

PREMIER REAL ESTATE SOLUTIONS

NEWMARK KNIGHT FRANK AT A GLANCE

EXPERTISE, TECHNOLOGY, INNOVATION

WHO WE ARE

Newmark Knight Frank (NKF) is one of the world's leading commercial real estate advisory firms. With a passion for innovation, we deliver cutting-edge real estate services while bringing a spirit of evolution to the industry by:

- *Utilizing a consultative approach that aligns strategy and execution*
- *Leveraging the capabilities of a global platform of offices and comprehensive services*
- *Developing the industry's premier suite of proprietary tools and technology*

Synthesizing nearly 90 years of experience in the real estate industry, NKF provides unparalleled insights to ensure that our clients achieve all of their business objectives.

NKF has more than 4,600 professionals in over 120 offices across the U.S. Together with London-based partner Knight Frank and independently-owned offices, NKF's 15,000 global professionals operate from more than 400 offices in established and emerging property markets on six continents.

NKF has relationships with many of the world's largest commercial property owners, real estate developers and investors as well as Fortune 500 and Forbes Global 2000 companies. With roots dating back to 1929, **NKF's strong foundation makes it one of the most trusted names in commercial real estate.**

WHAT WE DO

NKF offers a complete suite of services and products for both owners and occupiers to meet any requirement.

Investor/owner services and products:

- Investment Sales
- Agency Leasing
- Property Management
- Valuation & Advisory
- Diligence
- Underwriting

Berkeley Point and NKF Capital Markets services and products:

- Government-sponsored Enterprise Lending
- Loan Servicing
- Debt and Structured Finance
- Loan Sales

Occupier services and products:

- Tenant Representation
- Real Estate Management Technology Systems
- Workplace and Occupancy Strategy
- Global Corporate Services Consulting
- Project Management
- Lease Administration
- Facilities Management

We enhance our services and products through innovative real estate technology solutions and data analytics designed to enable our clients to increase their efficiency and profits by optimizing their real estate portfolio.

A GLOBAL **POWERHOUSE**



400+

OFFICES WORLDWIDE



60

COUNTRIES



6

CONTINENTS



530M

SF MANAGED
WORLDWIDE



15,000+

GLOBAL
PROFESSIONALS



6,700+

GLOBAL BROKERS



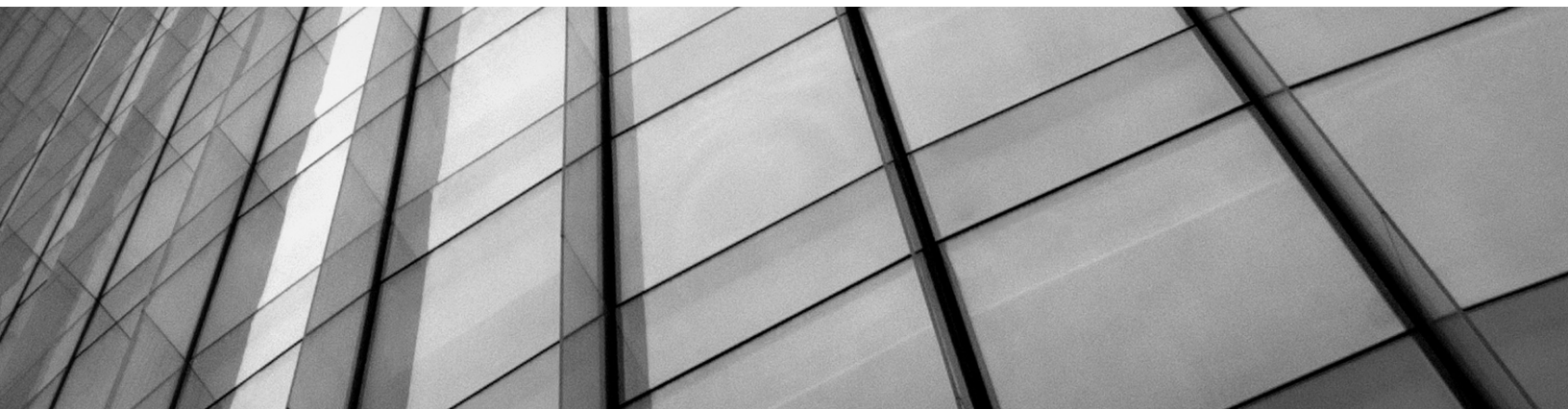
\$2B

GLOBAL REVENUES



90

YEARS OF
EXPERIENCE



DISTINCTIVE CULTURE



CLIENT PARTNERSHIP

We collaborate with our clients as strategic, long-term partners to conduct transformative initiatives that enhance every facet of their business or property.



