

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.

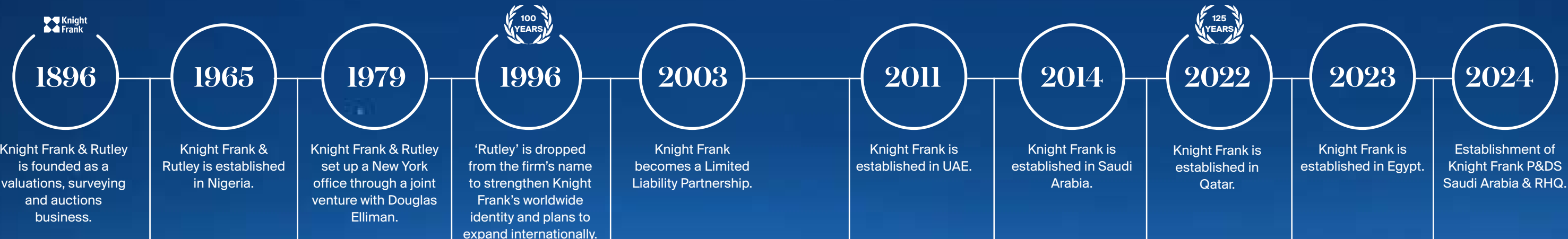
LOCALLY EXPERT. GLOBALLY CONNECTED.

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



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.



Mohamed Nabil

Regional Partner
Head of Project & Development Services, MENA

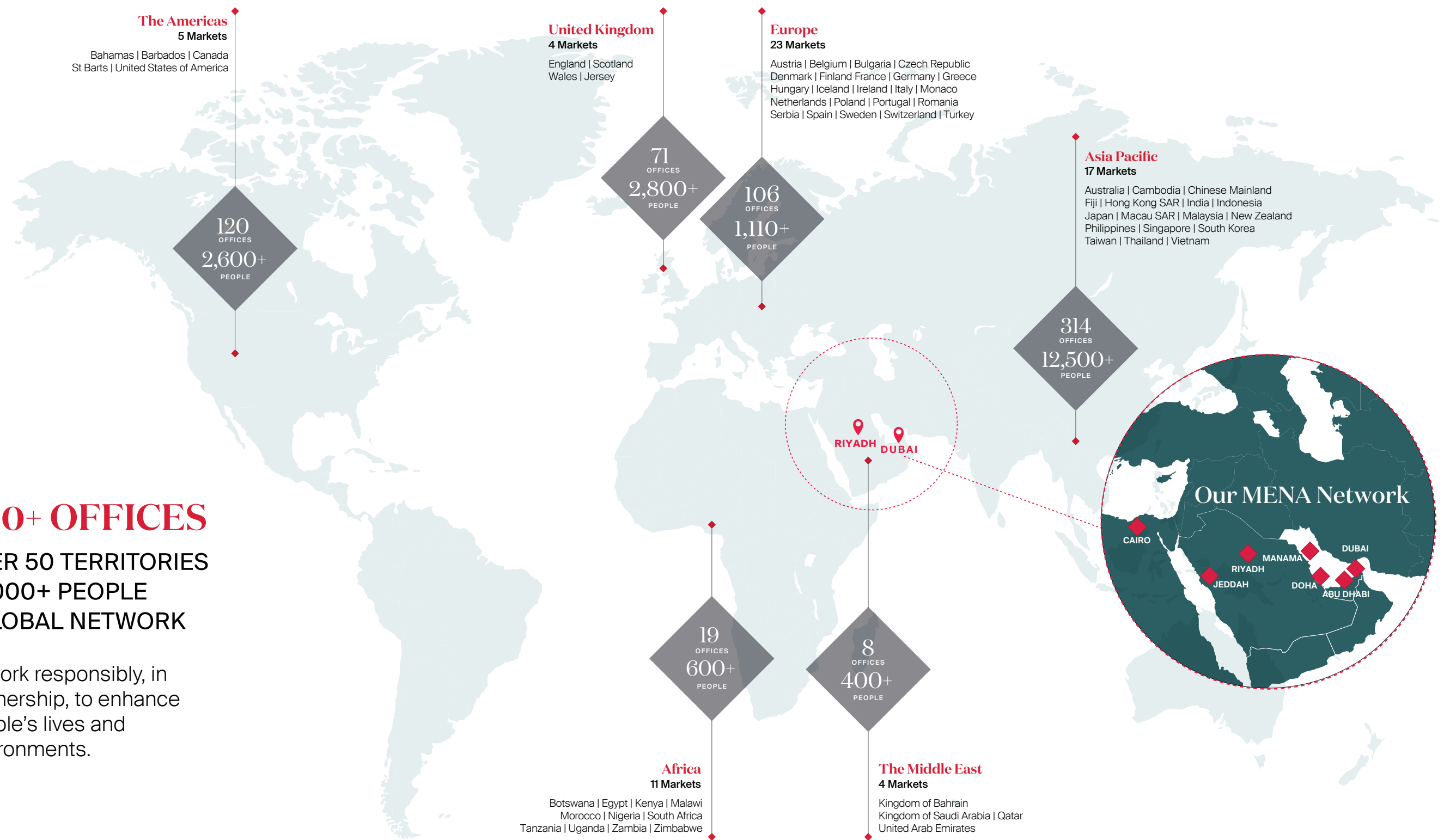
600+ OFFICES

OVER 50 TERRITORIES

20,000+ PEOPLE

1 GLOBAL NETWORK

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



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.

