

**PROJECT &  
DEVELOPMENT SERVICES**

**MIDDLE EAST & NORTH AFRICA**



# WELCOME TO KNIGHT FRANK MIDDLE EAST

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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.



# WE ARE DIFFERENT

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## Our people

Our teams work with sector experts around the world, giving investors access to up-to-date intelligence and transaction opportunities in key global investment markets.



## Privately-owned

Our independence gives us the ability to take a long-term perspective and build deep and lasting relationships.



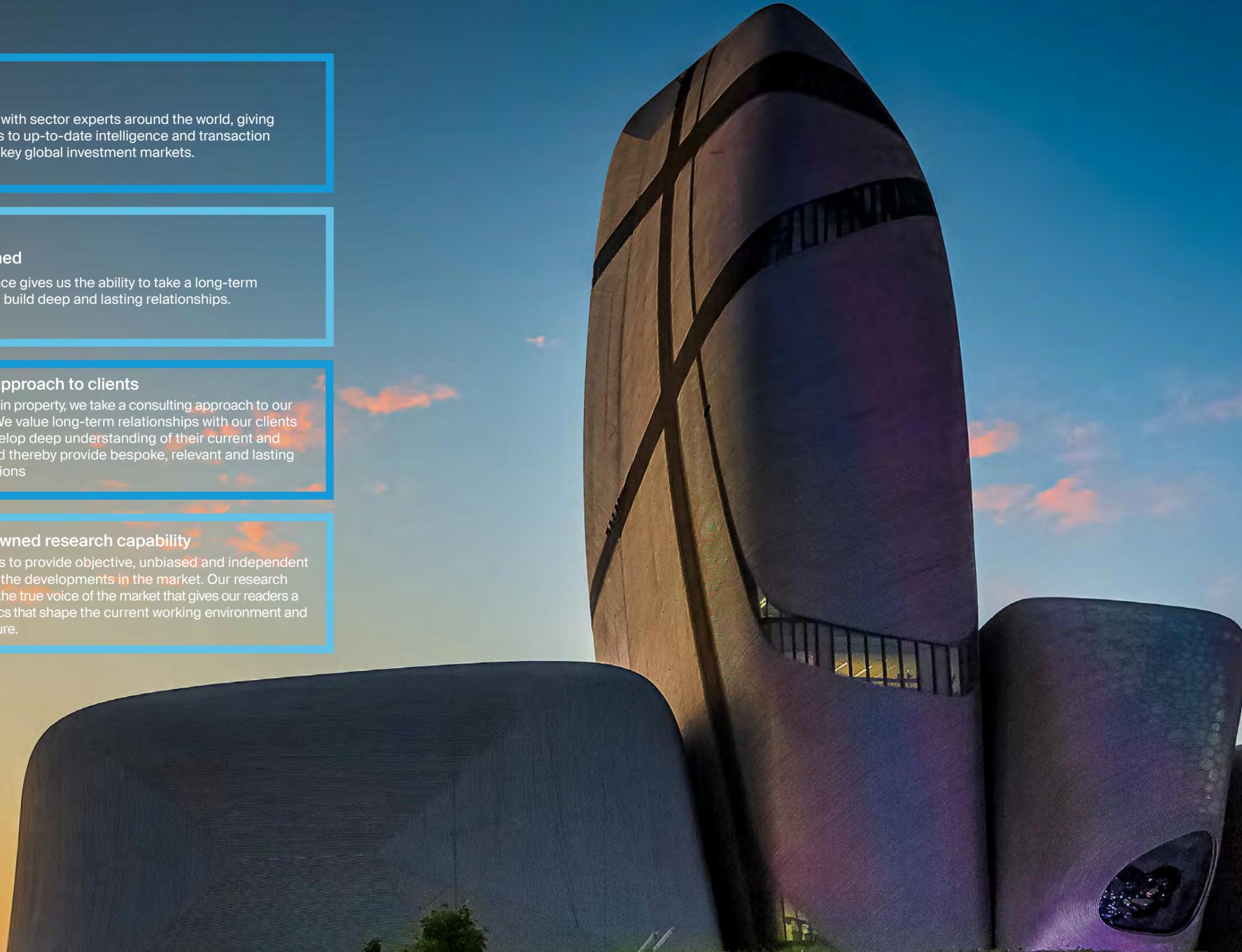
## Partnership approach to clients

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.





