

PROJECT & DEVELOPMENT SERVICES

MIDDLE EAST & AFRICA



WELCOME TO KNIGHT FRANK MIDDLE EAST & 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.

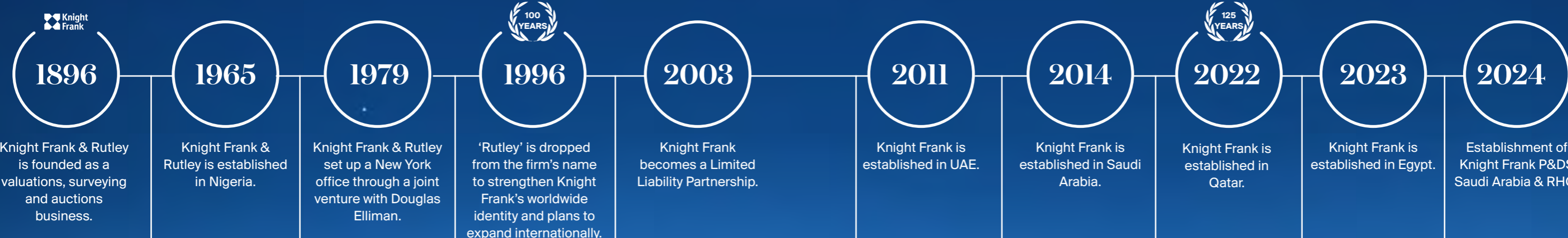
LOCALLY EXPERT. GLOBALLY CONNECTED.

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, MEA



The Americas
5 Markets
Bahamas | Barbados | Canada
St Barts | United States of America

120
OFFICES
2,600+
PEOPLE

United Kingdom
4 Markets
England | Scotland
Wales | Jersey

78
OFFICES
2,800+
PEOPLE

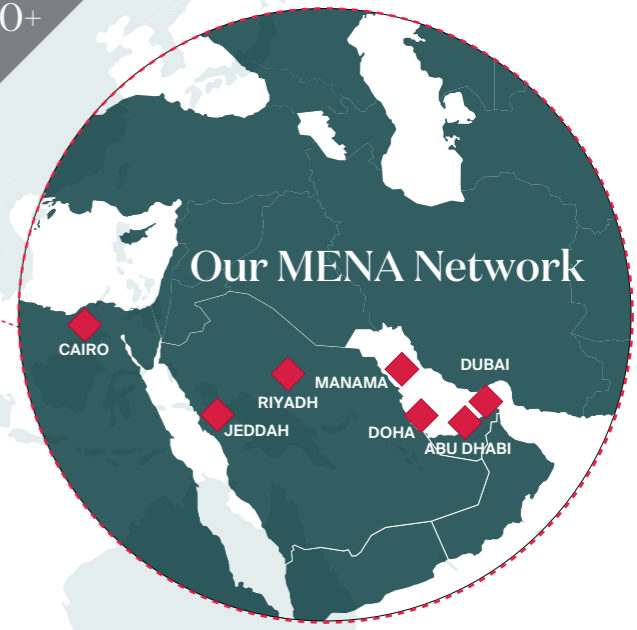
Europe
23 Markets
Austria | Belgium | Bulgaria | Czech Republic
Denmark | Finland | France | Germany | Greece
Hungary | Iceland | Ireland | Italy | Monaco
Netherlands | Poland | Portugal | Romania
Serbia | Spain | Sweden | Switzerland | Turkey

106
OFFICES
1,110+
PEOPLE

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

314
OFFICES
12,500+
PEOPLE

RIYADH DUBAI



19
OFFICES
600+
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
Kingdom of Bahrain
Kingdom of Saudi Arabia | Qatar
United Arab Emirates

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.

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 2026



1200+ P&DS
employees



57
countries



1000+
projects delivered



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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Andrew Barwick

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Moataz Mosallam

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Ahmed Moustafa

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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

