

Student Property 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.

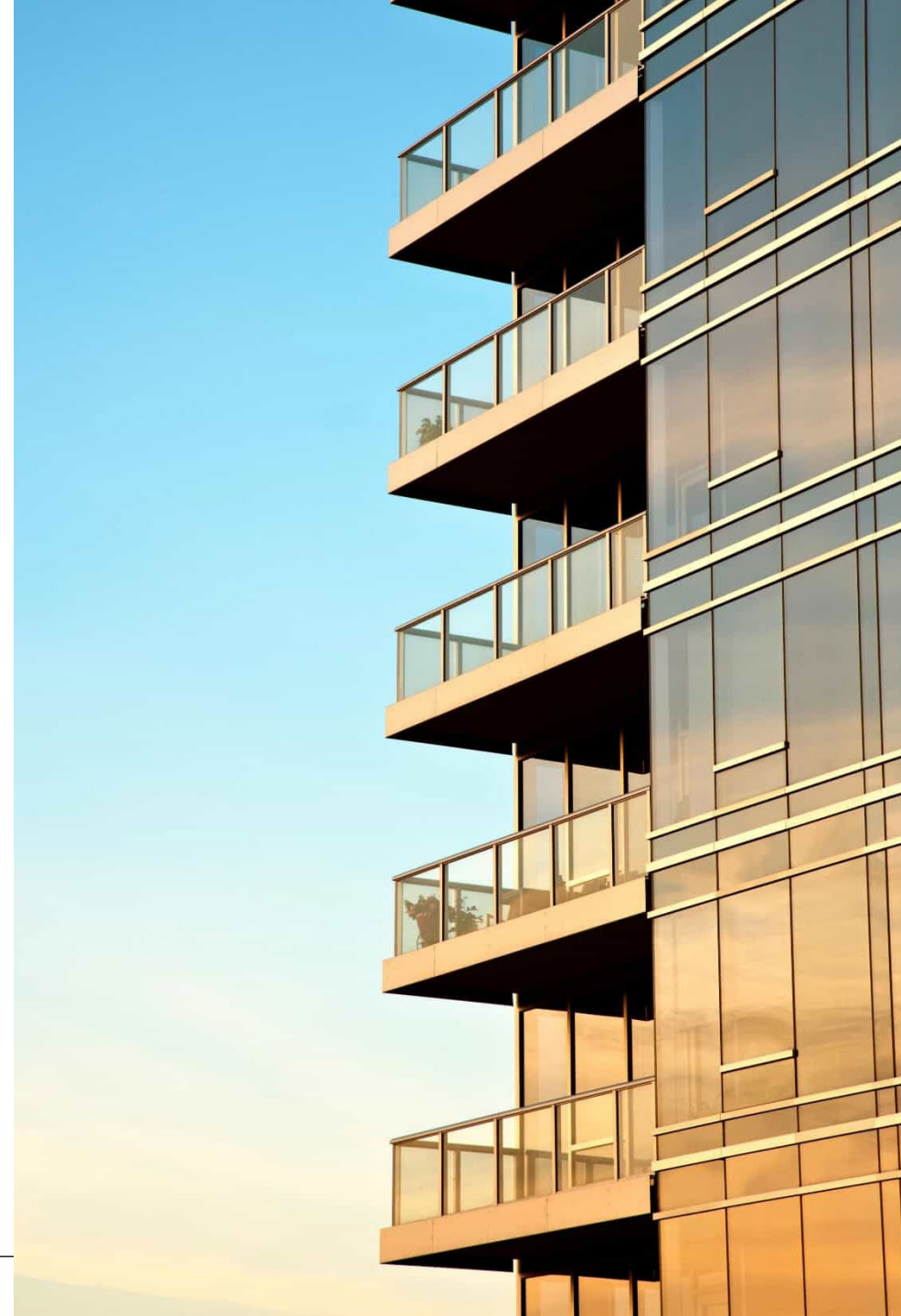
Our deep and long-established understanding of the living sectors, accompanied by rich data sets, brings unparalleled knowledge and expertise.

