



# Healthcare

## Consultancy

# INTRODUCTION TO HEALTHCARE CONSULTING

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Over the years, the healthcare sector in the Middle East and Africa has experienced remarkable growth due to the escalating prevalence of non-communicable diseases and the heightened emphasis on healthcare & wellness in government strategies. These proactive measures and incentives have attracted substantial private sector investments, some of which are now displaying signs of maturation, leading to a trend of consolidation in certain markets.

Knight Frank boasts a dedicated Healthcare Team, comprising experts in the field of medical and healthcare operations, corporate finance, and real estate, all committed to serving the Middle East and Africa regions. This team has successfully offered advisory and valuation services for projects with a cumulative value exceeding USD 80 billion and possesses the capacity to guide and assist clients across a comprehensive range of services.



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**Shehzad Jamal**

Partner - Strategy & Consultancy, MEA





## STRATEGIC ADVISORY

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# STRATEGIC ADVISORY





# TRANSACTION SERVICES

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## Transaction Advisory

- ▶ Commercial due diligence
- ▶ Operator search and selection
- ▶ Public private partnership
- ▶ Acquisition/disposal advisory
- ▶ Sale and lease back



## Valuation Advisory

- ▶ Real estate valuation
- ▶ Plant and equipment valuation

## Project and Building Consultancy

- ▶ Technical due diligence
- ▶ Reinstatement costing assessments
- ▶ Planned maintenance
- ▶ Dilapidations ancillary services

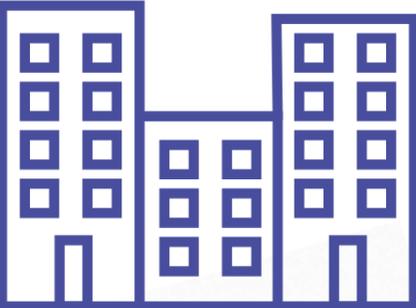
OUR EXPERIENCE

DURING THE LAST  
**5 YEARS**



THE TEAM  
HAS EXECUTED

**50+**



PROJECTS

WITH A TOTAL VALUE  
IN EXCESS OF

USD **80** BN





## MARKETS OF EXPERIENCE

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# THOUGHT LEADERSHIP

Regional healthcare & wellness sector trends



Demand analysis for inpatient and speciality care services and beds



Analysis supported by stakeholder insights and feedback



# STRATEGIC PARTNERSHIPS

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## Dubai Healthcare Authority (DHA)

### Dubai Health Investment Guide 2021/2023

A comprehensive guide on health investment in Dubai with a listing of investment needs and opportunities for health services.

## Dubai Health Experience (DXH)

### Dubai Health Tourism Guide 2019/2020

This guide now is part of the strategy of the Dubai Health Authority DXH Division.



# OUR TEAM

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# OTHER SPECIALIST SERVICES

## Valuation & Advisory

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## Project & Development Services

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**MOATAZ MOSALLAM**

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## Plant & Machinery Valuation

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**BEN WALKER**

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## Capital Markets

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# Our Middle East & North Africa Services

## Valuation & Advisory

As one of the largest and highest profile global valuation practices, our team of professional experts provides a comprehensive range of valuation and market appraisals.



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## Residential & Commercial Valuations

Representing one of the largest and highest profile valuation practices, our team of experts provide comprehensive residential and commercial property valuation & advisory services across the United Arab Emirates and the Middle East.



**IMRAN HUSSAIN, MRICS**  
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**TIM HOLMES, MRICS**  
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## Plant and Machinery Valuation & Advisory

Our diverse team of surveyors and engineers that form the Plant and Machinery practice bring a wealth of experience valuing complex facilities.



**MUHAMMAD ALI SHAIKH**  
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## Hospitality, Leisure & Tourism

Our hospitality & leisure team is composed of industry specific consultants providing a range of services throughout the lifecycle of hospitality assets.



**TURAB SALEEM**  
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**DANIEL PUGH**  
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## Project & Development Services

As specialist Project Managers, Cost Consultants, and workplace designers, we undertake new build, regeneration, refurbishment and fitting out construction projects.



