

# OCCUPIER STRATEGY & SOLUTIONS

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Middle East and Africa



# FOREWORD

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In today's rapidly evolving business landscape, the workplace is more than just a location - it is a strategic asset that must align with corporate vision, support agility, and enhance productivity. At Knight Frank, our Occupier Strategy & Solutions team is dedicated to guiding organisations through the complexities of commercial real estate, ensuring their portfolios deliver operational and financial value on a global scale.

With deep market intelligence, an unwavering client-first philosophy, and a proven ability to navigate dynamic real estate environments, we empower our clients to make informed, forward-looking decisions. Whether advising on portfolio strategy, executing transactions, or driving long-term value through workplace optimisation, we act as a trusted partner - fiercely independent, analytically driven, and commercially focused.

This capability statement outlines our approach, expertise, and track record in representing the interests of corporate occupiers. We are proud to support some of the world's leading businesses and remain committed to delivering measurable impact, tailored insight, and strategic clarity across every engagement.



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# OVERVIEW

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With over 125 years of global real estate experience, Knight Frank has grown to become the world's largest privately owned property consultancy. Today, it is widely regarded throughout the world as the firm of choice for high-quality real estate advice.







# OUR SERVICES

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At Knight Frank, we partner with you to understand your strategic needs and deliver bespoke and intelligent solutions you can rely on.

We perform in-depth analysis of the data points most valuable to you, ensuring all your strategic decisions are underpinned by insights.

We specialise in personalised service and delivery, putting the human touch back into real estate. We deliver clear, implementable solutions which focus on answering your needs and playing to our strengths.

We partner with Cresa in North America to provide seamless, conflict-free tenant representation across global markets.



# SERVICE DELIVERY

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Our proactive and focused approach to representing occupiers is based on our ability to identify and pre-empt the challenges you will face.

We have experienced teams in all major global locations to reflect where you most need real estate services. We can organise these teams in such a way as to best match your needs now and in the future.



## Account Management

- One team, partnership approach, focused on results
- Constant collaboration and reviews
- Fees built around performance



## Transaction Management & Portfolio Planning

- Full mark-to-market of current portfolio, looking for opportunities to save
- Traditional, managed and serviced expertise
- Bespoke portfolio analysis



## Governance

- Defined playbook of processes
- Clear point of escalation where needed
- Key performance indicators to show successes and areas for improvement



## Strategic Consulting & Advisory Services

- Location analytics
- Business case support
- Optimisation and strategy at global, regional and micro level



# How can we help you?

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Cut costs and boost profitability



Attract the best talent



Stay ahead of your competitors



Find off market opportunities unavailable through brokerage websites



Streamline operations



Enhance productivity and employee satisfaction



# THOUGHT LEADERSHIP & MARKET KNOWLEDGE

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Knight Frank invests significantly in our research.

We provide occupier-focused thought leadership reports through to local market reporting specific to our clients' portfolios.

All of these reports assist our strategic decision-making for our clients and enable tactical support in our work.





## Strategic

Deliverables designed for a broad audience of occupiers with areas of focus including sectors, regions and emerging trends.



## Tactical

Deliverables designed specifically for you, to enable location-specific decision making using benchmarking and historical data.



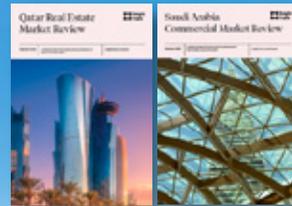
Global occupier dashboard



Thematic thought leadership



Peer group sentiment indicators



Regional market indices



Local market reporting



Location specific market reporting



Market comparables

# DATA-DRIVEN APPROACH

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Regardless of location, we provide the best talent the industry has to offer, lending our unique insight and professional expertise to help reduce costs and enhance your operations. Each service is scalable, allowing our team to make quick adjustments to meet the evolving needs of your portfolio.

Our core services integrate throughout the three key phases of our approach: data, plan, execute.