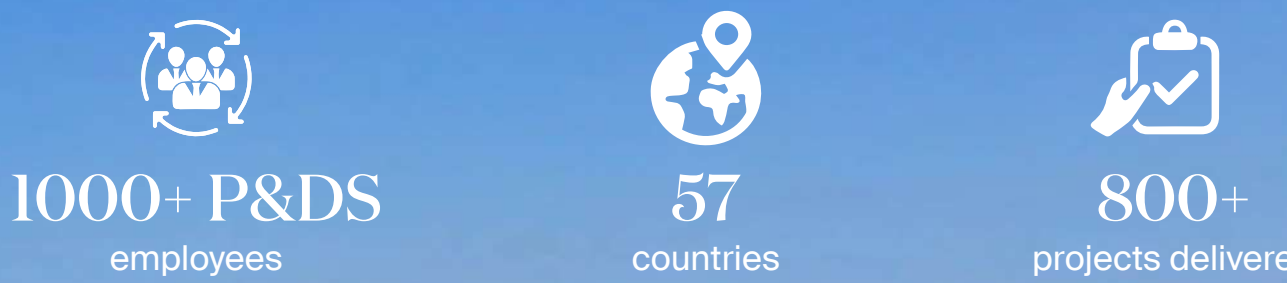
We operate from 7 offices in the MENA with full coverage across the whole of the GCC, and operate across all commercial property sectors including offices, industrial, hotels, healthcare, retail, education, residential and hospitality.

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.
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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



OUR BREADTH OF EXPERTISE



PROGRAMMES MANAGEMENT (PMO)

Manage programmes,
optimise delivery,
measure results



PROJECT MANAGEMENT

Make informed
decisions at every step



COST MANAGEMENT

Maximise value,
minimise risk



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
and connections



Delivering value
For money

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.

“

Your project becomes our project.
What would a successful project look like to you?

”

ACROSS ALL TYPE OF ASSETS



Office



Retail



Hospitality



Industrial &
logistics



Mixed-use



Residential



Education



Healthcare

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

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Ian Sinclair

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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 AI.**
- 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

01

Poor & inconsistent quality
A 'person in seat mentality'
Overcommitting & underdelivering

02

Unstructured service delivery
Outdated technology implementation
Lack of standardised manuals & SOPs

03

Cost increasing & deteriorating quality
Sub-standard screening & verification of resources

SOLUTIONS

01

Skills mapping of resources
Adequate investment in saudisation
People development & mentoring

