

INDUSTRIAL & LOGISTICS SAUDI ARABIA

Capability Statement & Track Record



Foreword

At Knight Frank, our understanding of the Industrial & Logistics sector goes beyond insight—we play an active role in shaping its future. As supply chains evolve and operational demands increase, our focus is clear: to identify opportunities, reduce risk, and support sustainable, long-term success.

With over 16 years of experience across MENA and offices in Jeddah and Riyadh, we bring unrivalled market insight and global connectivity to every mandate. Whether it's identifying prime development land, negotiating lease terms, or advising on large-scale acquisitions, our team delivers practical, results-driven solutions aligned with our clients' long-term goals.

From acquisition strategy and site selection to development consultancy and market intelligence, our comprehensive service offering is designed to enhance performance, support informed decision-making, and ensure our clients remain ahead in one of the region's most dynamic sectors.



8 BILLION

Transaction value for commercial assets traded by Knight Frank (Middle East) in the last 3 years alone.



30 People

Largest and most experienced commercial transactions team in the region.



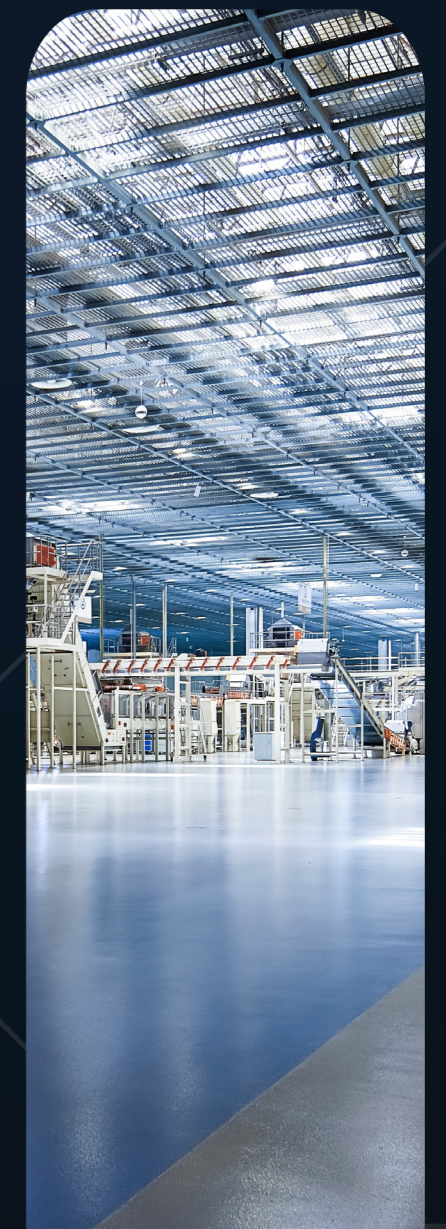
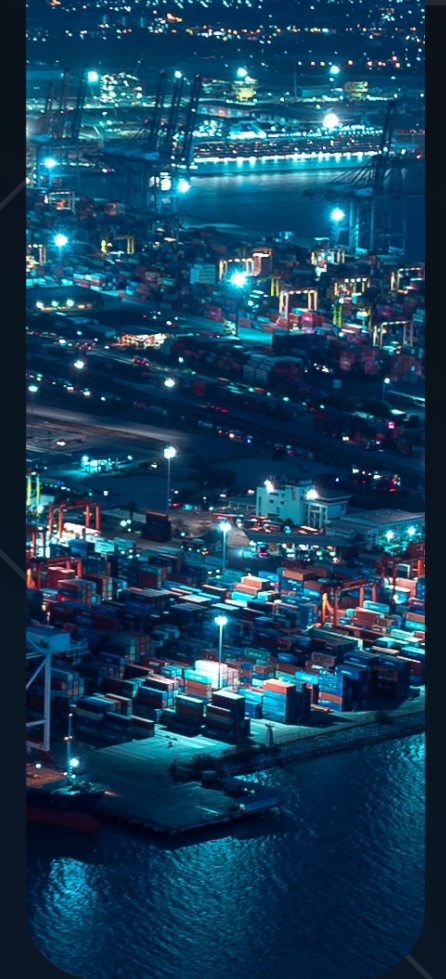
26

Number of service lines within the Knight Frank Middle East firm, providing a seamless, end-to-end real estate consultancy experience.



ADAM WYNNE

Partner - Head of Occupier/Landlord Strategy & Solutions
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Our Services

Our team develop strategies that go beyond typical brokerage services, some of these include.



