



DEVELOPMENT
CONSULTANCY
& RESEARCH

INCISIVE STRATEGIES, TOTAL CAPABILITY AND A RESEARCH LED APPROACH



BUILDING A
STRONG PERSONAL
 RELATIONSHIP
 IS AT THE HEART
 OF WHAT
WE DO.

Our development consultancy and research team takes a multi-disciplinary approach to assist national and international investors, owners, developers, financiers and occupiers in improving operations and efficiency, while maximising returns on investment.

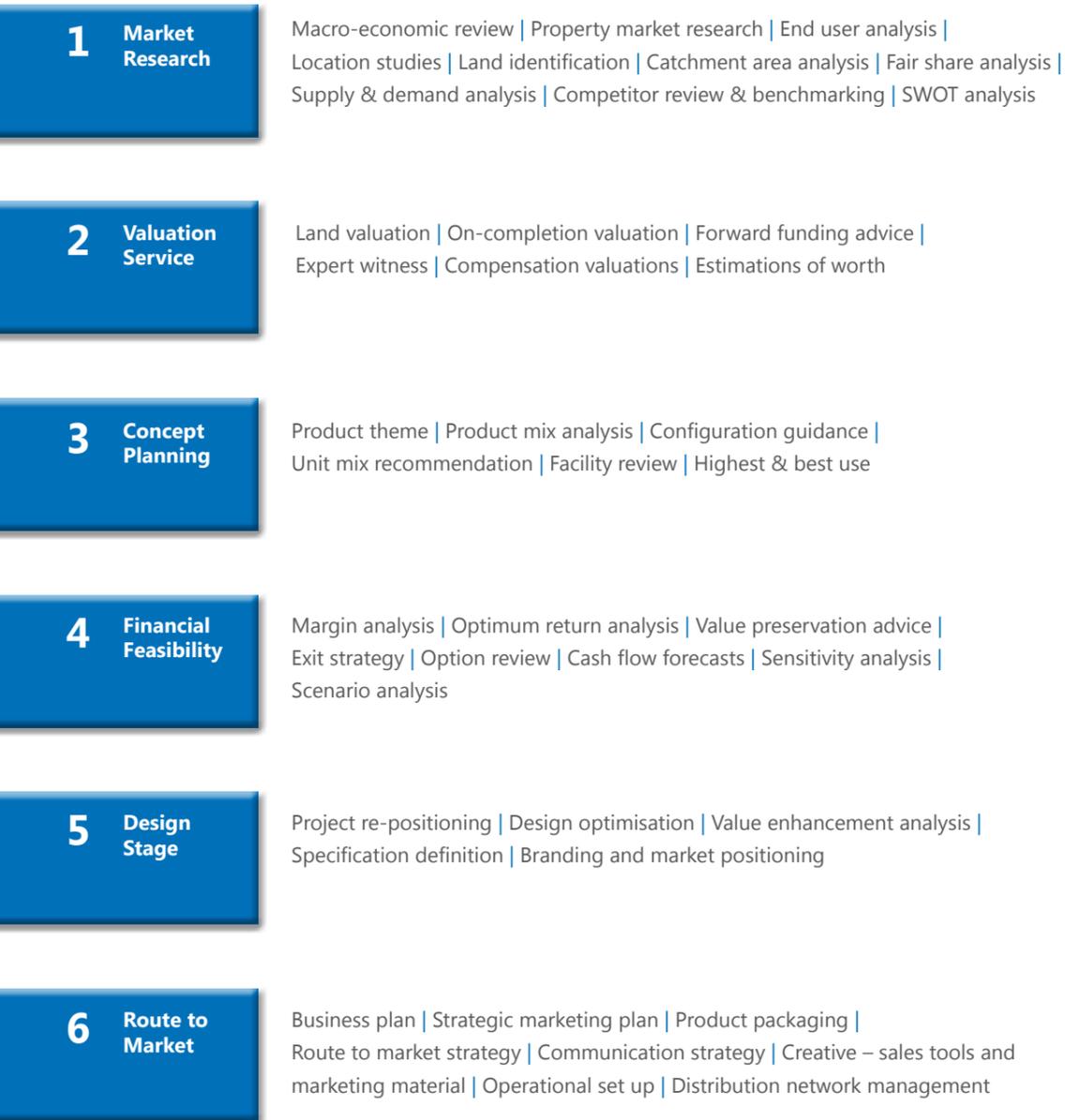
Our teams have advised on some of the most high-profile residential, commercial and mixed-use developments in the Middle East. Our goal is to derive maximum gain from real estate development while anticipating, analysing and highlighting potential risks.