**MOHAMED NABIL ABDELAZIZ**  
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## Building Consultancy

Working with developers, investors, landlords, funds and tenants, our experienced Building Consultancy provide a wide range of professional building surveying related services.



**BEN WALKER**  
Partner - Building Consultancy, MENA  
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## Strategy & Consultancy

Our teams have advised on some of the most high-profile residential, commercial and mixed-use developments across the MENA region.



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**YAZEED HIJAZI**  
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## Healthcare Consultancy

We work with investors, healthcare service providers on a full spectrum of services, such as; feasibility studies, commercial due diligence, real estate valuation, capital market access and transaction support.



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## Education Consultancy

Our education team provides support during the entire life cycle within the education business, from conceptualisation to exit. Within the MENA region, our core strength is providing advisory services as well as transaction support.



**SHEHZAD JAMAL**  
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## Interior Design

We provide personalized luxury interior design, collaborating with artisans worldwide to create balanced spaces. Our procurement experts source high-quality furniture, art, and accessories, ensuring they align perfectly with client preferences.



**SABRINA MEHRA**  
Associate Director, Interior Services  
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## Research & Geospatial

Our research goes beyond the numbers so we are able to deliver personalised insights on market performance.



**FAISAL DURANNI**  
Partner - Head of Research, MENA  
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## Luxury Brands

Our team specializes in creating exciting branded property concepts that add real value for luxury brands and developers alike.



**LARS JUNG-LARSEN**  
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## Property Asset Management

We pride ourselves on our innovative, integrated approach to property asset management and our leading software and proprietary systems.



**ONZIE JONES**  
Partner - Property Asset Management, UAE & KSA  
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## Marketing Services

Our team offers marketing services to developers, hotel operators, investors, and owners of branded and unbranded schemes in the upper-upscale and luxury segments.



**TAMER ELFIKY**  
Partner - Head of Operations  
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# Our Middle East & North Africa Services

## Capital Markets

We advise real estate investors and developers on the acquisition of real estate internationally, helping them access global property markets.



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**ABHISHEK SEHGAL**  
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## Retail Leasing

Our team provides comprehensive retail, F&B, and leisure leasing services, from tenant placement to contract negotiation as well as tracking local market sentiment.



**DANIEL ROSSO**  
Partner - Head of Retail Leasing & Agency  
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## Retail Advisory

We advise global and regional developers and landlords to define the optimal retail strategy to increase net operating income, profitability and ultimately capital value.



**JONATHAN PAGETT**  
Partner - Retail Advisory, KSA  
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## Industrial & Logistics

We advise landlords, developers and occupiers across all sectors of the Industrial & Logistics property market.



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## Private Office

Our Middle East Private Office advises and transacts for ultra-high net worth clients, family offices and their advisors across the globe, with our private clients benefitting from one point of contact and a long-term relationship that will span family generations to come.



**HENRY FAUN**  
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## Data Centres

Our team advise on data centre transactions – from acquiring or selling existing space or new sites, we act on behalf of tenants, customers, operators, landowners and investors seeking market-entry and market expansion opportunities.



**STEPHEN BEARD**  
Global Head of Data Centres  
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## Occupier Strategy & Solutions

Our dedicated team of advisors and negotiators assist occupiers in their search for commercial space throughout the GCC.



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## Residential Project Sales & Marketing

Our services are designed to create value and work with stakeholders to unlock the full potential from their assets whilst driving a holistic and custom designed sales and marketing strategy across regional and global platforms.



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## London Project Sales

We provide unrivalled access to residential property throughout the UK. We advise purchasers across a range of real estate transactions, from investment opportunities to luxury houses and apartments for personal use.



**NICK SPENCER**  
Partner - London International Project Sales  
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## Dubai Prime

We specialise in the marketing and sales of prime and super-prime properties in key real estate locations throughout the UAE and internationally.



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## Mortgage & Debt Advisory

We work closely with our clients to provide strategic advice and in-depth analysis to ensure the optimum financing terms are obtained.