LEASE ADVISORY



ACQUISITIONS & DISPOSALS



PORTFOLIO ANALYSIS & PLANNING



BUILD TO SUIT SOLUTIONS



LEASE TERMS & PRICE NEGOTIATION



SITE FEASIBILITY



FINANCIAL & MARKET ANALYSIS



SALE & LEASEBACKS



SPACE SEARCH & ANALYSIS



STRATEGIC PLANNING

Land



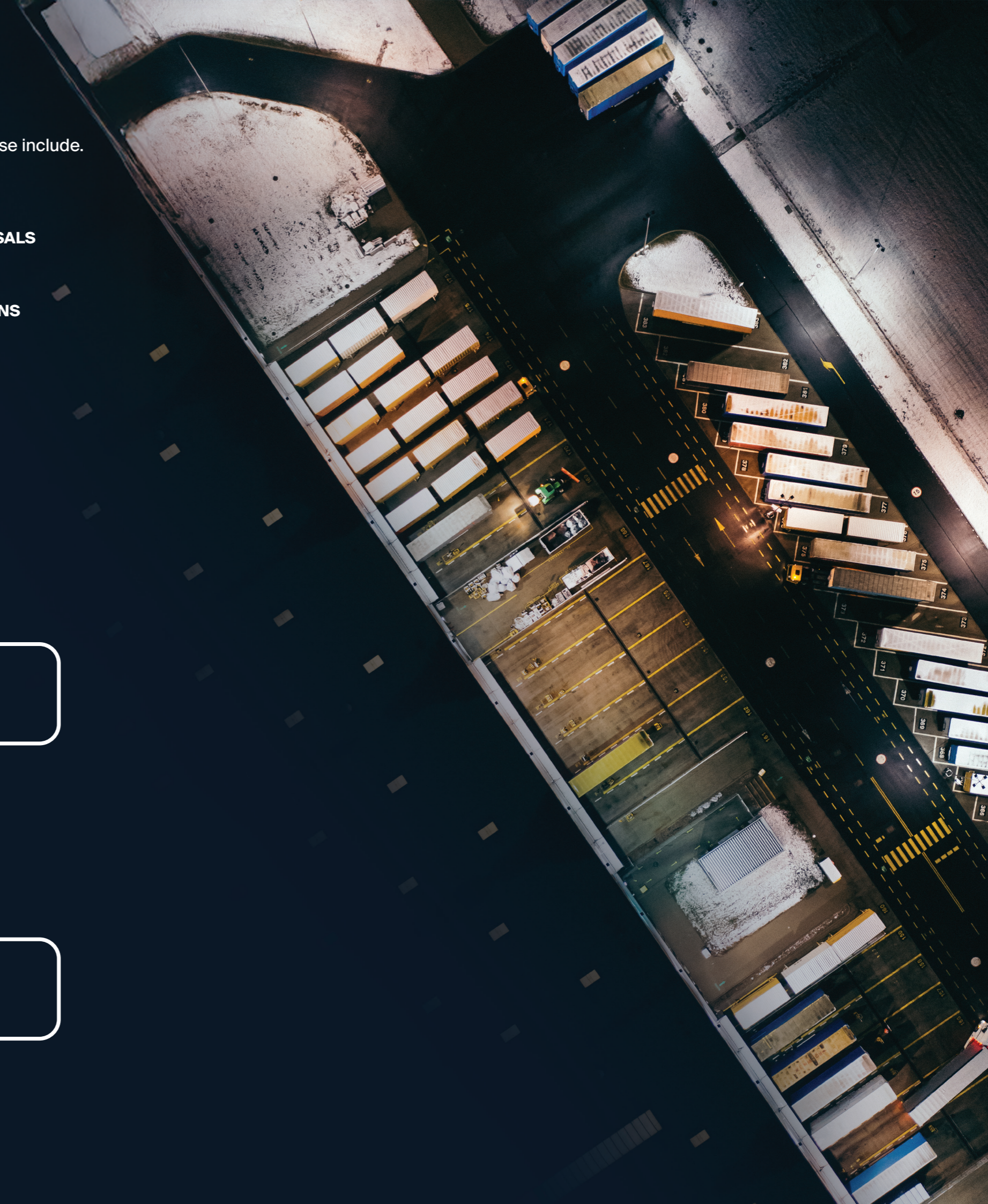
Factories



Warehouses



Data Centres



► Occupier



► Owner





► Kingdom of Saudi Arabia
(KSA) - Industrial &
Logistics Transactions



LAST MILE FULFILLMENT CENTRE SEARCH, RIYADH, KSA

Transaction Value: Confidential | Year: 2025

Working on behalf of a globally retained client, Knight Frank are currently overseeing the acquisition of a number of last-mile fulfilment centres in key districts of Riyadh. The transactions include searching on behalf of the occupier and then overseeing the transaction from conception to completion.

