

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.

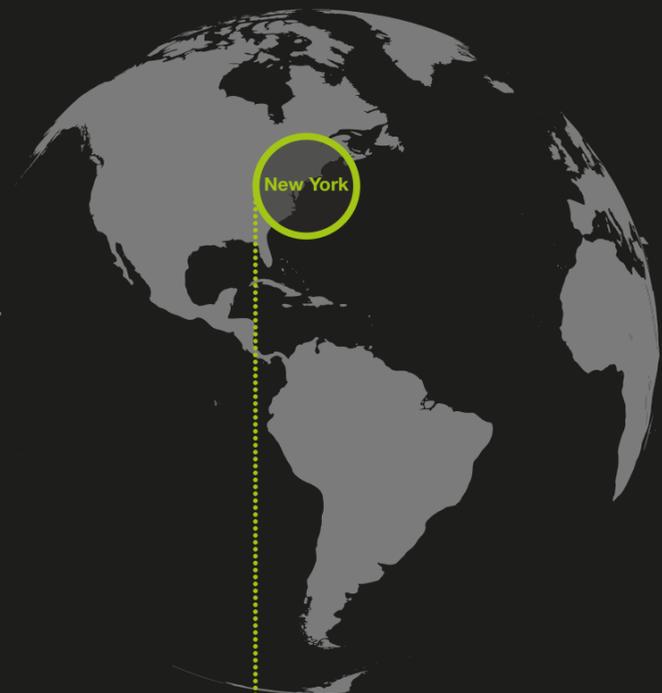
Our Global Platform.

Knight Frank has a dedicated global network of over **550 investment advisors** across **59 countries** providing unrivalled insight and access to global capital markets

14,000 People

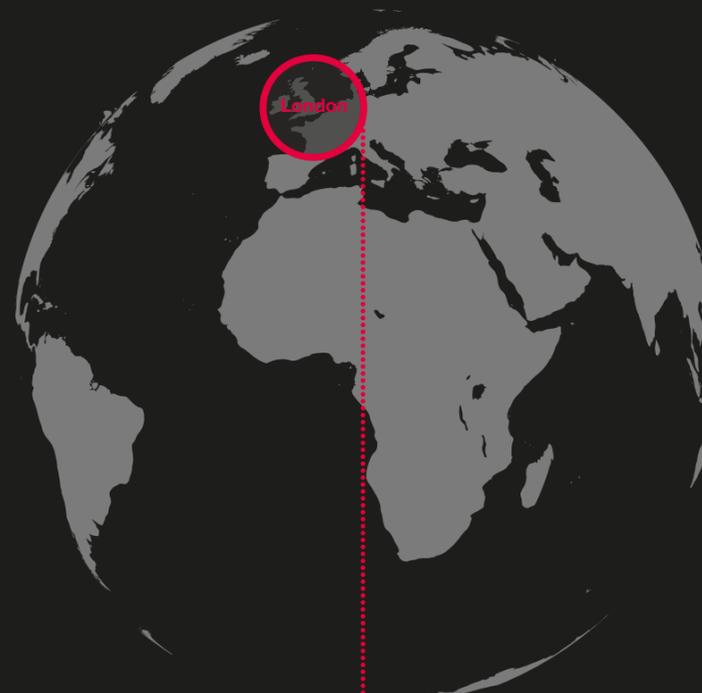
411 Offices

59 Countries



The Americas

Atlanta • Boston • Chicago
Los Angeles • New York
San Francisco • Sao 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

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 411 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.



The Nymex Building, New York.

Office

Vendor	CME Group, Inc. (USA)
Purchaser	Brookfield Office Properties (Canada)
Size	550,000 sq ft
Tenancy	Multi-let
Price	US\$200,000,000
Capital Value	US\$364 per sq ft

Newmark Grubb Knight Frank represented the New York Mercantile Exchange (NYMEX), a CME Group subsidiary, in the sale and long-term leaseback of One North End Avenue. The world's largest physical futures commodity exchange, NYMEX will lease approximately 40% of the property for 15 years, while new owner Brookfield will lease the remaining space at the top of the tower.



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.



Mandarin Oriental Retail, Boston.