SECTORS COVERED

RESIDENTIAL	HOSPITALITY	OFFICE	RETAIL	INDUSTRIAL
DEMAND DRIVERS				
<ul style="list-style-type: none"> • Interest rates • Population • Employment • Household incomes • Household sizes • Govt. regulations 	<ul style="list-style-type: none"> • Global economy • Passenger arrivals • Demand generators • Access to destination 	<ul style="list-style-type: none"> • GDP • Employment¹ • Population • Education 	<ul style="list-style-type: none"> • Discretionary income • Household wealth • Consumer confidence • Passenger arrivals • Consumer credit 	<ul style="list-style-type: none"> • Employment² • Manufacturing output • Trade • Airfreight volume • Rail & Truck volume
<small>1) Related to Finance, Insurance, Real Estate, Business, Legal & Professional Services 2) Related to Manufacturing and Transportation</small>				

OUR KNOWLEDGE-BASED APPROACH

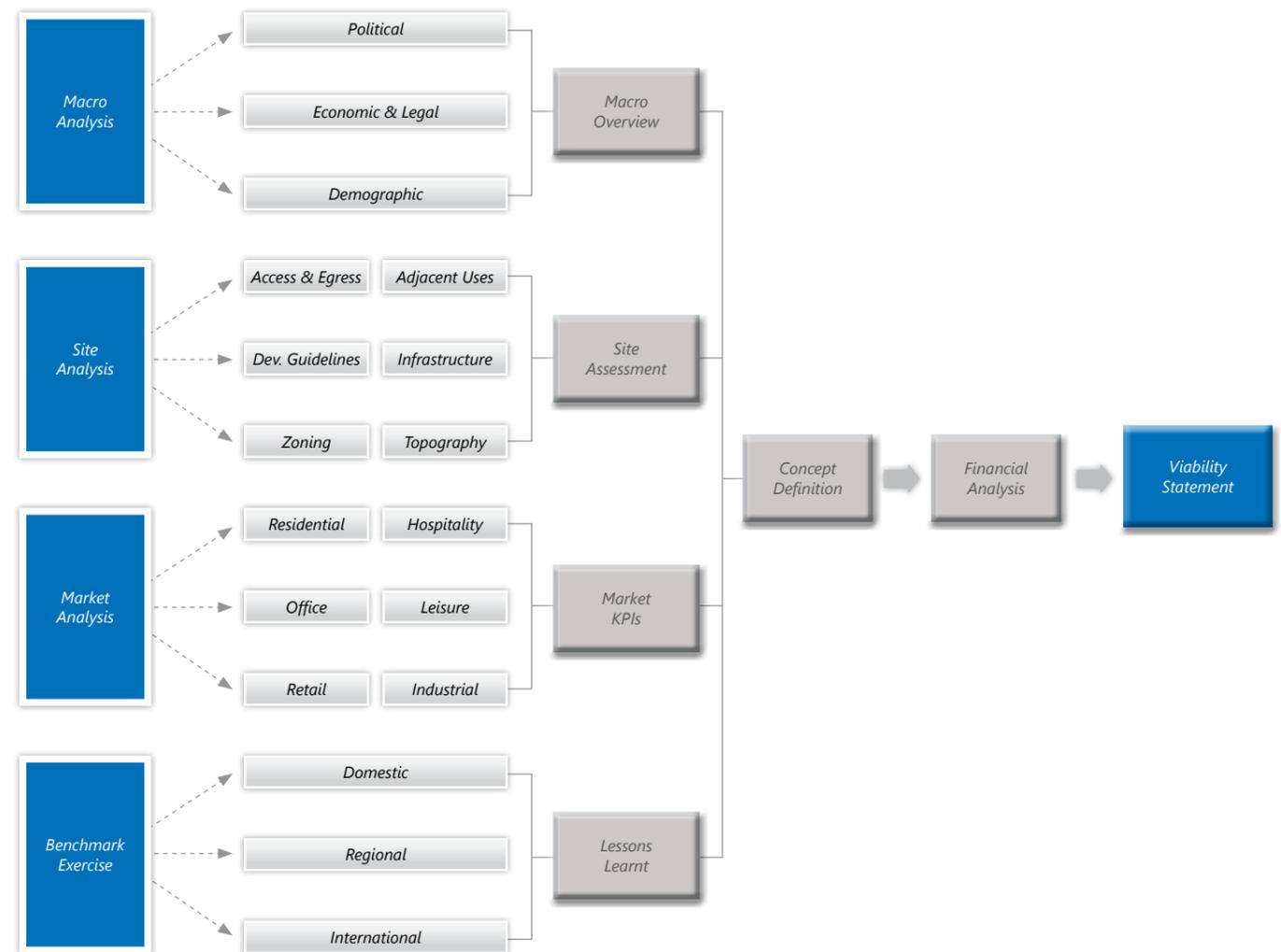
We integrate our sector specialist capabilities to advise on each stage of the development process.