02

GENOME by Knight Frank
AI integration
iHub by Knight Frank

03

Rigorous selection process
Job description ecosystem
INSIGHT by Knight Frank

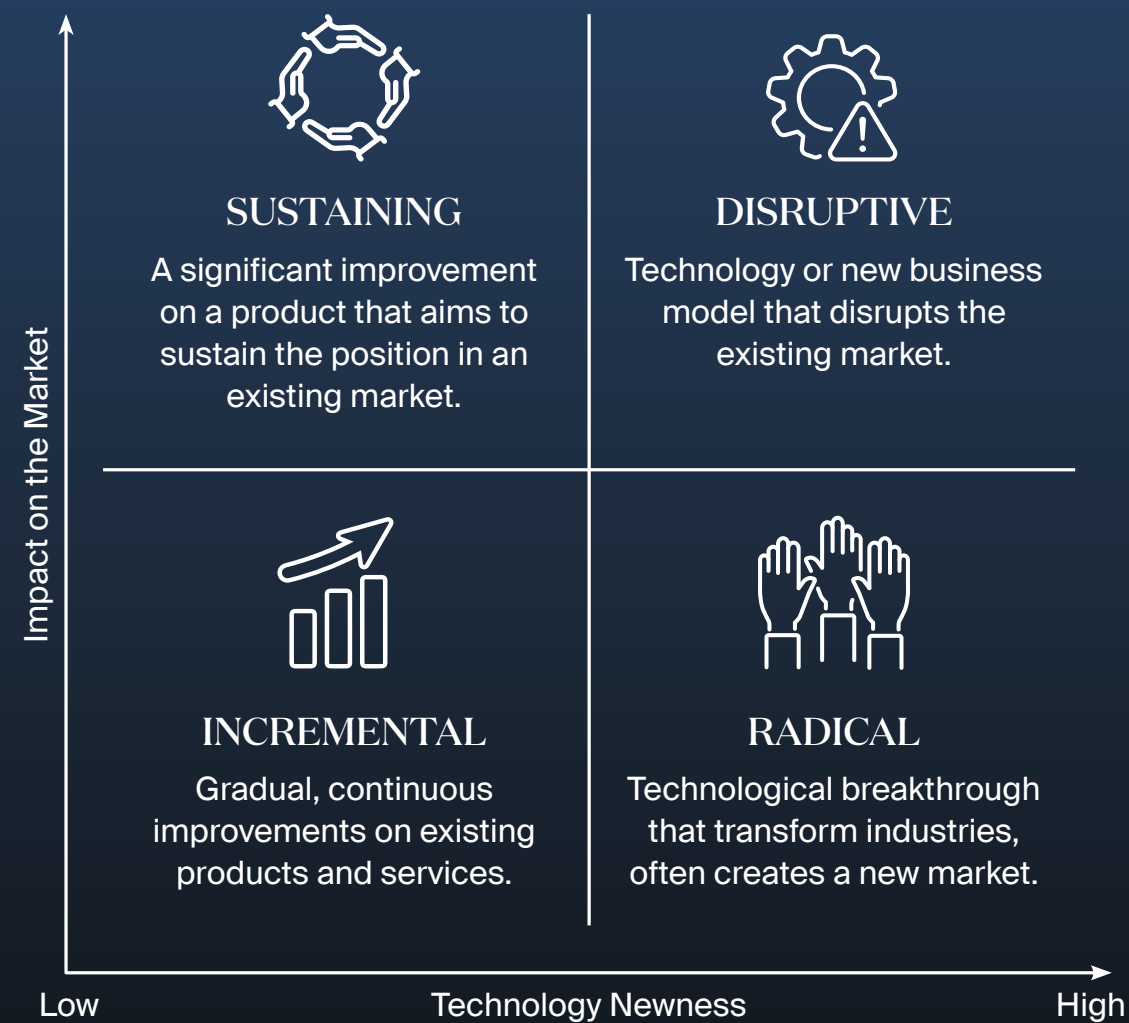


OUR ANSWER

“

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.

”



WHY KNIGHT FRANK P&DS



“ We are what we repeatedly do. Excellence, therefore, is not an act, but a habit. ”

This quote from the philosopher Aristotle resonates with and drives the Project Management philosophy and approach developed by KF P&DS to assure excellence for clients in response to the recognised market issues in the delivery of Project Management & Development Services in KSA.

It is a vision developed over the last 12 years from lessons learned by an expert team and significant investment thereon by Knight Frank.