Luxury Urban Retail

Vendor	Irish Banking Resolution Corporation (Ireland)
Size	29,465 sq ft
Price	Anticipated US\$75,000,000 – US\$80,000,000

Newmark Grubb Knight Frank are currently marketing this 29,465 sq ft luxury retail which is located at the base of the five-star Mandarin Oriental Boston hotel and residences, and adjacent to the renowned Prudential Center in the heart of Boston's Back Bay neighborhood. The combination of exceptional location, added to the existing high-profile tenant roster, and world renowned surrounding tenancy makes this the most sought-after retail deal in New England.



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.



Asia Pacific.



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.



Australian Technology Park, Sydney.

Business Park

Vendor	UrbanGrowth NSW (Australia)
Purchaser	Mirvac-led consortium (Australia)
Size	131,923 sq m
Tenancy	Multi-let
Price	AU\$263,000,000

Knight Frank was appointed by the vendor as the sole agent to carry out the investment sale of a significant land holding on the fringe of Sydney's CBD, offering secure existing income, value-add opportunities and a strong development pipeline. The property is set on a circa 13.2 hectare site and incorporates four existing office buildings with a WALE of over three years. ATP also includes three development sites totalling circa 2.2 hectares allowing for significant value-add commercial and mixed-use opportunities.

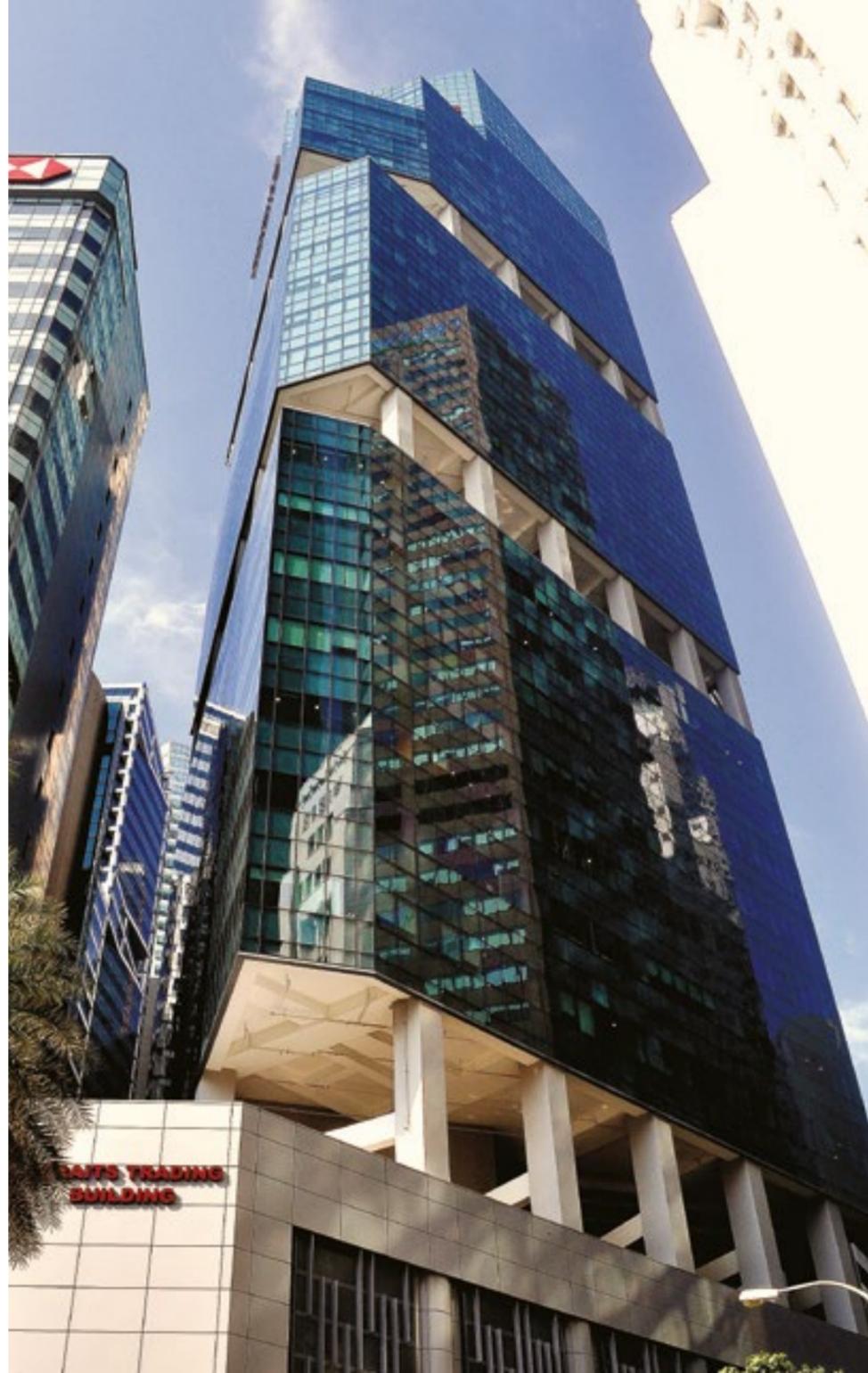


Straits Trading Building, Singapore.

Office

Vendor	The Straits Trading Company (Singapore)
Purchaser	Sun Venture Group (Singapore)
Size	158,902 per sq ft
Tenancy	Multi-let (2.5 years unexpired lease term)
Price	S\$450,000,000
Cap Rate	3.10%
Capital Value	S\$2,832 per sq ft

Straits Trading Building is located in the heart of Raffles Place, the financial district of Singapore with prominent frontage along 9 Battery Road. Grade A office building comprising 19 office levels, 4 car park levels, 2 open sky terraces and F&B / retail units located on the first storey.



3 Southgate Avenue, Melbourne.

Multi Sector / Mixed Use

Vendor	DEXUS Property Group (Australia)
Purchaser	ARA Asset Management (Singapore)
Size	66,351 sq m (office), 9,856 sq m (retail)
Price	AU\$578,000,000
Cap Rate	6.50%

Knight Frank successfully negotiated the sale of Dexus' Southgate Complex to Singaporean ARA Asset Management. The Southgate Complex is a true Melbourne landmark well known for its world class restaurants and prominent A Grade office towers. The deal was secured following a highly competitive off market process in which there were three under bidders, introduced from other agencies.



