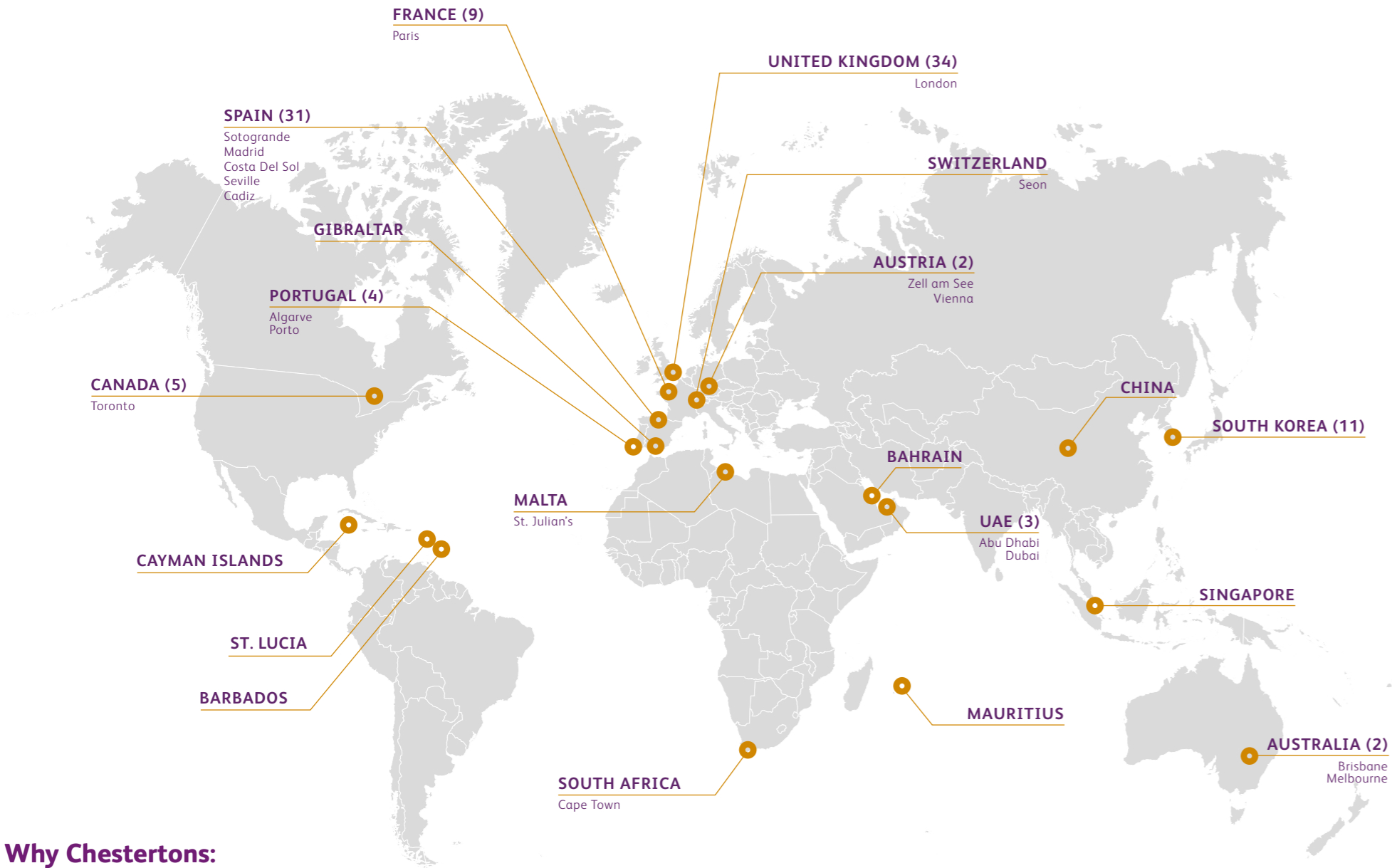




**Chestertons**  
Middle East and North Africa

**CHESTERTONS**  
تشيسترتنس Since 1805



### Why Chestertons:



Over **200** years in the real estate industry



Founding member of the Royal Institution of Chartered Surveyors



Global network of **+120** offices in 20 countries spanning 5 continents

## About Chestertons

Chestertons, a founding member of the Royal Institution of Chartered Surveyors, has been delivering leading-edge property advice to clients for over 200 years.