CONSULTANCY PROCESS

We provide comprehensive planning, pre-development and feasibility advice to domestic and global developers, stakeholders and funding institutions on the residential and commercial sectors across the Middle East.

Our systematic and analytical approach delivers solutions to navigate complex real estate markets.



OUR TRACK RECORD

Kingdom Tower – Jeddah – KSA

The client required Knight Frank to provide a comprehensive review of competitive residential projects for the proposed world's tallest tower, assessing supply and demand dynamics.

Our role

We were able to provide a detailed sales strategy including sales phasing programmes, pricing and anticipated absorption rates. Detailed definitions of target markets and a marketing campaign with budget were also set.



Beach Hotel – Dubai Marina – UAE

The client required a financial feasibility study including development recommendations while in the process of developing a 5-star beach hotel.

Our role

In addition to recommendations pertaining to the facility and room mix/count, a fully-fledged financial feasibility assessment was conducted. This included sensitivity analyses on development costs, average rates and occupancy levels and was inclusive of hotel P&L as well as cash flow statements.

Marina Zayed – Abu Dhabi – UAE

The Marina Zayed District will be a world-class residential mixed-use and marina community for Abu Dhabi, featuring state-of-the-art boating and marina facilities situated alongside diverse residential, retail, office, community, and hotel uses.

Our role

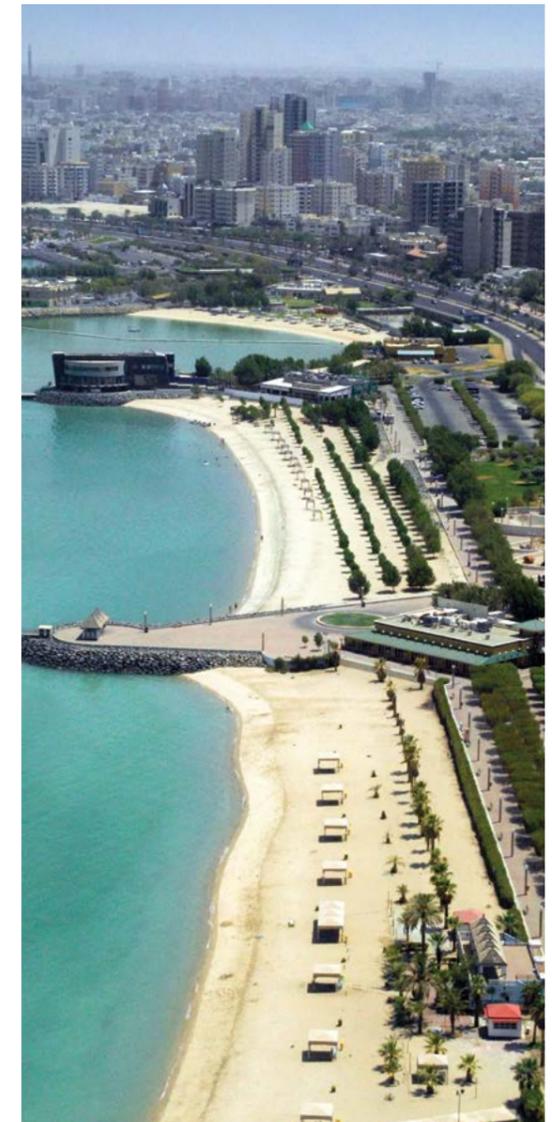
The highest and best use of the plots were assessed; development strategy recommendations were provided as well as a professional opinion on the financial feasibility of the project.

Heart of Sharjah – Sharjah – UAE

Located on the west side of Sharjah Creek, the project aims to link Sharjah's heritage areas, transforming it into a tourist and trade destination. Completion is in accordance with the principles of sustainable development.