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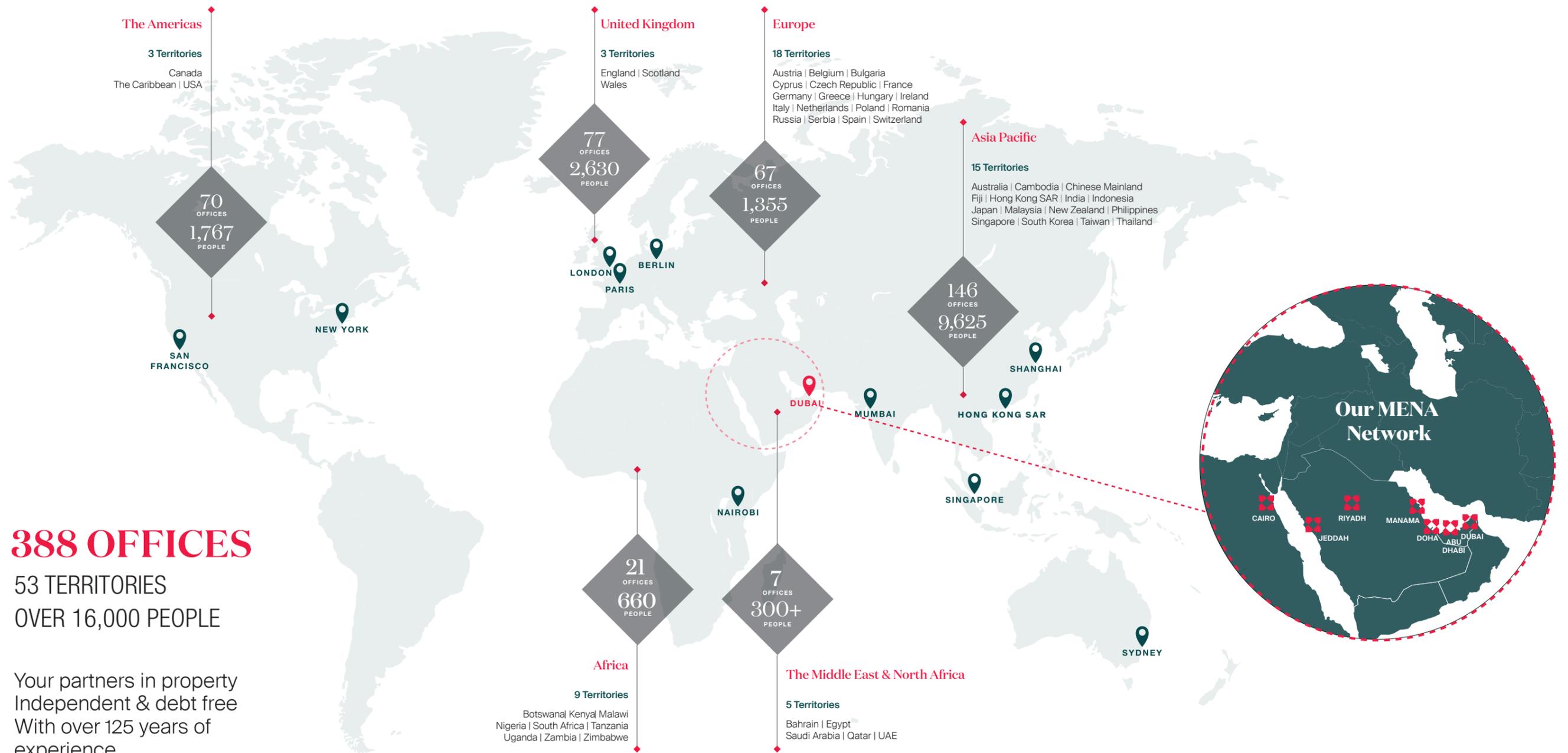
## U.S. Developments

Via our global partnership with Douglas Elliman, we provide exclusive access to residential property in the United States, with a specific focus on the New York, Los Angeles and Miami markets.



**GRACE BEN-NATHAN**  
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# Our Global Footprint



**388 OFFICES**

53 TERRITORIES  
OVER 16,000 PEOPLE

Your partners in property  
Independent & debt free  
With over 125 years of  
experience





## Shehzad Jamal

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