From our origins in 1805 to today's global operation spanning over 120 offices in 20 countries, Chestertons has enjoyed a long-held reputation for providing expert property insight and on-the-ground delivery to investors, developers, corporate occupiers and financial institutions.

We support our clients across the breadth of their real estate needs and pride ourselves on taking an interest in their goals and challenges. Our 'old service values' means we are passionate about the success of our clients and our focus is always on consistently delivering value at every stage in the project lifecycle.

Whilst Chestertons is a global company, we understand our clients' interests are tied to the local market in which they operate. As such, we employ the most suitably qualified people on the ground, whilst sharing global best practices to support each and every client project. We have unparalleled knowledge of the Middle East and North Africa market with a team that has spent many years in the region.

### Why Chestertons:



C. **1,500** highly experienced staff worldwide; with **70** in the MENA region



A senior management team with a combined experience of **60** years in the industry and **40** years at Chestertons



One of the largest network of offices in London and a growing MENA network

## Investment Agency

Chestertons' Investment Agency team advises clients on the funding, acquisition and sale of all types of real estate from residential, office and retail to industrial and hospitality.

Whether you are buying or selling property, our team will help you navigate the transaction process with confidence. We advise a wide range of clients from financial institutions and property developers through to private investors.

Having a thorough understanding of local investment markets and global expertise in methods of funding, Chestertons will provide you with impartial advice on how to best achieve your objectives.

We then engage with our global offices to identify pre-qualified buyers and sellers, bringing both parties together with an emphasis on managing all transactions to a timely conclusion.

Our investment team is supported by dedicated research teams that provide in-depth sector and country specific advice and are often the first to identify new opportunities and investors in the market.

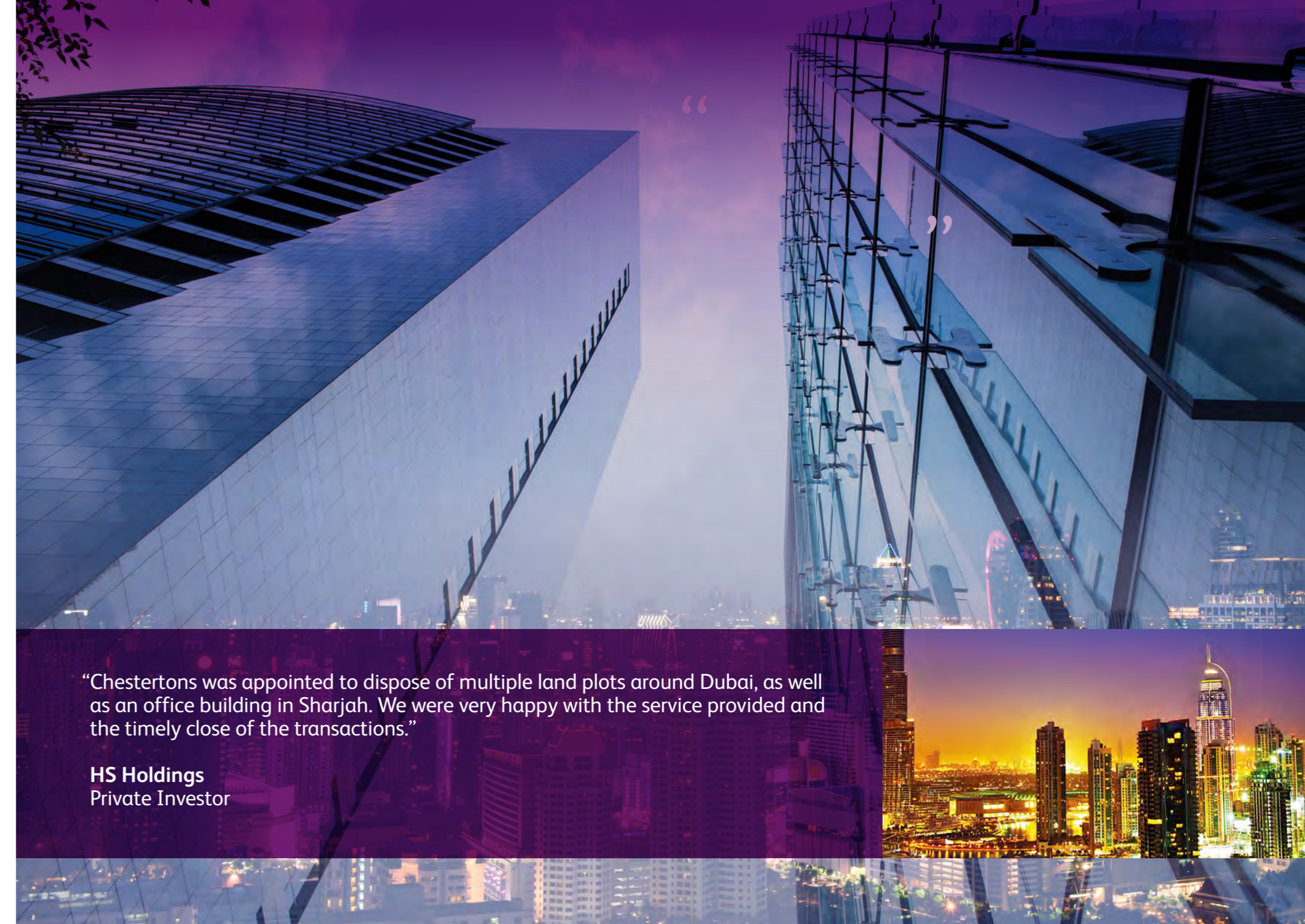
Our expertise covers:

**ACQUISITION**  
**DISPOSAL**  
**PROPERTY MARKET DATA AND ANALYSIS**  
**INVESTMENT MARKET ANALYSIS**  
**DEMOGRAPHIC AND CATCHMENT ANALYSIS**

### Why Chestertons:

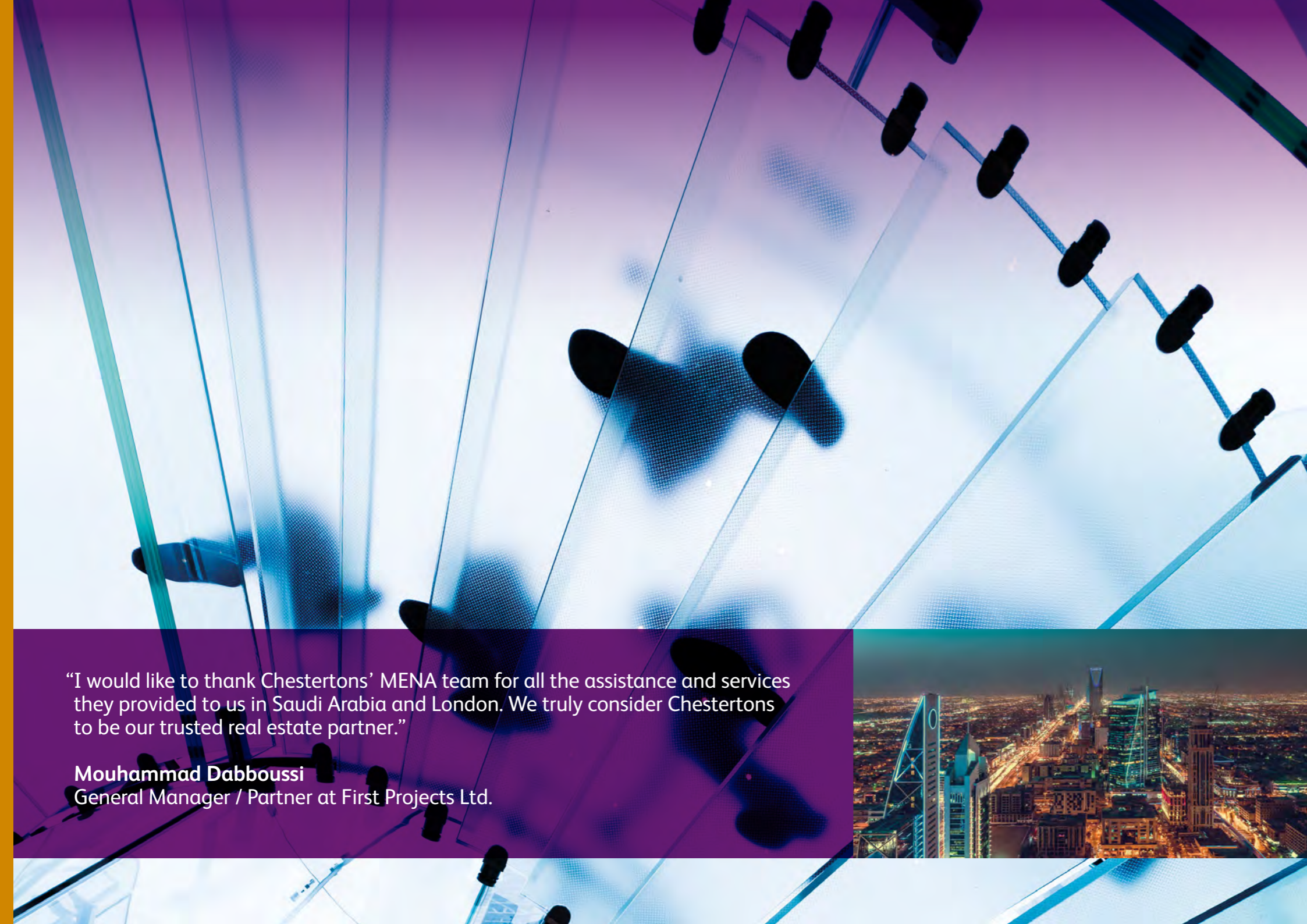


Our team of investment experts bring many years' experience and have managed over AED 1.3 billion in transactions in the last few years alone. Our investment expertise spans the range of asset classes and geographies and is always backed by thorough analysis.



“Chestertons was appointed to dispose of multiple land plots around Dubai, as well as an office building in Sharjah. We were very happy with the service provided and the timely close of the transactions.”

**HS Holdings**  
Private Investor



“I would like to thank Chestertons’ MENA team for all the assistance and services they provided to us in Saudi Arabia and London. We truly consider Chestertons to be our trusted real estate partner.”

**Mouhammad Dabboussi**  
General Manager / Partner at First Projects Ltd.

## Consulting and Research

Chestertons has a dedicated Consulting and Research team that, supported by detailed analysis, is able to map most markets and areas of potential risk.

We advise government departments, developers, investors and corporate owners on all aspects of real estate development from large mixed-use schemes to assessment of individual sites.

We understand our clients operate in an increasingly competitive and sophisticated business environment where accurate market intelligence and early insights are key. So we work with our clients right through the development process from assessing the feasibility of