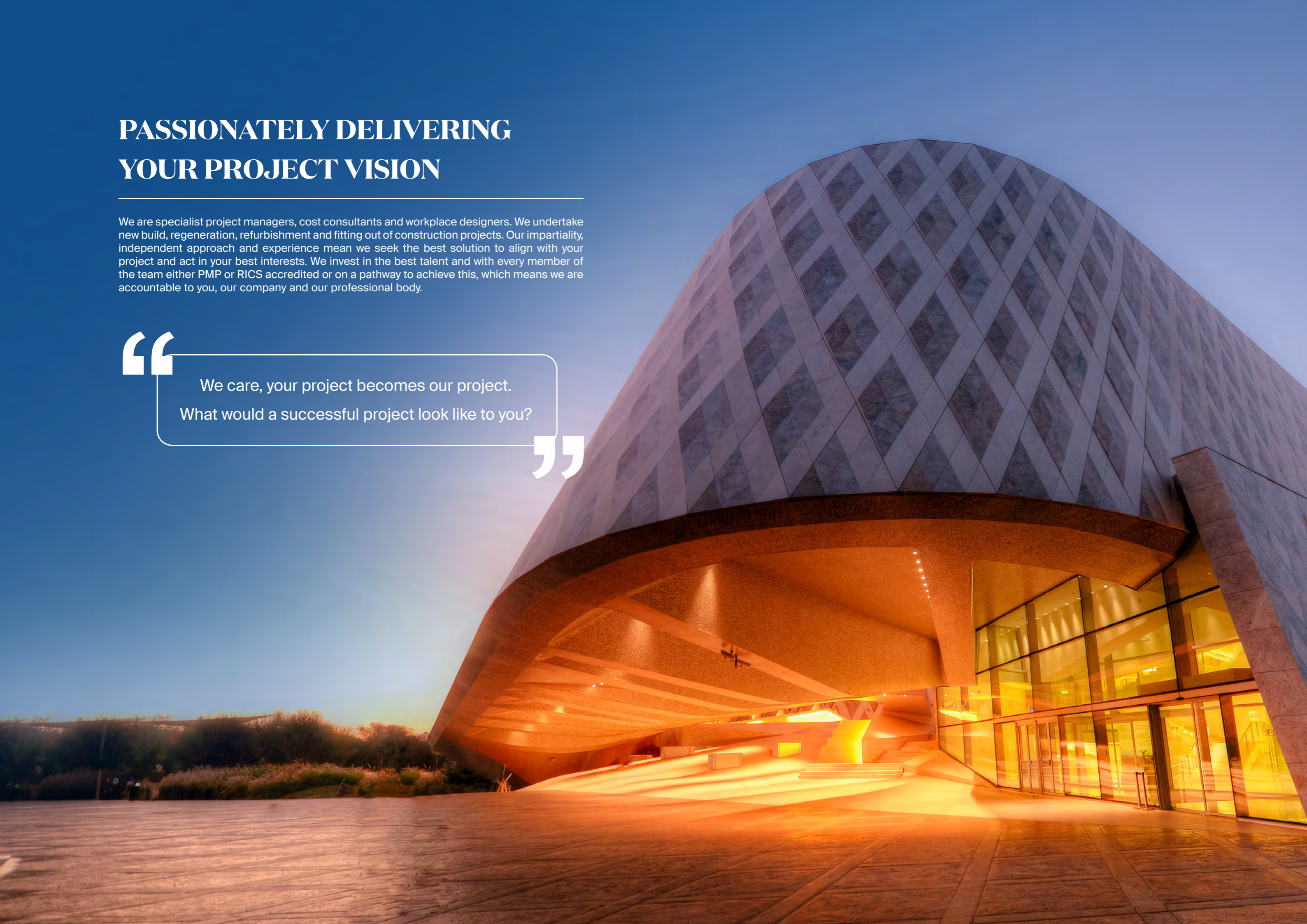
PASSIONATELY DELIVERING YOUR PROJECT VISION

We are specialist project managers, cost consultants and workplace designers. We undertake new build, regeneration, refurbishment and fitting out of construction projects. Our impartiality, independent approach and experience mean we seek the best solution to align with your project and act in your best interests. We invest in the best talent and with every member of the team either PMP or RICS accredited or on a pathway to achieve this, which means we are accountable to you, our company and our professional body.

“

We care, your project becomes our project.
What would a successful project look like to you?

”



AT ANY SCALE

Fit-out



Site Redevelopment



Base Build



Urban Development



Repositioning



OUR BREADTH OF EXPERTISE



PROGRAMME MANAGEMENT (PMO)
Manage programme, optimise delivery,
measure results

PROJECT MANAGEMENT

Make informed decisions at every step



COST MANAGEMENT
Maximise value, minimise risk

FIT-OUT

We help clients meet the complex challenges
of delivering fit-out and refurbishment projects



ENGINEERING DESIGN & SUSTAINABILITY

MEP Engineering and sustainability advice
from design to operations.

