
Global Business Valuers & Agents

Locally Expert, Globally Connected



Adding value to the global property market since 1896.

- Care homes
 - Specialist care homes
 - Retirement villages
- Secure hospitals
- Acute hospitals
- Surgeries
- Cosmetic clinics
- Consultancy rooms
- Dental surgeries
- Veterinary & equine surgeries
- Pharmacies
- Day nurseries
- Schools
- Funeral parlours
- Crematoria
- Hotels
- HMOs
- Conference centres
- Golf courses
- Gyms & spa
- Public houses
- Wine bars
- Restaurants
- Casinos
- Cinemas
- Bingo halls
- Theme parks
- Marinas
- Automotive
- Petrol station forecourts
- Garden centres and nurseries
- Farms
- Renewable assets; solar, wind, biomass, waste, energy

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Julian Evans

FRICS

Head of Healthcare, Hotels & Leisure

Asset backed businesses attract a broad church of domestic and global investors. The nature of the businesses can often provide investors with flexibility to use a variety of different forms of finance.

At Knight Frank our expert teams can perfectly appraise fair maintainable trade, sale & leaseback, asset management through to feasibility studies.

We offer our clients a seamless consultancy service acting for many of the world's largest operators, funds and investors. Thank you for taking the time to find out more about who we are, our work, expertise and reputation.

Committed to professional excellence and confidentiality.

What we do

Our Business Valuation and Agency Group have a reputation for acting on some of the most high profile property transactions around the globe.

The group acts for operators, high street clearing banks, institutions, private equity, family offices, sovereign wealth, government and real estate companies in the cross-border valuation, acquisition and disposal of international property.

Our services cover the healthcare, education, hotel and leisure, retail and agricultural sectors.

- Our expertise includes**
- Going concern and fixed income valuations, acquisitions and disposals
 - Sale & leaseback consultancy
 - Landlord & tenant advice
 - Feasibility studies
 - Land sales & development
 - Operator selection
 - Expert witness
 - Debt advisory
 - Evaluation of assets within Non-Performing Loans
 - Operational performance review
 - Post purchase asset and property management
 - Building consultancy
 - Research





Wide-reaching expertise and strong partnerships.

Why choose us?

Our network

The Business Valuation and Agent Group operates strategically from four global hubs: London, New York, Singapore and Dubai.

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

Our approach

Knight Frank's integrated global team are uniquely placed to advise on all real estate asset classes, implementing cross-border strategies for both long and short term investment opportunities.

Our collaborative approach across our multi-disciplinary business means we have a thorough understanding of the key buyers and sellers, what drives their requirements and how their investment processes work.

Our intelligence and insight

Knight Frank publishes world class research, in Healthcare and Hotels included. Our clients rely on these publications to assist on due diligence for targets or benchmarking key performance indicators.

Our signature annual publications such as Global Cities and The Wealth Report go beyond the here and now market dynamic and explore emerging trends that will impact global real estate markets over the next 3-5 years.

This foresight provides our clients with early signals of changing market dynamics and is invaluable in informing investment strategies.

Through our Business Intelligence Unit, we are able to track weekly search activity on our website and see how major political and economic events are affecting capital flows into key cities across the world.

Healthcare & Education

Our coverage

The award winning team annually advises on £12bn of healthcare assets in the UK.

Knight Frank’s Healthcare agents act on behalf of funds, institutions, landlords, owner occupiers, major care providers, charities and local authorities on the disposal and acquisition of all categories of healthcare and medical property throughout the world.

Our agents are market leaders in transacting sale & leaseback and fixed income deals. Our visibility of healthcare key performance indicators enables us to appropriately structure deals for both landlord and tenant, one of the many reasons why we have the UK’s premier client database.

Many clients rely on us to discreetly source and acquire going concerns to complement their existing businesses. When we dispose of healthcare businesses, it is off-market and we offer these opportunities to a short-list of trusted buyers only.

Through our national network of 74 offices, we are able to source opportunities within new-build

residential schemes, mixed-use development schemes and standalone development sites. We also act on the acquisition and disposal of land for C2, D1 and retirement village developments.

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- Crematoria



Leisure & Hotels

Our coverage

Leisure

Whether you are looking to rent or buy space, our leisure team provide trusted and tailored advice across the full retail spectrum. That is why we are regularly appointed as advisers to some of the UK’s most prestigious brands and retail developers.

