



# FACTSHEET

## 2009

### Knight Frank

#### Global Position

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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 and Middle East, Australia, Africa and the Caribbean. Its global network, including US based Newmark Knight Frank, encompasses 207 offices in 43 countries across six continents.

More than 6,340 professionals handle in excess of US\$886 billion (£594 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 59 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 2008, Knight Frank moved into

its new, contemporary global HQ, which represented the firm's coming of age. It was imperative that the development of the global brand made a similar statement. Last refreshed 10 years ago, we enhanced our brand and foundations in order to continue building a single, global powerful brand.

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.

We're passionate about property. We aim to be progressive in our thinking. And above all, we are consummately professional in everything we do.

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

## Client Service Principles

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To make sure we live up to our claim of passionately professional, we have a set of principles that act as service guidelines. These are the service principles we adhere to in Knight Frank in our day-to-day work with our clients in order to reinforce our reputation and forge strong productive relationships:

### 1. Make clients feel special

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.

### 2. Remember that our strongest property is trust

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

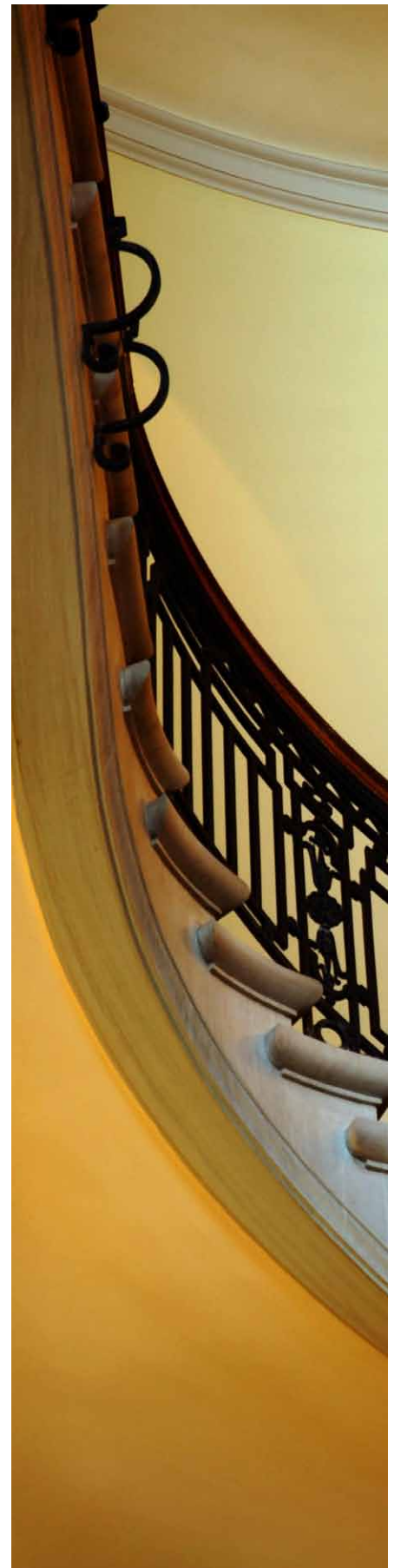
### 3. Join up the dots

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

### 4. Reinforce our reputation all the time in every way

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.

Actions speak louder than words – through continued internal communications and engagement, our employees bring these principles to life.



## Our Position in the Market

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According to Property Week magazine's Agency 2009 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 eighth by worldwide turnover

## Key Financials

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Knight Frank LLP (12 months to 30 April 2009)

- ◆ UK turnover £153 million (2008: £213 million)
- ◆ UK & Continental Europe £208 million (2008: £271 million)
- ◆ UK, Europe and rest of the World turnover £302 million (2008: £371 million)
- ◆ The Group made a profit before and after exceptionals, has positive cash reserves and an unutilised £30 million credit facility

## UK Recognition and Awards

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- ◆ ISO 9001: 2000 certified Quality Management System
- ◆ ISO 14001: 2004 certified Environment Management System
- ◆ Property Marketing Awards 2009: Corporate Property Adviser
- ◆ Property Awards: Professional Services Team of the Year - 2009; Office Agency Team of the Year - 2007; Central London Office Agency team; 2006: National Offices team
- ◆ EG Awards 2009: Property Advisor of the Year - London and South East
- ◆ 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

