



# VALUABLE ASSETS, INVALUABLE SERVICES.

**Newmark Grubb  
Knight Frank**

# HOW WE STACK UP.

## **A Global Powerhouse**

- ◆ Over 330 Offices on Six Continents
- ◆ Property and Facilities Management for More Than 540 Million Square Feet Worldwide
- ◆ International Association of Outsourcing Professionals 2014 Global Outsourcing 100®
- ◆ *InformationWeek* 500 Masters of Technology 2013
- ◆ 10 Real Estate Board of New York Office and Retail Deal of the Year Awards in the Last 11 Years

## Who We Are

Newmark Grubb Knight Frank is one of the world's leading commercial real estate advisory firms. We provide comprehensive real estate solutions to prominent multinational corporations and institutional investors across the globe, as well as to owners and users of real estate on a local, regional and national level.

Headquartered in New York, Newmark Grubb Knight Frank and London-based partner Knight Frank operate from more than 330 offices in established and emerging property markets on six continents. Our global platform enables us to effectively serve the property requirements of tenants, owners, investors and developers worldwide.

## A Higher Standard

As the advisor on hundreds of millions of square feet of properties worldwide, Newmark Grubb Knight Frank recognizes the impact that we all have on our surrounding environments and communities. We have a strong awareness of our responsibility to preserve and protect natural resources and implement environmentally conscious practices in the workplace. Understanding the importance of fostering tightly knit relationships with the communities in which we live and work, we place a strong value on exemplary corporate citizenship and are active in the support of a wide range of local and global charitable causes.

OUR CLIENTS BENEFIT  
FROM BEST-IN-CLASS  
SERVICES AND  
SEAMLESS RESULTS  
ACROSS THE  
GLOBE, EVERY TIME.

# INTEGRATED SERVICES.

Newmark Grubb Knight Frank offers a fully integrated platform of services for our clients – whether corporate or institutional, multinational or local – developing real estate strategies that enhance and support their business objectives. We provide a single-source solution for every phase of occupying or owning a property, from strategic planning, site selection,

## Tenant Representation

Newmark Grubb Knight Frank has extensive expertise in meeting any kind of tenant requirement. We offer comprehensive services that range from strategic planning to project management. Regardless of a company's position, we provide value added real estate services that meet our tenant's changing needs. Newmark Grubb Knight Frank's approach to tenant representation is the most expert and comprehensive methodology available in the marketplace. By utilizing a combination of sophisticated analysis and creative thinking, we craft real estate strategies for our clients and customers that help them achieve their business objectives.

## Landlord Representation

Newmark Grubb Knight Frank offers fully integrated landlord representation services designed to maximize return on investment and asset value. Our professionals understand the complex requirements of corporate, institutional and entrepreneurial property owners. With access to valuable in-house market research, we develop comprehensive, individualized marketing and leasing strategies to achieve a property's highest potential positioning in alignment with the ownership's investment objectives. As landlord representatives, we have achieved significant success in securing tenants best suited to our clients' properties, generating optimal income streams.



design, construction and initial occupancy to ongoing cost-effective operations and dispositions. Taking a consultative approach and leveraging our global reach, we assist corporations, investors and owners in effectively managing real estate operations

and portfolios, creating and executing long- and short-term strategic plans that deliver reduced occupancy costs, increased efficiency and, ultimately, maximized value.

## **Global Corporate Services**

Operating from three centers of excellence – New York, London and Singapore – our Global Corporate Services platform provides seamless, beginning-to-end corporate services solutions for all global accounts. We take a holistic view of our clients' business objectives and long-term goals, implementing strategies that provide exponential value by reducing costs and increasing profitability. The Newmark Grubb Knight Frank Global Corporate Services model combines strategy and execution within a unified team, ensuring the effective optimization of clients' internal corporate real estate functions.