Hotels

The hotels team is well established and we are dedicated to providing valuations, agency and investment advice in the lucrative hotel sector. We annually advise on approximately £20bn of hotel and leisure assets in the UK and are market leaders with unique access to established national and international investors.

| |
|--------------------|
| Hotels |
| HMOs |
| Conference centres |
| Golf courses |
| Gyms & spa |
| Public houses |
| Wine bars |
| Restaurants |
| Casinos |
| Cinemas |
| Bingo halls |
| Theme parks |
| Marinas |



Automotive, Retail, Agricultural & Renewable

Our coverage

Automotive

We operate across the UK and internationally, advising occupiers, developers, landlords and lenders on car dealerships, petrol filling stations, motorway service areas, car parks and roadside retail assets. We provide unparalleled advice and support to our clients on every aspect of ownership, occupation and development.

Retail

We have invested significantly in our retail platform in recent years and are able to offer our clients trusted advice from experienced individuals across the full retail property spectrum.

Agricultural

From land and farm valuations to valuing large estates - we provide accurate, confidential rural property valuations for a wide range of purposes including loan security, compulsory purchase, expert witness, taxation and dispute resolution.

Renewable

As a team, we provide a wide range of specialist expertise, serving clients across the Rural, Residential and Commercial property sectors.

We are a team of consultants who work with a diverse group of clients including the generators, suppliers and users of both conventional and renewable energy, as well as policymakers, landlords, developers, investors and those affected by energy infrastructure.