# 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.

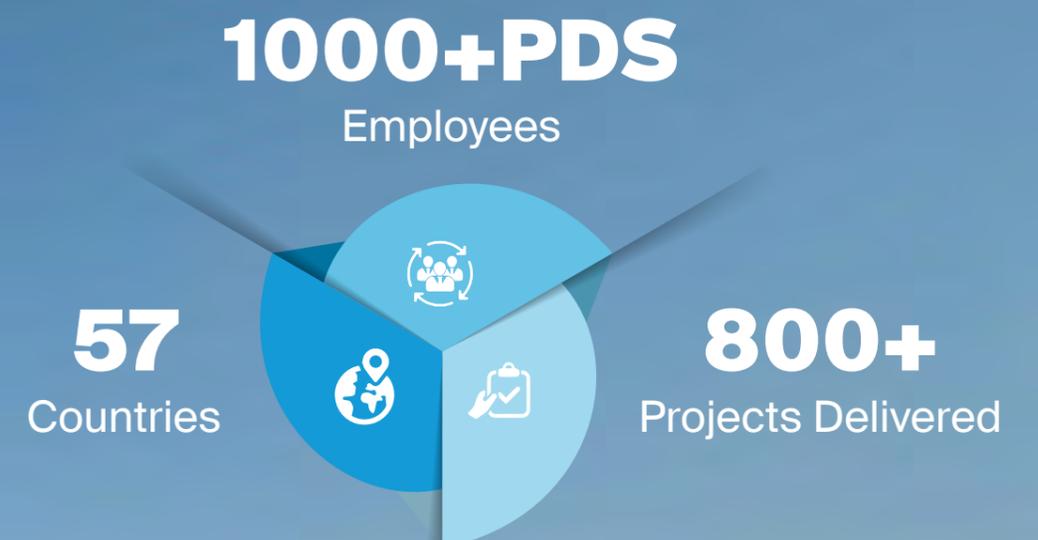
We operate from 7 offices in the MENA with full coverage across the whole of the GCC, and operate across all commercial property sectors including offices, industrial, hotels, healthcare, retail, education, residential and hospitality.

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 costs for our clients.

Knight Frank's Global P&DS in figures 2023



# WHAT WE DO?

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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. We also understand the importance of the nature and configuration of the workplace as a platform for business transformation and operation, in terms of productivity, creativity and staff retention.

To ensure that client aspirations can be fully delivered, we are able to develop and test the brief in the early stages through our Workplace Design 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.





## 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 ADDED VALUE



# OUR P&DS SERVICES

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# PASSIONATELY DELIVERING YOUR PROJECT VISION

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We are specialist project managers, cost consultants and workplace designers. 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.

“

We care, your project becomes our project.  
What would a successful project look like to you?

”



# AT ANY SCALE

Fit-out



Site Redevelopment



Base Build



Urban Development



Repositioning



# OUR BREADTH OF EXPERTISE



**PROGRAMME MANAGEMENT (PMO)**  
Manage programme, optimise delivery,  
measure results

## PROJECT MANAGEMENT

Make informed decisions at every step



**COST MANAGEMENT**  
Maximise value, minimise risk

## FIT-OUT

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



**ENGINEERING DESIGN & SUSTAINABILITY**  
MEP Engineering and sustainability advice  
from design to operations.

## WORKPLACE & DESIGN

Your workplaces are your first business card



# ACROSS ALL TYPES OF ASSETS

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Office



Retail



Mixed-use



Residential



Hospitality



Industrial & logistics



Education



Healthcare



# PROGRAM MANAGEMENT (PMO)

Manage programmes, optimise delivery, measure results

In ever-changing business environments, we provide a range of PMO 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