Built Up Area: 2,500 sq. m | Land Area: 4,500 sq. m

Notes:

- Market comparables and detailed assessment of other last-mile fulfilment centre locations in Riyadh
- Tailored approach targeting suitable properties in key districts, aligning with the occupier's specific needs
- Proactively searching for potential options on behalf of the globally retained client
- Comprehensive transaction management, overseeing the process from initial search, negotiations, due diligence, purchase agreement, to final completion, ensuring smooth coordination throughout

INDUSTRIAL WAREHOUSE SALE, DAMMAM, KSA

Transaction Value: SAR 30,000,000 | Year: On-going

Knight Frank is currently overseeing the sale of a substantial industrial facility in the Eastern Province. The transaction involves the sale of the facility on behalf of a European global occupier. This opportunity offers significant asset management potential, as the land can be converted to accommodate a Data Centre given the available power (6,500 KVA).

Built Up Area: 28,000 sq. m | Land Area: 55,000 sq. m

Notes:

- Developed and executed a tailored disposal strategy, supported by bespoke marketing collateral
- In-depth sales and benchmarking analysis to inform strategic decision-making
- Identified and proactively engaged with potential buyers on behalf of the seller
- Comprehensive deal management, including site visits, negotiations, due diligence, legal document review, and coordination with authorities throughout the transfer process





HYPERSCALE WAREHOUSE SEARCH, JEDDAH, KSA

Transaction Value: Confidential | Year: 2025

Working on behalf of an Asian apparel business, Knight Frank conducted an extensive market search before presenting a curated shortlist of suitable options to the occupier. Due to the limited availability of existing stock that meets the size requirement, build-to-suit solutions are now being actively considered.

Built Up Area: 100,000 sq. m | Land Area: 300,000 sq. m

Note:

- Acquisition advice based on in-depth market analysis for high-quality logistics facilities
- Presentation of a curated shortlist of viable options aligned with the client's operational and size requirements
- Engaged with local families and landowners to assess land suitability and explore potential build-to-suit agreement opportunities
- End-to-end transaction support, from initial market engagement through to negotiations, due diligence, and delivery planning

BUILD TO SUIT WAREHOUSE, EASTERN PROVINCE, KSA

Transaction Value: SAR 1.2bn | Year: On-going

Assisting a global logistics operator with a build to suit in the Eastern Province. Knight Frank are identifying suitable landowners and investors who would be willing to engage and construct an asset for them, which they would then occupy on a long-term basis.

Built Up Area: 90,000 sq. m | Land Area: 1,300,000 sq. m

Notes:


- Advisory on build-to-suit strategy informed by detailed market analysis and benchmarking against comparable logistics developments
- Identification of suitable master authorities who are aligned with the occupier's operational needs and vision
- Financial analysis on lease terms, development timelines and facility specifications
- Full transaction management from site identification through to deal structuring, contract negotiation, and delivery oversight



Track Record - Middle East Transactions




JEBEL ALI FREE ZONE, DUBAI

 **Service:** Sale & Leaseback
Price: \$10,000,000
Size: 21,000 sq. m




DUBAI SOUTH, DUBAI

 **Service:** Build to Suit
Price: \$3,500,000
Size: 12,000 sq. m




AL FALAH, ABU DHABI

 **Service:** Land Acquisition
Price: \$2,000,000
Size: 50,000 sq. m




GREATER CAIRO, SUEZ CANAL ZONE

 **Service:** Site Feasibility
Price: \$1,500,000
Size: 6,000 sq. m



SOHAR INDUSTRIAL & LOGISTICS AREA, OMAN

 **Service:** Warehouse Acquisition
Price: \$1,750,000
Size: 8,500 sq. m




HAMAD PORT, QATAR

 **Service:** Warehouse Lease
Price: \$350,000
Size: 2,500 sq. m




SHUAIBA INDUSTRIAL AREA, KUWAIT

 **Service:** Warehouse Disposal
Price: \$2,500,000
Size: 9,500 sq. m



MANAMA, BAHRAIN

 **Service:** Warehouse Lease
Price: \$250,000
Size: 2,000 sq. m

Our Team



Adam has been based in the region since 2015, leading a wide range of mandates on behalf of investors, landlords, and occupiers within the industrial and logistics sector. During his time in the Middle East, he has successfully structured and advised on numerous high-profile transactions for both regional and international clients. Adam is also a fully qualified Member of the Royal Institution of Chartered Surveyors (MRICS).