Automotive

Petrol station forecourts

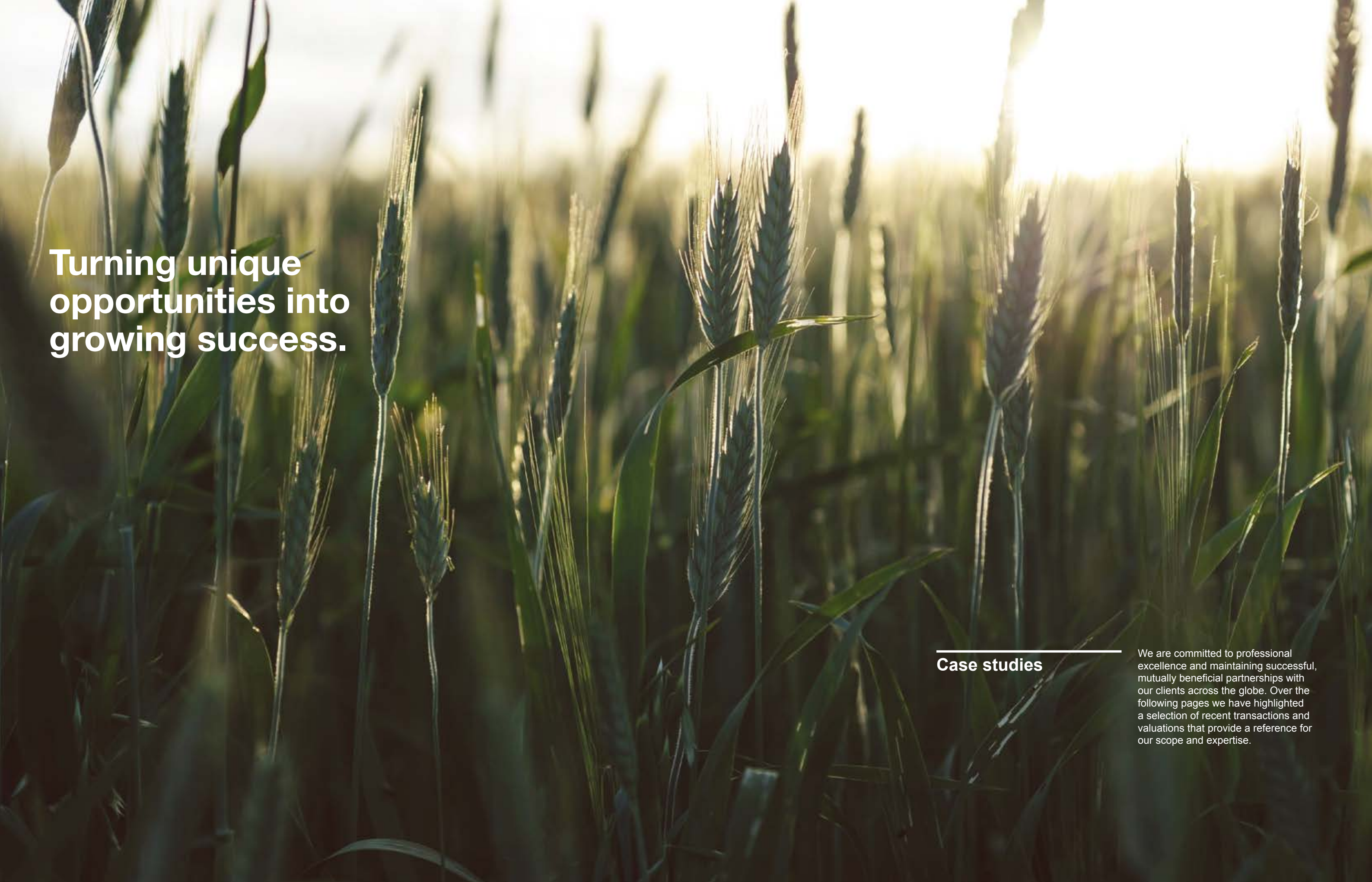
Garden centres and nurseries

Farms

Renewable assets:

solar, wind, biomass, waste, energy





**Turning unique
opportunities into
growing success.**

Case studies

We are committed to professional excellence and maintaining successful, mutually beneficial partnerships with our clients across the globe. Over the following pages we have highlighted a selection of recent transactions and valuations that provide a reference for our scope and expertise.



Spire Healthcare

Property name
Spire Shawfair Hospital

Location
Edinburgh, United Kingdom

Detail
Portfolio valuation for balance sheet and sale & leaseback

Service line
Valuation

IMS Health

Property name
IMS Medical Office Portfolio

Location
Multiple locations, USA

Detail
Sale of a portfolio of four medical office buildings totalling 37,801.69 sq m

Service line
Investment



**Knight Frank
Investment
Management**

Property name
Land Rover

Location
Birmingham, United Kingdom

Detail
Acquisition of a new sale
and leaseback investment

Service line
Valuation



Project Booster

Location
Multiple global locations

Detail
Due Diligence in respect to a bid for
Accor Invests Global Portfolio of nearly
1,000 properties in Europe, Australia
and America

Service line
Valuation



**Fairmont Hotels
& Resorts**

Property name
Fairmont Hotel

Location
Dubai, United Arab Emirates

Detail
Instructed to provide valuation advice
on a landmark luxury 5 star beachfront
hotel on The Palm Jumeirah in Dubai.
Knight Frank provided the report for
loan security purposes

Service line
Valuation



Rockspring

Property name
Westcott Solar Park

Location
Oxfordshire, United Kingdom

Detail
Sale of operational solar farm

Service line
Agency



Carillion

Property name
Ibis Styles Birmingham NEC

Location
Birmingham, United Kingdom

Detail
Currently selling this long leasehold property comprising 166 bedrooms

Service line
Agency

Priory Group

Property name
Priory Hospital

Location
London, United Kingdom

Detail
Portfolio valuation for balance sheet and disposal purposes for Europe's largest mental health provider

Service line
Valuation



Wyevale Garden Centres

Location
Multiple locations, United Kingdom

Detail
Asset valuation for financial reporting. Portfolio valuation of the largest garden centre chain in the UK. Reported on accounts as at May 2016

Service line
Valuation



Martin Heritage Management Pty Ltd as trustee of Far East Martin Trust

Property name
The Westin & Heritage Retail

Location
Sydney, Australia

Detail
Knight Frank provided the report for mortgage security purposes

Service line
Valuation



Santander UK

Property name
8-10 Harley Street

Location
London, United Kingdom

Detail
Valuation

Service line
Valuation

Helen McArdle Care

Property name
Project Beamish

Location
Multiple locations, United Kingdom

Detail
Portfolio disposal of one of the UK's largest privately owned care providers

Service line
Agency





Fulford Farm

Location

Banbury, Northamptonshire,
United Kingdom

Detail

Sold a diverse and well-equipped commercial and sporting farm. Fulford Farm is an accessible and productive block of arable land close to the village of Culworth serviced by an extensive range of modern farm buildings and network of tracks. The rolling countryside with mature woodland supports an excellent partridge and pheasant shoot

Service line

Agency



Raffles City Singapore

Property name
Swissotel The Stamford Singapore and Fairmont Singapore

Location
Singapore

Detail
Instructed to provide valuation advice on two luxury hotels within an integrated shopping, office, hotel and convention development. Swissotel The Stamford Singapore is a 73-storey hotel (1,261 guest rooms) whilst Fairmont Singapore comprises two 28-storey towers (769 guest rooms) accommodating a total of 2,030 guest rooms. Knight Frank provided the valuation report for corporate reporting purposes

