

OUR TRACK RECORD



UK & IRELAND PROPERTY SERVICES
STUDENT PROPERTY



INVESTMENT IN HIGHER EDUCATION

Knight Frank's Student Property team is able to provide sector specific advice focussed on identifying, creating and optimising value for a broad range of stakeholders.

We act for a wide spectrum of clients including universities, institutional investors, lenders, developers, private land owners and charities.

Drawing on the Knight Frank global network, our team based in London provides property solutions for local, national and global projects. Our track record includes advising on the sales, valuations and development of key strategic urban regeneration sites, as well as operational and established student accommodation assets and portfolios.

As the largest London based Student Property team, Knight Frank provides a full range of services including:

- ◆ Capital Markets
- ◆ Valuation
- ◆ Development consultancy
- ◆ Development funding solutions
- ◆ Financial modelling
- ◆ Sector research
- ◆ Estates strategy
- ◆ Expert witness
- ◆ Facilities management assessment
- ◆ Institutional requirement assessment
- ◆ Value engineering
- ◆ Building surveying



James Pullan
Head of Student Property

"Knight Frank has worked with Knightsbridge Student Housing since our business was formed. The Student Property team at Knight Frank has a comprehensive insight into all facets of the market and we rely heavily upon their services, they have a very responsive, fully integrated team. Furthermore, they are very nice people to work with – which is important."

Bob Crompton
CEO,
Knightsbridge Student Housing

THE CURVE, LONDON

Client LaSalle Investment Management

Students 350

Activity Knight Frank acted for the purchaser in the acquisition of the scheme from Bridges Ventures and Chancerygate.

Value £60.3 million

Date March 2014



CAPITAL MARKETS

“LaSalle Investment Management regards Knight Frank as one of its strategic advisors in the student housing sector. In this competitive market, Knight Frank has proved invaluable to us in sourcing and analysing opportunities quickly and efficiently, leading to a number of successful transactions.”

John Yeend
Investment Director,
LaSalle Investment Management



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CAPITAL MARKETS

01 Capital Quarter, Cardiff

Client JR Smart

Students 580

Activity Knight Frank acted for the vendor in the sale of the development site to a Middle Eastern investor.

Value £4.5 million (site), £38 million (GDV)

Date June 2014

02 Elliot House, Edinburgh

Client Rockspring

Students 138

Activity Knight Frank acted for the vendor in the sale of the development site to the McLaren Group.

Value £4.33 million (site), £14 million (GDV)

Date March 2014

03 Megaclose Portfolio, Leicester

Client Megaclose

Students 694

Activity Knight Frank acted for the vendor in the sale of the portfolio to Avenue Capital.

Value £34.84 million

Date April 2014

04 Pipe Lane, Bristol

Client Urban Creation

Students 36

Activity Knight Frank acted for the vendor in the sale of the asset to Vesta Heritage and is instructed to dispose of the remainder of the Urban Creation Portfolio.

Value £2.35 million

Date July 2014

05 Colston Avenue, Bristol

Client Chainridge

Students 115

Activity Knight Frank acted for the vendor in the sale of the redevelopment opportunity to Vita Ventures.

Value £3.85 million (site), £10.9 million (GDV)

Date August 2013



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09

CAPITAL MARKETS

06 Legacy Asset, York

Client Legacy Student Living

Students 220

Activity Knight Frank provided strategic disposal advice for the vendor in the sale of the forward funding opportunity to The Curlew Student Trust.

Value £20.5 million

Date May 2014

07 Legacy Asset, Glasgow

Client Legacy Student Living

Students 262

Activity Knight Frank provided strategic disposal advice for the vendor in the sale of the forward funding opportunity to The Curlew Student Trust.

Value £22 million

Date May 2014

08 253-261 Kensal Road, London

Client Kensal Developments

Students 177 with an additional 36,000 sq ft of office space

Activity Knight Frank acted for the vendor in the sale of the development site. The purchaser is a residential developer who acquired the site unconditionally with the intention to change the consent.

Value £17.8 million

Date July 2014

09 Hope Street, Liverpool

Client Maghul Developments

Students 345

Activity Knight Frank acted for the vendor in the sale of the development site to Nordic Construction.

