



FACTSHEET

Knight Frank



Global Position

Knight Frank stands for the highest standards of quality and integrity in global property transactional, management and advisory services. Our reputation for uncompromising professionalism in everything we do is earned day in and day out serving our clients and earning their trust.

Knight Frank & Rutley was founded in 1896 as a valuations, surveying and auctions business. Its first sale was held on 23 April at Conduit Street in London. Since then, Knight Frank has grown to become the world's largest privately owned global property agency and consultancy. Today it is widely regarded throughout the world as the firm of choice for high quality commercial and residential property.

In the 1960s the firm expanded into Europe, and in the decades that followed, acquired offices in Asia-Pacific, Australia, Africa and the Caribbean. Its global network, including US based Newmark Knight Frank, encompasses **196 offices** in **38 countries** across **six continents**. More than **6,770 professionals** handle **in excess of US\$700 billion (more than £355 billion)** worth of commercial, agricultural and residential real estate annually, advising clients ranging from individual owners and buyers to major developers, investors and corporate tenants.

Operating as a Limited Liability Partnership, the firm's **61 Proprietary Partners** are free to run the business in such a way that has led to sustained success and a corporate culture that helps it recruit and retain the best people who are the essence of the firm.

In June 2008, an exciting and historic milestone in Knight Frank's long history was reached. Its 750 head office staff relocated from Hanover Square, its home since March 1910, to its new Global HQ at 55 Baker Street, London, W1. There it has combined its commercial, residential and business services teams over three large predominately open plan floor plates totalling 100,000 sq ft, strengthening its ability to offer its clients a truly multi-disciplined global property consultancy service.

Knight Frank remains wedded to its core objectives of progressing global growth and capitalising on market share opportunities in both the residential and commercial property sectors. It continues to preserve and attract excellent talent in order to provide exceptional service to its clients.

Knight Frank LLP is the leading independent global residential and commercial property consultancy.

Client Service Principles

We have four client service principles. These are a guide to how we work at Knight Frank:

We take it personally

Our clients should enjoy working with us as individuals... feeling as if they're our only client. Their objectives are our objectives and we'll stop at nothing to achieve them. We go the extra mile because we want to, not because we feel we have to.

Our greatest property, trust

We display transparency, honesty and clarity in everything we do. In this way we earn our clients' trust, turning transactions into valuable long-term relationships.

Join up the dots

As individuals we have amazing knowledge and experience. As a global organisation the breadth of our expertise is unrivalled. We make sure our clients benefit from it by understanding their goals and bringing in the right people at the right time.

Reputation is everything

The way we meet our clients' needs today earns us their trust in the future. By making sure day-to-day transactions are brilliantly executed, relationships flourish. And when clients become genuine business partners, they recommend us to their friends and colleagues.

Our Position in the Market

According to Property Week magazine's Agency 2008 Survey, Knight Frank is:

- ranked the fifth property services firm by UK turnover and remains the highest ranked privately owned company
- ranked eighth by European turnover
- ranked seventh by worldwide turnover

Key Financials

Financials (12 months to 30 April 2008)

- UK turnover increased by 6% to £213 million (2007: 201 million)
- UK & continental Europe turnover increased by 8% to £271 million (2007: 251 million)
- UK, Europe and Rest of the World global turnover increased by 13% to £371 million (2007: 327 million)

UK Recognition and Awards

ISO 9001:2000 certified Quality Management System.

ISO 14001:2004 certified Environment Management System.

Property Awards: Office Agency Team of the Year – 2007:

Central London Office Agency team; 2006: National Offices team.

RICS Property Management Awards 2007: EMEA Strategic Property Management: Occupier Solutions team.

Public Private Finance Awards 2007: Best Public Sector Project Team; and Most Innovative Property Project: Knight Frank was the property adviser which made up the winning MODEL team.