FIT-OUT MANAGEMENT



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
and test fits



Project
team selection



Stakeholder
management



Fit-out cost
management &
cost planning



Contract
administration



Technical due
diligence



Procurement
management



Value
engineering



Contract
management



Risk
management



Successful handover
and project close out

COST MANAGEMENT



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 planning & feasibility



Cost benchmarking



Procurement management & selection



Value management & engineering



Bills of quantities production



Cash flow forecasting



Change management



BIM cost management



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



Namothajiah Tower



Riyadh, KSA



PMO Services



Confidential

Yasmin Tower for Details Real Estate



Yasmin Tower



Riyadh, KSA



PMO Services



540m high

NEW BUILD MENA EXPERIENCE



Space 42 HQ office - Abu Dhabi - UAE



Four Seasons Al Ula - KSA



- 

Space 42 Office
- 

Abu Dhabi, UAE
- 

Project & Cost Management
- 

Confidential

- 

Four Seasons Alula
- 

Alula, KSA
- 

Cost Management
- 

305 Rooms

Neom - Confidential project



Jiryan mixed use development - Cairo, Egypt



- 

NEOM confidential project
- 

NEOM, KSA
- 

Cost Management
- 

222,000 sqm

- 

Jiryan mixed use development
- 

West Cairo, Egypt
- 

Design Management
- 

2,250 Acres

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



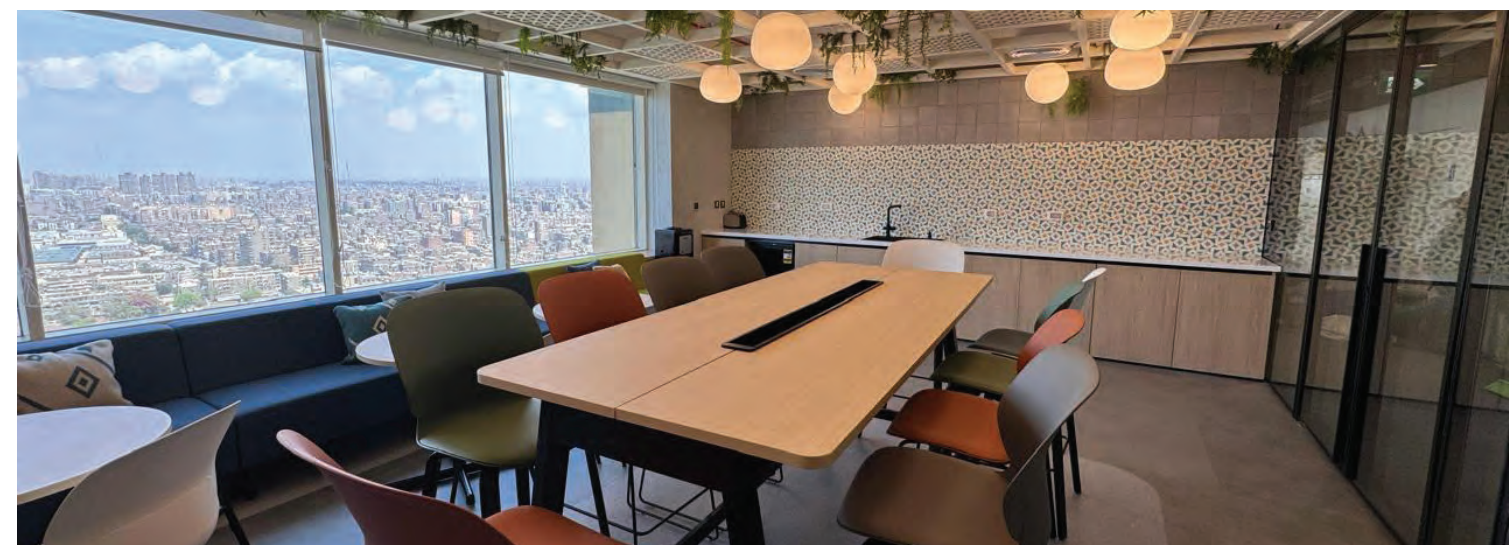
Project & Cost Management



25,000 sqm

FIT-OUT MANAGEMENT MENA EXPERIENCE





IFC – International Finance Corporation



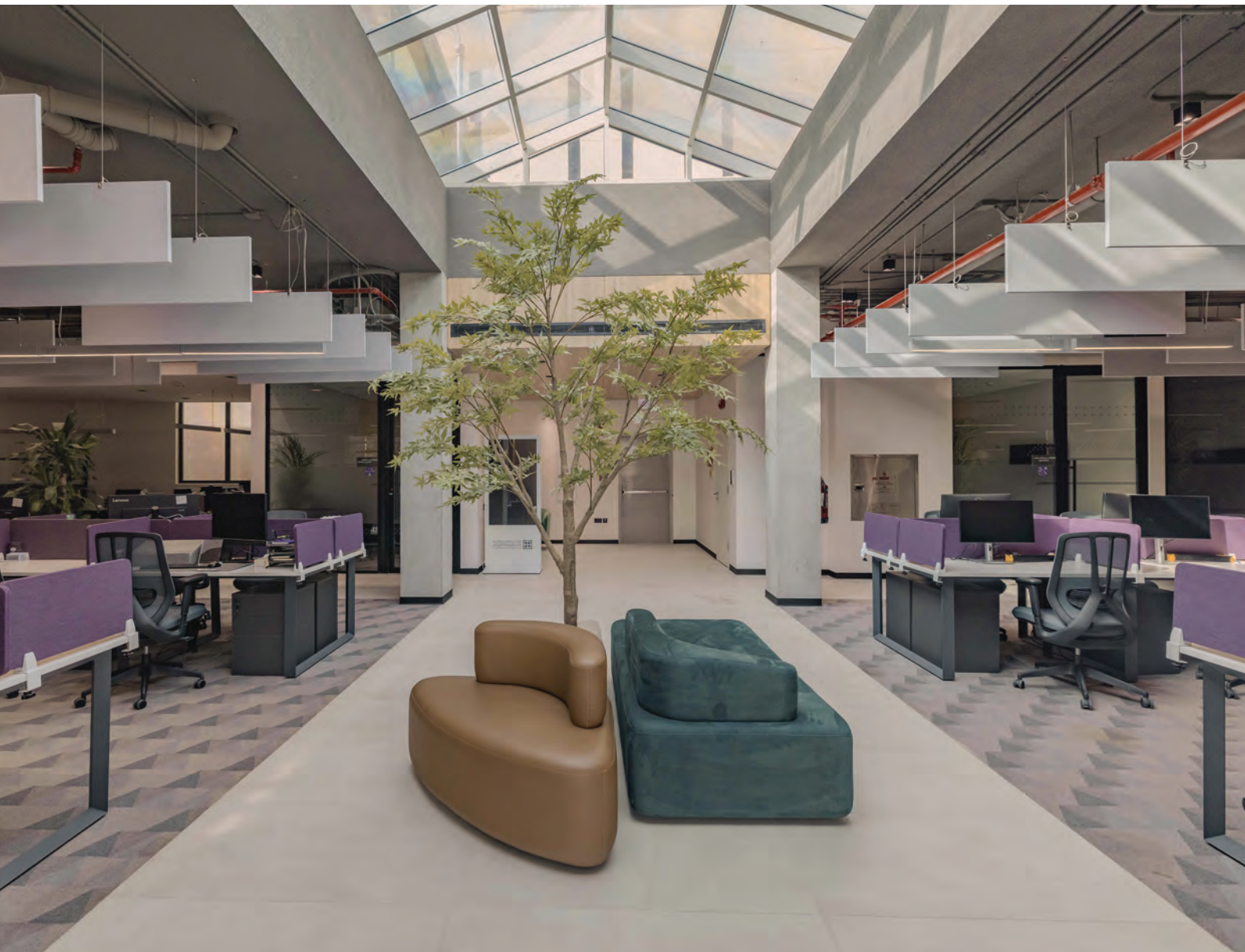
Cairo, Egypt



Project and cost management



3,500 sqm





SAP Offices



Riyadh, KSA



Project & Cost
Management



300 sqm



Accenture Riyadh HQ
office- KAFD



Riyadh, KSA



Project and cost