TARGETED EXPANSION

We leverage our understanding of growth in global markets to acquire best-in-class commercial real estate firms and individuals, and we expand strategically, valuing quality and experience of professionals over quantity.



INGENUITY

We consistently win awards that recognize the creativity of our brokerage professionals and the complexity of the transactions that they complete.



TECHNOLOGY

We are focused on aggressively developing innovative tools to enhance the real estate industry's technological platform. We have developed numerous cutting-edge technology tools that help our clients rapidly track, record and maximize the value of their data in markets throughout the world.



TRANSPARENCY

We encourage all of our professionals to freely share information and opportunities with each other, and this philosophy extends to our open communication with our clients.



STABILITY

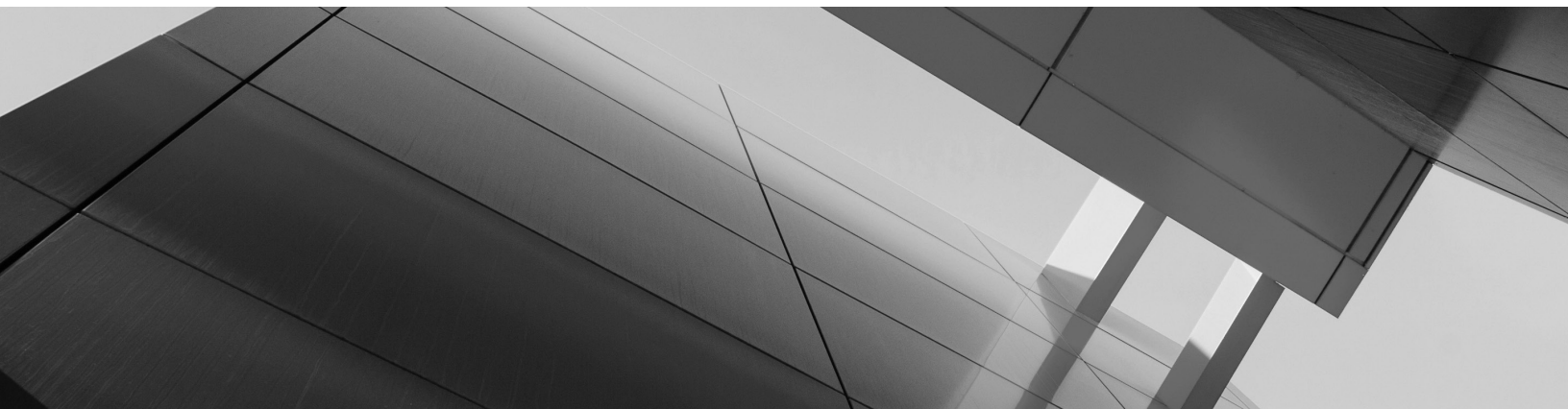
NKF has maintained consistent leadership since 1978, providing stability in management that has enabled us to remain focused on, and responsive to, the needs of our clients.

OWNERSHIP AND **PARTNERS**

NKF, operated by Newmark Group, Inc. (“Newmark”), is listed on the NASDAQ Global Select Market under the symbol “NMRK.” Newmark is a publicly traded subsidiary of BGC Partners, Inc. (BGC), a leading global brokerage company servicing the financial and real estate markets. BGC’s common stock trades on the NASDAQ Global Select Market under the ticker symbol “BGCP.”

In addition to NKF’s comprehensive array of in-house services, our clients benefit from our versatile relationships with BGC’s family of companies, including Cantor Fitzgerald and Cantor Commercial Real Estate (CCRE). The combined corporate leverage of NKF’s significant relationships with these companies creates unique opportunities for our clients, including:

- Controlled Equity Offerings
- Property-Specific Equity Fundraising
- IPOs and Follow-ons
- Mergers and Acquisitions
- Merchant Banking
- Private Capital
- Whole Loan/CMBS Trading
- Commercial Real Estate Lending



OUR SERVICES

NKF's integrated platform of services provides clients with a single-source solution for all of their real estate requirements. Whether selecting a business location, improving a property or portfolio's operating efficiency, identifying investment opportunities or increasing occupancy, NKF delivers results.

LANDLORD REPRESENTATION

NKF designs comprehensive leasing strategies to attract and retain the best tenants for our landlord clients. Through competitive analysis, proactive leasing and marketing tactics and tenant retention programs, NKF is able to achieve a property's highest potential in alignment with ownership's investment objectives. Our successful leasing strategy includes direct outreach to potential tenants and their brokers, extensive reporting of prospect activity to ownership, optimum pricing recommendations and expedited RFP responses and negotiations.