WORKPLACE & DESIGN

Your workplaces are your first business card

ACROSS ALL TYPES OF ASSETS



PROGRAM MANAGEMENT (PMO)

Manage programmes, optimise delivery, measure results

In ever-changing business environments, we provide a range of PMO solutions that combine people, governance, process and technology to efficiently and transparently deliver your programme of capital works. From simple governance and reporting to fully integrated multi-disciplinary teams, we structure our approach to align with your business objectives, priorities and standards.

KEY SERVICES



Programme planning and scheduling



Governance frameworks



Stakeholder management



Procurement strategies



Capital prioritisation



Project Controls & Risk Management













PROJECT MANAGEMENT

Make informed decisions at every step

Our Project Management experts take ownership of your project to deliver value and successful project outcomes aligned with your business needs.

Throughout the project life cycle, we provide strong technical expertise and use proven processes to lead design and construction teams and proactively manage project stakeholders. We provide our clients with transparency on project progress and deliverables whilst continuously managing risk feasibility to project close-out.

KEY SERVICES

-  Design Management
-  Value Engineering
-  Procurement Management
-  Construction Management
-  Move Management
-  Contract Administration
-  Control & Risk Management
-  Completion and Handover

COST MANAGEMENT

Maximise value, Minimise risk

Our Cost Management specialists offer unparalleled expertise and cost insights across all markets and sectors in which we operate. Whether your project is a new development or an existing building, our service starts with a thorough understanding of the project objectives and a clear focus on realizing value for money from the outset.

Through intelligent capital planning and budgeting, active value management during design, and robust procurement, we establish a strong base of commercial rigor. Using in-depth reporting and controlled contract management of vendors, we offer cost efficiency, enhanced control and reduced risk as standard.

KEY SERVICES

-  Cost Planning & Feasibility
-  Cost Benchmarking
-  Procurement Management & Selection
-  Value Management & Engineering
-  Bills of Quantities Production
-  Cash flow Forecasting
-  Change Management
-  BIM Cost Management





FIT-OUT

We help clients meet the complex challenges of delivering fit-out and refurbishment projects.

The team delivers success through knowledge, specialist skills and a scale of resource that is able to respond to any project specification. Services are delivered throughout the MEA region by means of an extensive network of regional and local offices giving excellent access to “on the ground” knowledge coupled with an international capability.

Our approach to Project Management provides a best in class service through our extensive knowledge base and industry leading specialists.

KEY SERVICES

-  Tenant & Owner Representation
-  Space Planning
-  Project Team Selection
-  Stakeholder Management
-  Project & Construction Management
-  Contract Administration
-  Fit-out Cost Management & Cost Planning
-  Procurement Management
-  Value Engineering
-  Contract Management






ENGINEERING DESIGN & SUSTAINABILITY

Portfolio and project sustainability advice from design to operations

We are on the journey, with our clients, to embed sustainable design solutions and operations into the places we occupy. Tailoring our offer to meet your ambitions, our team of experts provides strategic advice and uses data-driven insights to determine practical solutions that deliver sustainable outcomes.

We can help you reduce the cost of energy consumption; we offer technical expertise to ensure that your property portfolio operates efficiently, and we advise on the best ways to achieve healthy build environments and net zero carbon targets, creating positive impact for your business and end-users.

KEY SERVICES

-  MEP engineering
-  MEP surveys & due diligence
-  Life cycle costing
-  Peer review services
-  Sustainability consulting





WORKPLACE & DESIGN

Our team translates and conveys your brand image to the employees, customers, and partners. They will spend time getting to know you and envision a successful working environment that reflects your brand.

Through analysing existing challenges, researching trends, co-creation workshops with your employees and utilising all the latest tools & technologies, our team will mobilise efforts to design and redefine your new workspaces while continuously promoting change and sustainable transformation.

KEY SERVICES

-  Workplace Strategy
-  Change Management
-  Space Programmes
-  Technical Due Diligence
-  Renders and 3-Dimensional Walkthroughs
-  Peer Design Review Services
-  Interior Design
-  Workplace Conceptual Design
-  Wayfinding & Signage Design
-  Design Management
-  Construction Supervision

OUR TEAM



KNIGHT FRANK'S P&DS MENA LEADERSHIP

GLOBAL EXPERTISE & LOCAL KNOWLEDGE



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OUR MIDDLE EAST & NORTH AFRICA INTEGRATED SERVICES

ADVISORY AND CONSULTANCY SERVICES

Building Consultancy
Education Consultancy
Healthcare Consultancy
Hospitality Valuation and Advisory
Hospitality, Tourism and Leisure Advisory
Luxury Brands Advisory
Plant and Machinery Valuation and Advisory
Project & Development Services
Property Asset Management
Real Estate Strategy and Consultancy
Research and Geospatial
Residential and Commercial Valuations
Retail Advisory
Valuations and Advisory

