

PROJECT & DEVELOPMENT SERVICES

MIDDLE EAST & NORTH AFRICA



WELCOME TO KNIGHT FRANK MIDDLE EAST & NORTH AFRICA

As the world's largest independent property consultancy and, by the nature of being a partnership, our independence gives us the ability to take a long-term perspective and build deep and lasting relationships with our clients.

For our clients, our purpose drives us to provide innovative property solutions that add tangible value across a variety of sectors and services. As your partners in property, we will always act with integrity and care when it comes to our clients' unique needs. Consistently consider the broader context to provide personalised, clear, and considered advice across all areas of property. We have an unrivalled track record spanning over 125 years of experience, advising on, transacting, valuing and managing many renowned and innovative real estate assets around the world for both owners and occupiers.

LOCALLY EXPERT. GLOBALLY CONNECTED.

Through our deep understanding of key markets and sectors – both emerging and established – we are dedicated to meeting and exceeding our clients' real estate requirements and we cover all stages of the property cycle, from site sales, development consultancy, project sales and marketing, leasing, valuing and managing assets, all the way through to the sale of landmark commercial and residential buildings.

We operate where our clients need us, providing a worldwide service that's locally expert and globally informed, and we are recognised as an innovative business leader in exceptional customer service globally.



OUR JOURNEY

Knight Frank

Knight Frank & Rutley is founded as a valuations, surveying and auctions business.

1965

Knight Frank & Rutley is established in Nigeria.

1979

Knight Frank & Rutley set up a New York office through a joint venture with Douglas Elliman. 100 YEARS

1996

'Rutley' is dropped from the firm's name to strengthen Knight Frank's worldwide identity and plans to expand internationally. -2003

Knight Frank becomes a Limited Liability Partnership. 2011

Knight Frank is established in UAE.

2014

Knight Frank is established in Saudi Arabia.

2022

Knight Frank is established in Qatar.

2023

Knight Frank is established in Egypt.

2024

Establishment of Knight Frank P&DS Saudi Arabia & RHQ.



FOREWORD

Welcome to Knight Frank's world of project and development services, where we turn your visions into reality. Our dedicated team of experts in Project Management, Cost Management, and Workplace Design is here to guide you every step of the way.

At Knight Frank, we understand that success hinges on expert guidance, meticulous attention to detail, and innovative thinking. We're committed to delivering best-in-class services that not only meet but exceed your expectations.

With years of experience in Project and Development Services, we've honed our skills to tailor solutions for various industries and project sizes. Whether you're starting a new construction project or expanding your business, our expertise covers the entire project lifecycle.

We take pride in our commitment to sustainability, integrating environmental considerations into our projects to minimise impact and create a positive legacy for future generations.

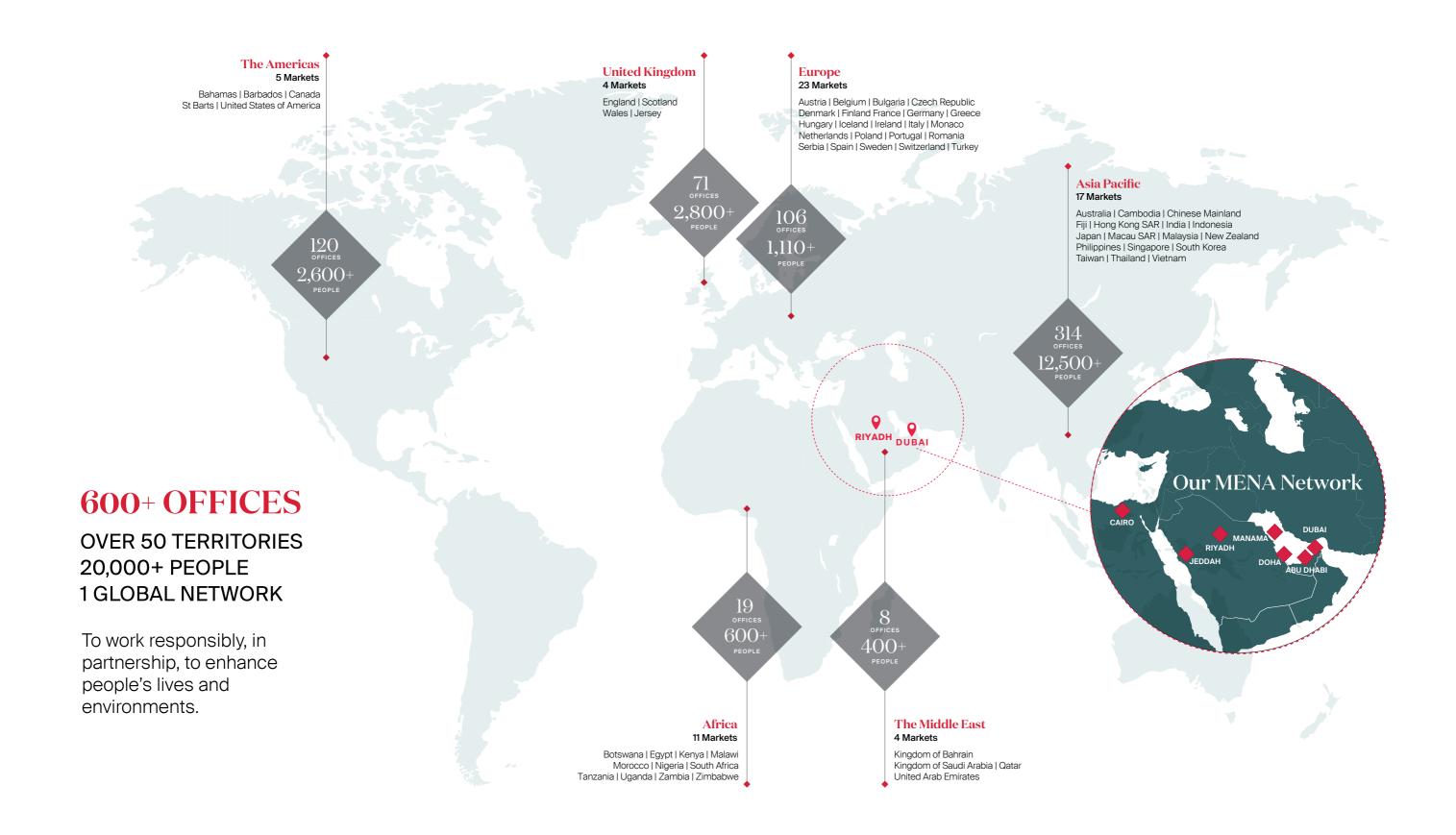
Above all, your satisfaction is our top priority. We recognise that every project is unique, and we adapt our approach to align with your specific goals, timelines, and budgets. Our team of experts will work closely with you, providing transparent communication, tailored services, and continuous progress reports to ensure the success of your project.

Mobile.



Mohamed Nabil

Regional Partner
Head of Project & Development Services, MENA



WHY KNIGHT FRANK?

We believe that a personal approach is crucial when interacting with our clients, as it helps us better understand how to deliver the ideal property solutions for both landlords and occupiers.

As one of the last true partnerships in our industry, we have the enviable position that the company is managed and driven by the people who own it. This means we can focus on delivering exemplary service to our clients at all times and drive the business in the direction it needs to go for future generations of partners and clients alike.



Our people

Knight Frank employs the best in class professionals across all service lines around the world. Our teams understand the importance of client satisfaction to our business. Our teams work with sector experts around the world, giving our investors and occupiers clients the best ad-hoc advice.



Privately-owned

Knight Frank is the biggest Privately owned real estate consultancy around the globe. Our independence gives us the ability to take a long-term perspective and build deep and lasting relationships with our clients.



Partnership approach to clients

As your partners in property, we take a consulting approach to our clients' needs. We value long-term relationships with our clients that help us develop deep understanding of their current and future needs and thereby provide bespoke, relevant and lasting real estate solutions.



Globally renowned research capability

Our endeavour is to provide objective, unbiased and independent commentary on the developments in the market. Our research is coveted to be the true voice of the market that gives our readers a peek into dynamics that shape the current working environment and influence the future.