ADAM WYNNE

Partner - Head of Occupier/Landlord Strategy & Solutions
adam.wynne@me.knightfrank.com



Maxim brings in-depth market knowledge and a breadth of experience gained through his involvement in a wide range of real estate transactions. His strong commercial awareness has enabled him to structure deals in excess of USD 200 million. With a track record of over 300 successful transactions across the region, Maxim consistently delivers projects on time, within budget, and in accordance with client objectives – achieving consistently strong commercial outcomes.

MAXIM TALMATCHI

Associate Partner - Head of Industrial & Logistics
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Muhsen is based in the Kingdom of Saudi Arabia, where he focuses on identifying new opportunities for occupiers and supporting their growth through strategic site selection, lease structuring, and expansion planning. He works closely with both local and international clients to deliver tailored solutions that align with their long-term business objectives.

MUHSEN TOTONGY

Manager - Capital Markets
muhsen.tutongy@me.knightfrank.com



Ahmed brings over six years of commercial real estate experience, with expertise in investment sales, advisory, and valuations. He has advised institutional investors, REITs, and private owners on optimising income, repositioning assets, and expanding portfolios. Based in Riyadh, Ahmed focuses on industrial and logistics leasing and sales, delivering strategic, results-driven solutions that create long-term value for clients.

AHMED ALSUHAIL

Manager - Industrial & Logistics
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► Our Exclusive Insights & Data

Our bi-annual research and market reports are heavily sought after for those active in the logistics sector.

To create these reports, we make use of our market intel and tracking of rents, trends and supply and demand highlights.

Our Offices

The Americas 4 Markets

Bahamas | Barbados | Canada
United States of America

237
OFFICES
11,500+
PEOPLE

United Kingdom 4 Markets

England | Scotland
Wales | Jersey

71
OFFICES
2,800+
PEOPLE

Europe 22 Markets

Austria | Belgium | Bulgaria
Czech Republic | Denmark | Finland
France | Germany | Greece | Hungary
Iceland | Ireland | Italy | Monaco
Netherlands | Poland | Portugal
Romania | Serbia | Spain | Sweden
Switzerland

106
OFFICES
1,110+
PEOPLE

Asia Pacific 16 Markets

Australia | Cambodia | Chinese Mainland | Fiji
Hong Kong SAR | India | Indonesia | Japan
Malaysia | New Zealand | Philippines | Singapore
South Korea | Taiwan | Thailand | Vietnam

299
OFFICES
11,000+
PEOPLE

740+ OFFICES

OVER 50 TERRITORIES

27,000+ PEOPLE

1 GLOBAL NETWORK

To work responsibly, in partnership, to enhance people's lives and environments.

RIYADH DUBAI

Our MENA Network

CAIRO

RIYADH

JEDDAH

MANAMA

DOHA

ABU DHABI

DUBAI

22
OFFICES
630+
PEOPLE

Africa 11 Markets

Botswana | Egypt | Kenya | Malawi
Morocco | Nigeria | South Africa | Tanzania
Uganda | Zambia | Zimbabwe

7
OFFICES
400+
PEOPLE

The Middle East 4 Markets

Bahrain | Qatar
Kingdom of Saudi Arabia
United Arab Emirates

Commercial Transactional Services

Capital Markets
Data Centres
Industrial & Logistics
Land Sales
Occupier Strategy & Solutions
Offices
Retail

Valuation & Advisory Services

Commercial Valuation & Advisory
Hospitality Valuation
Plant & Machinery Valuation
Residential Valuation

Residential Transactional Services

Exclusive Project Sales
Interior Services
KSA Residential
Mortgage Advisory
Private Capital & Family Enterprises
Prime Residential, UAE
Private Office
Qatar Residential

Project & Development Services

Building Consultancy
Cost Management
Fit Out Management
Programme Management

Consulting Services

Capital & Debt Advisory
Education Consultancy
ESG Consultancy
Food & Beverage Consultancy
Healthcare Consultancy
Hospitality, Leisure & Tourism Advisory
Masterplan Advisory
PPP & Deal Advisory
Real Estate Strategy & Consultancy
Research, Economics & Geospatial
Residential Consultancy
Retail Advisory



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