schemes, securing planning permissions and creating joint ventures with financing partners through to the final delivery phase. We have expertise in numerous areas of real estate development including, residential, hospitality, retail, office and mixed-use schemes.

Our expertise covers:

**FINANCIAL FEASIBILITY STUDIES**  
**HIGHEST AND BEST USE STUDIES**  
**COMPETITIVE BENCHMARKING**  
**PORTFOLIO ANALYSIS AND OPTIMISATION**  
**INVESTMENT STRATEGIES**  
**MARKET RESEARCH**  
**COMMERCIAL AUDITS**

### Why Chestertons:



Our Consulting and Research team has a proven track record in ensuring your development returns maximum revenue and asset value. Our senior team brings over 40 years combined experience working with master developers in the GCC region and beyond; with AED 50 billion in project value delivered.

## Valuation

Chestertons provides comprehensive valuation and appraisal advice to a wide range of clients, including fund managers, investors, corporate and public sector owners and lenders.

We have both the experience and knowledge to value a range of different property types. These vary from single assets to large-scale, mixed-use portfolios across the MENA region. We have valued a comprehensive range of assets from single-tenanted buildings to master-planned schemes.

Working with our clients, we assess their real estate assets and identify how the greatest value might be realised from them. We understand the valuation process is not just about helping to set a seller's expectations, it is also about knowing who the potential purchasers could be and the value of that asset to them.