PROACTIVE

We do not choose any option to make our lives easier; it's not about us. It's about ensuring the best value and quality for our clients



BESPOKE

We tailor individual clients' needs as not one size fits all



CHALLENGING

Adopting a challenging mentality helps generate great ideas and outcomes. We do not accept the norm



SATISFACTION

We provide the right advice to help making informed decisions. Our main goal is to ensure the complete satisfaction of all our clients. Every client is important to us, and we consider ourselves their true partners and trusted advisors



GLOBAL REACH

We operate in 57 territories and have 488 offices around the world. We reach out to our experts worldwide to provide the best services to our clients



DRIVEN

Our success is aligned with our clients' successes



WHAT WE DO?

Knight Frank Project and Development Services provide end-to-end project expertise and advice to our clients. To achieve this, we focus our attention on our clients' unique objectives and requirements.

Making a clear and robust definition of these objectives in the early stages is a top priority. We recognise that delivering projects is essential to our clients' business strategies.

To ensure that client aspirations can be fully delivered, we develop and test the brief in the early stages through our Projects and development management Team.

Our P&DS team takes pride in attention to detail. Our clients appreciate our ability to manage their concerns, ensuring a clear understanding of their financial responsibilities and aspirations throughout the project.

We are fully committed to our projects, overseeing them from their inception to successful completion. We maintain senior-level management at every stage to ensure the right people are committed throughout the project.

Operating within the commercial real estate environment allows our team to provide excellent technical advice tailored to the clients' specific commercial context. This approach distinguishes us from traditional Project and Cost Managers, ensuring the relevance of our advice.

YOUR PARTNER IN PROJECT AND DEVELOPMENT SERVICES

We consult | We design | We manage

Working with developers, investors, landlords, and occupiers we provide a wide range of project and development services comprising of Programme Management, Project Management, Cost Management, Fit-out Management, Workplace Design and Engineering.

Our experienced best in class project and development services team is experienced in managing fast track, complicated and special projects around the MENA region.

We operate from 7 offices in the MENA with full coverage across the whole of the GCC, and operate across all commercial property sectors including offices, industrial, hotels, healthcare, retail, education, residential and hospitality.

We take pride in our unique approach compared to our competitors

We leverage our global team and connections to guide our decision-making and provide informed advice when needed. We embrace a challenger mentality to achieve better results. We maintain laser-like attention to detail.

As part of the Knight Frank network we are committed to providing efficient and environmentally sustainable solutions that reduce waste and energy consumption and minimise construction and operational costs for our clients.

Knight Frank's global P&DS in figures 2025



1000+P&DS

employees



57



800+

projects delivered



OUR BREADTH OF EXPERTISE

PROGRAMMES MANAGEMENT (PMO)

Manage programmes, optimise delivery, measure results



Make informed decisions at every step



MANAGEMENT

Maximise value, minimise risk



OUR ADDED VALUE

Being agile & proactive



Responsibility & ownership of the project



One team approach



FIT-OUT

We help clients meet the complex challenges of delivering fast track fit-out and refurbishment projects



DESIGN MANAGEMENT

Providing full design management and peer review services through all design phases of the project.



WORKPLACE & DESIGN

Your workplaces are your first business card



Open, clear & frequent communication



Strong and transparent reporting



Principle of "No surprises"



Global and local network



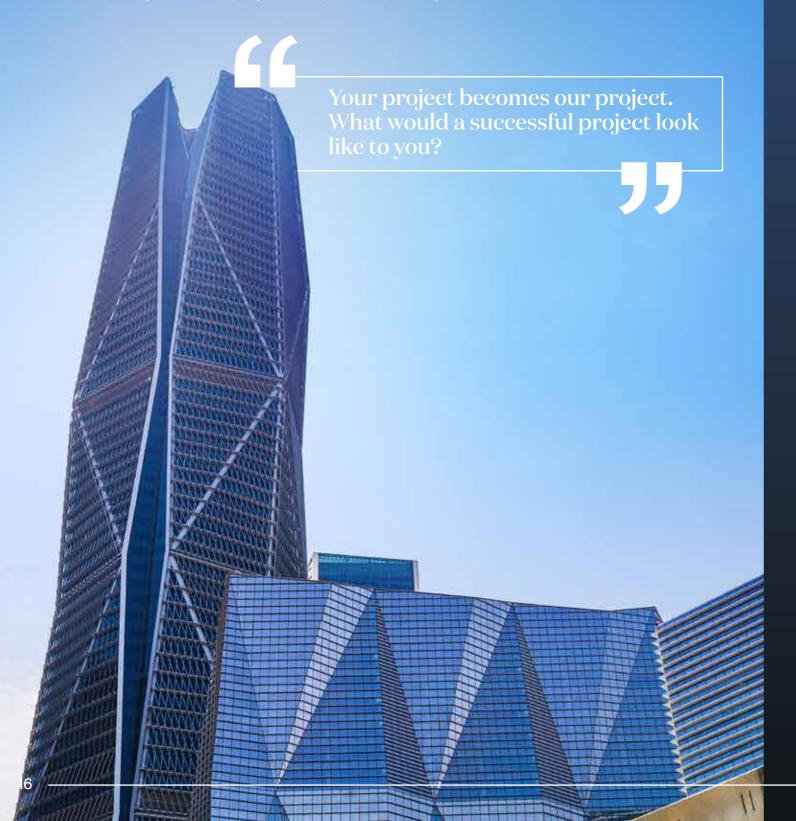
Delivering value



PASSIONATELY DELIVERING YOUR PROJECT VISION

We are specialist project managers, cost consultants and Program and development managers. We undertake new build, regeneration, refurbishment and fitting out of construction projects.

Our impartiality, independent approach and experience mean we seek the best solution to align with your project and act in your best interests. We invest in the best talent and with every member of the team either PMP or RICS accredited or on a pathway to achieve this, which means we are accountable to you, our company and our professional body.



ACROSS ALL TYPE OF ASSETS







Retail



Hospitality



Industrial & logistics



Mixed-use



Residential





AT ANY SCALE



Fit-out



Site redevelopment



Base build



Urban development



Repositioning

KNIGHT FRANK'S P&DS MENA LEADERSHIP

GLOBAL EXPERTISE & LOCAL KNOWLEDGE



Mohamed Nabil

Regional Partner - Head of Project & Development Services, MENA

mohamed.nabil@me.knightfrank.com | +966 56 236 7438



Ian Sinclair
Partner - Head of Programme - KSA
ian.sinclair@me.knightfrank.com | +966 54 340 9989



Moataz Mosallam

Partner - Project & Development Services - MENA

moataz.mosallam@me.knightfrank.com | +971 56 608 1391 | +20 106 774 5544



Moemen Hafez
Associate Partner, Head of Fitout, KSA
moemen.hafez@me.knightfrank.com | +966 54 726 0192

PROGRAMME AND DEVELOPMENT MANAGEMENT



PROGRAMME AND DEVELOPMENT MANAGEMENT

Manage programmes, optimise delivery, measure results

In ever-changing business environments, we provide a range of Programme and Development management solutions that combine people, governance, process and technology to efficiently and transparently deliver your programme of capital works. From simple governance and reporting to fully integrated multi-disciplinary teams, we structure our approach to align with your business objectives, priorities and standards.

KEY SERVICES



Programme planning and scheduling



Governance frameworks



Stakeholder management



Procurement strategies



Capital prioritisation



Project controls & risk management

Make informed decisions at every step

Our Programme and development management experts take ownership of your project to deliver value and successful project outcomes aligned with your business needs.

Throughout the project life cycle, we provide strong technical expertise and use proven processes to lead design and construction teams and proactively manage project stakeholders. We provide our clients with transparency on project progress and deliverables whilst continuously managing risk feasibility to project close-out.

KEY SERVICES



Design management



Value engineering



Procurement management



Construction management



Time management



Contract administration



Control & risk management



Completion and handover



OUR CULTURE



PROVIDE THE PLATFORMS TO EXCEL

- Develop and implement protocols, processes to support people to deliver effectively.
- Invest in market leading technology iHub and Microsoft Copilot Al.
- Look inwards for 'marginal gains' in every aspect of the service provision.