Value £4.2 million (site), £30 million (GDV)

Date October 2013

DEVELOPMENT PORTFOLIO, UK

Client Investec

Students c. 1,000

Activity Valuation for Investec of three Watkin Jones development sites in Bristol, Edinburgh and St Andrews, purchased by Knightsbridge Student Housing.

Value £75 million

Date February 2014

VALUATIONS



“Investec trust in the sound professional judgement of the Knight Frank Student Property team. We have worked with the team on several significant transactions in the sector. We have a good working relationship with them and we appreciate the insightful market knowledge that they are able to provide at other times.”

Mark Bladon
Structured Property Finance,
Investec



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VALUATIONS

01

Mansion Student Accommodation Fund, UK

Client Mansion Student Accommodation Fund

Students 1,700

Activity We provide monthly valuations to the Fund on ten properties throughout the UK.

Value c. £140 million

Frequency Monthly

02

The UNITE Group Portfolio, UK

Client The UNITE Group

Students 3,000

Activity We provide regular valuation advice to The UNITE Group on seven assets in Bristol, Reading, Coventry, Glasgow and London for accounts purposes.

Value c. £300 million

Frequency Biannually

03

Aviva Investors Lime Property Fund, UK

Client Aviva Investors

Students 1,200

Activity Regular valuation of eight properties within Aviva Investors' Lime Portfolio subject to leases.

Value c. 60 million

Frequency Monthly

04

Liberty Living Portfolio, UK

Client HSBC / RBS

Students 13,000

Activity Annual valuation of the majority of the Liberty Living Portfolio for the lenders HSBC / RBS. Includes 30 properties across 14 UK locations.

Value c. £800 million

Frequency Annually

05

GCP Student Living plc, UK

Client GCP Student Living plc

Students 1,000

Activity Quarterly valuations for the UK's first student accommodation Real Estate Investment Trust.

Value c. £150 million

Frequency Quarterly



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VALUATIONS

06

**Project Athena,
UK**

Client Citibank

Students 6,500

Activity Valuation for Citibank of the RBS / Opal Portfolio that was acquired by Greystar in October.

Value c. £320 million

Date February 2014

07

**Curlew Student Trust,
UK**

Client RBS

Students 1,100

Activity Valuation for RBS of the acquisition by Curlew Student Trust of three Watkin Jones development sites in Sheffield, Swansea and Birmingham and the later acquisition in Chester.

Value c. £95 million

Date April 2014

08

**Digital Hub,
Dublin, Ireland**

Client Knightsbridge Student Housing

Students 500

Activity Valuation of the Digital Hub site in the Liberties area of Dublin which was undertaken as a collaborative project between the Knight Frank Student Property team and our Dublin office.

Value c. €40 million

Date March 2014

OUR PEOPLE

The Knight Frank Student Property team is the foremost in the sector. We act for a broad range of clients who regard us as 'highly professional' and well informed experts within the sector. Our development consultancy experience encompasses redesigning schemes, financial engineering, promoting new design concepts and supporting planning applications.

Our specialist valuation team values more purpose built student accommodation than any other consultancy. We undertake a range of loan security and accounts valuation work for key lenders, operators and funds.

Our team of agents are best-in-class in the sector with a track record that boasts trophy assets, portfolios, developed and forward funding of development.



James Pullan
Partner, Head of Student Property
james.pullan@knightfrank.com
T +44 20 7861 5422
M +44 77 0109 3094



Anna Funnell
PA to James Pullan and Team Secretary
anna.funnell@knightfrank.com
T +44 20 7861 5422

CAPITAL MARKETS & DEVELOPMENT CONSULTANCY



Rachel Candelaria
Partner
rachel.candelaria@knightfrank.com
T +44 20 7861 5418
M +44 78 2536 4789



Merelina Monk
Associate
merelina.monk@knightfrank.com
T +44 20 7861 5425
M +44 77 8557 7237



Sam Ball
Senior Surveyor
sam.ball@knightfrank.com
T +44 20 7861 5274
M +44 79 2015 7593



Rupert Downes
Graduate
rupert.downes@knightfrank.com
T +44 20 7861 5403



Quennie Ho
Graduate
quennie.ho@knightfrank.com
T +44 20 8761 1185

VALUATIONS



Neil Armstrong
Partner
neil.armstrong@knightfrank.com
T +44 20 7861 5332
M +44 78 1212 5564



Luke Kemp
Associate
luke.kemp@knightfrank.com
T +44 20 7861 1570
M +44 77 7001 7387



Sarah Jones
Senior Surveyor
sarah.jones@knightfrank.com
T +44 20 7861 1277
M +44 79 1856 0941



James Woolley
Surveyor
james.woolley@knightfrank.com
T +44 20 7861 5448
M +44 78 1059 9709



Rupert Strutt
Graduate
rupert.strutt@knightfrank.com
T +44 20 7861 5452

YOUR GLOBAL PROPERTY PARTNER

The four ingredients which set Knight Frank apart are our independence, our global network, and our commercial and residential platforms.