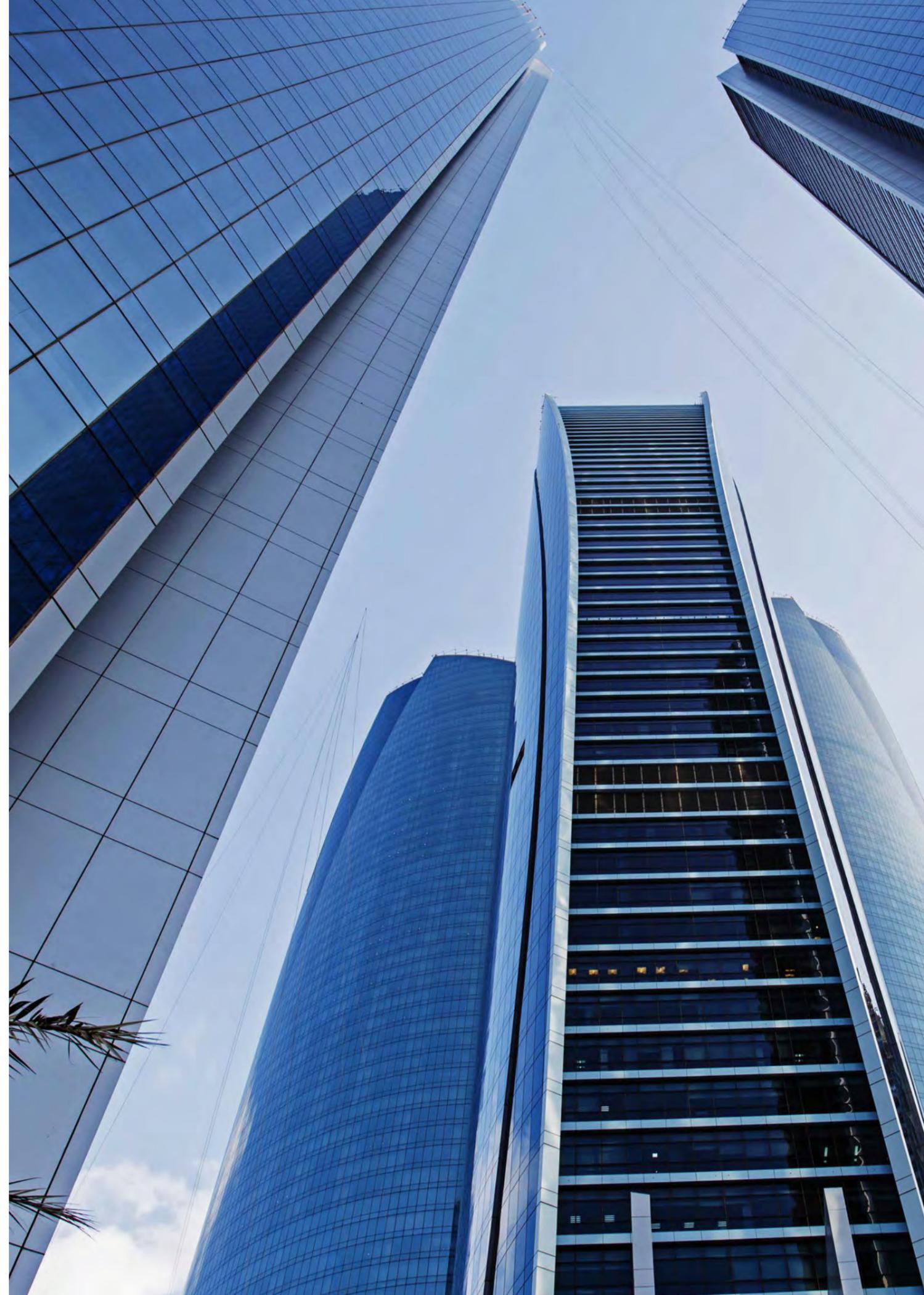
Procurement strategies



Capital prioritisation



Project Controls & Risk Management





# PROJECT MANAGEMENT

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## Make informed decisions at every step

Our Project Management experts take ownership of your project to deliver value and successful project outcomes aligned with to 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
-  Move Management
-  Contract Administration
-  Control & Risk Management
-  Completion and Handover

# 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 realizing 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.

### KEY SERVICES

-  Cost Planning & Feasibility
-  Cost Benchmarking
-  Procurement Management & Selection
-  Value Management & Engineering
-  Bills of Quantities Production
-  Cash flow Forecasting
-  Change Management
-  BIM Cost Management





## FIT-OUT

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 throughout the MEA region by means of an 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.