## DATA

Identify and aggregate the data points most valuable to you



Portfolio analytics



Real estate market



Workplace benchmarks



Competitor analytics



Talent analytics



Research & thought leadership



ESG



## PLAN

Use the collected data to inform the decision making process



Location strategy



Workplace strategy



Site appraisal & selection



Transaction planning & negotiation strategy



## EXECUTE

Enable you to make decisions swiftly and with confidence, enhancing speed to market



Transaction management & advisory



Change management

# 5 EMBEDDED SERVICES TO DRIVE INSIGHTS

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## Portfolio Insights

What opportunities and risks exist across your portfolio?  
How can the portfolio be optimised to meet the organisation's strategic goals?

## Location Insights

Where should your office be located? What markets are best to expand? What industrial location would optimise my supply chain?

## Financial Insights

What are the costs of the real estate strategy?  
What government incentives are available?

## Workplace Insights

How suitable is your current workplace to retain / attract talent and drive productivity?



## Workspace Insights

Support to identify and agree on transactions and make strategic and tactical recommendations.

Outcome of undertaking negotiations with landlords?



# OUR SCOPE OF SERVICES

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We offer occupiers cost effective corporate real estate solutions



Experienced in lease procurement, the management of existing leases and lease disposals



Location strategy and market search



Lease negotiations



Workplace strategy



Co-working and flexible space strategy



Portfolio optimisation



Capital Markets: acquisitions and disposals



Portfolio consolidation



Stay v. Go: end of lease negotiations vs other options

# TRACK RECORD

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Petrofac 

wework

nuveen  
A TIAA Company

TENNECO

  
AUTOMOTIVE

Schroders

ANIXER

Alliance  
Healthcare

BASF  
We create chemistry

<epam>

sonova  
HEAR THE WORLD

AIB

HALEON

FLOWSERVE

Seadrill

TransUnion 

EPSON

The Law  
Society

GILEAD  
Creating Possible

SIEMENS

verizon 

FlintGroup

ANGLIA

GSK

SONY



CLIFFORD  
CHANCE

PHILIPS

Bird & Bird

ELEGTROSONIC

Pfizer

GORILLAS

الإتحاد  
ETIHAD

TLScontact

NUTANIX

DHL

mi xiaomi

OPEN SOCIETY  
FOUNDATIONS

AON

endava

Securitas

PROTECTS  
Tetra Pak  
WHAT'S GOOD

getir

citi

EY

Goldman  
Sachs

TMF  
GROUP

AIG

St  
James's  
Place

wsp

BBC  
STUDIOS

reckitt

DLA PIPER

G4S

SLR



# OUR OFFICES

**740+ OFFICES**

**OVER 50 TERRITORIES**

**27,000+ PEOPLE**

**1 GLOBAL NETWORK**

To work responsibly, in partnership, to enhance people's lives and environments.

## The Americas

4 Markets

Bahamas | Barbados | Canada  
United States of America

237  
OFFICES  
11,500+  
PEOPLE

## United Kingdom

4 Markets

England | Scotland  
Wales | Jersey

71  
OFFICES  
2,800  
PEOPLE

## Europe

22 Markets

Austria | Belgium | Bulgaria | Czech Republic | Denmark | Finland | France | Germany | Greece | Hungary | Iceland | Ireland | Italy | Monaco | Netherlands | Poland | Portugal | Romania | Serbia | Spain | Sweden | Switzerland

106  
OFFICES  
1,110+  
PEOPLE

22  
OFFICES  
630+  
PEOPLE

## Africa

11 Markets

Botswana | Egypt | Kenya | Malawi  
Morocco | Nigeria | South Africa | Tanzania  
Uganda | Zambia | Zimbabwe