Through our US alliance with 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.

Working with private individuals, developers, investors, banks, corporate occupiers and public sector bodies we provide a range of agency, investment and professional consultancy services which are supported by our dedicated market research teams.

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.

THE **COMBINATION**
OF OUR **PEOPLE, RESEARCH AND TECHNOLOGY**
HAS HELPED US **GROW** OUR ENVIABLE
TRACK RECORD

OUR SERVICES

- ◆ Agency
- ◆ Building Consultancy
- ◆ Business Rates
- ◆ Capital Markets
- ◆ Development Consultancy
- ◆ Facilities Management
- ◆ Global Corporate Services
- ◆ Lease Advisory
- ◆ Planning
- ◆ Project Management
- ◆ Property Asset Management
- ◆ Restructuring & Recovery
- ◆ Sustainability & Energy Consultancy
- ◆ Tenant Representation
- ◆ Valuations
- ◆ Workplace Consultancy

OUR AREAS OF EXPERTISE

- ◆ Automotive Property
- ◆ Healthcare
- ◆ Hotels
- ◆ Logistics & Industrial
- ◆ Offices
- ◆ Public Sector
- ◆ Residential
- ◆ Retail & Leisure
- ◆ Rural & Agricultural
- ◆ Student Property

OUR SPECIALIST TEAM

Knight Frank has positioned itself at the forefront of the specialist property market, having identified these sectors as one of the most significant areas of growth over a decade ago.

Our Automotive Property, Hotels, Healthcare, Institutional Consultancy, Student Property and Specialist Property Investment departments provide a full menu of expert knowledge including business valuations, transactions, sale & leaseback, development, landlord & tenant and research on every type of asset and registration type within the relevant sectors.

Knight Frank's unique selling point is that we vicariously appreciate the business nuances and act for the majority of the UK's operators, lenders, funds, institutions, property companies and developers.

We are passionate about our sectors, are resolutely focused to providing a best-in-class service to our clients and consistently add value by thinking outside the box.



HEAD OF SPECIALIST PROPERTIES
& PROFESSIONAL SERVICES
Rupert Johnson
rupert.johnson@knightfrank.com
T: +44 20 7861 1284



STUDENT PROPERTY
James Pullan
james.pullan@knightfrank.com
T: +44 20 7861 5422



AUTOMOTIVE PROPERTY
Adam Chapman
adam.chapman@knightfrank.com
T: +44 121 233 6426



GARDEN CENTRES
Richard Walters
richard.walters@knightfrank.com
T: +44 29 2044 0123



HEALTHCARE
Julian Evans
julian.evans@knightfrank.com
T: +44 20 7861 1147



HOTELS
Dominic Mayes
dominic.mayes@knightfrank.com
T: +44 20 7861 1086



INSTITUTIONAL PROPERTY
Emma Cleugh
emma.cleugh@knightfrank.com
T: +44 20 7861 5427



MARINAS
Hazel Morris
hazel.morris@knightfrank.com
T: +44 20 7861 1296



RESIDENTIAL
CAPITAL MARKETS
James Mannix
james.mannix@knightfrank.com
T: +44 20 7861 5412



SPECIALIST PROPERTY
INVESTMENT
Shaun Roy
shaun.roy@knightfrank.com
T: +44 20 7861 1222



SUSTAINABILITY & ENERGY
CONSULTANCY
David Goatman
david.goatman@knightfrank.com
T: +44 20 7861 5109

Knight Frank

Global Headquarters

55 Baker Street

London W1U 8AN

United Kingdom

+44 20 7629 8171

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](https://twitter.com/KnightFrank)
[KnightFrank.co.uk](https://www.knightfrank.co.uk)