

# Seniors Housing Track Record



# Building the world's leading living sectors advisory team

**T**he living sectors are becoming the world's most investible asset class. We are at the forefront of future trends, leading the way.

Our deep and long-established understanding of the living sectors, accompanied by rich data sets, brings unparalleled knowledge and expertise.

From our world-leading platform, we're here as your partner to provide the best advice to navigate the evolving complexities of this dynamic market.

For us, it's not just a business; it's about building lasting relationships grounded in trust.



# Seniors Housing team



**Tom Scaife**  
Head of Seniors Housing



**Peter Youngs**  
Partner, Senior Living



**Jack Copley**  
Partner, Senior Living



**Lauren Harwood**  
Partner, Senior Living



**Laurence Unwin**  
Partner, Senior Living



**Sophie Cooper**  
Partner, Senior Living



**Luke Hastie**  
Associate, Senior Living



**Charles Anslow-Wilson**  
Associate, Senior Living



**Annabel Briggs**  
Surveyor, Senior Living



**Chris Barnes**  
Associate, Senior Living

# One integrated network



Our alliance offers the greatest access to the world's broadest institutional, private, sovereign wealth and ultra-high-net-worth investor network.



# Track Record



# Seniors Housing – Agency



Affordable Housing and Healthcare Fundraise UK

*Price: Confidential*  
*Units: 550*  
*Client: Affordable Housing and Healthcare*



Shiplake Meadows  
UK, Oxfordshire

*Price: Confidential*  
*Units: 65*  
*Client: Galliard*



Headley Court  
UK, Surrey

*Price: Confidential*  
*Units: 112*  
*Client: Angle Property*



Ayrton House  
UK, Barnet

*Price: Confidential*  
*Units: 60*  
*Client: Barratt*



Riverstone  
UK, Kensington

*Price: Confidential*  
*Units: 190*  
*Client: Berkeley*



Riverstone  
UK, Fulham

*Price: Confidential*  
*Units: 161*  
*Client: Barratt*

# Seniors Housing – Agency



Brent Cross Town  
UK, Brent Cross

*Price: Confidential*  
*Units: 150*  
*Client: Related Argent*



Woodbank and Queensgate  
Apartments  
UK, Woking and Sidcup

*Price: Confidential*  
*Units: 125*  
*Client: M&G*



RVG Tunbridge Wells  
UK, Kent

**Acquisition**  
*Price: Confidential*  
*Units: 166*  
*Client: Retirement Villages Group*



L&G House, Kingswood  
UK, Surrey

**Disposal**  
*Price: Confidential*  
*Units: 280*  
*Client: Legal & General*



The Oakleigh  
UK, St Albans

**Acquisition of land at Burston Garden Centre**  
*Price: Confidential*  
*Units: 124*  
*Client: Elysian (SLIP)*



Kings Road Park,  
UK, London

*Price: Confidential*  
*Units: 124*  
*Client: Berkeley*

# Seniors Housing – Agency



Wilton Park  
UK, Buckinghamshire

Price: Confidential  
Units: 95  
Client: Confidential



Wildernesse House  
UK, Kent

Acquisition of Wildernesse House  
Price: Confidential  
Units: 83  
Client: Elysian



The Denton  
UK, Hertfordshire

Price: Confidential  
Units: 167  
Client: Confidential



Botanical Place  
UK, Surrey

Acquisition  
Price: Confidential  
Units: 196  
Client: Retirement Villages Group



Kew Riverside  
UK, London

Price: Confidential  
Units: 88  
Client: Confidential



Lower Mill Apartments  
UK, Surrey

Acquisition  
Price: Confidential  
Units: 53  
Client: Birchgrove

# Seniors Housing – Agency



Pepperpot House  
UK, Surrey

## Acquisition

*Price: Confidential*  
*Units: 52*  
*Client: Birchgrove*



Auriens Dovehouse Street  
UK, London

*Price: c.£69m*  
*Units: 56*  
*Client: Auriens*



Thrive Living West Malling  
UK, Kent

*Price: Confidential*  
*Units: 140*  
*Client: Confidential*



Heythrop College  
UK, London

*Price: Confidential*  
*Units: 142*  
*Client: Leopard UK Kensington Propco Limited*