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



Student Property team



Merelina Sykes
Joint Head of Student Property
Head of Capital Markets



Neil Armstrong
Joint Head of Student Property
Head of Valuations



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Partner,
Capital Markets



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Partner,
Valuations



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Surveyor,
Capital Markets



Guy Withers
Surveyor,
Valuations

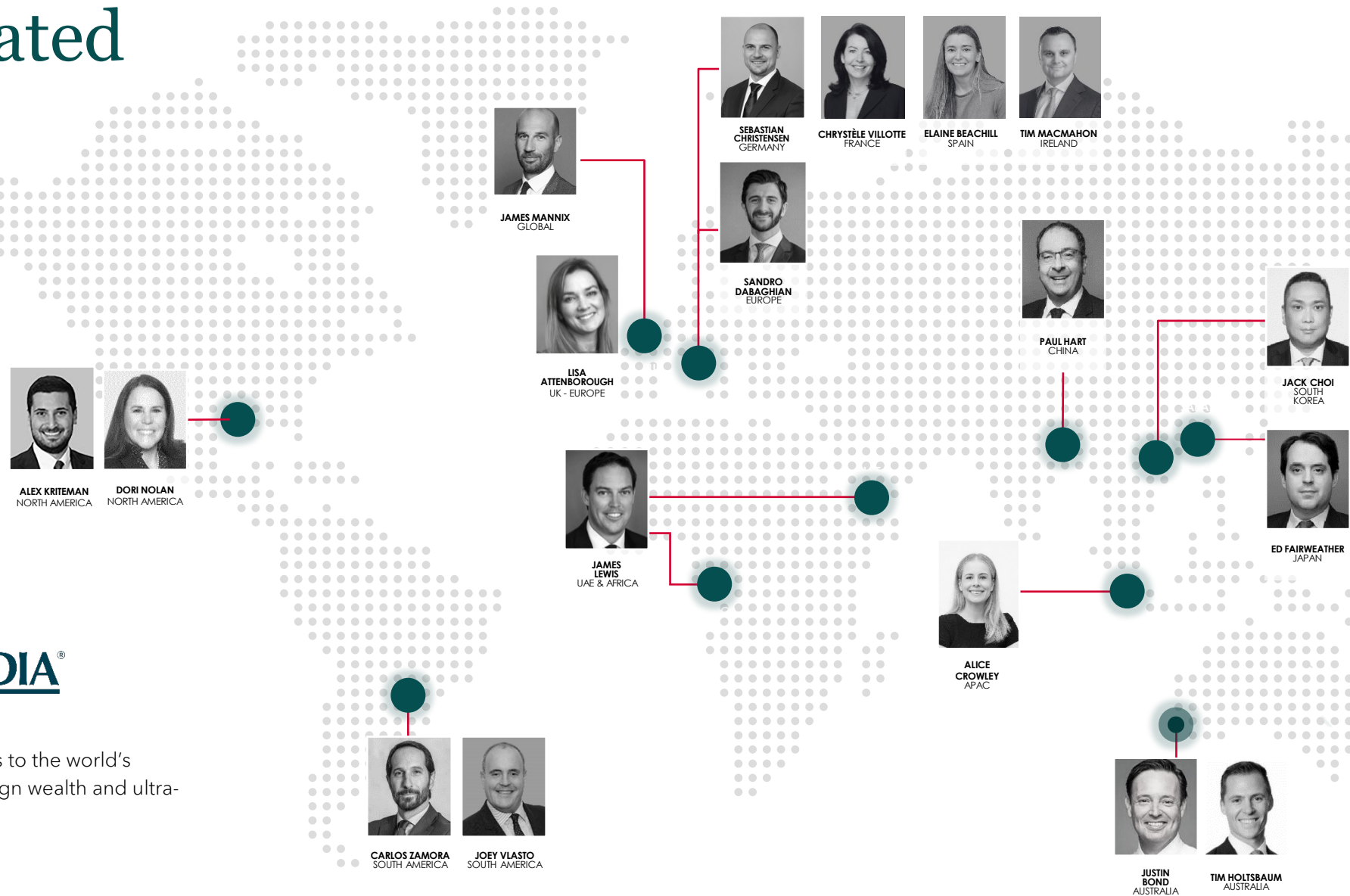


Angie Pulgarin
Operations Coordinator



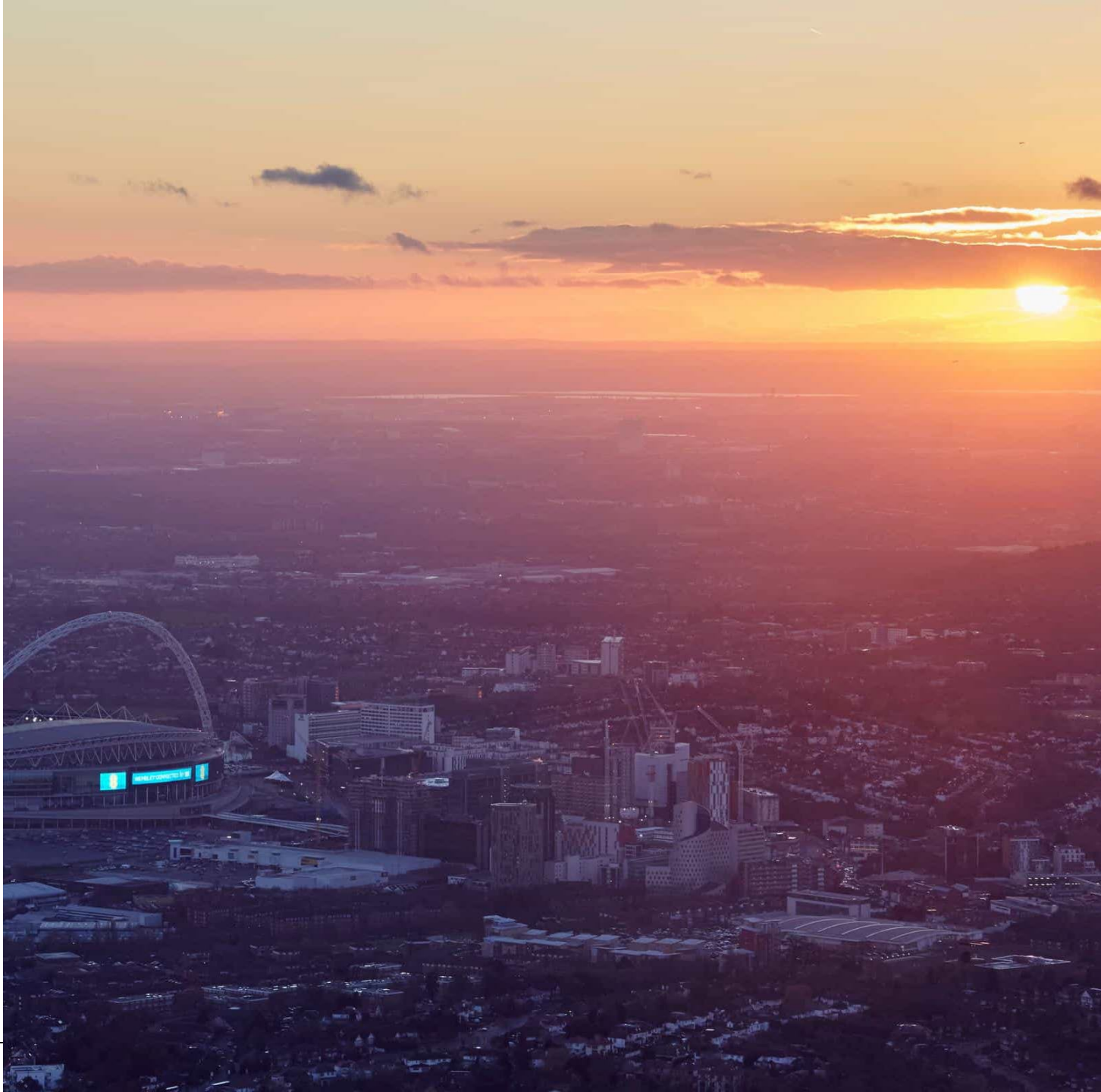
Hayley Campbell
Operations Coordinator

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



Student Property Capital Markets



The Hale
UK, London

Site sale with consent for 431 student beds in Greater London.

Price: £21.75m

Client: Jigsaw Developments



London Road
UK, Brighton

Acquisition of a development opportunity in Brighton totalling 156 bedrooms.

Price: £37.5m

Client: Confidential



Mansion Tyne
UK, Newcastle

Disposal of a 416-bed asset in Newcastle.

Price: £28.5m

Client: IP Investment Management



Rockingham Street,
UK, London

Disposal of a 244 student beds consented PBSA site in Elephant and Castle.

Price: £30.9m

Client: Melrose Capital/Alumno Group



The Stores
UK, Glasgow

Disposal of a 492 student beds consented development opportunity on behalf of the developer through a joint venture.

Price: £69.9m

Client: Dandara



Varsity Joint Venture
UK, Leeds

Secured £400m JV equity from Aermont Capital to develop Moda's pipeline of circa 4,000 beds. Initial seed asset is a 650 bed scheme in Leeds.