NKF CAPITAL MARKETS

NKF Capital Markets provides unsurpassed, comprehensive service through creative advisory, transaction management, deal structuring and marketing expertise. We are one of the fastest-growing capital markets practices in the industry, and our experienced professionals offer clients innovative, targeted solutions to their real estate capital objectives, including: Investment Sales, Debt & Structured Finance (including mezzanine and preferred equity), JV Equity (new acquisitions and recapitalizations), Distressed Asset Advisory, Loan Sales Advisory and Net Lease Property Services across all property types.

TENANT REPRESENTATION

NKF's approach to tenant representation is the most expert and comprehensive methodology available in the marketplace. Utilizing sophisticated strategic planning, detailed decision analysis and comprehensive in-house resources, which include project management, financial analysis, market research and workplace strategies, NKF crafts tenant solutions that enhance our clients' businesses and exceed their objectives.

GLOBAL CORPORATE SERVICES

NKF's Global Corporate Services (GCS) division is an integrated global platform of professionals, services and technology that takes a holistic view of our clients' real estate portfolios and implements strategies that provide exponential value by reducing costs and increasing profitability and operational efficiency. Our GCS model combines strategy and execution within a unified team, ensuring the effective optimization of clients' internal corporate real estate functions.

VALUATION & ADVISORY

Newmark Knight Frank Valuation & Advisory is the industry's newest innovator, comprising an extensive team of the most trusted and recognized names in the valuation industry. Our specialty practice groups offer industry insight into the unique dimensions of asset class sectors including Data Centers & Mission Critical; Healthcare & Seniors Housing; Hospitality, Gaming & Leisure; Industrial/Logistics; Multihousing; Retail/Regional Malls; and Self Storage.

RETAIL

NKF's national retail advisory services platform offers the most robust range of services in the industry. Utilizing our partnerships across consumer and lifestyle brands, real estate, financial services and related industries, we create connections and foster relationships that further our retail clients' business goals. With our reputation for collaboration, creativity and retail market expertise, NKF provides full-service guidance for every feature of the retail business landscape.

CONSULTING

NKF has built a robust consulting practice comprising skilled management consultants with diverse backgrounds and subject matter expertise. We support a wide variety of industries, asset types and global geographic markets with services that focus on portfolio, workplace, location and incentive solutions for a single asset, a region of assets or an entire client portfolio. Our professionals integrate best-in-class tools, proven methodologies, industry-leading technology and data-support analytics to drive top-line and bottom-line strategic and tactical initiatives.

FACILITIES MANAGEMENT

Recognizing that the management of real estate is not a core competency for most corporate occupiers, NKF provides customized facilities management strategies that maximize operational efficiencies and service levels at the most economical cost, without compromising building integrity or tenant satisfaction. NKF has diverse experience with an array of property types and uses, including office, industrial and retail locations; mission critical data centers; call centers; corporate headquarters; urban towers; landmark buildings; and suburban campuses.

INDUSTRIAL

NKF's industrial services division is grounded in its commitment to industrial clients, and its team is acutely aware of the requirements and objectives specific to industrial tenants and owners—from loading bay requirements to environmental and zoning regulations as well as all aspects of the industrial marketplace. With an understanding of current trends and options available to clients, NKF is able to market space effectively, resulting in quick transactions and minimal downtime.

PROPERTY MANAGEMENT

From building operations and maintenance to property accounting and contract management, our property management platform includes expert execution of transitional operations and building services as well as the deployment of advanced technology systems and sustainability initiatives. NKF designs a property-specific service delivery structure that effectively meets the needs and business objectives of our clients.

PROGRAM AND PROJECT MANAGEMENT

NKF's program and project management practice has been designed to help our clients realize cost reductions through streamlined design, construction administration, procurement services and relocation management while merging state-of-the-art program and project management tools with extensive industry experience. NKF ensures all disciplines, stakeholders, consultants, vendors and contractors work seamlessly together, enabling our clients to remain focused on their business objectives.



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NORTH AMERICA

Canada
United States

LATIN AMERICA

Argentina
Brazil
Chile
Colombia
Costa Rica
Dominican Republic
Mexico
Peru
Puerto Rico

EUROPE

Austria
Belgium
Czech Republic
France
Germany
Ireland
Italy
Netherlands
Poland
Portugal
Romania
Russia
Spain
Switzerland
United Kingdom

ASIA PACIFIC

Australia
Cambodia
China
India
Indonesia
Japan
Malaysia
New Zealand
Philippines
Singapore
South Korea
Taiwan
Thailand

AFRICA

Botswana
Kenya
Malawi
Nigeria
South Africa
Tanzania
Uganda
Zambia
Zimbabwe

MIDDLE EAST

Saudi Arabia
United Arab Emirates