HISTORIC REVERED BRAND

- Realising **'People Potential'** through mentoring and investment.
- Focus upon **'Client Centricity'** through quality delivery and strong relationships.
- 'Creating the future' by pioneering technology and commitment to our values.



SUSTAINABLE BUSINESS MODEL

- Assure retention and growth of high performing empowered team.
- Share performance rewards across whole team and 'cosset' high performers.
- Core team as 'support and shield' for delivery teams in a tough market environment.



COMMIT TO PEOPLE INVESTMENT

- Bring in people we know and rigorous selection process – attitude, character
 & fit first.
- Investment in Saudisation and the Oxford Brookes University programme through our KSA Graduate Academy.
- Train everyone in the culture, the systems, the behaviours expected from 'KF Knights'.



POSITIVE DISRUPTION

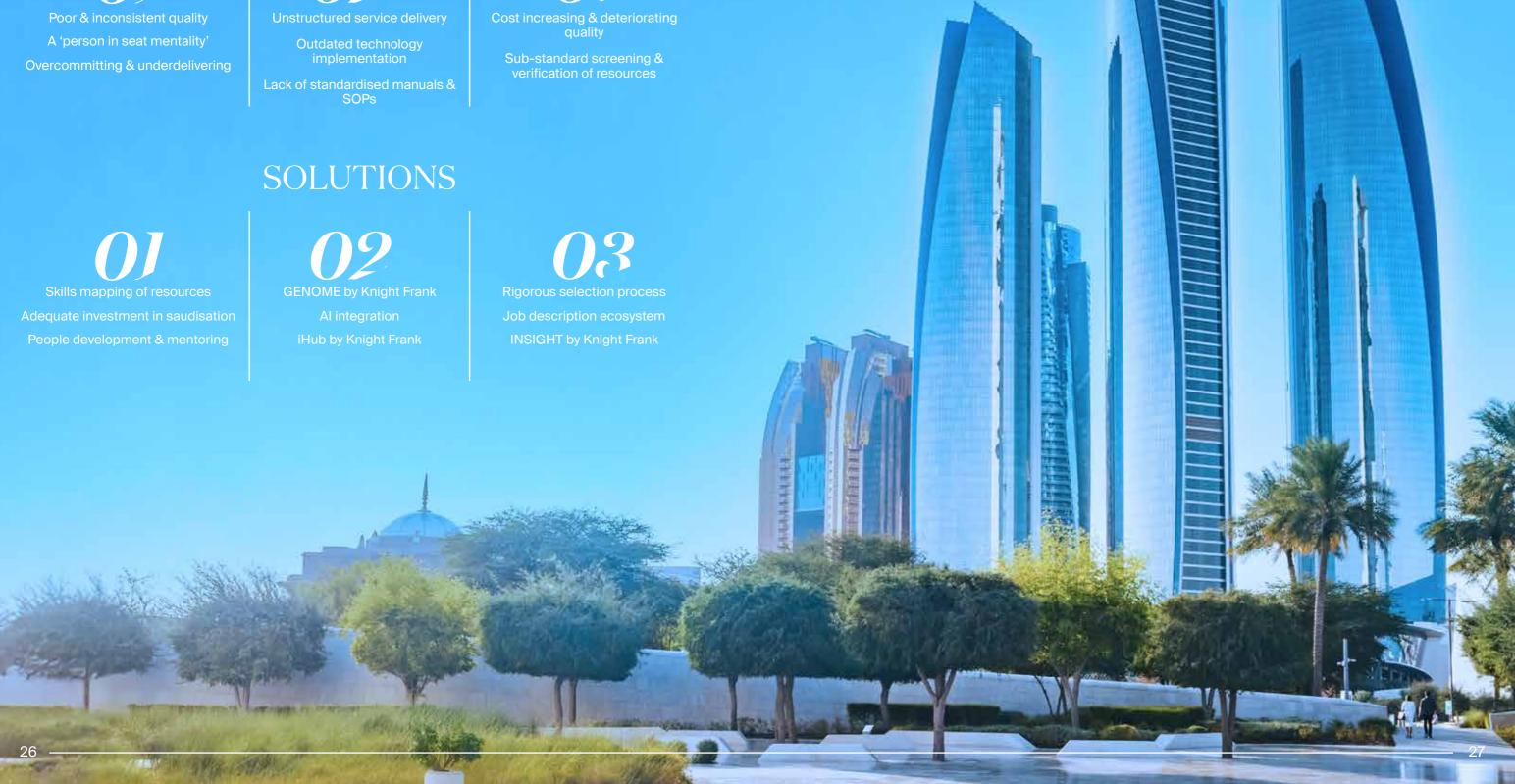
Meeting the Market Challenges

CHALLENGES

OJ

02

03



Positive disruption is a call to action to approach disruption with a positive mindset focused upon building upon what has come before and investing in marginal gains in every aspect of the people, protocols, processes to deliver high quality project delivery services that sustain & support human capital, businesses and partnerships.





SUSTAINING

A significant improvement on a product that aims to sustain the position in an existing market.



DISRUPTIVE

Technology or new business model that disrupts the existing market.



INCREMENTAL

Gradual, continuous improvements on existing products and services.



RADICAL

Technological breakthrough that transform industries, often creates a new market.

Low Technology Newness

High



Impact on the Market



FIT-OUT MANAGEMENT





We help clients meet the complex challenges of delivering fit-out and refurbishment projects.

The team delivers success through knowledge, specialist skills and a scale of resource that is able to respond to any project specification. Services are delivered through out the MENA region by means of a extensive network of regional and local offices giving excellent access to "on the ground" knowledge coupled with an international capability.

Our approach to Project Management provides a best in class service through our extensive knowledge base and industry leading specialists.



Tenant & owner representation



Space planning



Project team selection



Stakeholder management



Technical due diligence





and test fits



Fit-out cost management & cost planning



management



Risk management



Contract administration



engineering



Successful handover and project close out



COST MANAGEMENT





Maximise value, Minimise risk

Our Cost Management specialists offer unparalleled expertise and cost insights across all markets and sectors in which we operate. Whether your project is a new development or an existing building, our service starts with a thorough understanding of the project objectives and a clear focus on realising value for money from the outset.

Through intelligent capital planning and budgeting, active value management during design, and robust procurement, we establish a strong base of commercial rigor. Using in-depth reporting and controlled contract management of vendors, we offer cost efficiency, enhanced control and reduced risk as standard.





Cost benchmarking



Procurement management & selection



Value management & engineering



Bills of quantities



Cash flow forecasting



Change management



BIM cost



DESIGN MANAGEMENT



DESIGN MANAGEMENT

Our team translates and conveys your brand image to the employees, customers, and partners. They will spend time getting to know you and envision a successful project that meet your ambition.

Through analysing existing challenges, researching trends, co-creation workshops with your employees and utilising all the latest tools & technologies, our team will mobilise efforts to efficiently manage your project design while continuously promoting change and sustainable transformation.