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.



The Lumley Centre, Auckland.

Office

Vendor	Dexus Property Group (Australia)
Purchaser	Deka Immobilien (Germany)
Size	19,478 sq m
Tenancy	Multi-let
Price	NZ\$146,000,000
Cap Rate	7.08%
Capital Value	NZ\$7,496 per sq m

Knight Frank undertook the largest office sale of the year in New Zealand on behalf of Dexus. The property was marketed extensively overseas involving presentations throughout Asia, Germany and the UK. Subsequently bids were received from German, Chinese, US and Singaporean buyers, many of them first time buyers. Following a competitive bidding process, Deka were granted an exclusive due diligence period before completing the purchase of their first asset in New Zealand.



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%
Capital Value	US\$249 per sq ft

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.



Maxima Portfolio, Netherlands.

Multi Sector / Mixed Use

Vendor	Credit Suisse Asset Management (Switzerland)
Purchaser	A subsidiary of MAM (USA)
Size	14 assets comprising c. 137,900 sq m
Tenancy	Multi-let, ca 7.6 years
Price	€382,700,000

Knight Frank were mandated by CSAM for the sale of a portfolio of 14 assets held in the Netherlands within the CS Euroreal and CS Property Dynamic funds. The portfolio generates an annual rent in the order of €27,260,000 p.a. (with rent guarantees on the current portfolio vacancy). A highly targeted global marketing campaign resulted in highly competitive bids from North America, Europe, Asia Pacific and the Middle East.



Viking Portfolio, Pan European.

Logistics

Vendor	TH Real Estate (Germany / USA)
Purchaser	CBREGIP (USA)
Size	602,488 sq m
Tenancy	Multi-let (5.5 year WAULT)
Price	€345,700,000
Cap Rate	7.70%
Capital Value	€574 per sq m

Knight Frank represented TH Real Estate on the sale of this Pan-European logistics portfolio comprising of 7 assets in 4 jurisdictions. The purchaser will retain existing fund manager as operating partner.



Vauxhall Cross, London.

Residential Development

Vendor	Wendover Investments Limited (UK)
Purchaser	VCI Property Holding Limited (UK)
Size	627,057 sq ft GIA consented
Price	Confidential

Unconditionally exchanged. The site benefits from planning permission for a Squire & Partners scheme including 291 apartments, a 180 key hotel and 3 floors of offices. Vauxhall Cross is located at the forefront of the Vauxhall Nine Elms Battersea opportunity area. The area is internationally recognised as the most significant and exciting regeneration area in Central London.