Price: £450m equity

Client: Moda and Aermont

Student Property Capital Markets



King Billy
UK, Exeter

Acquisition of consented site
for 97 beds in central Exeter.

Price: £3m
Client: Rok Property



Yardhouse
UK, London

Forward fund for 209-unit co-
living scheme in London.

Price: £88m
Client: HUB



Northeastern University,
UK, London

Acquisition of 1,510 beds
across four nomination
agreements.

Price: £27m
Client: Northeastern Nominations



Capital House
UK, Southampton

Disposal of 423 beds in
central Southampton.

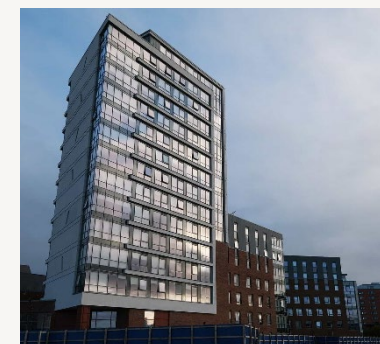
Price: £44m
Client: Kier & Investec



Livin
UK, Cardiff

Disposal of a 136-bed
operational student scheme in
Cardiff.

Price: £13m
Client: CREL



Project Aqua
UK, Glasgow & Exeter

Acquisition of a 711-bed
operational portfolio across
two assets in Glasgow and
Exeter.

Price: £122m
Client: Legal & General

Student Property UK Valuations



Wave Portfolio
UK

Valuation for loan security purposes of 16 assets in the UK.

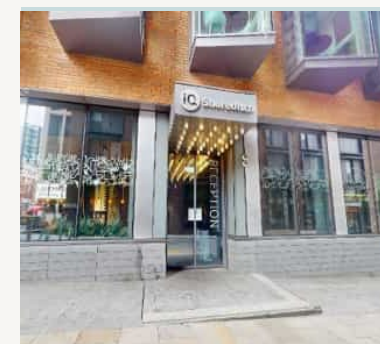
Units: 6,485
Client: Mount Street LLP



Dominus Portfolio
UK

Valuation for loan security purposes of three significant London developments.

Units: 2,270
Client: Lenders to Dominus



IQSA Portfolio
UK

Annual valuation of 55 properties.

Units: 23,165
Client: IQSA Student Accommodation



Student Roost Portfolio
UK

Quarterly valuation for internal accounts purposes.

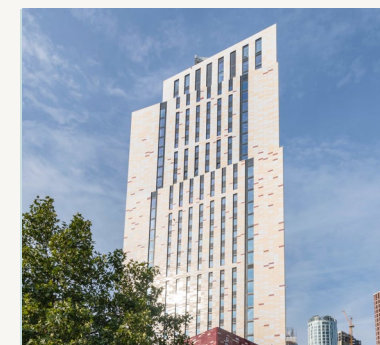
Units: 24,083
Client: Greystar



Unite Portfolio
UK

Bi-annual valuation of 38 properties within the wholly owned portfolio.

Units: 16,900
Client: The Unite Group Plc



Downing Portfolio
UK

Valuation for loan security purposes of eight operational assets in the UK.

Units: 3,644
Client: CBRE Loan Services Limited

Student Property UK Valuations



Tribe Portfolio
UK

Valuation for loan security purposes.

Units: 517

Client: Fiera Real Estate



VITA DWS
UK

Valuation for loan security purposes of eight VITA properties throughout the UK.

Units: 3,198

Client: Swift NewCo Band



Falcon Portfolio
UK

Valuation for loan security purposes.

Units: 4,152

Client: Situs Asset



Jade Portfolio
UK

Valuation for loan security purposes of PGIM acquisition of six properties from Unite.

Units: 2,948

Client: HSBC Bank Plc

Student Property European Valuations



Vita, Barcelona
Spain

Valuation for loan security purposes of two prime assets in Barcelona.

Units: 640

Client: Sculptor Capital Management Europe Limited



Oscar Portfolio
Ireland

Valuation for secured lending purposes.

Units: 1,343

Client: Ares Management Limited Management Europe Limited



CX Bicocca
Italy

Purpose of acquisition.

Units: 448

Client: CBRE Investment Management



Ruby Portfolio
Ireland

Secured lending purposes.

Units: 752

Client: Bank of Ireland



Hines River,
Ireland

Valuation for secured lending purposes.