## Building Blocks: Residential and Commercial

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### Offices

UK: 63 offices

Continental Europe: 42 offices in 15 countries

Africa: 19 offices in 9 countries

Asia Pacific and Middle East: 42 offices in 10 countries

Americas & Canada: 41 offices in 8 countries

Worldwide total: 207 offices worldwide, in 43 countries, in six continents

### People

59 Proprietary Partners

1,524 total UK staff

774 total Continental Europe staff

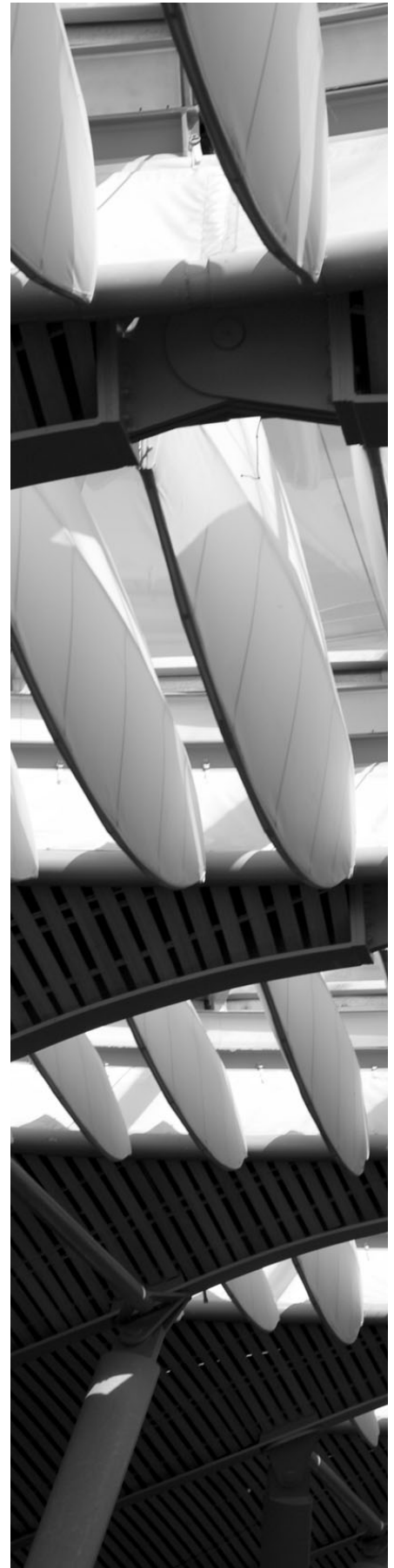
2,600 total Asia Pacific staff

392 total Africa staff

1,049 total Americas staff

4,961 total worldwide staff (excluding affiliates)

6,343 total worldwide staff (including affiliates)



## UK Services

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### Commercial

**Investment & Agency:** Offices, Logistics & Industrial, Retail, Healthcare, Hotels, Student Property

**Professional Services:** Building Consultancy, Business Rates, Corporate Finance, Corporate Recovery, Global Corporate Services, Investment Management, Landlord & Tenant, Planning, Property Asset Management, Research, Strategic Consultancy & Public Sector, Tenant Representation, Valuations

### Residential

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

**Professional Services:** 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, Tenancy Management, Strategic Planning

### Residential Development

**Sales:** Town & City, Country, International

**Professional Services:** Affordable Housing, Corporate Recovery, Development Consultancy, Institutional Consultancy, Land Sales & Acquisitions, Mixed Use/Regeneration, Research, Residential Investments, Student Property, Valuations & Consultancy