IBC Campus, Frankfurt.

Office

Vendor	Ivanhoe Cambridge (Canada)
Purchaser	RFR Holding GmbH (USA)
Size	83,882 sq m
Tenancy	Multi-let (7.1 year WAULT)
Price	€246,000,000
Cap Rate	7.78%
Capital Value	€2,933 per sq m

Knight Frank's European team executed the sale of this high-quality property in the heart of Frankfurt on behalf of Ivanhoe Cambridge. The second of a three-asset sales instruction, this was one of the largest transactions of the year outside the Frankfurt CBD.



Calle Joaquín Costa, Zaragoza.

Hotel



Vendor	Beltrán Family (Spain)
Purchaser	Sánchez Family (Spain)
Size	134 rooms
Tenancy	15 years (10 years to break)
Price	€19,900,000 (148,000 €/room)
Cap Rate	4.77%
Capital Value	€950,000 (7,089 €/room)

Gran Hotel is the most important hotel in the city of Zaragoza. It was fully refurbished in 2014 and it has been operated by NH Hoteles since 1989.

Walbrook Building, London.

Office



Vendor	Ares (USA) / Delancey (UK)
Purchaser	Cathay Life (Taiwan)
Size	450,650 sq ft
Tenancy	Multi-let (12.2 WAULT)
Price	£575,000,000
Cap Rate	4.01%
Capital Value	£1,276 per sq ft

This was a market-making landmark City of London investment sale for Ares and Delancey. A global marketing campaign was undertaken by Knight Frank's Central London team on the sale of this premium, modern office building. The overwhelming response was from global insurance funds, one of which has now acquired the property. This was the largest single asset transaction in Europe during 2015.

Beaux Lane House, Dublin.

Office

Vendor	Royal College of Surgeons in Ireland (Ireland)
Purchaser	Real IS (Germany)
Size	9,583 sq m
Tenancy	Multi-let (6 year WAULT)
Price	€60,501,000
Cap Rate	4.96%
Capital Value	€6,313 per sq m

Knight Frank advised Real IS on their first ever acquisition in Ireland. This core Dublin office asset was acquired for the special fund BGV V.



Ardent Portfolio, UK.

Student Property

Vendor	International Mutual Fund PCC Limited (UK)
Purchaser	Mapletree (Singapore)
Size	5,507 student bedrooms
Tenancy	Freehold/Long Leasehold
Price	£417,000,000
Cap Rate	6.10%

Student portfolio comprising 25 operational student schemes comprising 5,507 beds across 12 Cities within the UK. This represents Mapletree's first purchase in the student sector.



Shell Centre, London.

Residential & Office Investment

Vendor	Canary Wharf Group (UK) / Qatari Diar (Qatar)
Purchaser	Almacantar (UK)
Size	c. 565,000 sq ft
Tenancy	Part pre-let
Price	c. £550,000,000
Cap Rate	5% on pre-let / 5.75% on speculative
Capital Value	£980 per sq ft