Service line
Valuation



Bupa

Property name
Bupa, Sanitas, Bupa Aged Care

Location
United Kingdom, Spain, Australia

Detail
Valuation for inclusion in financial statements of portfolios of care homes, care villages, hospitals and clinics

Service line
Valuation

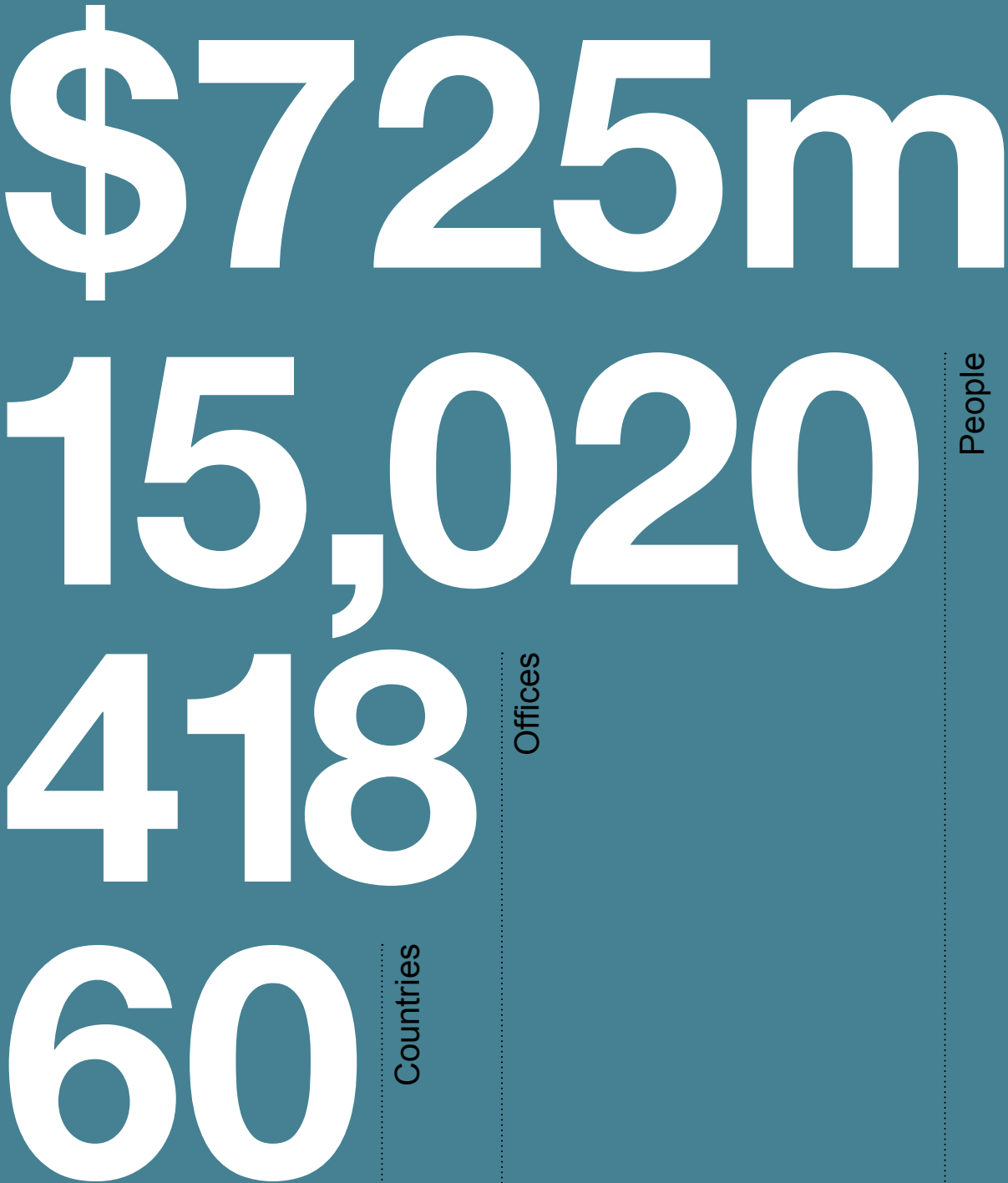
Built around partnership and driven by personality.

