

Seniors Housing Track Record



Building the world's leading living sectors advisory team

The living sectors are becoming the world's most investible asset class. We are at the forefront of future trends, leading the way.

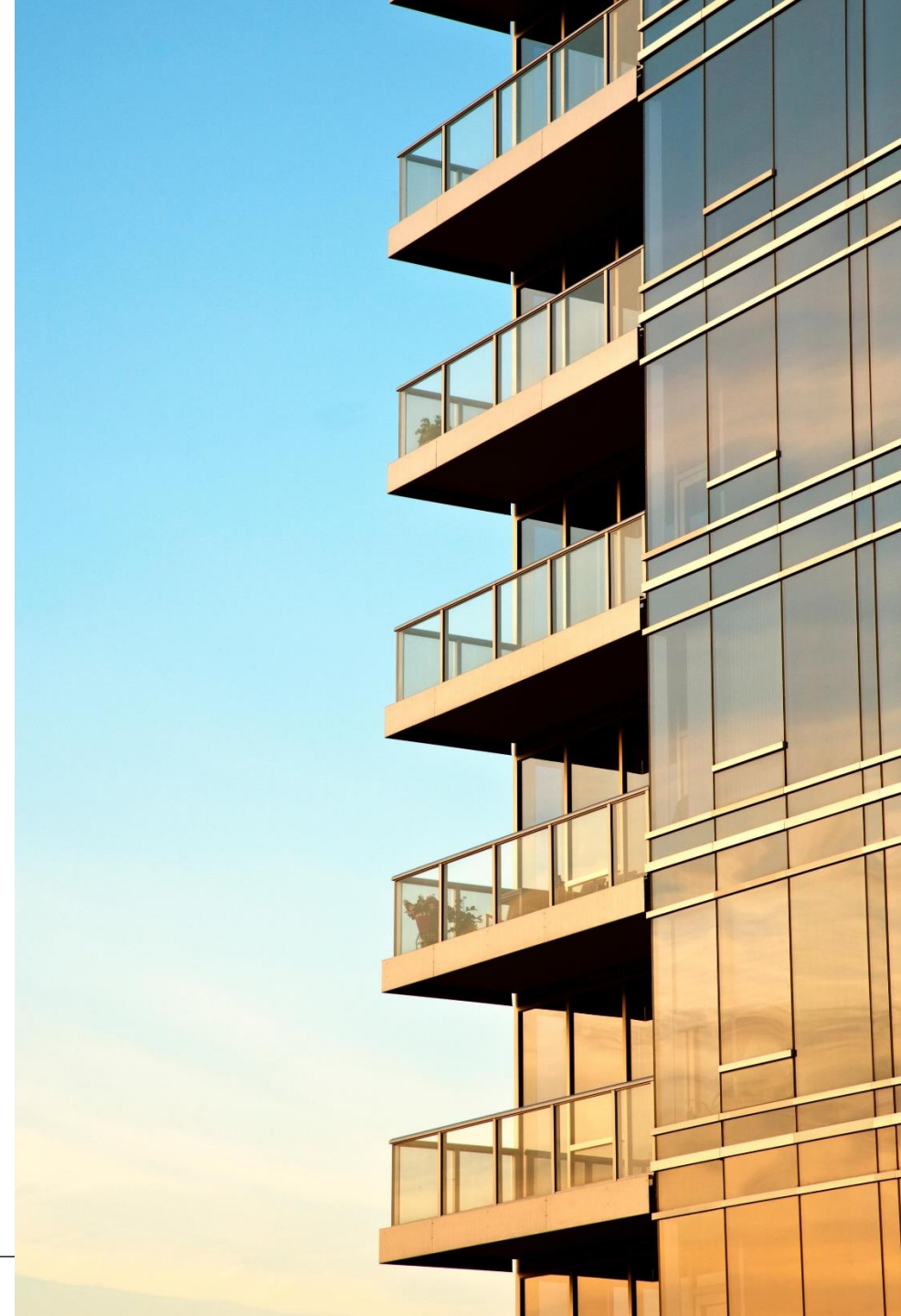
Our deep and long-established understanding of the living sectors, accompanied by rich data sets, brings unparalleled knowledge and expertise.