We also firmly believe that integrity and accuracy are vital and our inspection and risk assessment procedures conform to international best practice, in line with The Royal Institution of Chartered Surveyors (RICS) and International Valuations Standards (IVS).

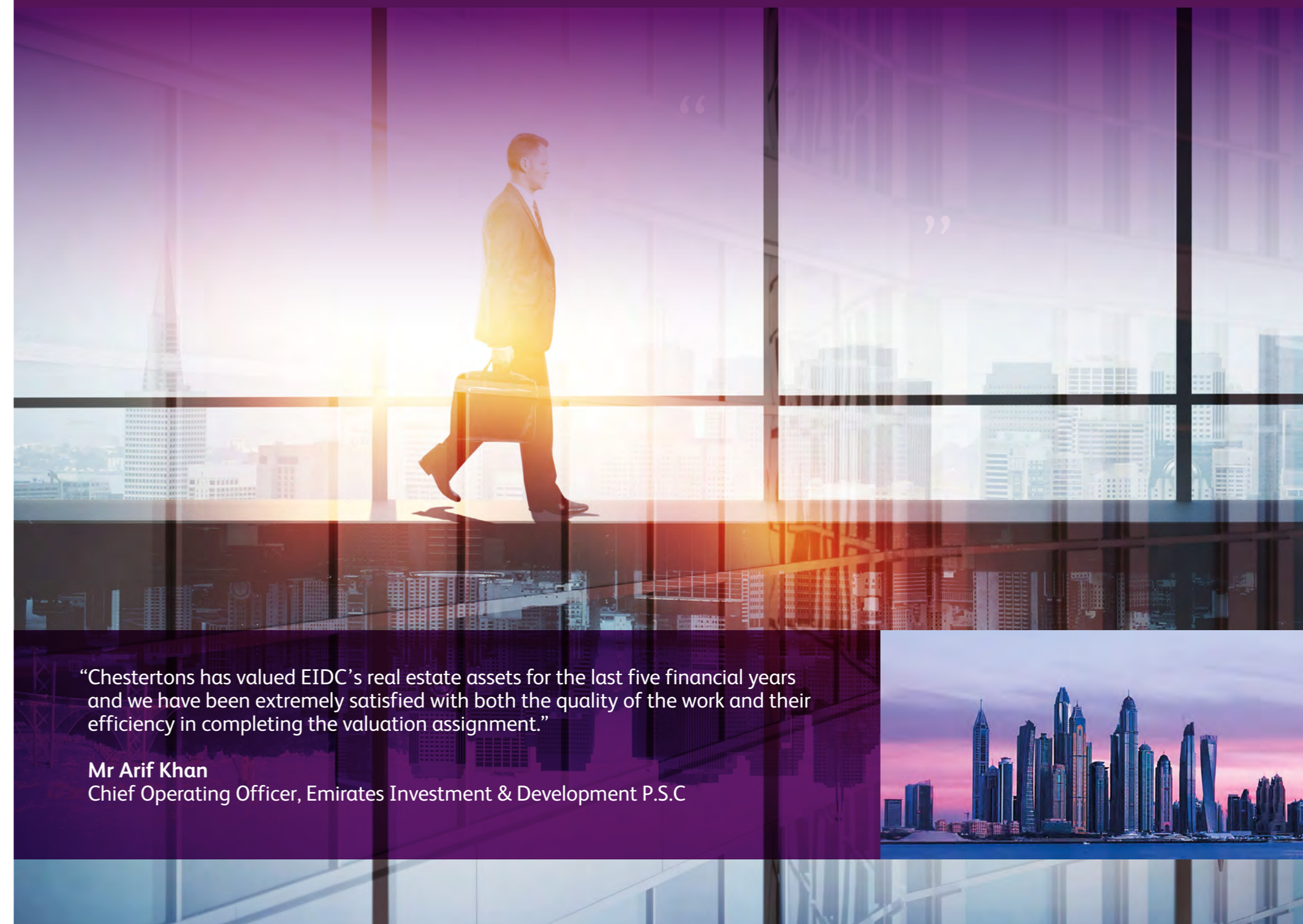
Our expertise covers:

**PROPERTY AND PORTFOLIO VALUATIONS**  
**ACCOUNTING**  
**FINANCING AND LOAN SECURITY**  
**MERGERS AND ACQUISITIONS**  
**SALE AND LEASEBACK**  
**PLANT AND MACHINERY**

### Why Chestertons:



We sit on the valuation panels of over 60 banks regionally – so we understand how to create reports which fully address our clients' requirements. We are also able to provide a range of specialist valuation services for unique properties from stadiums and manufacturing facilities to hospitals and clinics.