### Corporate

- ◆ The Buying Solution
- ◆ Knight Frank Finance
- ◆ Rutley Capital Partners



## The Numbers

### Knight Frank Global Alliance Transactions Summary 2008

	£	€	US\$
Land and buildings valued	521.6 billion	536.8 billion	756.0 billion
Commercial Sales and Purchases	9.2 billion	9.5 billion	13.3 billion
Office	5.7 billion	5.8 billion	8.2 billion
Retail	0.9 billion	0.9 billion	1.3 billion
Industrial	1.4 billion	1.5 billion	2.1 billion
Hotels & Leisure	180.1 million	185.3 million	261.0 million
Healthcare	121.4 million	125.0 million	176.0 million
Residential Sales and Purchases	5.0 billion	5.2 billion	7.3 billion
Annual rent role of managed properties	2.9 billion	3.0 billion	4.2 billion
Approximate value of properties managed	75.5 billion	77.7 billion	109.4 billion

	Sq M		Sq Ft
Commercial space let and acquired	7,024,622		75,613,031
Office	3,284,745		35,356,995
Retail	307,889		3,314,117
Industrial	2,155,931		23,206,441
Commercial space being marketed at the year end	20,006,790		215,353,088

## Corporate Responsibility

Knight Frank recognises its role in managing social, economic and environmental issues. We will continually seek to improve our social and economic contribution and minimise any environmental impacts of our business. Accordingly we divide our Corporate Responsibility strategy into three key areas:

**Environment:** how we reduce our impact on the world's ecosystems and natural resources

**Community:** how we support and engage with the communities in which we operate

**Workplace:** where we work and how we work

### Environment

Operating in a business sector which so clearly impacts upon the natural and built environment and upon many peoples' lives, we are fully conscious

of our responsibilities towards the community and the environment as well as towards our clients and staff. We work with developers, planners and local authorities to ensure that environmental protection and amenity improvement are key criteria in any scheme. We encourage clients to consider the full impact of their business operation upon the environment, and to make energy conservation and waste reduction part of their property strategy.

For our own operations we have implemented an environmental programme that is certified to ISO 14001 across all our offices and our new global HQ was BREEAM rated 'Excellent'.

### Community

We strive always to be a good neighbour to the surrounding

community, and are active in the support of a number of charitable causes. We are proud to support employee volunteering opportunities, pro-bono work and fundraising campaigns. Where possible we will encourage and facilitate employee giving, of both their time and money, through a financial and time contribution.

### Workplace

We place a high priority upon being a good employer, where diversity is valued and there are equal opportunities. We focus on the exceptional opportunities we give all team members to train and study for professional qualifications and self-development, enabling every individual to achieve their career potential. All of this to take place in a safe and secure workplace that is conducive to the health and welfare of employees.