Workplace strategy



Change management



Space programmes



Renders and 3-dimensional walkthroughs



Peer design review services



Interior design



Workplace conceptual design



Wayfinding & signage design



New build and programmes design management



Construction supervision



MENA PROJECT EXPERIENCE





PROGRAMME MANAGEMENT MENA EXPERIENCE



Namothajaih Tower for Details Real Estate

Yasmin Tower for Details Real Estate



















Riyadh, KSA



PMO Services



50

NEWBUILD MENA EXPERIENCE



Space 42 HQ office - Abu Dhabi - UAE

Four Seasons Al Ula - KSA















Four Seasons Alula



Alula, KSA







54 —————

Neom - Confidential project

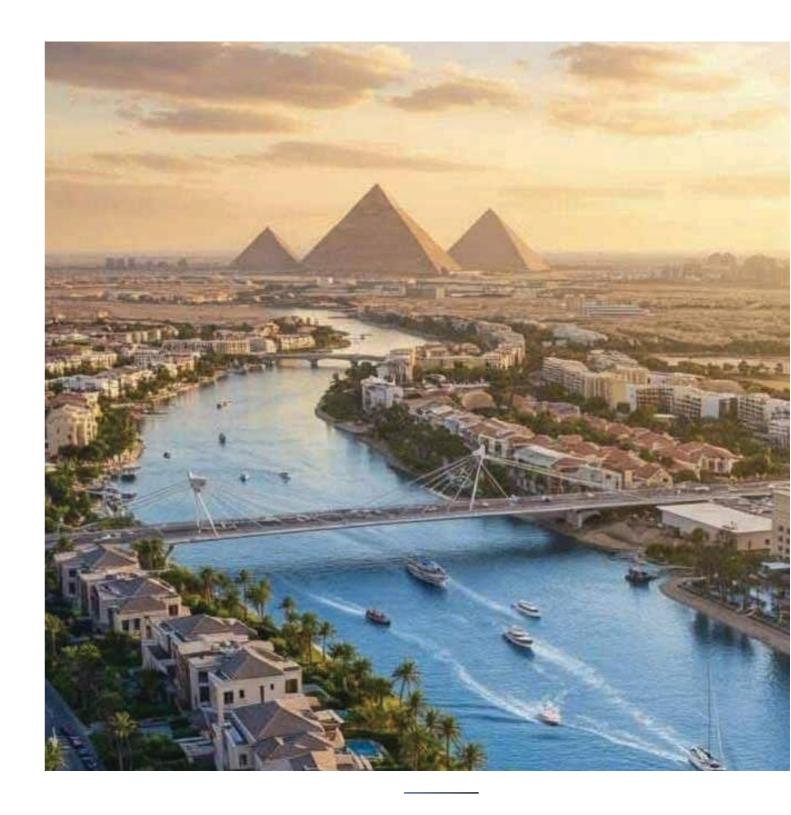




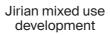




Jiryan mixed use development - Cairo, Egypt









West Cairo, Egypt



Design Management



6 _____

Government services centre by UAE Ministry of Foreign Affairs - Seychelles