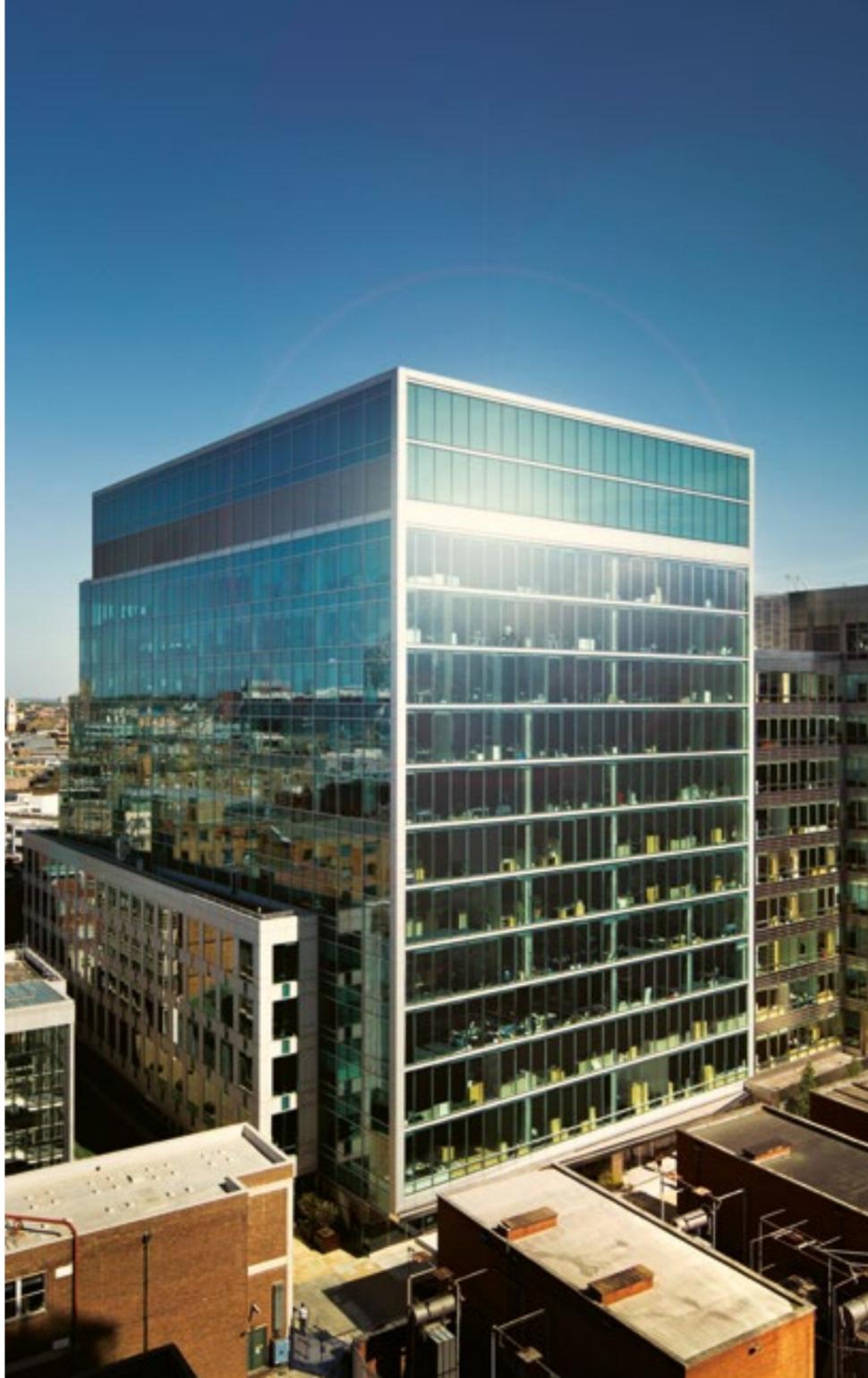
This redevelopment of the former Shell Centre site fronting the River Thames comprises 5.5 acres, 1.5m sq ft of mixed-use accommodation providing office (561,000 sq ft), residential (750,000 sq ft), retail and leisure accommodation (81,000 sq ft). The commercial element alone comprises two iconic buildings, with One Southbank Place pre-let to Shell for 20 years. Knight Frank's Central London team advised Canary Wharf and Qatari Diar on the development funding of the commercial element. The team devised an innovative disposal structure ensuring the forward purchase of One and Two Southbank Place, enabling the development to be de-risked and funding to be obtained to ensure deliverability. Our firm is the only agent appointed on both the commercial and residential accommodation.

Broadgate Quarter, London.

Office

Vendor	Hines (private Middle Eastern clients of HSBC)
Purchaser	Blackstone (USA)
Size	454,797 sq ft
Tenancy	Multi-let
Price	£416,000,000
Cap Rate	4.94%
Capital Value	£915 per sq ft

Successful disposal of two prime City office buildings following an international marketing campaign. Highly reversionary opportunity with 5 outstanding rent reviews representing 42% of the income.



Columbus Courtyard, London.

Office

Vendor	Partners Group (Switzerland) & Vico Capital (Ireland)
Purchaser	HNA Group (China)
Size	195,443 sq ft
Tenancy	Freehold
Price	£131,000,000
Cap Rate	4.60%
Capital Value	£670 per sq ft

Disposal of a rare freehold on the Canary Wharf Estate, securely let to Credit Suisse. Global marketing campaign led to a sale to a chinese conglomerate for one of the lowest yields achieved in Canary Wharf.



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 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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**Connecting People &
Property, Perfectly.**