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.

James Mannix

James Mannix
Head of Global Living Sectors



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

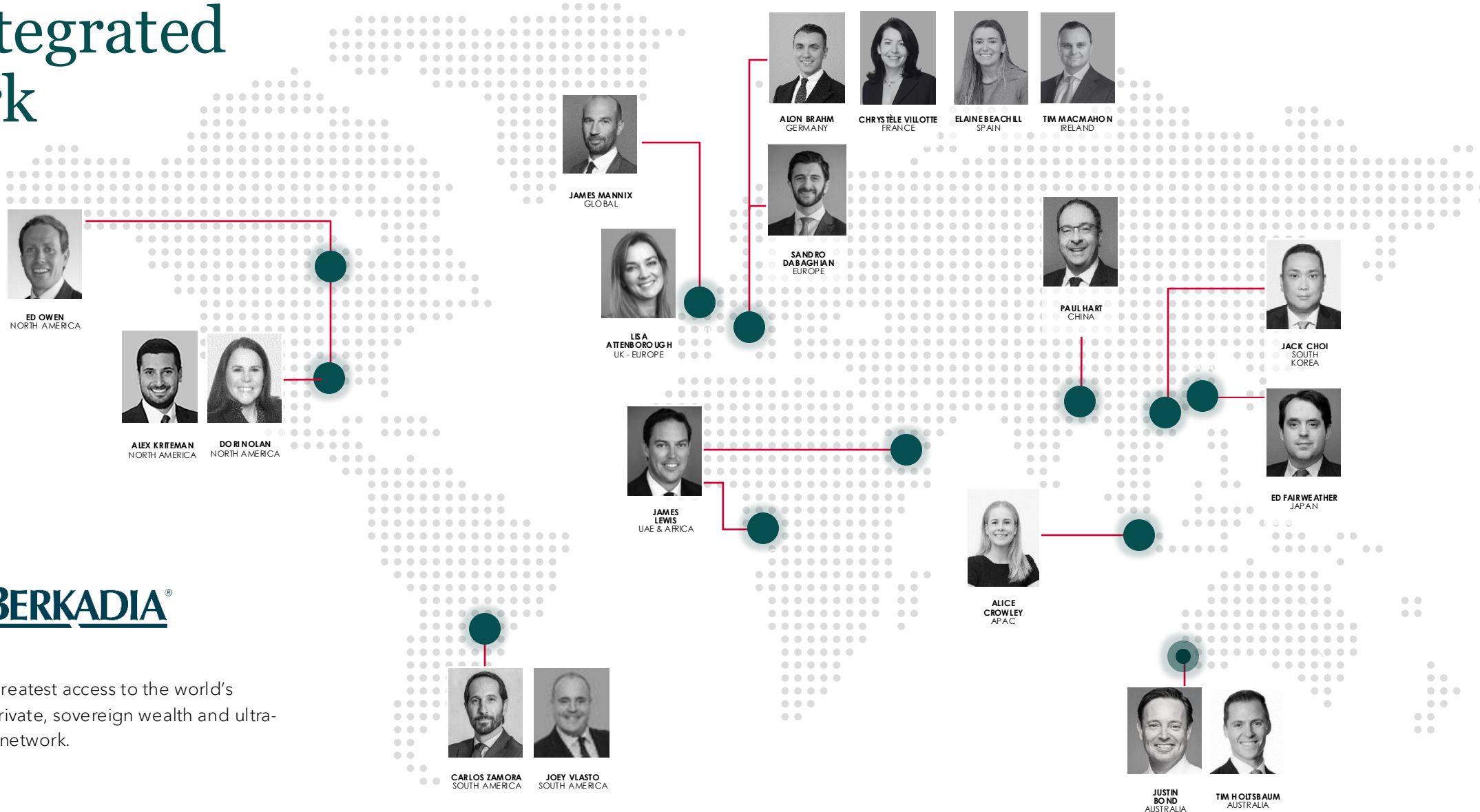


Annabel Briggs
Surveyor, Senior Living



Chris Barnes
Associate, Senior Living

One integrated network



BERKADIA®

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



BERKADIA®

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 Wilderesse
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