Building Blocks: Residential and Commercial

OFFICES

UK: 63 offices

UK & continental Europe: 84 offices, 14 affiliated offices

UK, continental Europe & Rest of world: 140 offices, 56 affiliated offices

The Americas: 35 affiliated offices

Worldwide total: 196 offices worldwide, in 38 countries, in six continents

PEOPLE

61 Proprietary Partners

1,925 total UK staff

973 total continental Europe staff

2,656 total Asia Pacific staff

382 total Africa staff

838 total Americas staff

5,569 total worldwide staff (excluding affiliates)

6,774 total worldwide staff (including affiliates)

UK Services

Commercial

Capital Markets & Agency: Offices, Logistics & Industrial, Retail, Hotels, Healthcare, Student Property

Building Consultancy, Business Rates, Global Tenant Representation, Landlord & Tenant, Occupier Solutions, Planning, Property Asset Management, Public Sector & Strategic Consultancy, Recovery and Restructuring, Research, Valuations

Residential

Sales & lettings: Town & City, Country, Farms & Estates, Riverside, Waterfront, International

Agricultural Valuations, Building Surveying, Country House Consultancy, Digital Mapping & Surveying, Equestrian Property Services, Estate & Farm Management, Leasehold Reform, Property Management, Research, Residential Corporate Services, Residential Valuations & Consultancy, Tenancy Management, Strategic Planning

Residential Development

Sales: Town & City, Country, International

Affordable Housing, Development Consultancy, Institutional Consultancy, Land Sales & Acquisitions, Mixed Use/Regeneration, National New Homes Investments, Research, Residential Investments, Valuations & Consultancy

Corporate

The Buying Solution

Knight Frank Finance

Knight Frank Financial Services: Rutley Capital Partners, Rutley Corporate Finance



The Numbers

Knight Frank Global Alliance Transactions Summary 2007

	GBP£	US\$ billion
Land & Building Valued	330.76 billion	651.76 billion
Commercial Sales & Purchases	14.12 billion	27.82 billion
- Office	9.34 billion	18.40 billion
- Retail	1.36 billion	2.68 billion
- Industrial	1.69 billion	3.33 billion
- Hotels & Leisure	974.61 million	1.92 billion
- Healthcare	7.46 million	14.70 million
Residential Sales & Purchases	10.79 billion	21.26 billion
Annual Rent Role of Managed Properties	3.04 billion	5.99 billion
Approximate Value of Managed Properties	39.91 billion	78.63 billion
	Million sq m	Million sq ft
Commercial Space Let & Acquired	10.49	112.91
- Office	4.87	52.42
- Retail	1.52	16.36
- Industrial	4.10	44.13
Commercial Space Being Marketed at end of year	19.86	213.77

Environmental Policy: Sustainably Knight Frank

Knight Frank's operations and activities should be conducted in a responsible manner that takes into account any impact on the communities in which we do business. Our operations and activities will continue to be managed and developed such that we mitigate any negative impacts on the environment. As an organisation we shall strive to ensure that our activities are conducted in compliance with applicable laws and regulations.

Knight Frank recognises that:

- Sustainability must be a core value in any Environmental policy
- Both the organisation as a whole and individuals are responsible for the stewardship of the environment
- Any decisions made or actions taken through an Environmental Management System (EMS), must be contingent on sound scientific and/or professional judgement