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

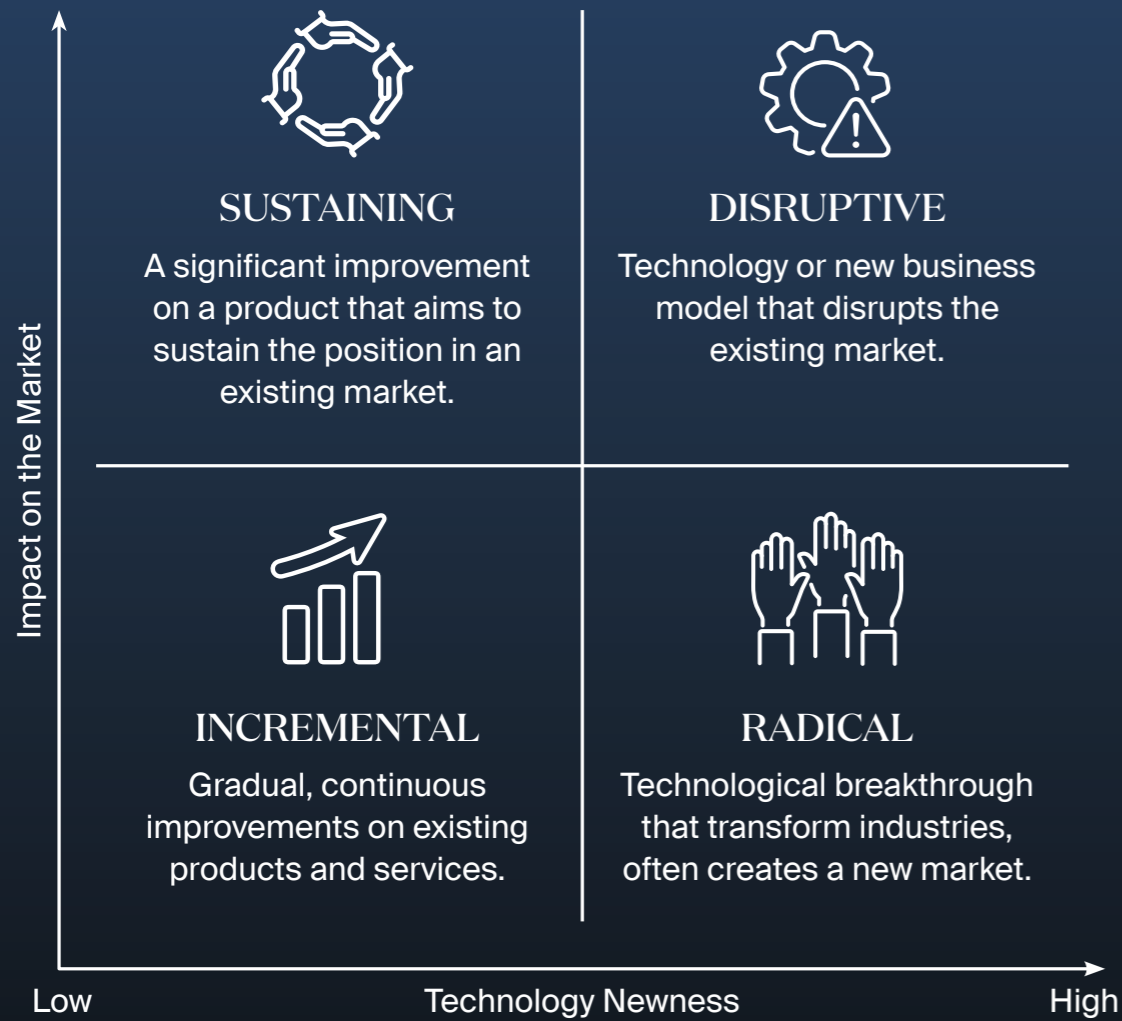
Rigorous selection process
Job description ecosystem
INSIGHT by Knight Frank