Our role

Market research and analyses covering hospitality, retail, offices, residential and "heritage". Concept design review in terms of unit numbers, sizes and component mix based on market research findings, benchmarking and financial viability.



The Wave – Muscat – Oman

A unique public-private venture between the Oman Government and MAF. This mixed-use community comprises luxury residential properties, retail, dining facilities, marina and golf course.

Our role

The proposed hospitality components were reviewed and a repositioning of the hotels was suggested which resulted in a more diversified hospitality offering while the market segments covered by the respective hotels were made clearer and less overlapping. Moreover, a room count reduction was proposed to enhance profitability.

Mixed - use – Jeddah – KSA

The client was looking to develop a tract of land located in the heart of the commercial district of Jeddah and was envisaged to include high-end retail, residential, office, hotel and serviced apartment components.

Our role

After assessing the state of the relevant real estate sectors and the expected synergies between them, a number of development options were presented to the client. Taking into consideration the site's development regulations and client's feedback, the final mix was agreed upon.

Light Industrial – Jeddah – KSA

The client was the owner of a large tract of land located along the Northern periphery of Jeddah. The undeveloped site lacked most of the required infrastructure. The intended uses for the land were predominantly warehouses and showrooms.

Our role

The client required a financial feasibility study to demonstrate to potential investors the viability of the project. The intent of the project was to rezone the land from residential to industrial use, subdivide the land, get the infrastructure in place and sell off the plots to individual investors.

Bahrain Aiport – Manama – Bahrain

The client required a comprehensive review of Bahrain Airport, focussing on rental values across the estate. This included a review of the existing leases that have been granted to occupiers in both land side and air side areas of the airport.

Our role

We provided consultancy advice on a wide range of real estate classes and occupiers including retailers, food and beverage providers, duty free, industrial and logistics occupiers and aviation related industries. Following our assignment we were able to provide the client with a clear plan regarding improving and maximising the rental value of the airport.

Palm Jumeirah – Dubai – UAE

The client asked us to undertake a detailed primary research assignment to review and analyse all residential developments on the Palm. The client was proposing to develop a high-end residential scheme.

Our role

We undertook a detailed macro overview of the UAE, together with detailed residential research on every current and proposed residential development on the Palm Jumeirah, advising on pricing, absorption and buyer profiles.

Failaka Island – Kuwait

We were instructed as part of a wider consortium to provide real estate research and consultancy advice in respect of a 48 sq km island off the coast of Kuwait called Failaka Island for the Partnerships Technical Bureau (part of the Government of Kuwait).

Our role

We acted as real estate advisor to the consortium which was advising the government on the master planning, development and feasibility of the tourism, heritage and hospitality themed island under a build operate transfer basis.

A PARTNERSHIP APPROACH

Knight Frank's four distinctive components comprise our global network, our independence, and our commercial and residential platforms. These set us apart from the competition.