Our global footprint

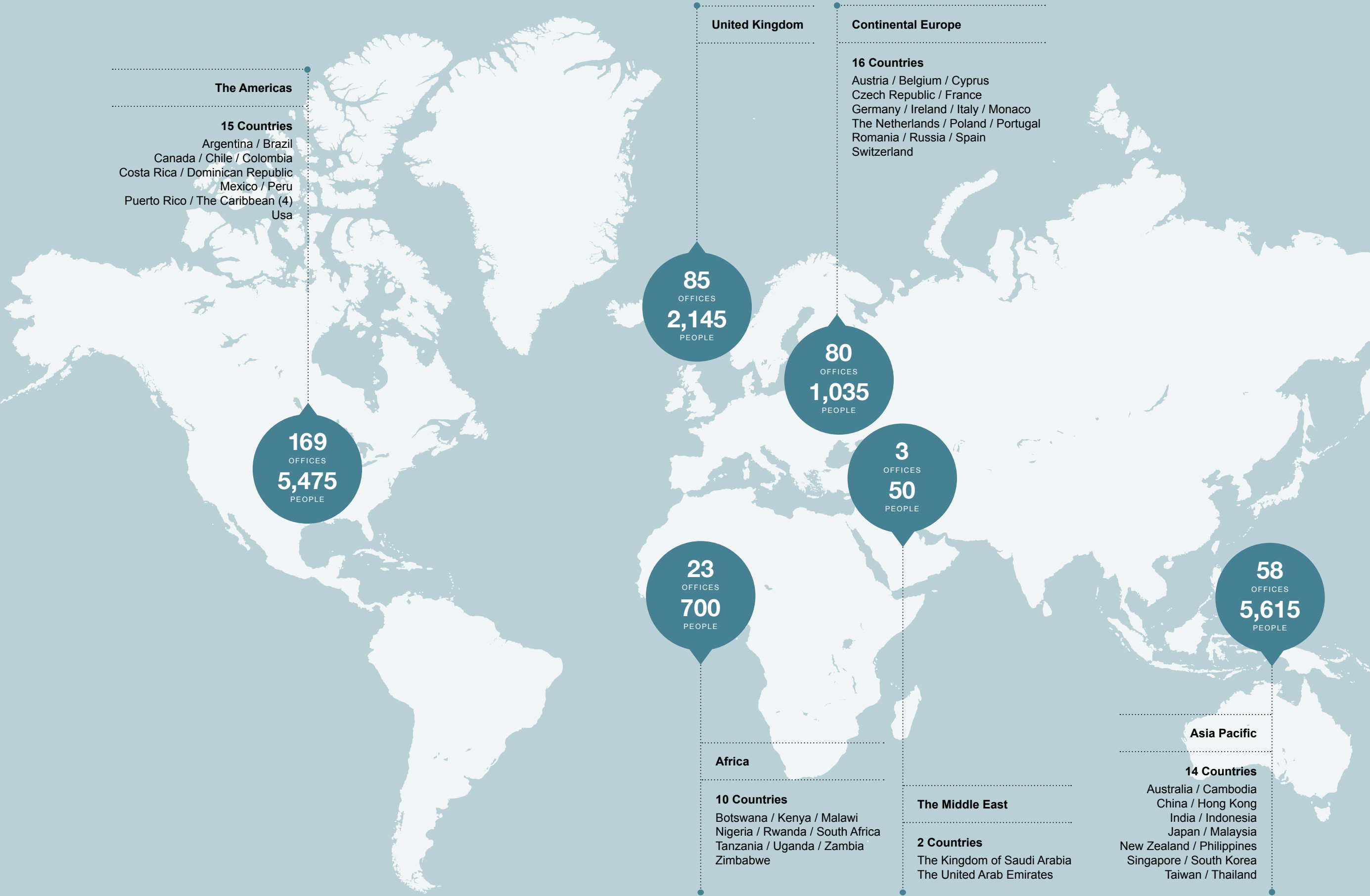
Knight Frank is an independently owned real estate consultancy, operating globally, advising on both residential and commercial real estate.

Our dedicated global network of over 550 investment advisors across 60 countries provides unrivalled insight for our clients.

As a business, we seek to build strong, lasting relationships with our clients, providing consistently high levels of personalised service and advice.



*excluding the Americas



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The pillars of people and partnership made Knight Frank an outstanding winner in this category. Strategic appointments in key roles have helped this agent to complete market-leading deals across the globe.

Winner – Global Real Estate Adviser Of The Year (2016), Estates Gazette

Connecting people & property, perfectly.

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