7  
OFFICES  
400+  
PEOPLE

## The Middle East

4 Markets

Bahrain | Qatar  
Kingdom of Saudi Arabia  
United Arab Emirates

Dubai  
Riyadh

## Asia Pacific

### 16 Markets

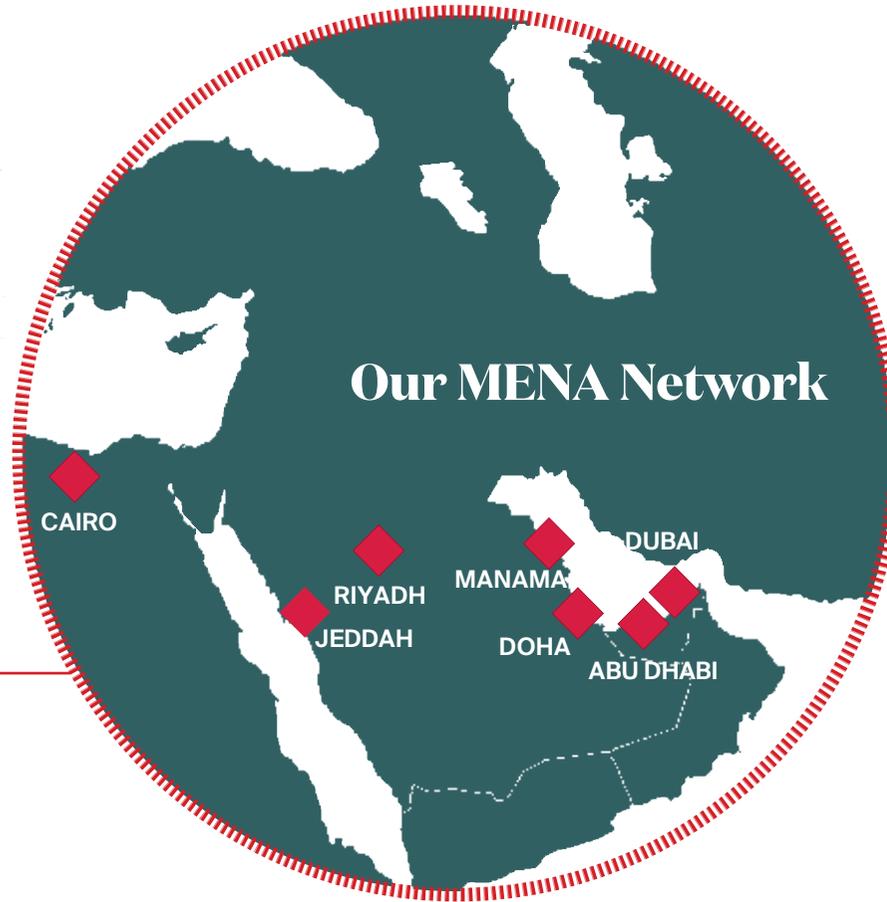
Australia | Cambodia | Chinese Mainland | Fiji  
Hong Kong SAR | India | Indonesia | Japan  
Malaysia | New Zealand | Philippines | Singapore  
South Korea | Taiwan | Thailand | Vietnam

299

OFFICES

11,000

PEOPLE



# YOUR PARTNERS IN PROPERTY.



## COMMERCIAL TRANSACTIONAL SERVICES

Capital Markets  
Data Centres  
Industrial & Logistics  
Land Sales  
Occupier Strategy & Solutions  
Offices  
Retail

## RESIDENTIAL TRANSACTIONAL SERVICES

Exclusive Project Sales  
Interior Services  
KSA Residential  
Mortgage Advisory  
Private Capital & Family Enterprises  
Prime Residential, UAE  
Private Office  
Qatar Residential

## STRATEGY & CONSULTANCY SERVICES

Capital & Debt Advisory  
Education Consultancy  
ESG Consultancy  
Food & Beverage Consultancy  
Healthcare Consultancy  
Hospitality, Leisure & Tourism Advisory  
Masterplan Advisory  
Real Estate Strategy & Consultancy  
Research, Economics & Geospatial  
Residential Consultancy  
Retail Advisory

## VALUATION & ADVISORY SERVICES

Commercial Valuation & Advisory  
Hospitality Valuation  
Plant & Machinery Valuation  
PPP & Deal Advisory  
Residential Valuation

## PROJECT & DEVELOPMENT SERVICES

Building Consultancy  
Cost Management  
Fit Out Management  
Program Management



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