Seychelles - Government Services Center & Accelerators



Seychelles

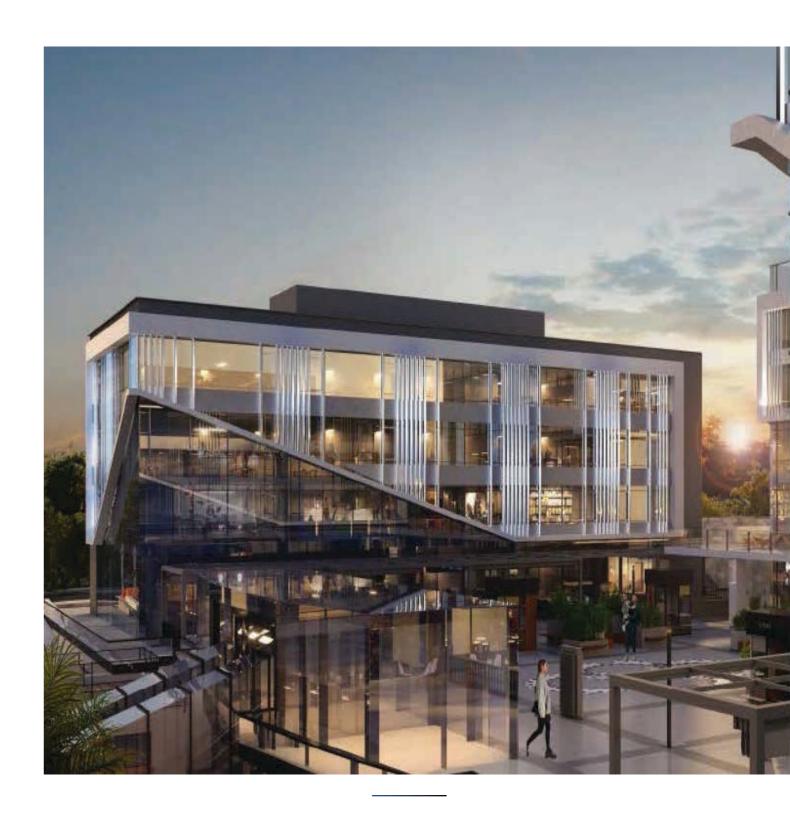


Project & Cost Management



1,500 sqm

Ivory Business Park - Cairo, Egypt





Ivory Business Park



West Cairo, Egypt



Project & Cost Management



Cost 25,000 sqm

FIT-OUT MANAGEMENT MENA EXPERIENCE













IFC - International Finance Corporation



Cairo, Egypt



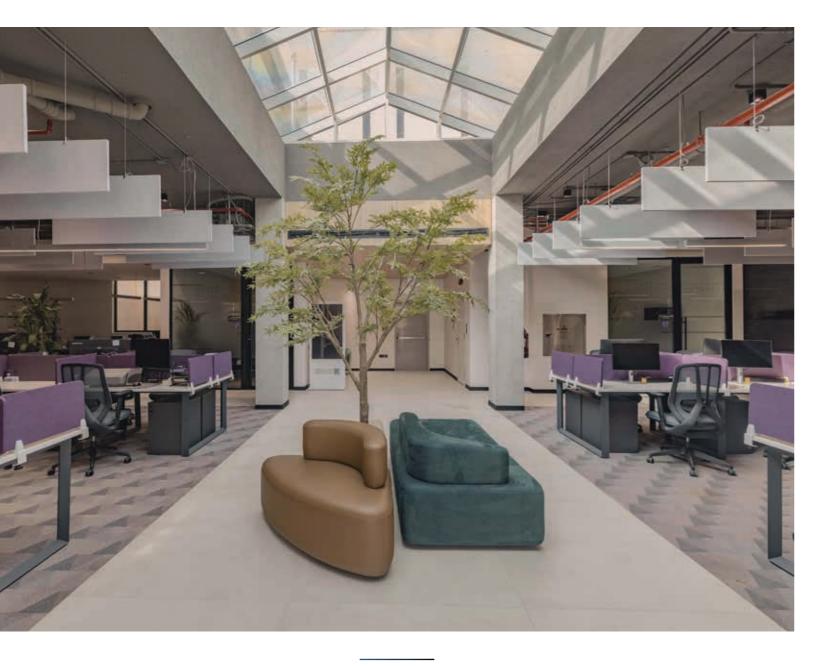
Project and cost management

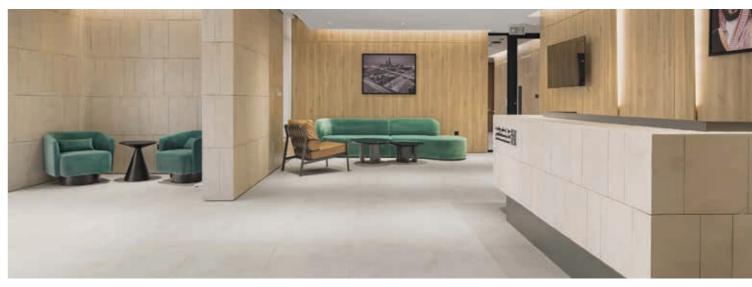


3,500 sqm

62 — 63













Riyadh, KSA



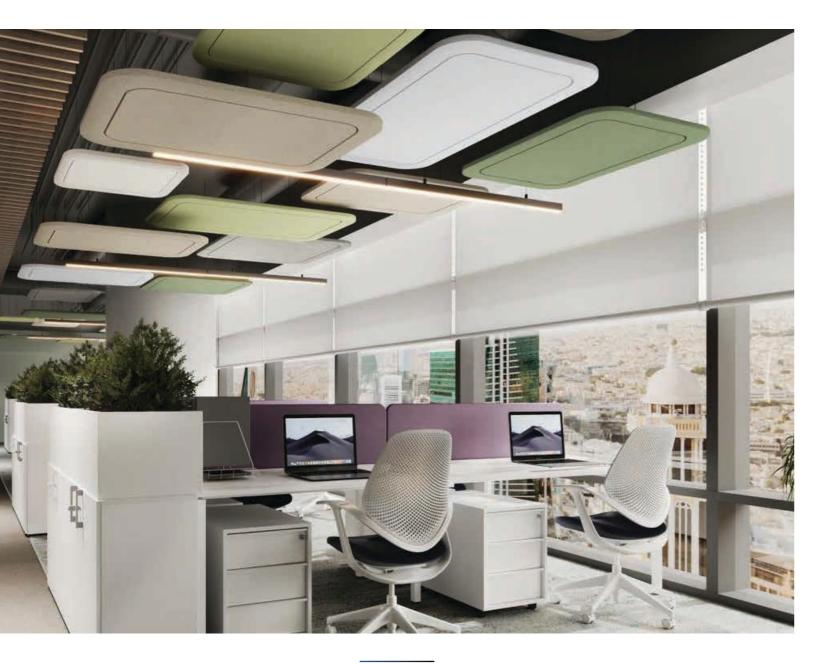
Project & Cost Management



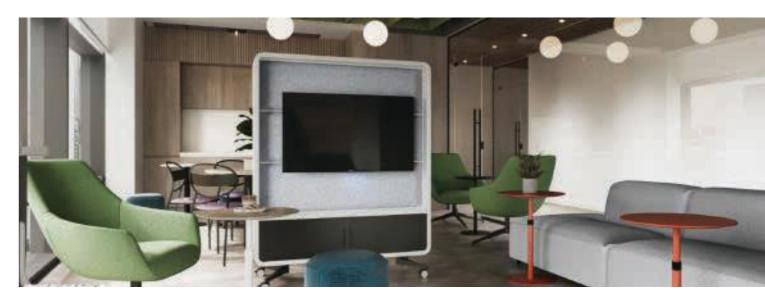
4,000 sqm

64 _______ 6













Riyadh, KSA



Project & Cost Management



300 sqm

66 _______ 67

accenture











Riyadh, KSA



Project and cost management



1500 sqm

gosi>









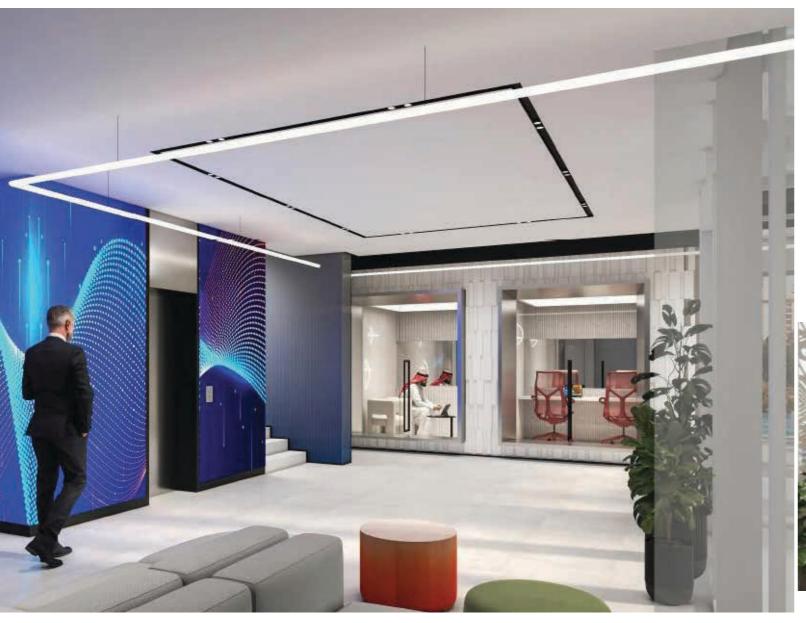


Project & Cost Management



52,000 sqm

/Z/X











Riyadh, KSA



[K]

