



ASSET MANAGEMENT

Maximising your returns and future-proofing
your property assets

MAKING THE MOST OF YOUR PROPERTY INVESTMENT PORTFOLIO

13.2%

We run one of the best-performing property funds in the UK with a compound unlevered total return of over 13.2% per annum over 20 years.

Whether you own a large single asset, a multi-sector portfolio, or a contiguous estate, Knight Frank is able to provide an award-winning asset management service.

Our global reach, market expertise, tailored strategies, and commitment to innovation make us a compelling choice for clients seeking an asset manager to maximise the returns from their property portfolios.

Offering end-to-end solutions, covering all stages of a property's lifecycle with a seamless experience, which eliminates the need to engage multiple service providers and ensures consistent, high-quality throughout.

We currently have **£4bn** of assets under management

OUR SERVICES



PORTFOLIO STRATEGY AND BUSINESS PLANS
We prepare, agree and implement a business plan for your assets, including supporting cashflow analysis and financial modelling.

DEVELOPMENT/ REFURBISHMENT ADVICE
Alternative use options, feasibility studies, development appraisals and cashflow analysis. Taking schemes through planning and construction.

STAKEHOLDER ENGAGEMENT
We act as your representative for all your key relationships: occupiers, local authorities and neighbours.

PR AND COMMUNICATIONS, PLACEMAKING AND BRANDING
Our marketing and community specialists drive all aspects of placemaking and communications.

LEASE EVENTS AND RESTRUCTURING
Leading or overseeing negotiations on rent reviews, lease renewals, regears and new leases / surrenders to maximise value.

ESG, DATA AND TECHNOLOGY
Working with specialists, we write ESG and technology strategies for portfolios and use real-time data to improve operations and drive performance.

PORTFOLIO STRATEGIC REVIEWS
Reviewing and benchmarking of your portfolio in order to assess performance, identify opportunities, review hold and exit strategies and drive returns.

REPORTING
Bespoke written and financial reporting for stakeholders, banks and boards/trustees.

WHY OUTSOURCE?

Careful consideration must be given to whether asset management is fully outsourced or resourced in-house. In our experience, outsourcing can create significant efficiencies.

COST

It is often more cost effective to outsource asset management services. This is because you only pay for a percentage of people's time instead of recruiting a dedicated team to deal with your asset. In-house teams must also invest in technical support such as training, compliance, backup systems and disaster recovery.

Value for money

EXPERIENCE

Outsourcing ensures you get a diverse skill set and wealth of experience. The team can take best practices and initiatives from other mandates, ensuring we constantly challenge ideas without the risk of an 'institutionalised' mindset and 'stale' ideas being recycled. Furthermore, when resourcing in-house, retaining or hiring staff with the right expertise can be difficult.

Extensive experience and track record of exceptional performance

SEPARATION

An outsourced model ensures total separation between the asset managers and the ultimate decision-makers. Some clients find there is greater accountability when dealing with an external asset management team. This separation can also make negotiations more straightforward, allowing us to deal with stakeholders on your behalf and making it easier to make difficult decisions.

Our clients have a proactive experience yet retain control throughout



ROLES AND RESPONSIBILITIES

An outsourced model enables you, as a client, to focus on challenging advice, 'needle-mover' opportunities and strategic objectives, leaving day-to-day asset management to the outsourced advisors.

Enthusiasm, commitment and total focus

RESOURCE AND EXPERTISE

As outsourced asset managers, we have a significant breadth of expertise we can rely on across the firm to inform decision-making and shape strategy from our market-leading research team to our sector experts. Our asset management team is used to working seamlessly with all service lines across the business.

We bring and implement innovative and creative ideas

EXTENSIVE EXPERIENCE

Our clients include sovereign wealth funds, offshore trustees and family offices. We currently have over £4bn of assets under management.

THE POLLEN ESTATE



Location: Mayfair
Size: 747,000 sq ft
Buildings: 38

RIVERSCAPE



Location: City of London
Size: 232,000 sq ft
Buildings: Single asset

*A more detailed track record can be provided on request.

TESTIMONIALS

The Knight Frank team provide an all-encompassing real estate asset and property management service for our £800m East Mayfair real estate portfolio. Their activity, which is exemplary, is wholly crucial to our business. Knight Frank have over the last 12 months led the team responsible for the highest Zone A retail letting in Europe, a retail rent review that has increased our ground rent income by 92%, the sale of a building at a premium of 120% to the CBRE valuation and the management of successful marketing campaigns for Cork Street and Savile Row.

CHAIRMAN OF LONDON ESTATE

If you want someone to look after a mixed-use portfolio in the UK then in my view Knight Frank are the clear market leaders. They have been looking after our portfolio for only a short time but their combination of getting the basics right, performing on all aspects of their Business Plan, excellent reporting, bringing fresh ideas and perspectives but delivering evolutionary change carefully bringing stakeholders with them is really impressive. Their partnership and long-term approach is also clear and appreciated by us. I would strongly recommend them.

PROPERTY DIRECTOR OF LONDON PORTFOLIO

Our group completed a thorough underwriting of several asset managers to on-board the management of our UK portfolio (6 assets in Mayfair, Clerkenwell and Cardiff). Knight Frank took on the asset management of our UK office portfolio February 2021. They have proven to be an excellent choice. They have delivered on every aspect of the mandate and are able to draw on the wider KF network and specialists seamlessly and as needed. I would happily recommend them to other international investors with UK portfolios.

OWNER, PRIVATE OFFICE, LONDON

CORE TEAM

An experienced team, with best-in-class sector specialists.

Our asset management team oversee every aspect of the running of your portfolio, coordinating the very best advisors across the full breadth of Knight Frank and externally via a single point of contact.



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