A MESSAGE FROM OUR SENIOR PARTNER AND GROUP CHAIRMAN

I believe, that as a business, we are increasingly being recognised as the advisor and employer of choice in the global real estate world, best placed to engage with occupiers and wealth across prime residential and commercial property.

Our four core ingredients comprise our global network, our independence, and our commercial and residential platforms. These set us apart from the competition.

Together with our US alliance partners, Newmark Grubb Knight Frank, we have grown to a group of over 12,500 property professionals, in more than 330 offices in 48 countries.

Being a partnership allows us to put our clients first. We focus on giving them the best advice and putting long term relationships before short term wins. Trust and integrity are everything.

The combination of our people, research and technology has helped us grow our enviable track record and that’s why clients come back to us for their personal and professional property requirements.

Our commitment to corporate responsibility can be seen under our Building Foundations programme. It reminds us that Knight Frank is founded on strong values and therefore we must ensure that our actions match our values to retain credibility with our people, clients, the property industry and the wider community.

There is a huge amount going for the firm. I believe we are at an important point in our evolution where the prospects for our business around the world have never been more positive.

This factsheet is intended to give you a snapshot of our global business, our key performance indicators and what makes Knight Frank such an exceptional business.

Regards,

Alistair Elliott
Senior Partner and Group Chairman
T +44 20 7861 1141
alistair.elliott@knightfrank.com
Our global network

- United Kingdom: 1,620 people, 72 offices, 17 countries
- Continental Europe: 1,570 people, 80 offices, 17 countries
- Asia Pacific: 4,710 people, 53 offices, 12 countries
- Americas: 4,020 people, 99 offices, 3 countries
- Middle East: 20 people, 4 offices, 4 countries
- Africa: 640 people, 23 offices, 9 countries

Over 330 offices in 48 countries
The Numbers
Knight Frank Transaction Summary

<table>
<thead>
<tr>
<th></th>
<th>US$</th>
<th>£</th>
<th>€</th>
</tr>
</thead>
<tbody>
<tr>
<td>Land and buildings valued</td>
<td>998 billion</td>
<td>617 billion</td>
<td>755 billion</td>
</tr>
<tr>
<td>Commercial Sales and Purchases</td>
<td>27 billion</td>
<td>17 billion</td>
<td>20 billion</td>
</tr>
<tr>
<td>Residential Sales and Purchases</td>
<td>14 billion</td>
<td>9 billion</td>
<td>11 billion</td>
</tr>
<tr>
<td>Annual rent roll of managed properties</td>
<td>16 billion</td>
<td>10 billion</td>
<td>12 billion</td>
</tr>
<tr>
<td>Approximate value of properties managed</td>
<td>138 billion</td>
<td>85 billion</td>
<td>104 billion</td>
</tr>
<tr>
<td>Commercial space let and acquired</td>
<td>7,286,414</td>
<td>78,430,960</td>
<td></td>
</tr>
<tr>
<td>Commercial space being marketed at the year end</td>
<td>13,594,298</td>
<td>146,329,024</td>
<td></td>
</tr>
</tbody>
</table>

Currency conversion as at 31 December 2012.

Knight Frank provides residential and commercial property services across the world.

Visit:
KnightFrank.com
Twitter
@KnightFrank
LinkedIn
Knight Frank
Facebook
Knight Frank
OUR VALUES

Our values are integral to Knight Frank’s corporate culture and the way we work. They are brought to life by our people and are underpinned by our brand essence of passionately professional alongside our Client Service Principles.

GLOBAL CORPORATE RESPONSIBILITY FRAMEWORK

Knight Frank is founded on strong values. We must ensure that our actions match our values to retain credibility with our people, clients, the property industry and the wider community. Our global corporate responsibility programme, Building Foundations, provides a framework for all of our offices to work by.

For Knight Frank, Corporate Responsibility has always included Workplace, Environment and Charity & Community. We have now extended this to include Governance & Ethics and Marketplace.

All our efforts as an employer in, and contributor to, global real estate should be guided by these five areas.
KEY PEOPLE AND CONTACTS

Alistair Elliott  
Senior Partner and Group Chairman  
T +44 20 7861 1141  
alistair.elliott@knightfrank.com

John Diggin  
Group Finance Director  
T +44 20 7861 1006  
john.diggins@knightfrank.com

Andrew Hay  
Head of Global Residential  
T +44 20 7861 1071  
andrew.hay@knightfrank.com

Peter MacColl  
Head of Global Capital Markets  
T +44 20 7861 1211  
peter.maccoll@knightfrank.com

John Snow  
Head of Global Office Agency  
T +44 20 7861 1190  
john.snow@knightfrank.com

Rupert Johnson  
Head of Global Valuations  
T +44 20 7861 1284  
rupert.johnson@knightfrank.com

Regional Heads

Chris Bell  
Head of Europe  
T +44 20 7861 1145  
chris.bell@knightfrank.com

Clive Betts  
Head of Asia Pacific  
T +65 6429 3588  
clive.betts@knightfrank.com

John Snow  
US Global Partnership  
T +44 20 7861 1190  
john.snow@knightfrank.com

Jeremy Waters  
Head of Middle East  
T +44 20 7861 1228  
jeremy.waters@knightfrank.com

Peter Welborn  
Head of Africa  
T +44 20 7861 1200  
peter.welborn@knightfrank.com

For a full list of members and senior executives, please visit: KnightFrank.com
The Knight Frank network consists of Knight Frank LLP, its subsidiaries and affiliates, and other independent entities or practices that are authorised to practice using the Knight Frank name.

Group Headquarters
Knight Frank LLP
55 Baker Street
London W1U 8AN

+44 20 7629 8171

KnightFrank.com