Global Markets

EUROPE			AFRICA		ASIA PACIFIC		AMERICAS	
98 offices in 15 countries			19 offices in 9 countries		44 offices in 9 countries		34 offices in 5 countries	
Belgium	UK/England		Botswana	CR	Australia	CR	Brazil	C
Brussels	C Ascot	R	Francistown		Adelaide	C	Brasilia	
	Basingstoke	R	Gaborone		Brisbane	CR	Belo Horizonte	
Czech Republic	Bath	R	Kenya	CR	Cairns	CR	Curitiba	
Prague	C Beaconsfield	R	Nairobi		Canberra	C	Rio de Janeiro	
	Birmingham	CR	Malawi	CR	Darwin	CR	Sao Paulo	
France	Bristol	CR	Blantyre		Geelong	C		
Côte d'Azur	R Cheltenham	R	Lilongwe		Hobart	CR	Chile	C
Paris	C Cirencester	R	Nigeria	C	Liverpool	C	Santiago	
Provence	R Cobham	R	Abuja		Mackay	C		
	Esher	R	Kano		Melbourne	CR	Caribbean	R
Monaco	R Exeter	CR	Lagos		Mt Waverley	C	Barbados	
	Guildford	R	Port Harcourt		Newcastle	C	Cayman Islands	
Germany	Harrogate	R	Warri		Parramatta	C	Mustique	
Frankfurt	C Henley	R	South Africa	R	Perth	CR		
Munich	C Hereford	R	Claremont		Strathpine	C	United States	C
	Hungerford	R	Sea Point		Sydney	CR	Atlanta	
Hungary	Leeds	CR	Tanzania	CR	Sydney – North	C	Boston	
Budapest	C Liverpool	CR	Dar es Salaam		Sydney – South	C	Chicago	
	London - Global HQ	CR	Uganda	CR	Townsville	CR	Connecticut	
Ireland	London - Belgravia	R	Kampala		Wagga Wagga	C	Dallas	
Dublin	CR London - Canary Wharf	R	Zambia	CR			Detroit	
	London - Chelsea	R	Lusaka		Cambodia	C	Houston	
Italy	London - City	C	Zimbabwe	CR	Phnom Penh		Los Angeles	
Florence	R London - Docklands	C	Bulawayo				Long Island	
Milan	CR London - Hampstead	R	Harare		China	CR	Los Angeles	
Rome	CR London - Kensington	R			Beijing		Miami	
	London - Mayfair	R			Guangzhou		Nashville	
Netherlands	London - Notting Hill	R			Hong Kong		New Jersey	
Amsterdam	C London - Richmond	R			Shanghai		New York	
	London - Riverside	R			Macau		Orange County	
Poland	London - St John's	R					San Francisco	
Gdynia	CR Wood	R			India	CR	San Jose	
Katowice	CR London - Royal Docks	R			Chandigarh	C	Washington	
Krakow	CR London - Wandsworth	R			Chennai	CR	Westchester	
Poznan	CR London - Wapping	R			Bangalore	CR		
Warsaw	CR London - Wimbledon	R			Gurgoan	CR		
Wroclaw	CR London - The Buying	R			Hyderabad	CR		
	Solution	R			Mumbai	CR		
Portugal	Manchester	CR			Pune	CR		
Lisbon	CR Milton Keynes	R					Indonesia	CR
	Newbury	R					Jakarta	
Russia	Newcastle-upon-Tyne	CR						
Moscow	CR Oxford	R					Malaysia	CR
St Petersburg	CR Sevenoaks	R					Johor	
	Sheffield	CR					Kuala Lumpur	
Spain	Sherborne	R					Penang	
Barcelona	CR Southampton	CR						
Madrid	CR Stratford	R					New Zealand	C
Seville	CR Sutton Coldfield	R					Auckland	CR
	Tunbridge Wells	R					South Auckland	C
Ukraine	Virginia Water	R						
Kiev	CR Winchester	R					Singapore	
	Worcester	R					Singapore	CR
	UK/Scotland							
	Aberdeen	C					Thailand	
	Edinburgh	CR					Bangkok	CR
	Glasgow	CR					Phuket	CR
	Lauder	R						
	UK/Wales							
	Cardiff	CR						

Key: C: Commercial R: Residential CR: Commercial & Residential

Company Information

Company Number:	OC305934
Date of registration:	3 November 2003
Date formed:	Knight Frank was formed in 1896 and transferred to a Limited Liability Partnership in 2003
Knight Frank LLP VAT registration number:	238 5156 53
Consumer credit licence number:	548594
RICS Firm number:	4051
Data Protection Act:	Z6400472

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