Riverstone Bishops Avenue  
UK, London

*Price: Confidential*  
*Units: 93*  
*Client: Harrison Varma*



Bath Riverside  
UK, Bath

*Price: Confidential*  
*Units: 288*  
*Client: Legal & General*

# Seniors Housing – UK Valuations



Audley Sale and  
Leaseback  
UK, London

Units: 560  
Client: Confidential



Auriens Dovehouse Street  
UK, London

Units: 56  
Client: Mcap Global Finance



IVG Portfolio  
UK

Units: 590  
Client: HSBC Bank, plc



SLIP Portfolio  
UK

Units: 424  
Client: Senior Living Investment  
Partners



ReLF Portfolio  
UK

Units: 563  
Client: Retirement Living Fund



Rangeford Portfolio  
UK

Units: 905  
Client: Rangeford

# Seniors Housing – UK Valuations



Affordable Housing and Healthcare Portfolio  
UK, London

Units: 175  
Client: Secure Trust Bank



Riverstone Fulham  
UK, London

Units: 161  
Client: Alliance Bernstein



Audley Portfolio,  
UK, London

**Sale and leaseback**  
Units: 560  
Client: Confidential



Richmond Villages Portfolio  
UK

Units: 949  
Client: Bupa



Birchgrove Portfolio  
UK, South East

Units: 163  
Client: Birchgrove



Mayfield Watford  
UK, Hertfordshire

Units: 255  
Client: Homes England

# Seniors Housing – UK Valuations



Preferred Homes Portfolio  
UK

Units: 680  
Client: Nuveen



McCarthy Stone Shared  
Ownership Portfolio  
UK

Units: 369  
Client: McCarthy Stone



The Beckett  
UK, Kent

Units: 89  
Client: Silbury



Pegasus Portfolio  
UK

Units: 378  
Client: Bank Leumi



Anchor  
UK

Units: 100  
Client: Anchor



Whiteley Village  
UK, Surrey

Units: 260  
Client: Whiteley Village



# A formidable force

Clients choose us because ...

## We are one globally connected team

Together with our partner, Berkadia, we provide integrated real estate advisory and finance services across all key hubs.

## We hold the best data and analysis

Data is key. We continually innovate and invest in data to provide the most reliable intelligence, analysis and underwriting.

## We have unparalleled access to capital

Our unique access to institutional capital and private wealth, offers the most diverse & attractive capital solutions.

## We always put clients first

With us, it's personal. We partner with you for the long-term. We have the freedom to put clients first.

# Knight Frank Capital Advisory

We provide integrated capital structuring and sourcing services for investors across the globe. The FCA regulated work as a combined unit to allow for a holistic understanding of all aspects of funding.

## Debt Advisory

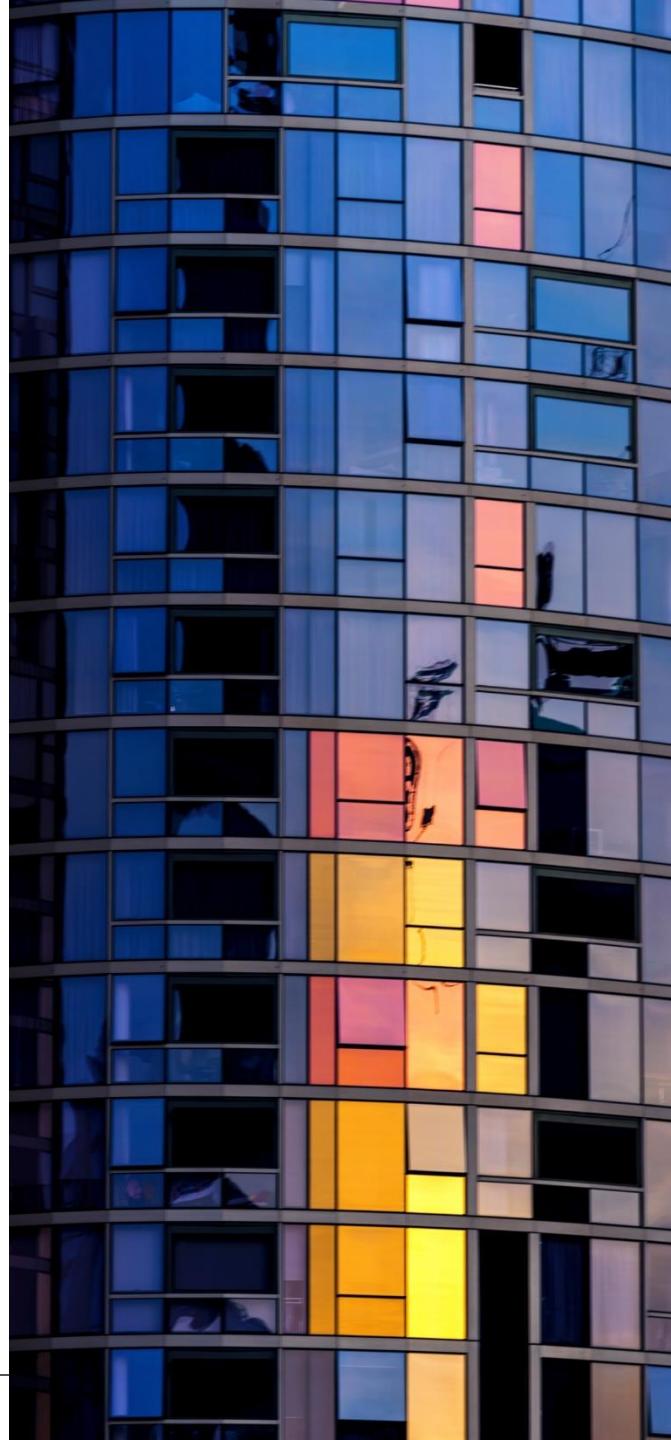
Strategic advice and analysis to ensure optimum financing terms are obtained. The team has established relationships with 300+ active lenders, across the capital stack.