### KEY SERVICES

-  Tenant & Owner Representation
-  Space Planning
-  Project Team Selection
-  Stakeholder Management
-  Project & Construction Management
-  Contract Administration
-  Fit-out Cost Management & Cost Planning
-  Procurement Management
-  Value Engineering
-  Contract Management
-  Risk Management

# ENGINEERING DESIGN & SUSTAINABILITY

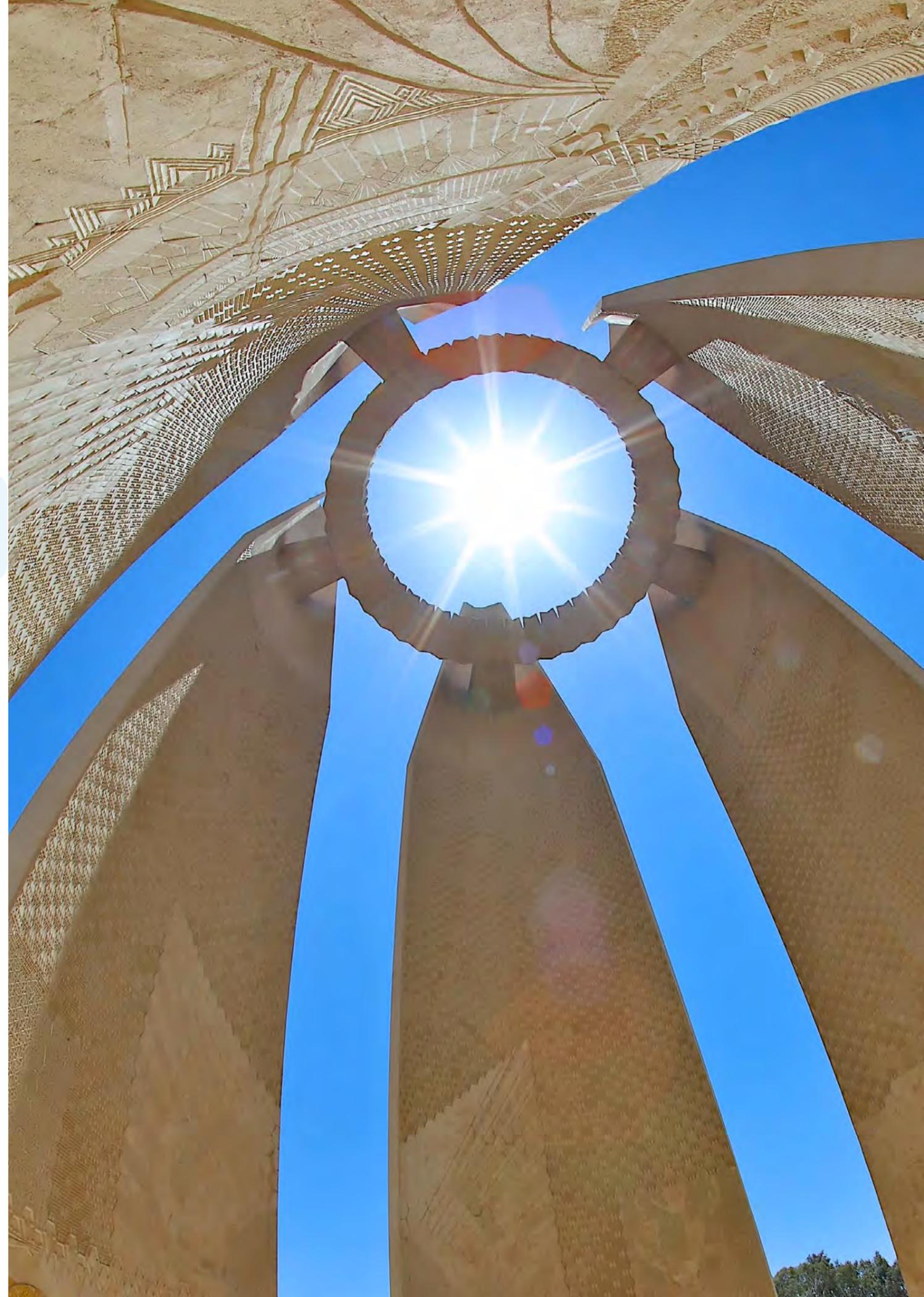
## Portfolio and project sustainability advice from design to operations

We are on the journey, with our clients, to embed sustainable design solutions and operations into the places we occupy. Tailoring our offer to meet your ambitions, our team of experts provides strategic advice and uses data-driven insights to determine practical solutions that deliver sustainable outcomes.

We can help you reduce the cost of energy consumption; we offer technical expertise to ensure that your property portfolio operates efficiently, and we advise on the best ways to achieve healthy build environments and net zero carbon targets, creating positive impact for your business and end-users.