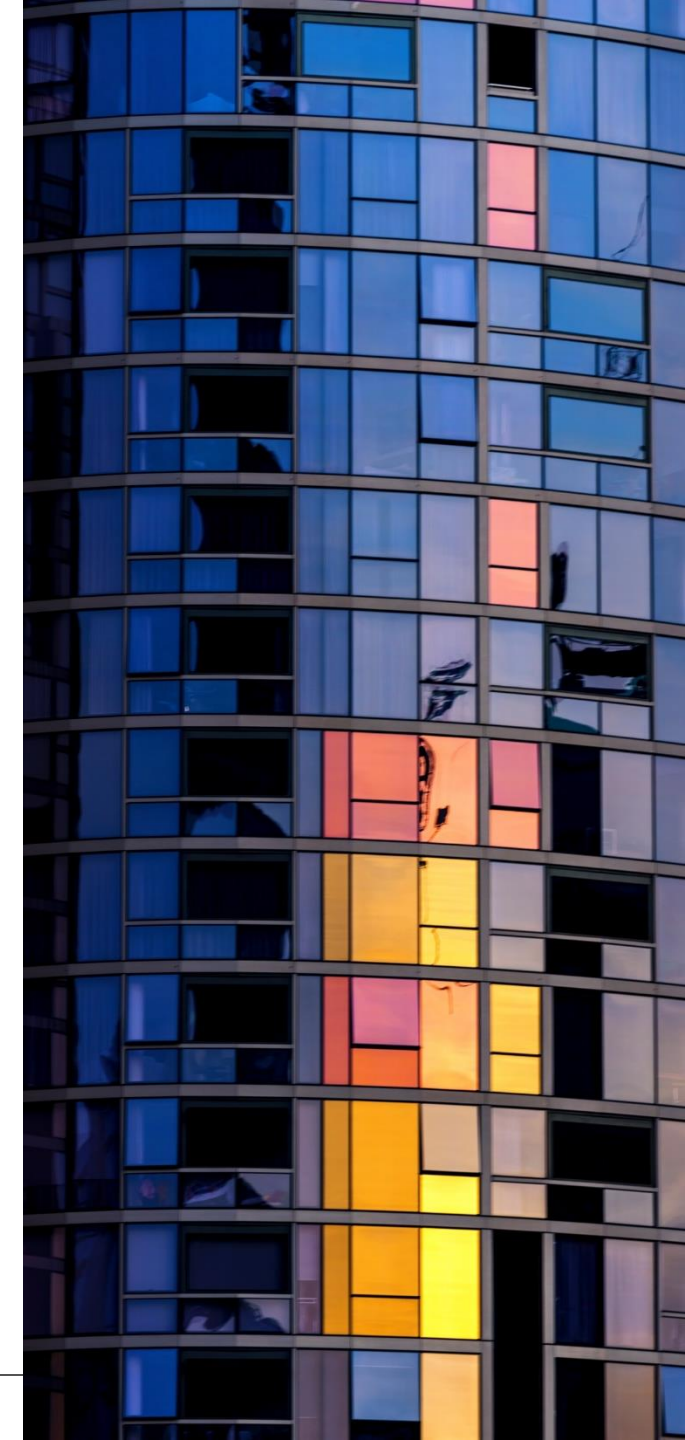
Strategic advice and analysis to ensure optimum financing terms are obtained. The team has established relationships with 300+ active lenders, across the capital stack.