## **Consulting Services**

Newmark Grubb Knight Frank's consulting model combines the skill sets and technology tools of a management and operations consulting firm with real estate advisory services and program management. Our process integrates the function of the workplace with workforce location and workflow efficiency. This transformational approach to optimizing global operations and facilities ensures that long-term structural costs are minimized, capital expenditures are reduced or eliminated, and short-term operating decisions are scalable within a comprehensive strategic plan – producing bottom line savings for our clients.

## **Investment Sales and Capital Markets**

NGKF Capital Markets provides its clients with strategic solutions to their real estate capital concerns. We offer a full range of services including investment sales, debt and equity financing, loan sale advisory services, and valuation services for all property types, including office, retail, industrial, development sites, self storage, multifamily, subdivisions, hotels and special use. Through creative advisory, transaction management, deal structuring and marketing expertise, NGKF Capital Markets delivers exceptional capital solutions for our private, corporate and institutional clientele.

# A FULL RANGE OF INTEGRATED SERVICES DESIGNED TO OPTIMALLY MEET THE CHANGING NEEDS OF OUR CLIENTS.

## **Program and Project Management**

We provide comprehensive leadership and management for projects such as core and shell redevelopment, highest and best use studies, master planning, ground up development, environmental recovery, tenant improvements, and LEED certification initiatives. Our team has extensive experience in construction management, architecture, master planning and development, and engineering, with specific expertise in commercial, retail, high-rise and campus office, hotels and resorts, transportation, mission critical, higher education and healthcare. We lead concept development and manage projects through design, construction, closeout and commissioning.

## **Retail Services**

Newmark Grubb Knight Frank Retail offers comprehensive real estate services to many of the world's most prominent retailers and property owners. With our reputation for collaboration, creativity and retail marketing proficiency, we provide full-service guidance for every feature of the retail business landscape, steering our retail clients through site selection and leasing, project and construction management and, if necessary, financial restructuring and inventory dispositions. For property owners, our professionals have achieved significant success in identifying the highest and best use of retail space and executing strategies to maximize its full potential.

## **Industrial Services**

We apply a proven engineering approach when analyzing challenges in connection with our clients' distribution and manufacturing facilities and operations. Our experts evaluate key drivers that impact revenue stream and cost of sales and identify inefficiencies in production, materials handling, staffing and occupancy costs. We then assemble the necessary automation, process, supply chain, work flow, labor, location, real estate, budget and capital components to achieve a fully actualized solution. In the selection process, we build comprehensive financial models using actual data to provide the lowest cost solution that meets service level requirements.

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## Property Management

With decades of experience, Newmark Grubb Knight Frank's Property Management team attentively manages the day-to-day operations and maintenance for urban and suburban properties of all types, including office, industrial, retail and mission critical. Working closely with real estate owners and investors, we develop customized programs that sustain high levels of occupancy and tenant satisfaction, while lowering operating costs and enhancing the value of the property. Our portfolio of properties is monitored daily to ensure accessible customer service, resulting in exceptional lease renewal rates.

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## Facilities Management

Newmark Grubb Knight Frank provides facilities management services for a wide range of property types and uses including office, industrial and retail properties, mission critical data centers, call centers, urban towers, suburban campuses, landmark buildings and more. We focus on developing tailored strategies for each property to achieve maximum efficiency of operations. Through constant innovation and the introduction of process efficiencies, Newmark Grubb Knight Frank is able to drive down operating costs and increase service levels without compromising building integrity – raising client and tenant satisfaction.

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## Valuation Advisory Services

Addressing the market's demand for accurate and comprehensive commercial property information, Newmark Grubb Knight Frank provides appraisal, valuation and consulting services for all property types. With access to high quality data, state-of-the-art technology and proprietary systems, our professionals excel in analyzing and interpreting timely market information. We deliver consistent, objective and credible information, providing a competitive advantage in the construction of real estate strategies. Security firms and financial institutions also rely on us for risk assessment and fairness opinions of property valuations for investment and disposition purposes.

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