management



1500 sqm



GOSI New HQ



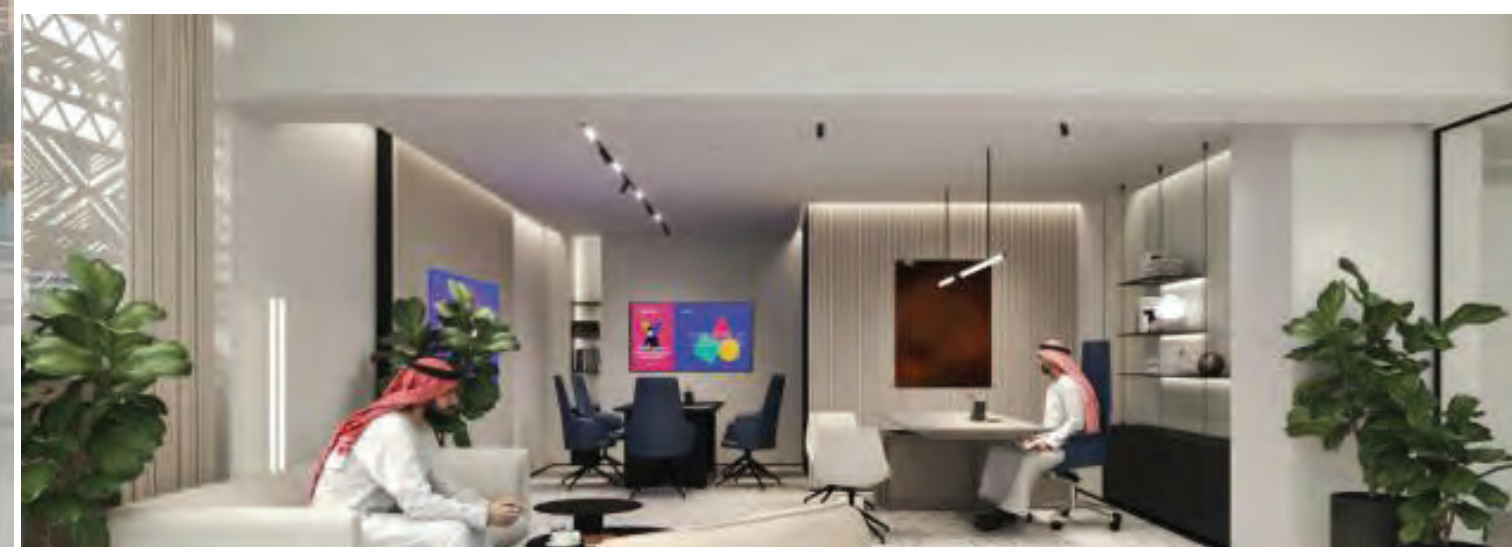
Riyadh, KSA



Project & Cost
Management



52,000 sqm



Azm X Offices



Riyadh, KSA



Project & Cost
Management



1,200 sqm



Globant offices



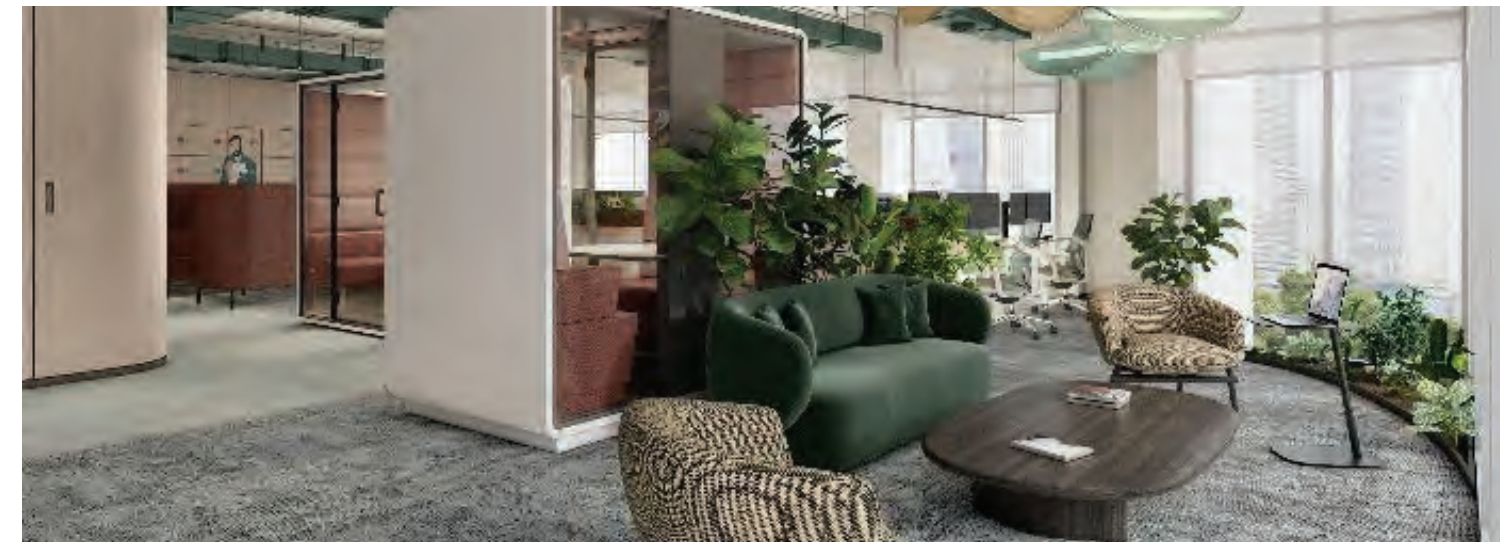
Riyadh, KSA



Project & Cost
Management



1,000 sqm



Boehringer Ingelheim



Riyadh, KSA



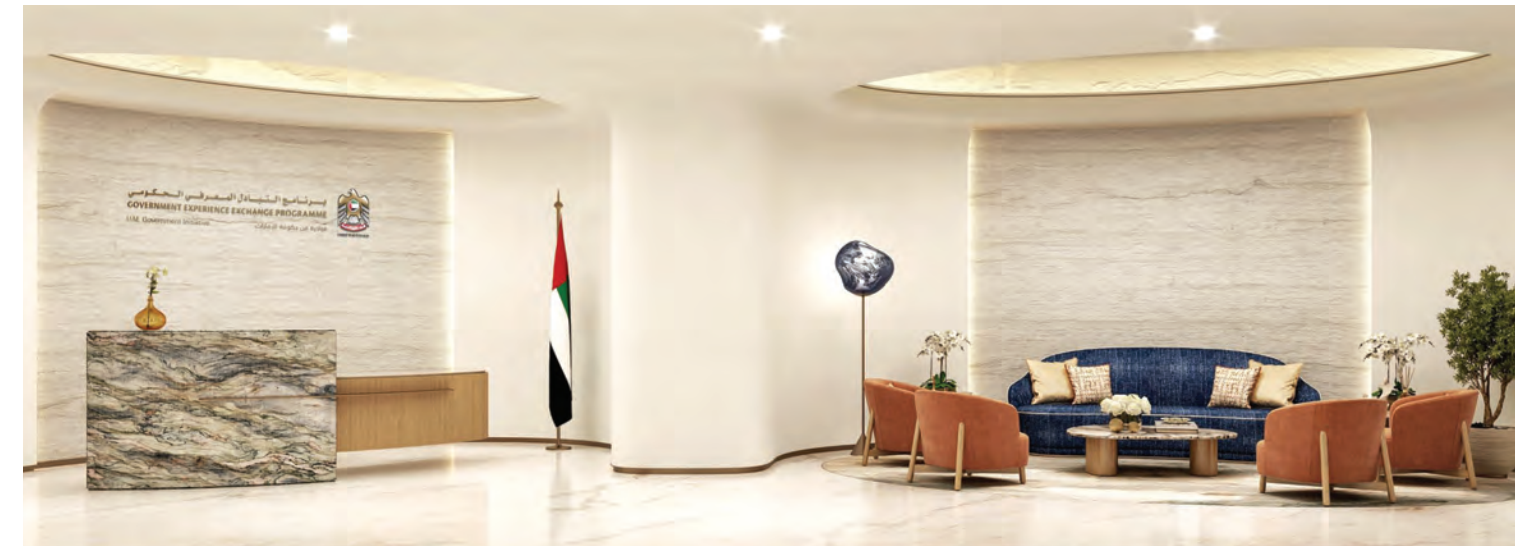
Project & Cost
Management



750 sqm



UNITED ARAB EMIRATES
PRIME MINISTER OFFICE



UAE Prime Minister Office



Dubai, UAE

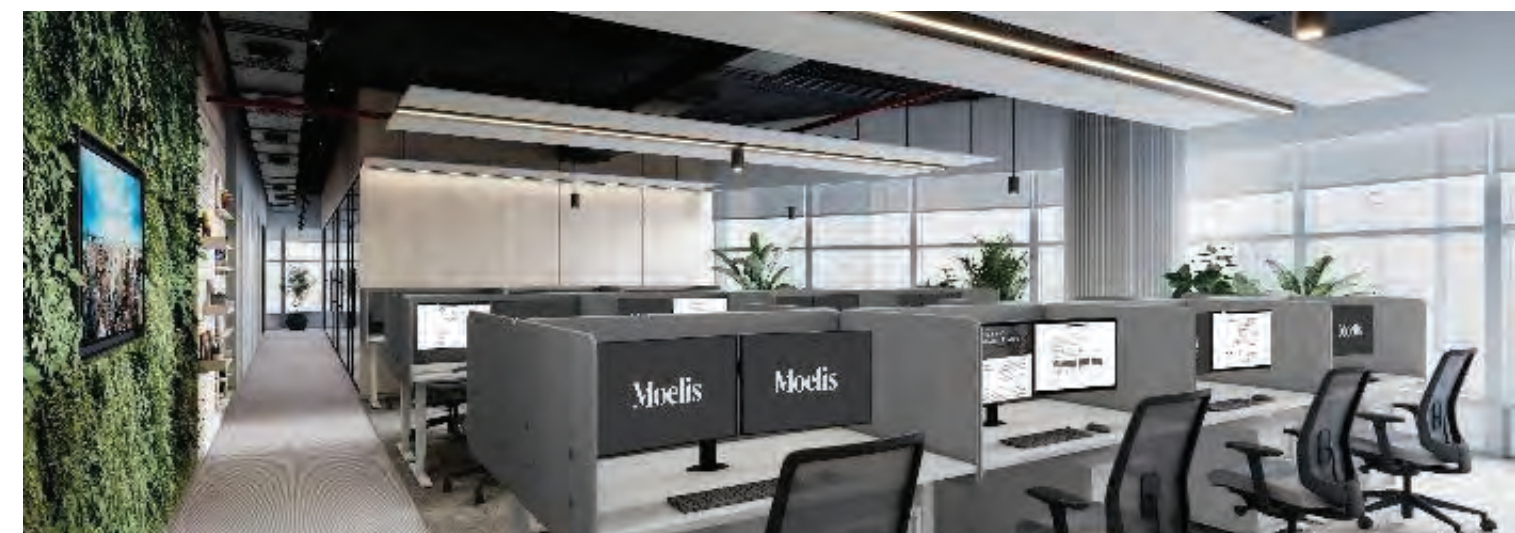
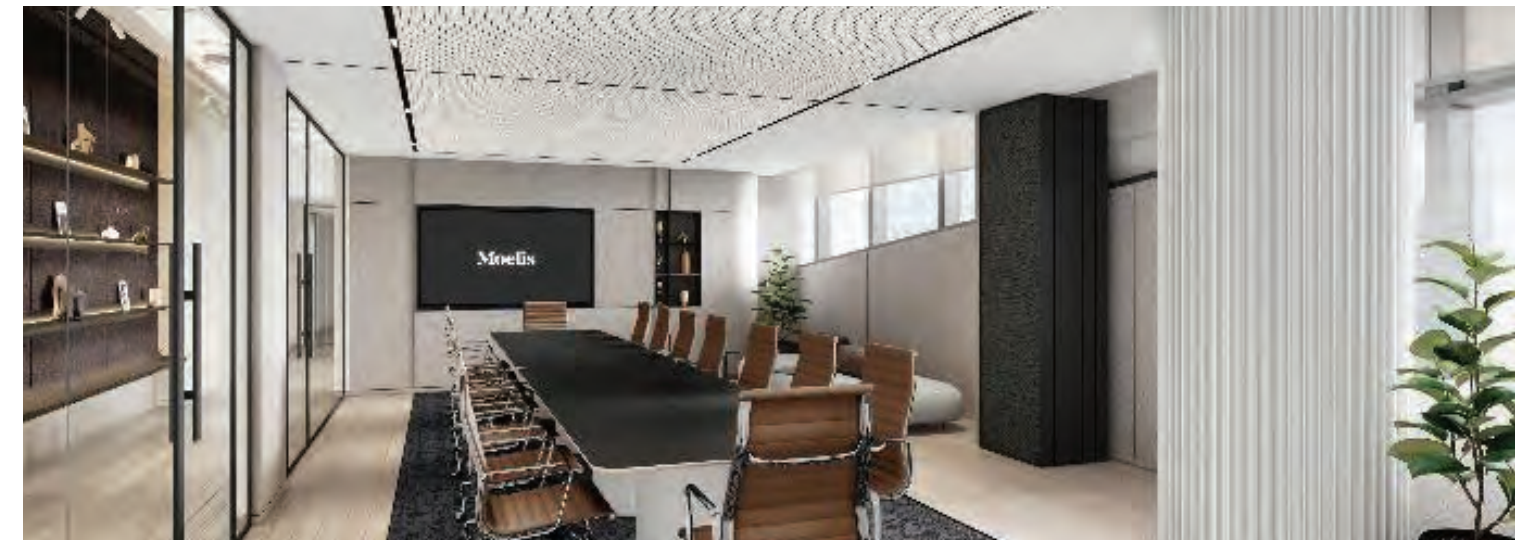