## Global Position

Europe				Africa		Asia Pacific & Middle East		Americas & Canada	
105 offices in 16 countries				19 offices in 9 countries		42 offices in 10 countries		41 offices in 8 countries	
<b>Belgium</b>		<b>UK/England</b>		<b>Botswana</b>		<b>Australia</b>		<b>Bermuda</b>	R
Brussels	C	Ascot	R	Francistown	CR	Adelaide	C		
		Basingstoke	R	Gaborone	CR	Brisbane	CR	<b>Brazil</b>	
<b>Czech Republic</b>		Bath	R			Cairns	CR	Curitiba	C
Prague	C	Beaconsfield	R	<b>Kenya</b>		Canberra	C	Rio de Janeiro	C
		Berkhamsted	R	Nairobi	CR	Darwin	CR	Sao Paulo	C
<b>France</b>		Birmingham	CR			Geelong	C		
Côte d'Azur	R	Bristol	CR	<b>Malawi</b>		Gold Coast	CR	<b>Chile</b>	
Paris	CR	Cheltenham	R	Blantyre	CR	Hobart	CR	Santiago	C
Provence	R	Cirencester	R	Lilongwe	CR	Liverpool	C		
		Cobham	R			Mackay	C	<b>Canada</b>	
<b>Monaco</b>	R	Esher	R	<b>Nigeria</b>		Melbourne	CR	Toronto	C
		Exeter	R	Abuja	CR	Mt Waverley	C	Montréal	C
<b>Germany</b>		Guildford	R	Kano	CR	Newcastle	C	Ottawa	C
Frankfurt	C	Harrogate	R	Lagos	CR	Parramatta	C	Vancouver	C
Munich	C	Henley on Thames	R	Port Harcourt	CR	Perth	CR	Calgary	C
		Hereford	R	Warri	CR	Strathpine	C	Edmonton	C
<b>Hungary</b>		Hungerford	R			Sydney	CR	Québec City	C
Budapest	C	Leeds	CR	<b>South Africa</b>		Sydney - North	C	Halifax	C
		Liverpool	CR	Cape Town	R	Townsville	CR		
<b>Ireland</b>		London - Global HQ	CR			Wagga Wagga	C	<b>Caribbean</b>	
Dublin	CR	London - Belgravia	R	<b>Tanzania</b>				Barbados	R
		London - Canary Wharf	R	Dar es Salaam	CR	<b>Bahrain</b>	C	Cayman Islands	R
<b>Italy</b>		London - Chelsea	R					Mustique	R
Florence	R	London - City	CR	<b>Uganda</b>		<b>Cambodia</b>			
Milan	CR	London - Fulham	R	Kampala	CR	Phnom Penh	C	<b>United States</b>	
Rome	CR	London - Hampstead	R					Atlanta	C
Tuscany	R	London - Kensington	R	<b>Zambia</b>		<b>China</b>		Boston	C
Venice	R	London - Knightsbridge	R	Lusaka	CR	Beijing	CR	Chicago	C
		London - Marylebone	R			Guangzhou	CR	Connecticut	C
<b>Netherlands</b>		London - Mayfair	R	<b>Zimbabwe</b>		Hong Kong	CR	Dallas	C
Amsterdam	C	London - Notting Hill	R	Bulawayo	CR	Shanghai	CR	Detroit	C
		London - Richmond	R	Harare	CR	Macau	CR	Houston	C
<b>Poland</b>		London - Riverside	R					Long Island	C
Gdynia	C	London - St John's Wood	R			<b>India</b>		Los Angeles	C
Katowice	C	London - Wandsworth	R			Chandigarh	C	Los Angeles - Downtown	C
Krakow	C	London - Wapping	R			Chennai	CR	Miami	C
Poznan	C	London - Wimbledon	R			Bangalore	CR	Nashville	C
Warsaw	C	Manchester	CR			Gurgoan	CR	New Jersey - Parsippany	C
Wroclaw	C	Milton Keynes	R			Hyderabad	CR	New Jersey - Princeton	C
		Newbury	R			Mumbai	CR	New Jersey - Rutherford	C
<b>Portugal</b>		Newcastle-upon-Tyne	CR			Pune	CR	New York - HQ	C
Lisbon	CR	Oxford	R					New York - Downtown	C
		Sevenoaks	R			<b>Indonesia</b>		New York - Retail	C
<b>Romania</b>		Sheffield	C			Jakarta	CR	New York - West Side	C
Bucharest	C	Sherborne	R					Orange County	C
		Stratford upon Avon	R			<b>Malaysia</b>		San Francisco	C
<b>Russia</b>		Sutton Coldfield	R			Johor	CR	San Jose	C
Moscow	CR	Tunbridge Wells	R			Kuala Lumpur	CR	San Mateo	C
St Petersburg	CR	Virginia Water	R			Penang	CR	Washington	C
		Winchester	R					Westchester	C
<b>Spain</b>		Worcester	R			<b>New Zealand</b>			
Madrid	CR					North Shore	CR		
Mallorca	R	<b>UK/Scotland</b>				South Auckland	C		
Seville	C	Aberdeen	C					<b>Singapore</b>	
		Edinburgh	CR			Singapore	CR		
<b>Ukraine</b>		Glasgow	CR					<b>Thailand</b>	
Kiev	CR	Lauder	R			Bangkok	CR	Bangkok	CR
						Phuket	CR	Phuket	CR
		<b>UK/Wales</b>							
		Cardiff	CR						

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

## Key People and Contacts



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## Company Information

### Company number

OC305934

### Date formed

Knight Frank was formed in 1896 and transferred to a Limited Liability Partnership on 3 November 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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For a full list of members and senior executives, please visit: [KnightFrank.com](http://KnightFrank.com)