Units: 1,477

Client: Wells Fargo Bank N.A. (London Branch)



Marelli 165
Italy

Purpose of acquisition.

Units: 306

Client: Hines HEPP Real Estate Fund

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

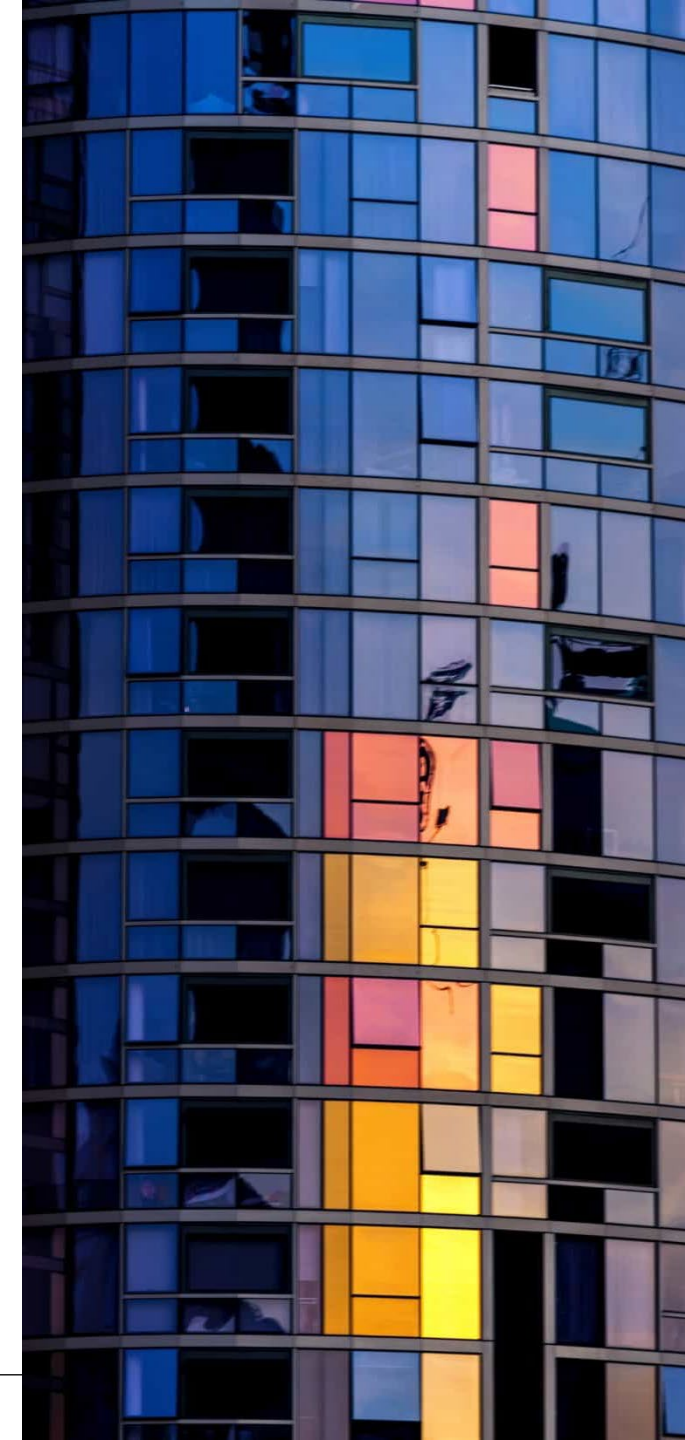
Strategic advice and analysis to ensure optimum financing terms are obtained. The team has established relationships with 300+ active lenders, across the capital stack.

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	- Publicly listed or PE-owned ! External shareholders agenda	✓ Private partnership with NO external shareholders or debt	- Publicly listed or PE-owned ! External shareholders agenda
Team structure	! Country silos disincentivized to working together ! Separate P&Ls and complex fee share	✓ One global living team with no silos, incentivized to work together	- Lean, asset-specific deal teams, usually covering countries from London-HQ - Country offices with generalist teams
Underwriting	Ability to underwrite asset and portfolios, supported by local database – no company-wide integration	✓ Ability to underwrite asset and portfolios, supported by rich operational databases	! Asset-level underwriting limited – focus on sizeable portfolios and TopCo EBITDA
Real estate knowledge	✓ Strong, underpinned by in-house research and brokerage teams	✓ Underpinned by in-house research and brokerage teams	! Limited with no on-the-ground real estate expertise
Capital access	Good access globally but limited due to prevalent silos structures	✓ Integrated network with deep access to local capital pools in Americas, EMEA and APAC	Main access to sizeable LPs with limited global real estate networks
Debt coverage	! Growing but limited further by in-house silos and complex fee-share structure	✓ In-house debt team working in parallel	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