1,200 sqm

72 -**–** 73

Globant >









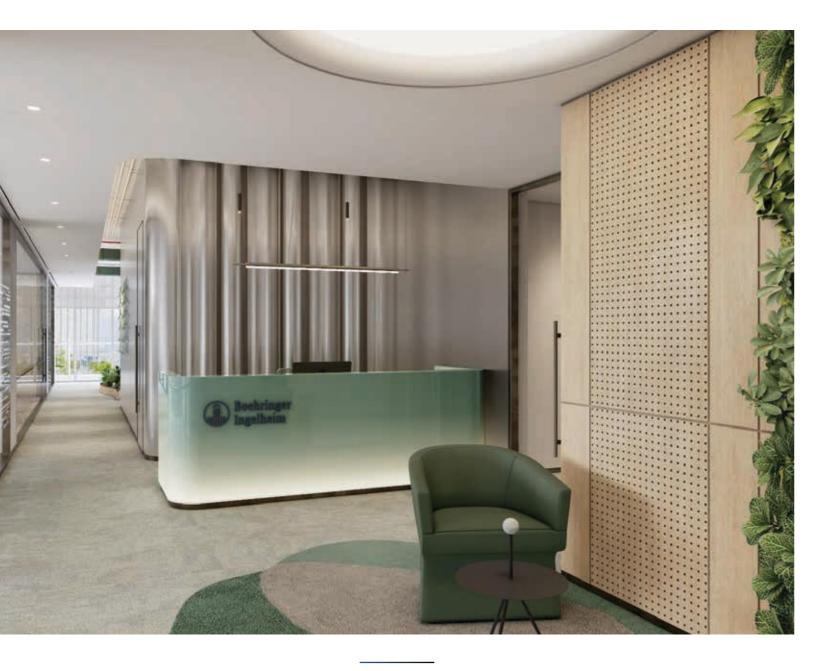


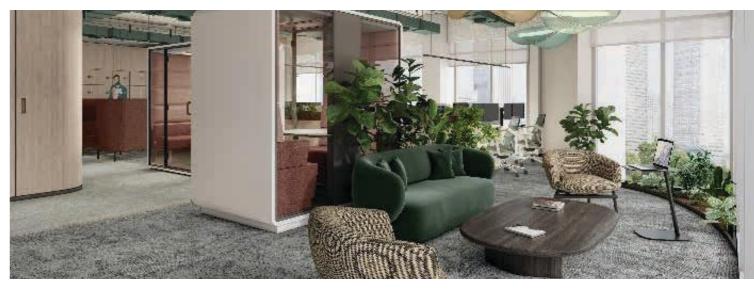




1,000 sqm

Boehringer Ingelheim















t 750 sqm











UAE Prime Minister Office



Dubai, UAE



Project & Cost Management



1,200 sqm

Moelis









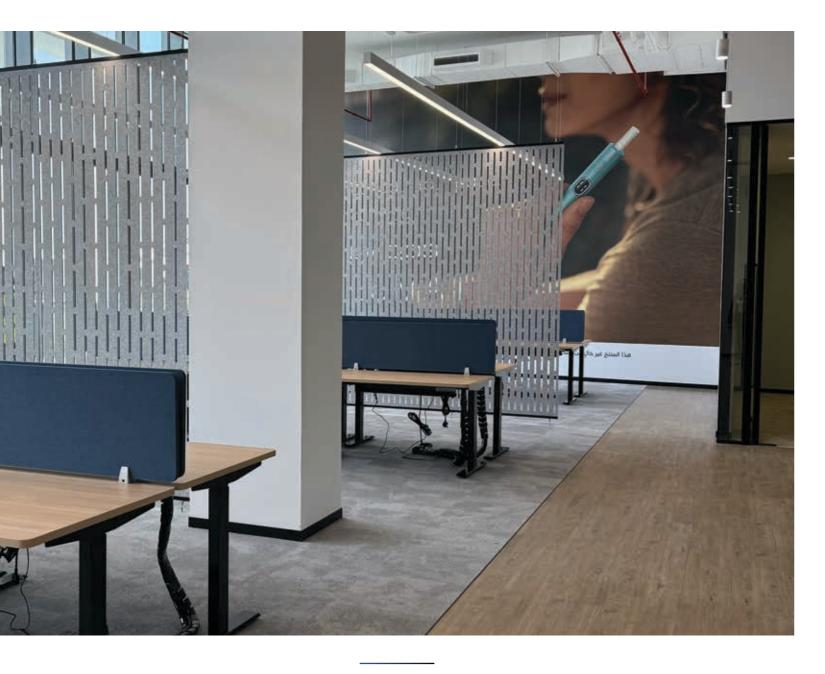






Project & Cost 350 sqm Management











Phillip Morris Offices



Riyadh, KSA

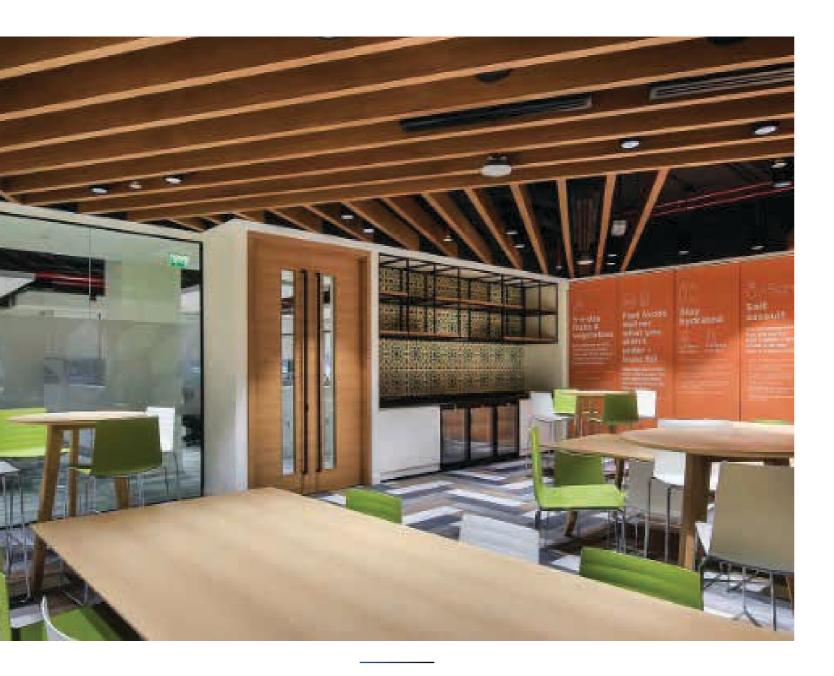


Project & Cost Management



1,600 sqm













Riyadh, KSA

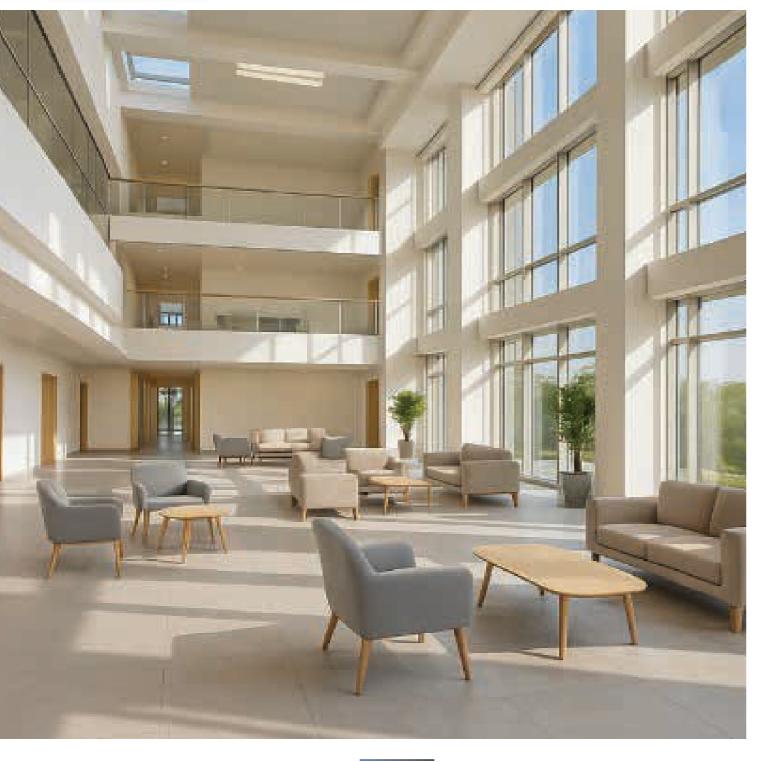


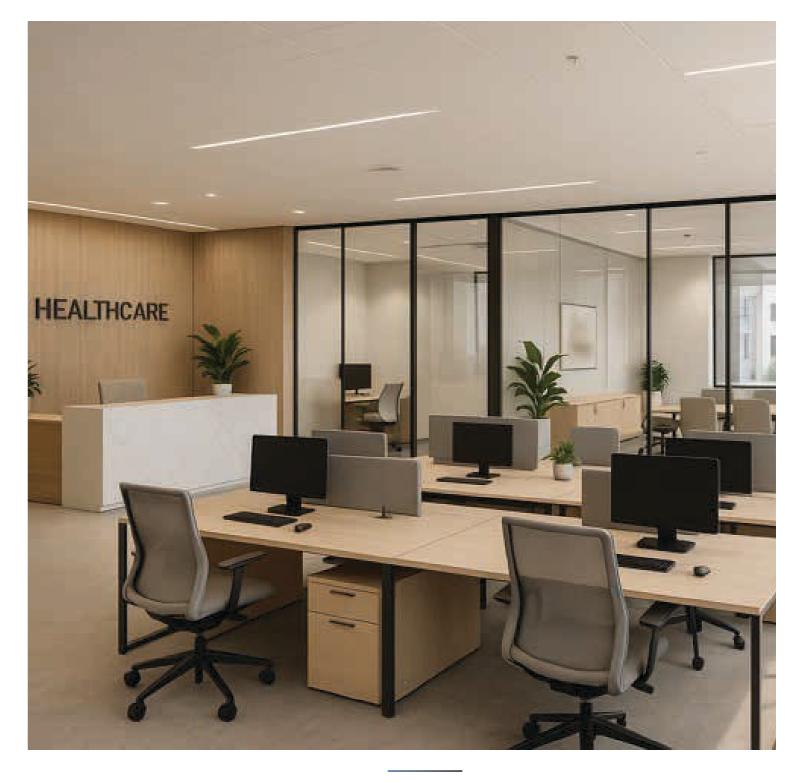
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700 sqm