## Equity Advisory

We offer bespoke structuring advice across a broad range of equity raising requirements. We offer connections to global capital, with a contact base of 750+ equity investors and unparalleled access to private capital.

## Financial Modelling

The team has extensive experience in preparing detailed financial models and data-analysis. We also provide bespoke interactive dashboards enabling clients to drill down into the underlying data.



# One global team, one platform – no silos

Real Estate Brokers		KNIGHT FRANK	Real Estate Investment Banks
Company ownership	<ul style="list-style-type: none"> <li>• Publicly listed or PE-owned</li> <li>! External shareholders agenda</li> </ul>	<ul style="list-style-type: none"> <li>✓ Private partnership with <b>NO external shareholders</b> or debt</li> </ul>	<ul style="list-style-type: none"> <li>• Publicly listed or PE-owned</li> <li>! External shareholders agenda</li> </ul>
Team structure	<ul style="list-style-type: none"> <li>! Country <b>silos</b> disincentivized to working together</li> <li>! Separate P&amp;Ls and <b>complex fee share</b></li> </ul>	<ul style="list-style-type: none"> <li>✓ One global living team with <b>no silos</b>, incentivized to work together</li> </ul>	<ul style="list-style-type: none"> <li>• Lean, asset-specific deal teams, usually covering countries from London-HQ</li> <li>• Country offices with generalist teams</li> </ul>
Underwriting	<ul style="list-style-type: none"> <li>• Ability to underwrite asset and portfolios, supported by local database - <b>no company-wide integration</b></li> </ul>	<ul style="list-style-type: none"> <li>✓ Ability to underwrite asset and portfolios, supported by rich operational databases</li> </ul>	<ul style="list-style-type: none"> <li>! Asset-level underwriting limited - focus on sizeable portfolios and TopCo EBITDA</li> </ul>
Real estate knowledge	<ul style="list-style-type: none"> <li>✓ Strong, underpinned by in-house research and brokerage teams</li> </ul>	<ul style="list-style-type: none"> <li>✓ Underpinned by in-house research and brokerage teams</li> </ul>	<ul style="list-style-type: none"> <li>! Limited with <b>no on-the-ground real estate expertise</b></li> </ul>
Capital access	<ul style="list-style-type: none"> <li>• Good access globally but limited due to prevalent <b>silos</b> structures</li> </ul>	<ul style="list-style-type: none"> <li>✓ <b>Integrated network</b> with deep access to local capital pools in Americas, EMEA and APAC</li> </ul>	<ul style="list-style-type: none"> <li>• Main access to sizeable LPs with limited global real estate networks</li> </ul>
Debt coverage	<ul style="list-style-type: none"> <li>! Growing but limited further by in-house silos and <b>complex fee-share structure</b></li> </ul>	<ul style="list-style-type: none"> <li>✓ <b>In-house debt team</b> working in parallel</li> </ul>	<ul style="list-style-type: none"> <li>• In-house teams, but tend to be generalists with <b>lack of real estate comprehension</b></li> </ul>

# Insights backed by data

We believe data is key.

That's why our team are at the forefront to help our clients make the most informed strategic decisions.

Alongside our unparalleled access to data, we are the key market commentators, providing the highest quality, forward-thinking insights.