## KEY SERVICES

-  MEP engineering
-  Mep surveys & due diligence
-  Life cycle costing
-  Peer review services
-  Sustainability consulting





## WORKPLACE & DESIGN

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 working environment that reflects your brand.

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 design and redefine your new workspaces while continuously promoting change and sustainable transformation.

### KEY SERVICES

-  Workplace Strategy
-  Change Management
-  Space Programmes
-  Technical Due Diligence
-  Renders and 3-Dimensional Walkthroughs
-  Peer Design Review Services
-  Interior Design
-  Workplace Conceptual Design
-  Wayfinding & Signage Design
-  Design Management
-  Construction Supervision

# OUR TEAM

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# KNIGHT FRANK'S PDS MENA LEADERSHIP

GLOBAL EXPERTISE & LOCAL KNOWLEDGE



## **Mohamed Nabil**

Regional Partner  
Head of Project & Development Services, MENA

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## **Moataz Mosallam**

Partner  
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# OUR MIDDLE EAST & NORTH AFRICA INTEGRATED SERVICES

## ADVISORY AND CONSULTANCY SERVICES

Building Consultancy  
Education Consultancy  
Healthcare Consultancy  
Hospitality Valuation and Advisory  
Hospitality, Tourism and Leisure Advisory  
Luxury Brands Advisory  
Plant and Machinery Valuation and Advisory  
Project & Development Services  
Property Asset Management  
Real Estate Strategy and Consultancy  
Research and Geospatial  
Residential and Commercial Valuations  
Retail Advisory  
Valuations and Advisory