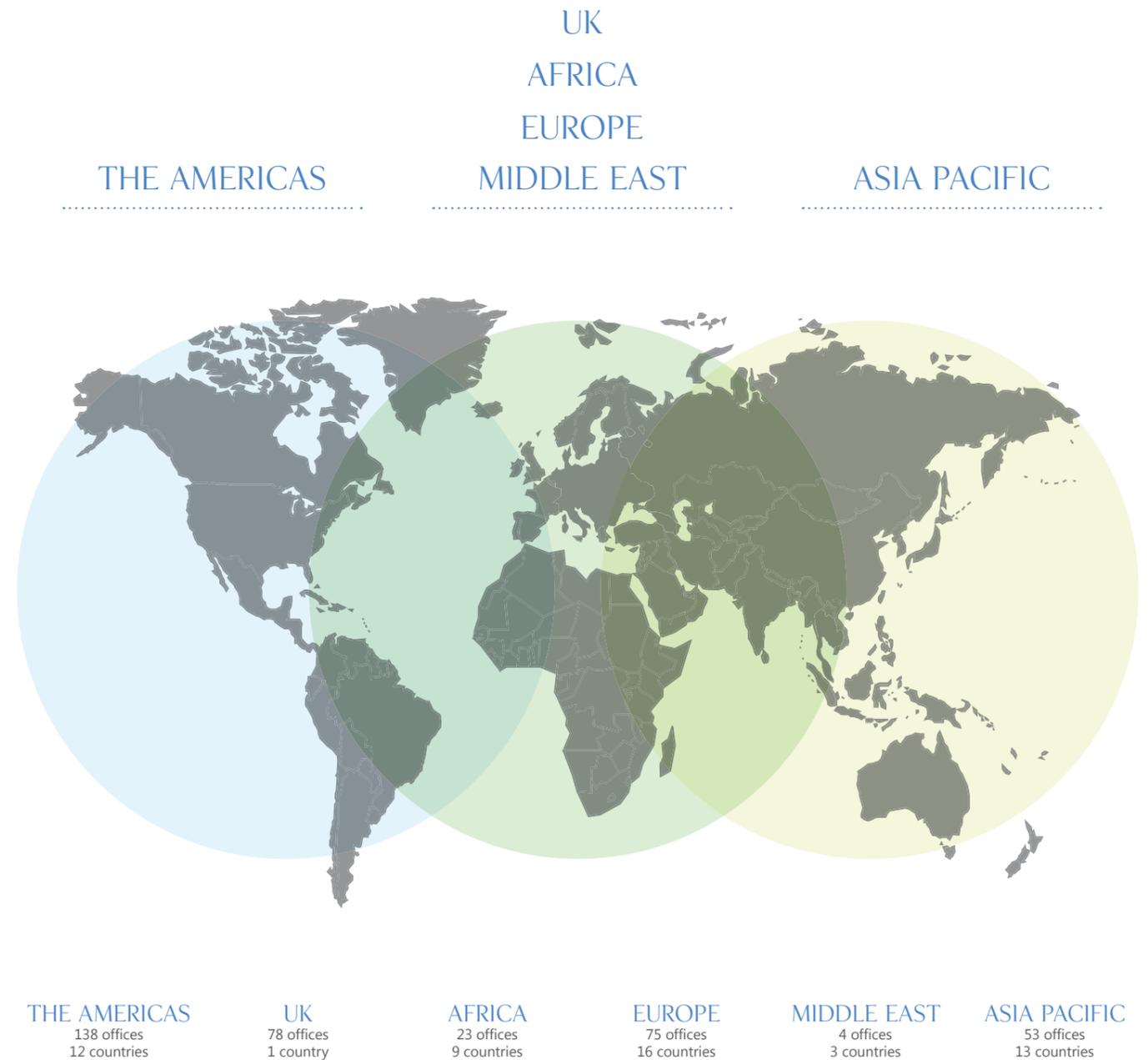
Together with our US alliance partners, Newmark Grubb Knight Frank we have grown to a group of over 12,500 property professionals, in more than 371 offices in 54 countries.

Being a partnership allows us to put our clients first, we focus on giving them the best advice and putting long term relationships ahead of short term wins. Trust and integrity are everything.

Working with private individuals, developers, investors, banks, corporate occupiers and public sector bodies we provide a range of agency, investment and professional consultancy services which are supported by our dedicated market research teams.

The combination of our people, research and technology has helped us grow our enviable track record and that is why clients come back to us for their property solution.

OVER
371
OFFICES
IN
54
COUNTRIES



OUR PEOPLE

Knight Frank employs professionals who are experts in their respective real estate sectors. Depending on the nature and scope of the assignment, the relevant expertise is brought into the consulting team.

Great care is taken to maintain cultural and practical synergies with regards to standards, ethics, resources and risk management.



Harmen De Jong
Partner Development Consultancy & Research
O +971 4 4267 7623
M +971 56 1766 588
Harmen.DeJong@me.knightfrank.com



Stefan Burch
Partner of Professional Services
M +973 3955 3776
StefanBurch@me.knightfrank.com



Khawar Khan
Research Manager
O +971 4 4267 624
M +971 56 1108 971
Khawar.Khan@me.knightfrank.com



Ali Manzoor
Manager
O +971 4 4267 651
M +971 56 4202 314
Ali.Manzoora@me.knightfrank.com



Arati Tare
Consultant
O +971 4 4267 625
M +971 50 6134 450
Arati.Tare@me.knightfrank.com



Jonathan Jeffrey
Surveyor
O +971 4 4267 618
M +971 56 1100 251
Jonathan.Jeffrey@me.knightfrank.com



Asaad Bayan
Analyst
O +971 4 4267 638
M +971 56 4845 490
Asaad.Bayan@me.knightfrank.com

Abu Dhabi

O +971 2 6353 297

Dubai

O +971 4 4512 000

Bahrain

O +973 3955 3776

Saudi Arabia

O +966 5308 93297