The consultancy work carried out for our clients spans the full suite of living sector asset classes. We have provided impartial, bespoke research to all major financial institutions, developers and public sector bodies active in the sector.





# Relationships with the world's most active investors

## GLOBAL CAPITAL



## US CAPITAL



# Our global reach

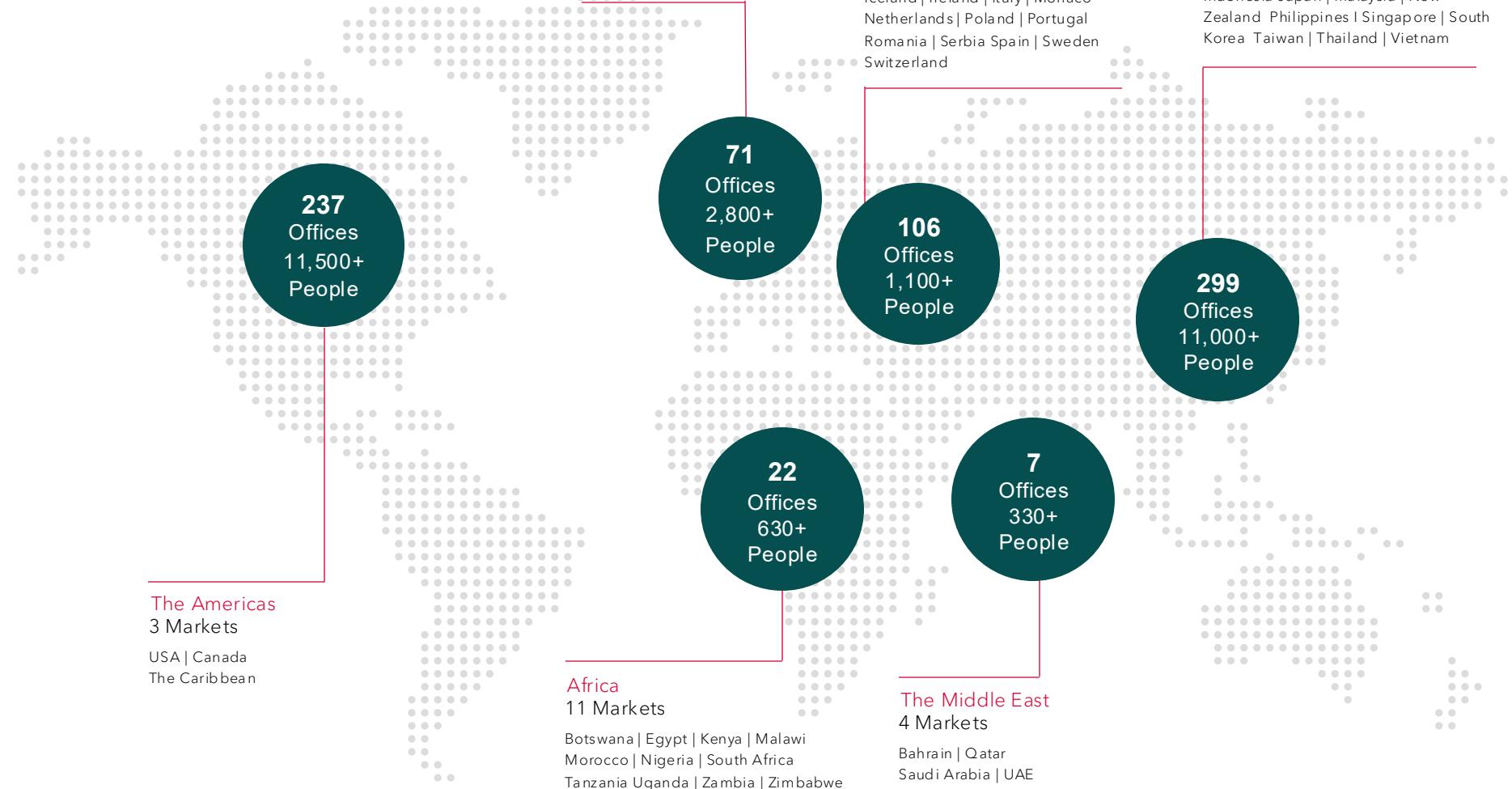
We combine global reach with local expertise. We are big enough to cover all the world's capital hubs, yet small enough to collaborate seamlessly.

740+ Offices

50+ Territories

27,000+ People

1 Global Team





Building the world's leading living sectors advisory team