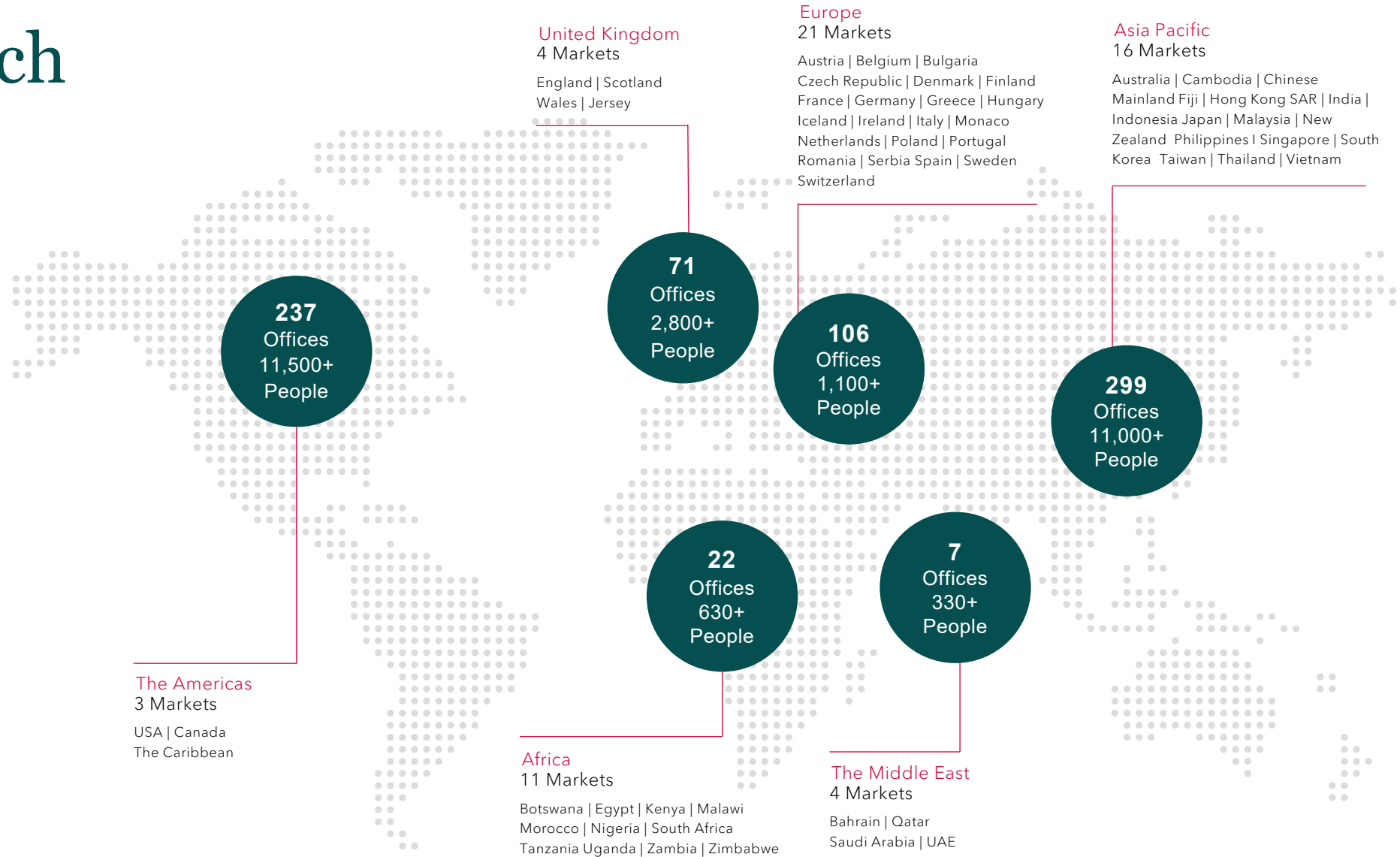
50+ Territories

27,000+ People

1 Global Team



BERKADIA®





Building the world's leading living sectors advisory team