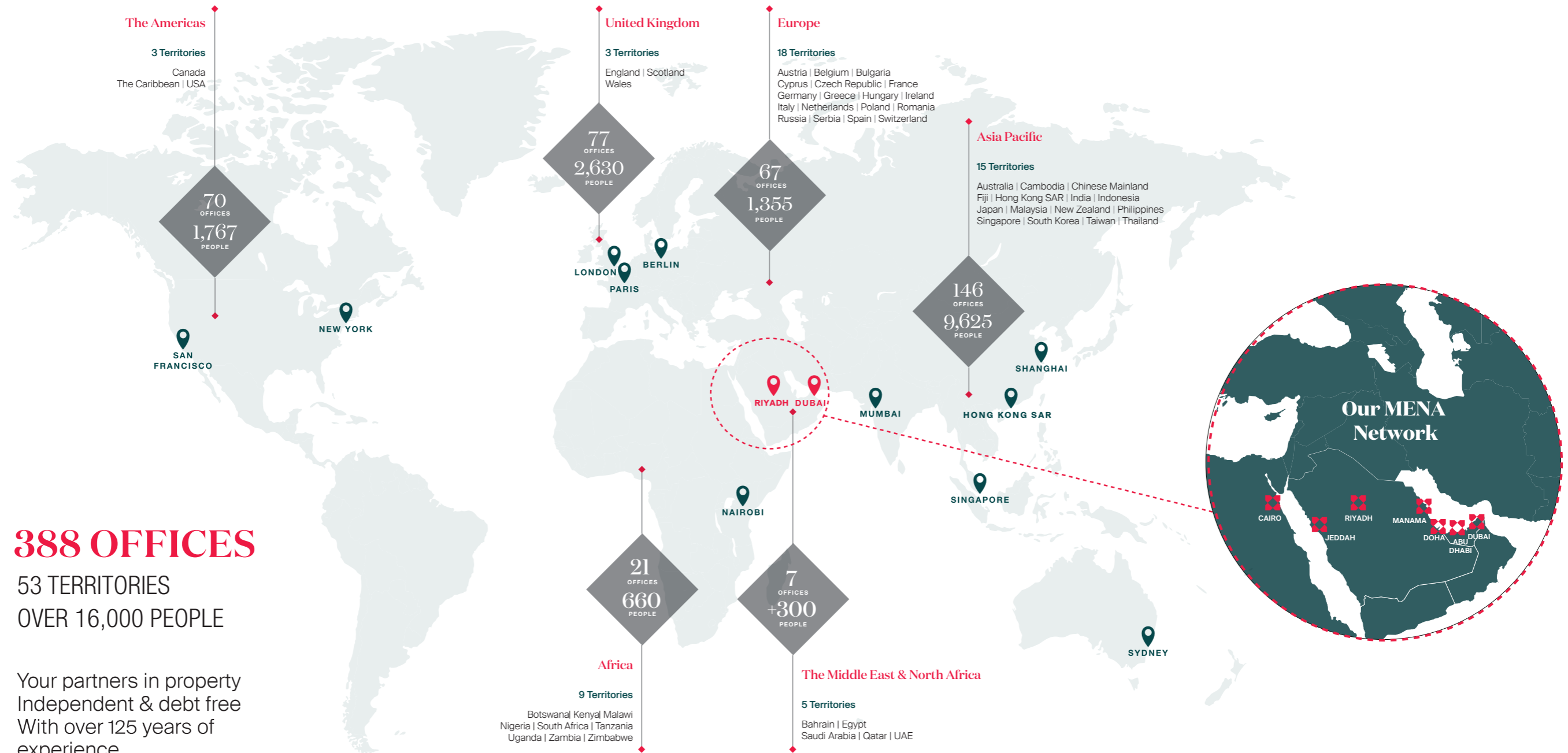
RESIDENTIAL TRANSACTIONAL SERVICES

Interior Design
London Project Sales
Marketing Services
Mortgage and Debt Advisory
Prime Residential
Private Office
Project Sales & Marketing
U.S. Developments

COMMERCIAL TRANSACTIONAL SERVICES

Capital Markets
Data Centres
Industrial and Logistics
Occupier Strategy & Solutions
Office and Retail Leasing

YOUR PARTNERS IN PROPERTY



388 OFFICES

53 TERRITORIES

OVER 16,000 PEOPLE

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



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.



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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.



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TIM HOLMES, MRICS
Partner - Head of Commercial Valuations, UAE
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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.



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Hospitality, Leisure & Tourism

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



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Project & Development Services

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



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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
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Strategy & Consultancy

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



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YAZEED HIJAZI
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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
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Education Consultancy

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



SHEHZAD JAMAL
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Research & Geospatial

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



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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
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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
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Luxury Brands

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



LARS JUNG-LARSEN
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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
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ABHISHEK SEHGAL
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Industrial & Logistics

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



ADAM WYNNE
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MAXIM TALMATCHI
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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.



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ALFIE TABREZ
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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
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Occupier Strategy & Solutions

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



JAMES HODGETTS
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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
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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
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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 Partner - Interior Services
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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
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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
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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
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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
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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.



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OUR CLIENTS

WE ARE TRUSTED ACROSS ALL SECTORS BY THE
WORLD'S TOP BRANDS

CORPORATES

Over **70%** Repeat Client Business
Showcasing Rich Work Ethics





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Regional Partner

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