Project & Cost
Management



1,200 sqm

Moelis



Moelis & Company Offices



Riyadh, KSA



Project & Cost
Management



350 sqm



PHILIP MORRIS
INTERNATIONAL



Phillip Morris Offices



Riyadh, KSA



Project & Cost
Management



1,600 sqm



Cigna Office



Riyadh, KSA



Project & Cost
Management



700 sqm



Positive zero HQ office



Dubai, UAE



Design, Project &
Cost Management



1,700 sqm



NAS Neuron Healthcare
Headquarters Office



UAE



Project & Cost
Management



3,200 sqm



Accenture
Dubai Office



UAE



Project & Cost
Management



2000 sqm



Lemon Tree Restaurant



West Cairo, Egypt



Project & Cost
Management



500 sqm



UNITED ARAB EMIRATES
PRIME MINISTER OFFICE



Public services centre by
UAE Prime Minister office



Serbia



Fit-out



250 sqm

Hilton



Hilton Dubai Office
renovation



Dubai, UAE



Project and cost
management



1,500 sqm



Mubadala Delma
Plot P2 -w14-02



Dubai, UAE



CAPEX and HBU





Ministry of cabinet affairs
office



Dubai, UAE



Project & Cost
Management



2,400 sqm



UNITED ARAB EMIRATES
PRIME MINISTER OFFICE



Ministry of cabinet affairs
office- level 31



Emirates tower
Dubai, UAE



Project & Cost
Management



1000 sqm



UNITED ARAB EMIRATES
PRIME MINISTER OFFICE



Ministry of Cabinet affairs
office - level 39



Emirates Tower
Dubai, UAE



Project & Cost
Management



1000 sqm



UNITED ARAB EMIRATES
PRIME MINISTER OFFICE



Ministry of cabinet affairs
Coders HQ



Dubai, UAE



Project & Cost
Management



1000 sqm



UNITED ARAB EMIRATES
PRIME MINISTER OFFICE



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



Dubai, UAE



Cost Management &
Project controls



1000 sqm




Knight Frank
Business Bay Office


Dubai, UAE


Project & Cost
Management


550 sqm


Knight Frank Jeddah
Offices


Jeddah, KSA


Project & Cost
Management


600 sqm

KNIGHT FRANK GLOBAL EXPERIENCE





Google LL Office
Hyderabad, India
64,000 sqm



Cantillon
London, UK
1000 sqm



Philips Office
Bengaluru, India
5,200 sqm



GAM Investments Office
Finbury Circus, UK
4,800 sqm



Mott Macdonald's Office
Noida, India
3,000 sqm



Yeti
Austin, TX
17,000 sqm



 Autodesk Office

 Bangalore, India

 1,130 sqm



 British Telecom Office

 3 locations, India

 120,000 sqm



 Sir Richard Sutton Estates

 London

 176 hotel keys



 Ericsson Office

 3 locations

 15,100 sqm



 Money Gram Office

 Global Roll Out Offices Project

 Totaling 23,850 sqm



 Sony's Office

 New Delhi, India

 10,000 sqm



 Schindler's Office

 Mumbai, India

 3,340 sqm



 Fender

 Los Angeles, CA

 Renovation

 176,000 sqf



 Siemens Office

 Gurugram, India

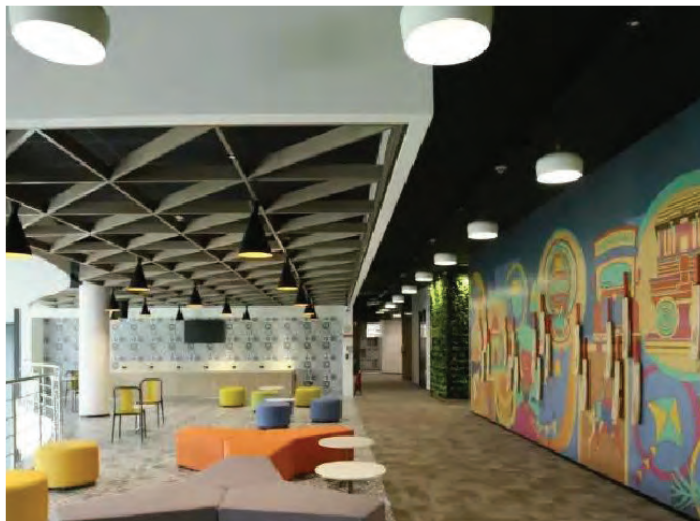
 4,750 sqm



 General Motors Office

 Gurugram, India

 8,600 sqm



 SAP Office

 2 locations, India

 12,000 sqm



 Comcast

 Atlanta, GA

 Build-to-suit

 16,900 sqm

CLIENT TESTIMONIALS



CLIENTS TESTIMONIALS

“

Dear Ian, 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, we have 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

- Martin Musante
Corporate Real Estate Lead- Globant Riyadh

”



OUR CLIENTS

WE ARE TRUSTED ACROSS ALL SECTORS BY THE
WORLD'S TOP BRANDS.

Over 70% repeat client business showcasing rich work ethics

Moelis

Cigna

gosi

BCG
BOSTON
CONSULTING
GROUP

SAP

tāmeer

DETAILS
Real Estate

Sheraton

أصول
OSOOL

المشرق
mashreq

THE
WORLD
BANK

عزم السعودية
SAUDI AZM

المركز الدولي للعلوم الشخصية
International Center for Personal Sciences

شبكة أبوظبي للإعلام
ABU DHABI MEDIA NETWORK

PIF
مستثمرات الاستثمار
PUBLIC INVESTMENT FUND

accenture

AZIM

MOUNTAIN VIEW

VISA

Globant

Nations of Sky

ALULA
DEVELOPMENT COMPANY
شركة العلاء للتطوير

Hilton

MUDON

NEOM

slb

Pfizer

SPACE 42

MUBADALA

DAMAC

Al-Futtaim

OGA

TDR

ASFAH
هيئة تنظيم الاتصالات والحكومة الرقمية
TELECOMMUNICATIONS AND DIGITAL
GOVERNMENT REGULATORY AUTHORITY

أسفار
ASFAH

PHILIP MORRIS
INTERNATIONAL

OUR CLIENTS



AIRBUS

BT

MICHELIN

Mercedes-Benz



CATERPILLAR

SIEMENS

Schindler



WESTERN UNION

BOEING

Mahindra

RAMBOLL



EXIDE

KOHLER

BOSCH

SOCIETE GENERALE



Fitness First

MAERSK

Logitech

DOW



Hero

SAMSUNG

wework

Time Inc.



MUZOON

إثراء دبي
ITHRA DUBAI

أرامكو السعودية
saudi aramco

FedEx



Walmart

AMLAK

ICT

Brookfield Properties



DUBAI INTERNET CITY

NCOR BANK

MASIC

Al-Futtaim

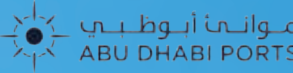


bloom.

IHG

MERAAS

DUBAI SOUTH



Coca-Cola

ORACLE

إدارة التخطيط العمراني والبلديات
DEPARTMENT OF URBAN PLANNING AND MUNICIPALITIES
بلدية مدينة أبوظبي
ABU DHABI CITY MUNICIPALITY

موانئ أبوظبي
ABU DHABI PORTS



OSRAM

SONY

vodafone

amazon



COLGATE-PALMOLIVE

Johnson & Johnson

Firmenich

ABB



ALSTOM

COMMSCOPE

CAMBRIDGE UNIVERSITY PRESS

NOVARTIS



apollo

KONE

Schlumberger

McAfee



FUJITSU

MoneyGram
money transfer

ROYAL DEVELOPMENT COMPANY
AN ESG COMPANY

HSBC



ميديكلينيك
MEDICLINIC

SAUDI GERMAN HOSPITAL DUBAI

الراجحي المالية
alrajhi capital

AL AMEEN



مدينة دبي الطبية
Dubai Healthcare City

مستشفى الإمارات التخصصي
Emirates Specialty Hospital
مدينة دبي الطبية
Dubai Healthcare City

RoyalJet

MG



GM

VOLVO

BAYER

HYUNDAI

LG

OUR TEAM



OUR KSA PROGRAMMES' TEAM



Mohamed Nabil
Regional Partner - Head of
P&DS MENA



Ian Sinclair
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