“Chestertons has valued EIDC’s real estate assets for the last five financial years and we have been extremely satisfied with both the quality of the work and their efficiency in completing the valuation assignment.”

**Mr Arif Khan**  
Chief Operating Officer, Emirates Investment & Development P.S.C





“The Chestertons team has been managing properties for us in Dubai and Fujairah for the last few years. They were chosen due to their robust systems and processes and we have been very happy with their standard of work.”

**Mr Mohamad Alkindi**  
Private Investor

## Property and Facilities Management

Chestertons has a proven track record in providing property management services across all asset classes.

We advise investors, developers and occupiers across all types of commercial and residential property. Our overall aim is to provide incident-free management for our owners and occupiers.

For investors and developers, Chestertons manage the relationship between landlord and tenant. Our primary goal is to minimise vacancies and identify new opportunities that will create value from our clients’ portfolios. More specifically, we undertake rent collection, accounting and compliance checks, produce service charge budgets, carry out planned preventative maintenance as well as provide regular reporting and advice on improving the performance of your asset.

Through our dedicated facilities management teams, we are able to maintain tight control of budgets and ensure each asset is maintained to the best and most economic standard.

Our expertise covers:

**ESTATE MANAGEMENT**  
**PORTFOLIO MANAGEMENT**  
**FACILITIES MANAGEMENT**  
**BUILDING CONSULTANCY**  
**PLANNED MAINTENANCE**

### Why Chestertons:



Our team of property and facilities management specialists manage, on average, 4,000 units per annum. To ensure the optimal skill-set development of the team, Chestertons runs regular in-house training courses for all property management staff.

## Real Estate Agency

Chestertons offers the full range of services for both residential and commercial sales and leasing.

Chestertons has significant experience in sales and leasing for offices, retail, residential, industrial, hospitality and land assets throughout the Middle East and North Africa region.

For commercial and residential property leasing, we work closely with developers and investors to secure tenants ahead of completion of new buildings and schemes. We are also able to maximise income from existing properties by keeping vacancies to a minimum.

For commercial and residential property sales, we aim to maximise clients' exposure to the relevant target audience, undertake negotiations on their behalf and liaise with legal advisors to ensure transactions are completed within agreed timelines.

To address the increase in international property transactions from Middle Eastern clients, Chestertons is also able to offer international real estate advice from a dedicated team based in the UAE.

Our expertise covers:

**SALES**  
**LEASING**  
**RESIDENTIAL**  
**INDUSTRIAL**  
**COMMERICAL**  
**MIXED-USE**  
**RETAIL**  
**INTERNATIONAL PROPERTY SOURCING**  
**CORPORATE RE-LOCATIONS**

### Why Chestertons:



Real estate agency is right at the heart of our business. We sell and lease over AED 200 million worth of property in the region every year and have one of the largest agency teams in London and a growing team in MENA; winning numerous awards every year for consistently delivering excellent service.



“The team at Chestertons has been instrumental in helping us sell and lease a number of our residential schemes. We approached Chestertons due to their reputation as leasing and sales agents and we have been impressed by the quality of their work and results delivered.”

**Tim Harris**  
Managing Director, SP Property Developers



“Chestertons was appointed on Royal Wharf due to their significant experience and brand positioning in the Middle Eastern markets. Providing us with their local knowledge and cultural experience. They are a pleasure to work with and have delivered good results for us.”

**Phil Warman**  
Head of Sales, Royal Wharf



## New Homes

We have a specialist team who assist with the marketing, selling and purchasing of off-plan property across the globe.

