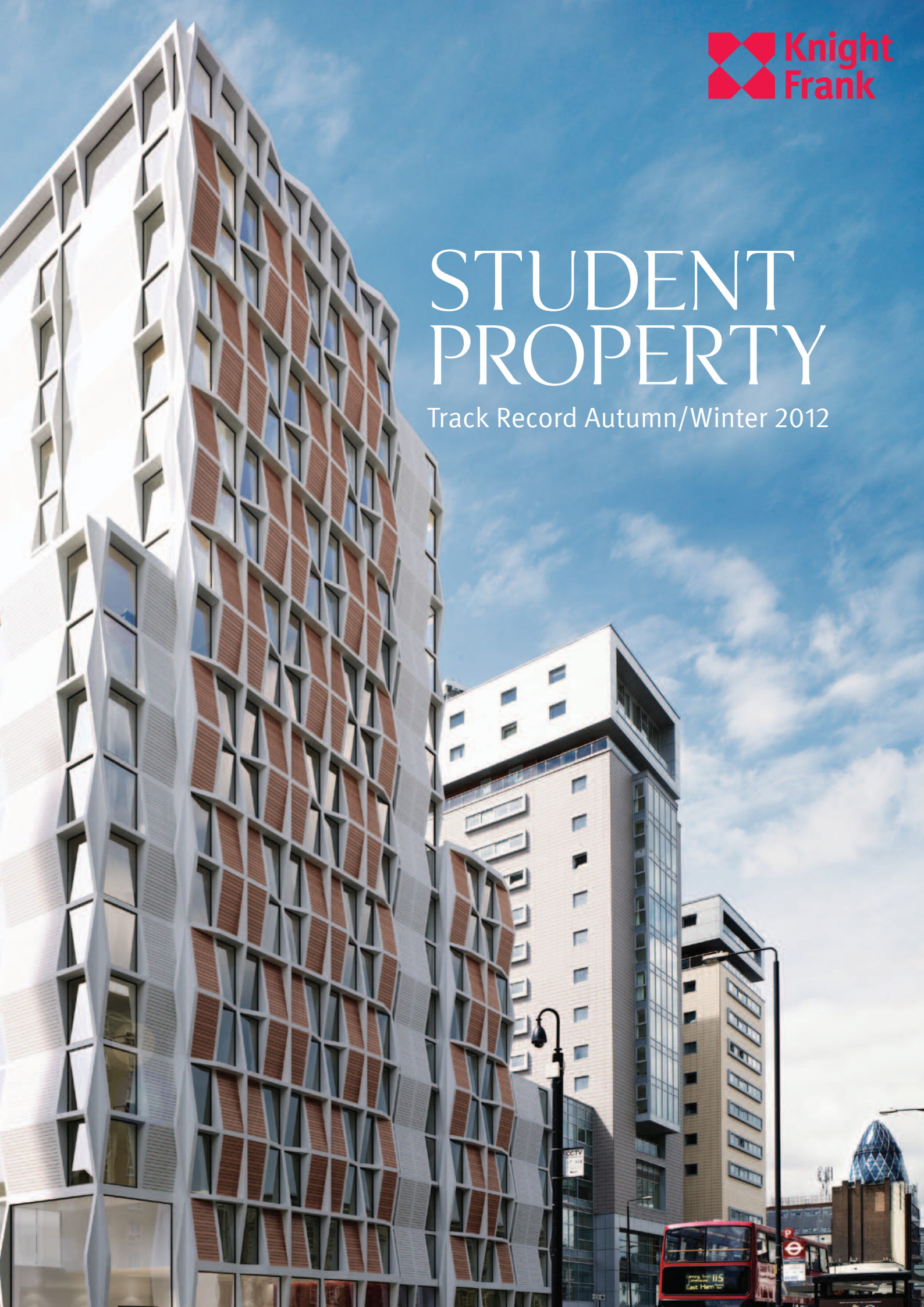


STUDENT PROPERTY

Track Record Autumn/Winter 2012





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STUDENT PROPERTY

Investment in higher education

In a turbulent economic climate, investors are being attracted to the stable characteristics that underpin the student accommodation sector.

Whilst the UK has an unrivalled and growing international reputation for providing excellent higher education, the sector is also recognised for its shortage of good quality student accommodation.

The Knight Frank specialist 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, educational institutions, developers, private land owners, charities and the house building industry.

Based in London, and drawing on the Knight Frank Global Network, we provide property solutions for local, national and global projects, offering a passionately professional service from experienced specialists.

Our track record includes the sale of key strategic urban regeneration sites, as well as operational and established student accommodation assets and portfolios.

Knight Frank's development consultancy experience encompasses redesigning schemes, financial engineering, promoting new design concepts and supporting planning applications.

Our valuation team is one of the foremost specialists in the sector, undertaking a range of loan security and accounts valuation work for key lenders, operators and funds.