Positive zero HQ office



Dubai, UAE



Design, Project & Cost Management



1,700 sqm



NAS Neuron Healthcare Headquarters Office



UAE



Project & Cost Management



st 3,200 sqm

86 — 87

accenture

















Lemon Tree Restaurant



West Cairo, Egypt



Project & Cost Management

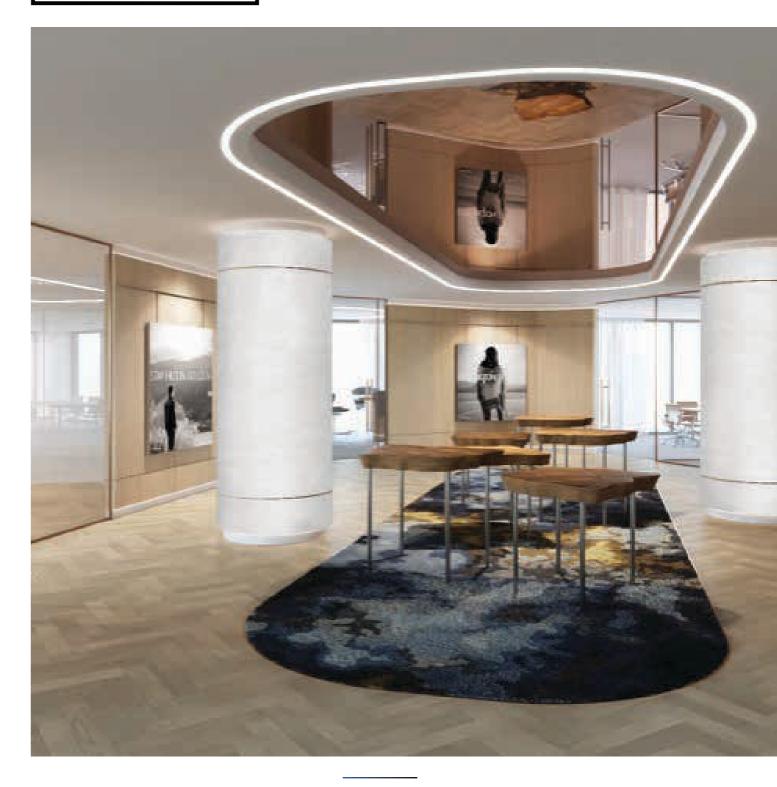


500 sqm



Сервисни центар eУправе eGovernment Service Center Cer eGo

Hilton





Public services centre by UAE Prime Minister office



Serbia



Fit-out



250 sqm



Hilton Dubai Office renovation



Dubai, UAE



Project and cost management

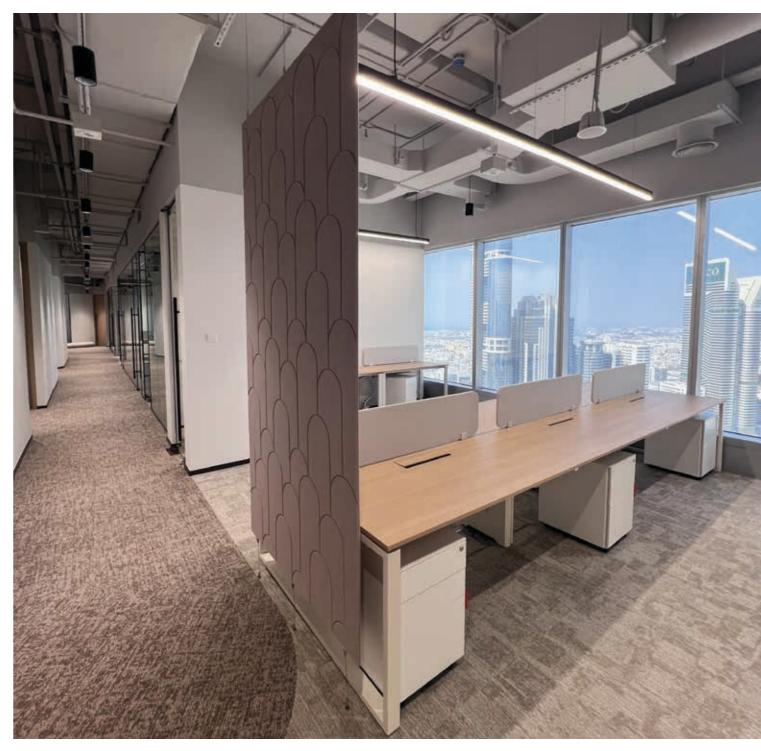


d cost 1,500 sqm













Dubai, UAE



[K]



Ministry of cabinet affairs office



Dubai, UAE



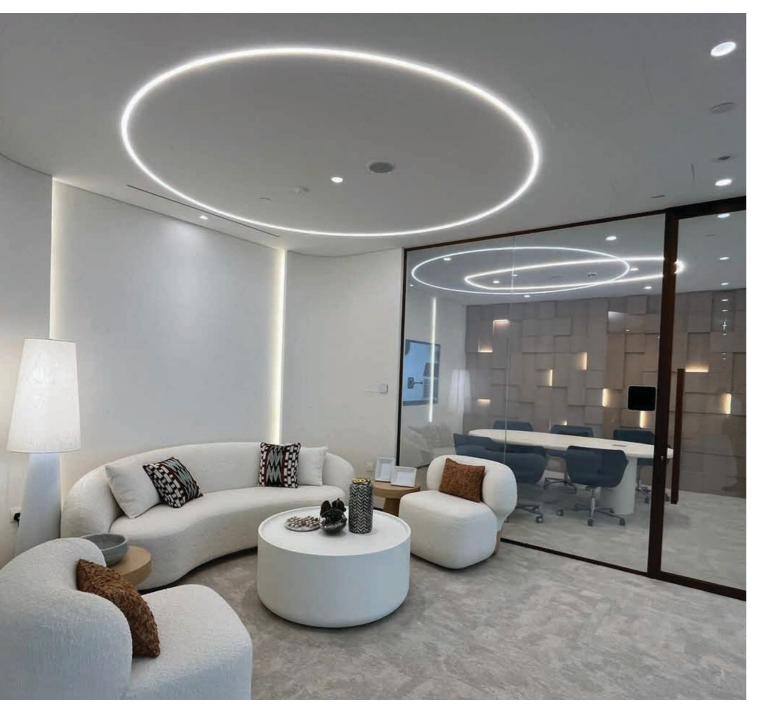
Project & Cost Management



92 -- 93

2,400 sqm











Ministry of cabinet affairs office- level 31



Emirates tower Dubai, UAE



Project & Cost Management



1000 sqm



Ministry of Cabinet affairs office - level 39



Emirates Tower Dubai, UAE

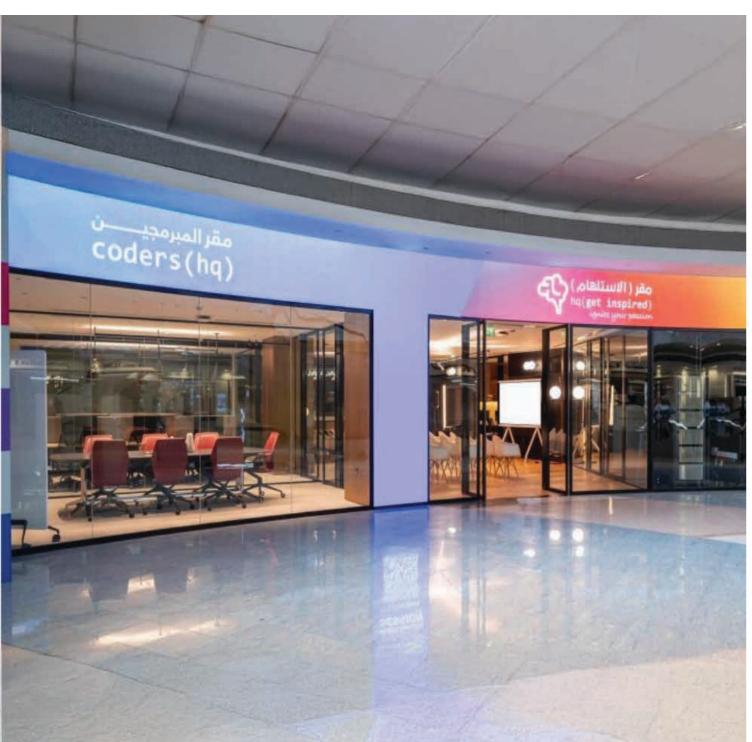


Project & Cost Management



1000 sqm











Ministry of cabinet affairs Coders HQ



Dubai, UAE



Project & Cost Management



1000 sqm



General Secretariat of the UAE Cabinet- Emirates Palace (Qasr Elwatan)