Offering advice to buyers, sellers and developers, our New Homes team specialise in the marketing, selling and purchasing of off-plan residential developments across the globe. The team is headquartered in London with sales and marketing divisions in the UK, Middle East, China and Singapore.

Our expert consultants are constantly in touch with investors and end-users to keep them abreast of new off-plan developments. Our team can offer clients a complete end-to-end service including property sourcing, legal and compliance, mortgage lending, tax advice (via our partnership with one of the largest global accountancy firms), foreign currency transfer and property management.

The team is supported by an experienced in-house marketing division who focus on key channels to raise the profile of developments. These include digital marketing, events, PR, sponsorship and affiliate marketing.

For developers, our expertise covers:

**SALES**  
**LEASING**  
**PROJECT MARKETING**

For buyers, our expertise covers:

**TAX ADVICE**  
**LEGAL AND COMPLIANCE ADVICE**  
**PROPERTY MANAGEMENT**  
**FINANCING ADVICE**  
**PROPERTY SOURCING**

### Why Chestertons:



Chestertons has been involved in the marketing and sales of over 80 major off-plan residential schemes in the last 18 months. With an aggressive growth plan in the pipeline, this number is expected to significantly increase in 2019.

## Our People

Chestertons employs a team of 70 experienced professionals in the MENA region, backed by a global team of specialists.

We understand to be able to deliver real value for our clients, we have to hire the very best people. All our professional services advisors are fully qualified members of the Royal Institution of Chartered Surveyors (RICS), or similarly internationally recognised professional bodies.

Our multi-national, multi-lingual team, based in our various regional offices, are able to offer unparalleled expertise to clients. This service is further enhanced by our ability to call on specialist skills available throughout our global network of offices as and when required.

Furthermore, our senior management team have, on average, over 20 years real estate experience, much of which has been gained in the Middle East and North Africa region.

C. 1,500 highly experienced professionals worldwide

A team of 70 in the MENA region

A senior management team with a combined experience of 60 years in the real estate industry and 40 years at Chestertons



# THE HISTORY OF CHESTERTONS

*Established 1805*

## Our History

Chestertons has a long and distinguished history in the real estate industry.

Chestertons was established by Charles Chesterton in 1805 when he was sent to Kensington by his father to start his own business. Charles became the agent for the Phillimore Estate in Kensington and the Phoenix Insurance Group, now part of Royal & Sun Alliance, a churchwarden and a prominent figure in the Kensington Vestry.

The business was successfully continued by Charles' son Arthur Chesterton who, in 1830 established Chesterton & Sons with his sons Edward and Sidney Rawlins and ownership remained in the family until 1980.

Throughout its history, Chestertons has amassed an impressive client base including notable celebrities, politicians and sports personalities such as Robbie Williams, Sharon Osbourne, Sir John Major and Sir Stirling Moss.

Chestertons has also played a major role in three industry institutions; the Royal Institution of Chartered Surveyors (RICS), the College of Estate Management and the Chartered Auctioneers & Estate Agents Institute, which merged with the RICS in 1970. It also had two of its executives serve as president of the RICS; Sir Henry Wells in 1965 and the last direct member of the Chesterton family, Sir Oliver Chesterton in 1968.

The quality and expertise of Chestertons' people has always been pivotal in the success of the Group. Former staff members include Henry Murray Fox, the Lord Mayor of London (1974), Geoffrey Blake, who headed up a public enquiry into Stansted airport (1965) and Henry Wells, who was commissioned by the Australian Government to report on considerations for the building of Canberra in 1902-08.

Throughout the 20th century, Chestertons continued to expand and strengthen the brand in the London property market as well as internationally. At the end of the 1990s, Chestertons had become the largest UK real estate advisor and a leading force in the international property markets.

Today, Chestertons still has one of the largest office networks across London and is continually expanding its global footprint, currently with over 120 offices in 20 countries.

### **MENA Head Office**

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Email [uae.enquiry@chestertons.com](mailto:uae.enquiry@chestertons.com)

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Al Ghazal Building (Above Al Hilal Bank)  
Khalifa Park  
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Email [abudhabi@chestertons.com](mailto:abudhabi@chestertons.com)

### **Bahrain Office**

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