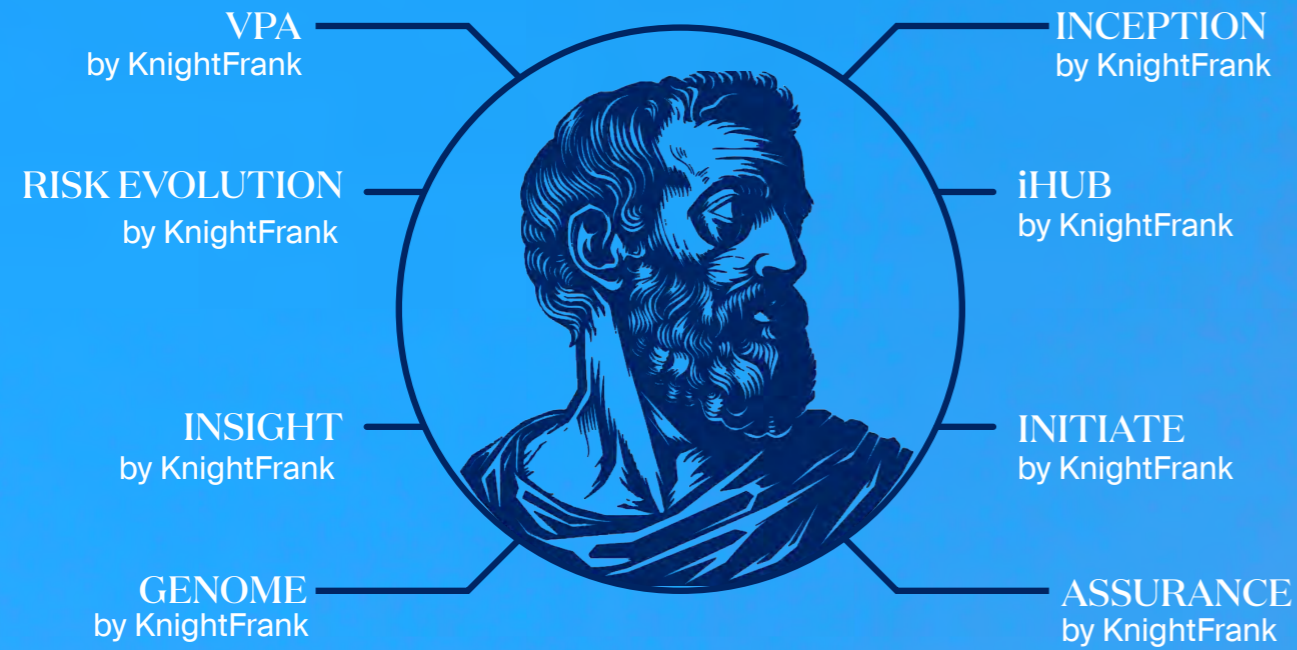
OUR ANSWER



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



CLIENT TESTIMONIALS



CLIENTS TESTIMONIALS

“

Dear 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

AIRBUS



NCOR BANK



CATERPILLAR

SIEMENS



bloom.

IHG



WESTERN UNION WU



RAMBOLL

OSRAM

SONY



amazon

EXIDE

KOHLER



SOCIETE GENERALE



Johnson+Johnson

Firmenich

ABB

Fitness First



Logitech



ALSTOM

COMMSCOPE



NOVARTIS

Hero



wework

Time Inc.

apollo

KONE

Schlumberger

McAfee



FedEx

FUJITSU



Walmart



ICT

Brookfield Properties

ميدىكلينيك MEDICLINIC



الراجحي المالية alrajhi capital



مدينة دبي الطبية Dubai Healthcare City

مستشفى الإمارات التخصصي Emirates Specialty Hospital

RoyalJet



OUR CLIENTS

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

Over 70% repeat client business showcasing rich work ethics



OUR TEAM



OUR KSA PROGRAMMES' TEAM



Mohamed Nabil
Regional Partner - Head of P&DS MEA



Andrew Barwick
Partner - Head of P&DS KSA & Programmes, MEA



Yasser Ezzat
Director PM



Alistair Young
Commercial Director



Mahmoud Elsheikh
Senior Planner



Mazharuddine
PMIS Manager



Mohammed Zahid Khan
Director PM



Ahmed Fathy
Senior Design Manager



Mahmoud Refaie
Construction Director



Awelkheir Noro
Senior Graphic Designer



Aeshah Baqazi
Administration & Logistics Manager



Shahzad Youness
Senior Projects Control Manager



Nawaf Al Amre
Project Manager - P&DS



Sylvie Elmogy
Bid Manager - P&DS



KSA FIT-OUT TEAM



Moemen Hafez
Head of Fit-out - KSA



Mohamed Samir
Associate Director - P&DS



Tarek Saleh
Associate 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 Ghanem
Cost Manager - P&DS



Adim Al Nassar
Assistant Project Manager-P&DS



P&DS UAE TEAM



Moataz Mosallam
Partner - PHead of Project &
Development Services - UAE &
Fit-out MEA



Rowa Frag
Project Coordinator - P&DS



Max Brunt
Project Manager - P&DS



Amr Elemam
Associate Project Manager - P&DS



Ninaz Sonawala
Intern - P&DS



Ehab Youssef
Senior Cost Manager - P&DS



Moemen Arshad
Cost Manager - P&DS



Diala Elian
Coordinator- P&DS



P&DS EGYPT TEAM



Ahmed Mostafa
Partner - Head of Project &
Development Services, Egypt &
Africa



Fady Georgy
Associate Design
Manager - P&DS



Reyad Darwish
Senior Project Manager - P&DS



Mohamed Demersash
MEP Sr. Manager - P&DS



Sarah Walid
Assistant Cost Manager - P&DS



Marina Moawad
Graduate Surveyor - 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

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