The Knight Frank Student Property Team is the largest London based specialist team in the sector, and we can offer clients the full range of services from a single cohesive specialist team:

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

VALUATION



The Unite Group Plc, Various



Client: The Unite Group Plc
 Students: 3,000
 Details: We provide regular valuation advice to The Unite Group on eight assets in Reading, Coventry and London for accounts purposes. (On-going)
 Value: Approximately £300m

The Lime Property Fund



Client: Aviva Investors
 Students: 1,200
 Details: Regular valuation of eight properties within Aviva's Lime Fund subject to leases and operated by The Unite Group Plc. (On-going)
 Value: Over £60m

Legal & General Commercial Lending Limited Portfolio, Various



Client: Legal & General Commercial Lending Limited
 Students: 2,800
 Details: Valuation of 10 assets owned by The Unite Group Plc located throughout the UK, for L&G's debut property lending transaction. (April 2012)
 Value: Over £200m

Student Property

Valuation Track Record

The iQ Portfolio, Various



Client:	Deutsche Postbank and M&G
Students:	4,500
Details:	Instructed to provide valuation advice on the iQ Portfolio for refinancing purposes. The assets are located in 10 cities across the UK. (March 2012)
Value:	Over £250m

Mansion Student Accommodation Fund



Client:	Mansion Student Accommodation Fund
Students:	1,700
Detail:	We provide monthly valuations to the Fund on ten properties throughout the UK. (On-going)
Value:	£140 million +

Student Castle, Manchester and Bristol



Client:	HSBC Bank and Barclays Bank plc
Students:	229 and 520
Detail:	A valuation on the acquisition of the Pro Cathedral development site in Bristol by Student Castle and the revaluation of Student Castle's 35 storey Manchester tower on practical completion. (December 2011 and September 2012)
Value:	£25 million (site value) and app. £50 million

Liberty Living Portfolio Revaluation, UK



Client: HSBC/RBS
Students: 13,255
Detail: Valuation for loan security purposes of the majority of the Liberty Portfolio located from Southampton to Aberdeen. We believe this is the largest loan security valuation undertaken. (November 2011 and Ongoing)
Value: In excess of £800m

Victoria Halls, Coventry



Client: Co-Operative Financial Services
Students: 405
Detail: Loan security advice for Victoria Hall's development of a 405 bedroom scheme in Coventry. (July 2012)
Value: GDV £20 million +

The Curve, London



Client: Barclays Bank
Students: 350
Detail: A valuation for Barclays Bank on practical completion of The Curve, London E1. (November 2012)
Value: £45 million +

AGENCY



Devonshire Court, London



Client: Elite Group
Students: 56
Detail: Knight Frank acted for the purchaser in the acquisition of the scheme from Unite Group. (October 2012)
Value: £15.25m

Herne Hill, London



Client: Goldcrest Land UK
Students: 69
Detail: Knight Frank acted for the vendor in the sale of the development site to Nordic Construction. (August 2012)
Value: £3.55m

Derwent Point, Wakley Street, London



Client: Derwent Living
Students: 136
Details: Knight Frank acted for the vendor in the sale to AUB UK Student Accommodation Fund. (May 2012)
Value: £23.24m

Student Property

Agency Track Record

Portal Way, North Acton, London



Client:	Goldcrest Land UK
Students:	184
Details:	Knight Frank acted for the vendor in the sale of the development site to Downing Developments Ltd. (April 2012)
Value:	£4.5m

Loughborough and Liverpool (Watkin Jones)



Client:	Aprirose
Students:	653
Details:	Knight Frank acted for the purchaser in the acquisition of the schemes from Gatehouse Bank. (April 2012)
Value:	£34.435m

Victory Pier, Gillingham, Kent



Client:	Berkeley First
Students:	496
Details:	Knight Frank acted for the vendor in the sale to Liberty Living. (January 2012)
Value:	£28m

Goodmans Fields, London



Client: Berkeley First
Students: 617
Details: Knight Frank acted for the vendor in the sale to Student Castle. (January 2012)
Value: £80.35m

Janet Poole House, London



Client: Acorn of London Ltd
Students: 75
Details: Knight Frank acted for the vendor in the sale to The Mansion Property Group. (December 2011)
Value: £7.725m

Camden Court and Magnet Court, Newcastle



Client: Aviva
Students: 456
Detail: Knight Frank acted for the vendor in the sale to LaSalle Investment Management. (December 2011)
Value: £23.1m

KNIGHT FRANK LLP

A partnership approach

With over 100 years of experience, Knight Frank is the world's leading, privately owned, global property consultancy.

Through our alliance with US based Newmark Knight Frank, our global network extends across almost 250 offices in 43 countries and we have more than 7,000 professionals handling in excess of US\$800 billion worth of prime commercial, residential and agricultural real estate.

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

Our services

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

Our areas of expertise

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