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

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

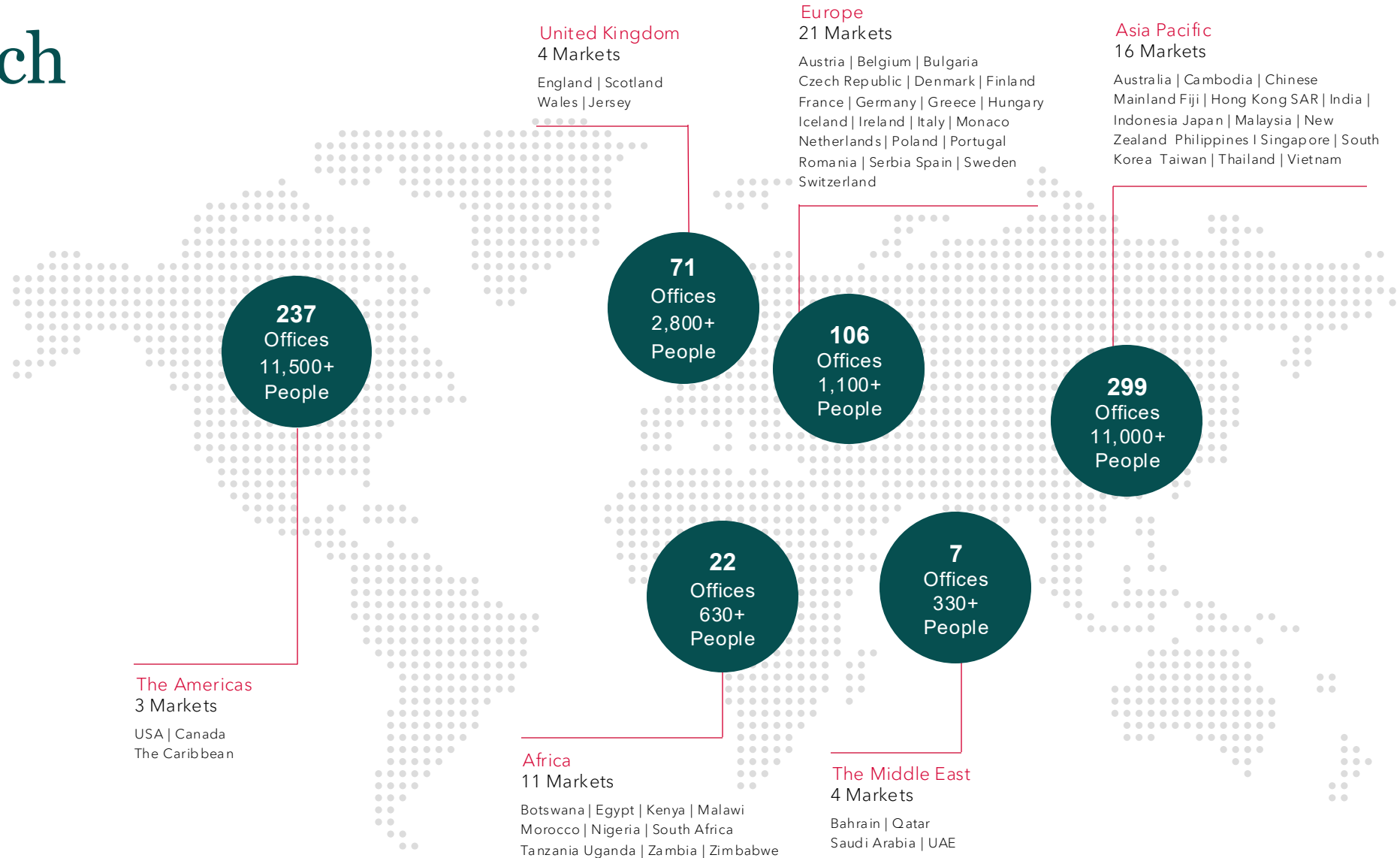
50+ Territories

27,000+ People

1 Global Team



BERKADIA®





Building the world's leading living sectors advisory team