Dubai, UAE



Cost Management & Project controls

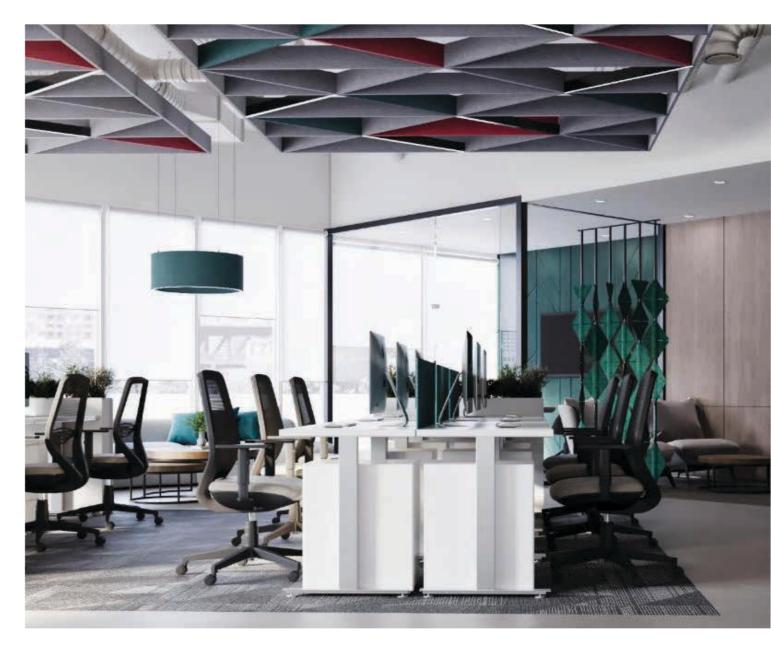


gement & 1000 sqm

















550 sqm







Jeddah, KSA



Project & Cost Management



600 sqm

Knight Frank Business Bay Office

KNIGHT FRANK GLOBAL EXPERIENCE







? Hyderabad, India

64,000 sqm



Philips Office

? Bengaluru, India

5,200 sqm



Mott Macdonald's Office

Noida, India

3,000 sqm



Cantillon



London, UK
1000 sqm



GAM Investments Office



? Finbury Circus, UK



4,800 sqm







Austin, TX



17,000 sqm

102 – 103





2 Banglore, India





Sir Richard Sutton Estates

Q London

176 hotel keys





Global Roll Out Offices Project































Schindler's Office



Mumbai, India



3,340 sqm





Siemens Office



Q Gurugran, India







SAP Office



2 locations, India



12,000 sqm







Q Los Angeles, CA



Renovation



176,000 sqf





General Motors Office



Q Gurugram, India



8,600 sqm





Comcast



Atlanta, GA



Build-to-suit



[kg] 16,900 sqm

106 -

CLIENT TESTIMONIALS



CLIENTS TESTIMONIALS

Dear lan, MZK, Michael, and KF team thank you for your outstanding efforts and unwavering support in preparing the RFP documents. Your dedication and expertise have been invaluable, and we truly appreciate the time and care you've put into this.

- Hassan Satti GM of Details Real Estate "

We work closely with Rory on multiple projects globally where he acts as our global account manager, overseeing the PM firms from Knight Frank on international projects. He has exemplified nothing but attention to detail and a strong sense of focus on keeping Hilton's best interests in mind. When it comes to selecting a PM to work with from Knight Frank, Rory has high standards and expectations. Moataz worked with us on a recent project in Dubai and he absolutely met and exceeded those expectations. The project experienced a large number of late requests and potential scope creep along with delays that were navigated clearly and concisely by Moataz. He ensured there was clear communication, proper protocol for who to engage at specific times, and kept a keen eye on the overall budget. Internally, wehave discussed partnering with Moataz again on other projects that may come up in the region in the future due to his professionalism and performance.

- Trevor Scales Senior Manager, Global Capital Investments Projects with Hilton I would like to take advantage of this email to thank you, Karim, and the whole team for your hard work and commitment since the beginning. It was our first experience in KSA, so it was good to count with you as our local support to manage the project. It was challenging, with a tight schedule, but I think we got a good result, and our main stakeholders are happy with the office. It is good that you are prepared to answer most of the questions that may arise. Thank you once again, and we truly appreciate our partnership to make this project come true



OUR CLIENTS

WE AR ETRUSTED ACROS SALL SECTORS BY THE WORLD'S TOP BRANDS.











Over 70% repeat client business showcasing rich work ethics















































Globant



ALULA DEVELOPMENT COMPANY HIlton MÜDON

























OUR CLIENTS















































































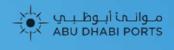






































FUJITSU







AN ESG COMPANY





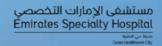




























OUR TEAM



OUR KSA PROGRAMMES' TEAM



Mohamed Nabil Regional Partner - Head of P&DS MENA



lan Sinclair
Partner- Head of Programmes



Michael Habib
Technical Services Director



Jovita Stand Project Controls Director



Yasser Ezzat
Associate Director PM



Alistair YoungCommercial Director



Nawaf Al Amre Project Manager – P&DS



Mohammed Zahid Khan Associate Director PM



Ahmed Fathy Senior Design Manager



Mahmoud Elsheikh Senior Planner



Awelkheir Noro Senior Graphic Designer



Aeshah Baqazi Administration & Logistics Manager



Mahmoud Refaie
Construction Director



Richard Hyde Commercial Director



Shahzad Youness Senior Projects Control Manager



Mazharuddine PMIS Manager



KSA FIT-OUT TEAM



Moemen Hafez Head of Fit-out - KSA



Mohamed SamirAssociate Director – P&DS



Tarek SalehAssociate Director – P&DS



Karim Basel Project Manager – P&DS



Sarah Shehab Senior Project Manager - P&DS



Marc Karim Senior Cost Manager – P&DS



Nada El Abd Project Manager – P&DS



Alanoud Alrawaf Project Manager - P&DS



Karim El Hedeeny Senior Project Manager – P&DS



Mostafa Tarek Project Manager - P&DS



Mahmoud GhanemCost Manager - P&DS



Adim Al Nassar Assistant Project Manager-P&DS



P&DS UAE & EGYPT TEAM



Moataz Mosallam Partner - Project & Development Services - MENA



Mahmoud Kotb Cost Manager - P&DS



Max Brunt Project Manager - P&DS



Amr Elemam Associate Project Manager - P&DS



Abdelaziz Elgammal Sr. Design Manager - P&DS



Mohamed Elghadiri Project Manager - P&DS

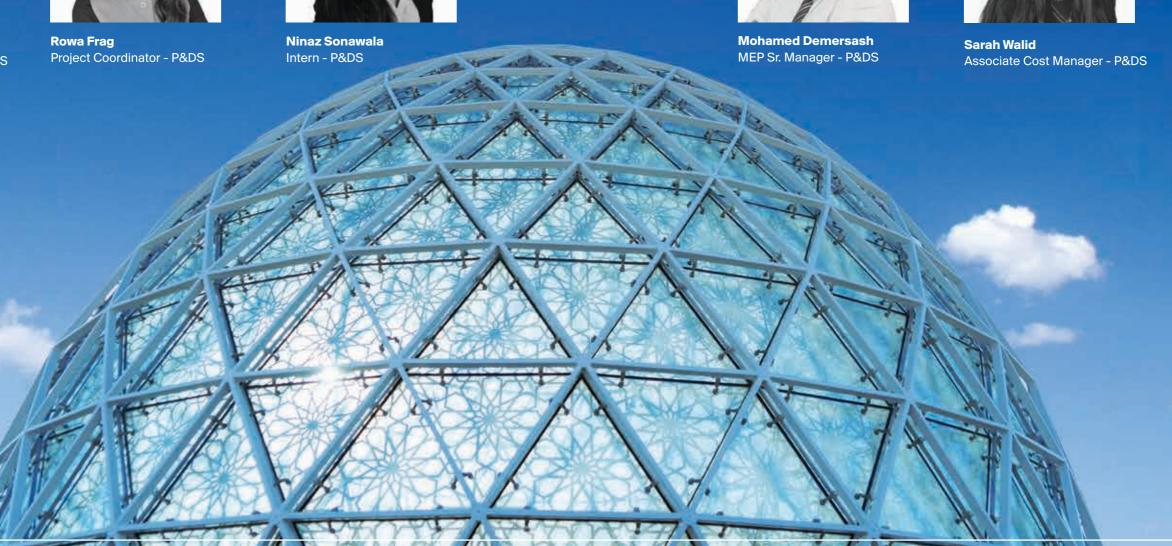


Jacqueline Johnny Senior Operation Manager - P&DS









Your partners in property.



Consulting Services

Education Consultancy

ESG Consultancy

Food & Beverage Consultancy

Healthcare Consultancy

Hospitality, Leisure & Tourism Advisory

PPP & Deal Advisory

Real Estate Consultancy

Research, Economics & Geospatial

Residential Consultancy

Retail Advisory

Valuation & Advisory Services

Commercial Valuation & Advisory

Hospitality Valuation

Plant & Machinery Valuation

Residential Valuation

Project & Development Services

Building Consultancy

Cost Management

Fit Out Management

Programme Management

Commercial Transactional Services

Capital & Debt Advisory

Capital Markets

Data Centres

Hotel & Leisure Capital Markets

Industrial & Logistics

Land Sales

Occupier Strategy & Solutions

Offices

Residential Transactional Services

Exclusive Project Sales

Interior Services

KSA Residential

Mortgage Advisory

Private Capital & Family Enterprises

Prime Residential, UAE

Private Office

Qatar Residential