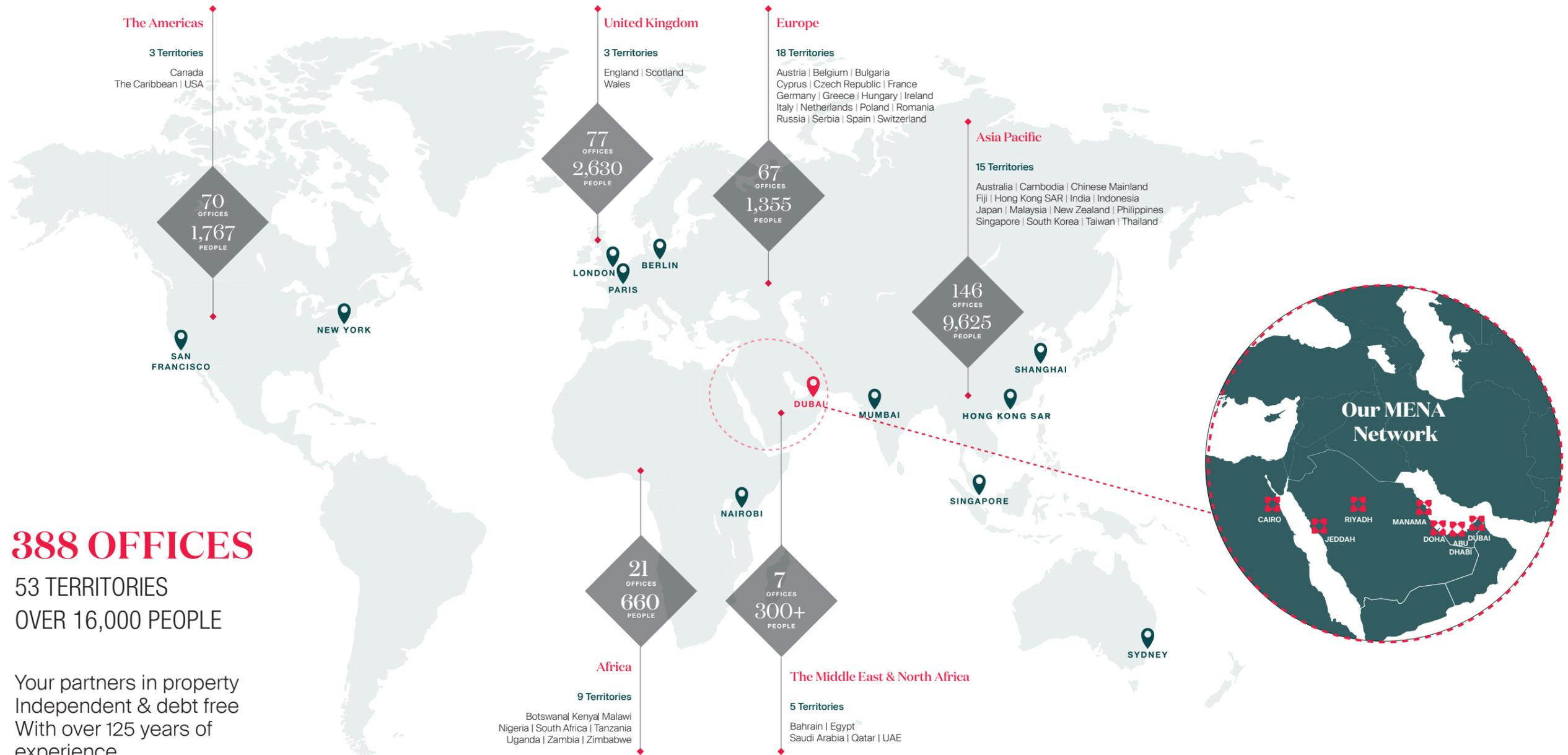
## RESIDENTIAL TRANSACTIONAL SERVICES

Interior Design  
London Project Sales  
Marketing Services  
Mortgage and Debt Advisory  
Prime Residential  
Private Office  
Project Sales & Marketing  
U.S. Developments

## COMMERCIAL TRANSACTIONAL SERVICES

Capital Markets  
Data Centres  
Industrial and Logistics  
Occupier Strategy & Solutions  
Office and Retail Leasing

# YOUR PARTNERS IN PROPERTY



**388 OFFICES**

53 TERRITORIES  
OVER 16,000 PEOPLE

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

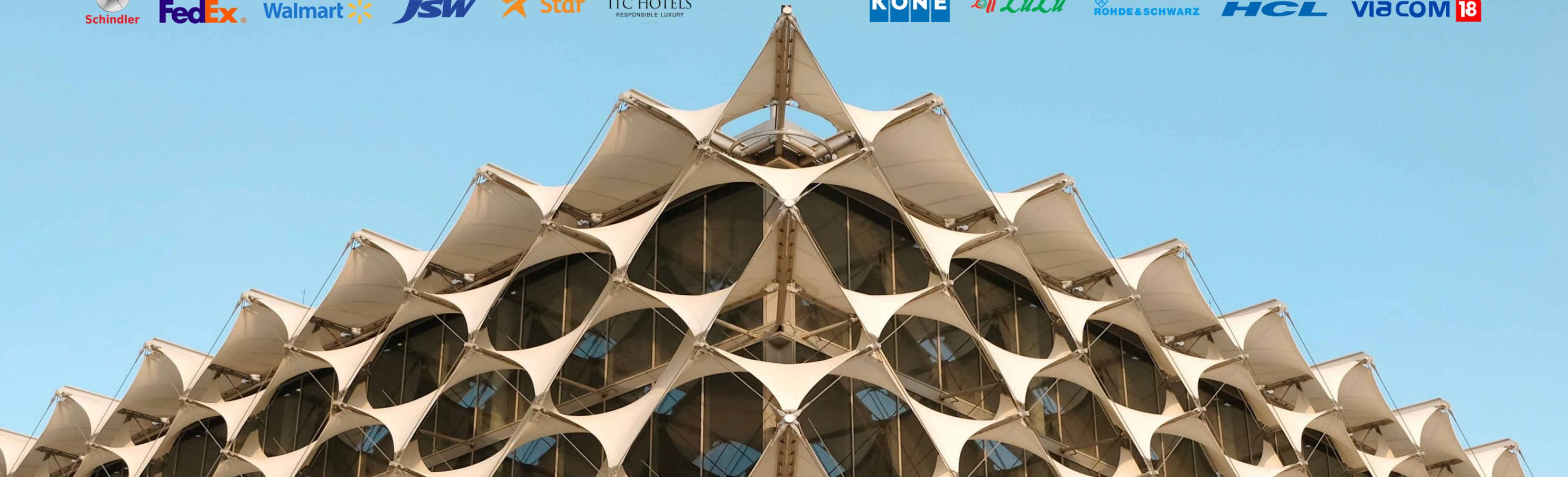


# OUR CLIENTS

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

CORPORATES

Over **70%** Repeat Client Business  
Showcasing Rich Work Ethics





## **Mohamed Nabil**

Regional Partner  
Head of Project & Development Services, MENA

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