



KMC SAVILLS  
**CAPABILITY  
STATEMENT**



KMC is focused on providing exceptional results which reflect our clients' vision. We pride ourselves on building outstanding relationships based on integrity and trust.





# About KMC

A modern approach to real estate services with industry leading professionals

KMC is an award-winning real estate services firm and the international associate of Savills, one of the world's leading real estate firms listed on the London Stock Exchange (SVS: LSE).

With almost 10 years of expertise, KMC is widely recognized as the Best Property Consultant in the Philippines and a leader in the local real estate industry. The firm was incorporated in 2009 and founded by proptech entrepreneurs, Gregory Kittelson, Michael McCullough, and Amanda Rufino-Carpo.

With over 150 employees involved directly in transactions for office, capital markets, residential, retail and industrial locators, KMC is a full-service real estate firm which offers end-to-end services for its clients. Our services range from tenant representation and landlord representation to investments, asset management, project management & construction management, and research & consultancy, among others.

KMC aims to be the preferred provider of professional real estate services in the Philippines, operating with the needs of foreign and local clients and providing services that are timely, responsive and informative –merged with local expertise and passion.

KMC strives to accomplish this goal through:


- Working with expert real estate professionals who are capable of providing a successful and pleasant experience for clients
- Providing dynamic services through KMC, experienced teams who specialize in dealing with both local and foreign companies
- Delivering accurate analysis and assessment of client operations alongside strategic and reliable advice.



KMC is committed to delivering unique, localized services and market expertise through its professional and international team.



Young Leaders

**ASIA PACIFIC PROPERTY AWARDS**  
REAL ESTATE

★★★★★  
BEST REAL ESTATE AGENCY PHILIPPINES

Manila, Philippines  
by KMC MAG Group

2013-2014



**ASIA PACIFIC PROPERTY AWARDS**  
REAL ESTATE

★★★★★  
BEST PROPERTY CONSULTANCY WEBSITE PHILIPPINES

www.kmcmaggroup.com  
by KMC MAG Group

2014-2015




**ASIA PACIFIC PROPERTY AWARDS**  
REAL ESTATE

★★★★★  
BEST PROPERTY CONSULTANCY PHILIPPINES

KMC MAG Group

2015-2016



**ASIA PACIFIC PROPERTY AWARDS**  
REAL ESTATE

★★★★★  
BEST REAL ESTATE AGENCY MARKETING PHILIPPINES

KMC MAG Group  
Marketing 2016  
by KMC MAG Group

2016-2017



KMC has been named winner of the following awards: 'Best Real Estate Agency-Philippines' in 2013-2014, 'Best Property Consultancy Website Philippines' in 2014-2015, and 'Best Property Consultancy Philippines' in 2015-2016.



# The Local Leader in Foreign Assistance



As the country's leader in assisting foreign companies entering the Philippine market, KMC and its sister companies offer a one-stop shop of integrated services: corporate legal services, accounting, staffing, incubation facilities, and site selection. Our team has been able to demonstrate success through a balance of local market expertise and delivery of client-centered service on a global scale.

Through its business model, KMC has been able to ensure that its clients successfully enter and integrate with the Philippines' challenging and unfamiliar market. This has allowed us to forge long-lasting relationships with our clients.

KMC and its sister companies are fully capable of extending its range of services beyond real estate to provide end-to-end solutions through its partnership with Kittelson & Carpo Consulting and KMC Solutions.

**Our people** – KMC professionals are dedicated to supporting clients in achieving their business goals. Furthermore, the company builds cross-functional teams that allow for collaborative work on all projects.

**Integrated Services** – The firm's services are scaled to meet the needs of each client, big or small, local or international. In addition, KMC provides a custom mix of products and services that deliver end-to-end solutions with significant, measurable returns.

**Client commitment** – KMC is committed to delivering unique, localized services to serve all of our clients' needs.

**Internationally award winning** – As a consistent winner of accolades from the Asia Pacific International Property Awards, KMC has proven itself to be a world-class corporation and an industry stalwart.

## STRATEGIC INDUSTRY ALLIANCES

KMC proudly affiliates itself with key organizations that uphold our company principles and add strategic value to our services thus providing our clients with a wide network of connections and value-added services.

Remaining locally relevant – As a member of the IT & Business Process Association of the Philippines (IBPAP) and Contact Center Association of the Philippines (CCAP), the company is kept up-to-date with the latest movements in the outsourcing & realty industry. This puts KMC in a better position to provide real estate advisory services to its clientele.

# savills

## Asia-Pacific network

### AUSTRALIA

Adelaide  
Brisbane  
Canberra  
Gold Coast  
Gordon  
Lindfield  
Melbourne  
Notting Hill  
Parramatta  
Perth  
Roseville  
St Ives  
Sunshine Coast  
Sydney  
Turramurra

### CAMBODIA

Phnom Penh

### CHINA

Beijing  
Chengdu  
Chongqing  
Dalian  
Guangzhou  
Hangzhou  
Nanjing  
Shanghai  
Shenyang  
Shenzhen  
Tianjin  
Wuhan  
Xiamen  
Xi'an  
Zhuhai

### HONG KONG

Central (2)  
Taikoo Shing (2)  
Tsim Sha Tsui

### INDIA

Bangalore  
Mumbai  
Gurgaon

### INDONESIA

Jakarta

### JAPAN

Tokyo

### MACAU

Macau

### MALAYSIA

Johor Bahru  
Kuala Lumpur  
Penang

### NEW ZEALAND

Auckland  
Christchurch

### PHILIPPINES

Bonifacio Global City  
Cebu City

### SINGAPORE

Singapore (3)

### SOUTH KOREA

Seoul

### TAIWAN

Taichung  
Taipei (2)

### THAILAND

Bangkok

### VIETNAM

Da nang  
Hanoi  
Ho Chi Minh City



On July 2013, KMC became an affiliate of Savills, a leading global real estate services provider.

Savills is a leading global real estate service provider listed on the London Stock Exchange. The company, established in 1855, has a rich heritage with unrivaled growth. The company now has over 600 offices and associates throughout the Americas, Europe, Asia Pacific, Africa and the Middle East.

In Asia Pacific, Savills has 56 regional offices comprising over 25,000 staff. Asia Pacific markets include Australia, China, Hong Kong, India, Indonesia, Japan, Macau,

Malaysia, New Zealand, Singapore, South Korea, Taiwan, Thailand, Vietnam and the Philippines.

Savills provides a comprehensive range of advisory and professional property services to developers, owners, tenants and investors. These include consultancy services, facilities management, space planning, corporate real estate services, property management, leasing, valuation and sales in all key segments of commercial, residential, industrial, retail, investment and hotel property.

A unique combination of sector knowledge and entrepreneurial flair

gives clients access to real estate expertise of the highest caliber. We are regarded as an innovative thinking organization supported by excellent negotiating skills. Savills chooses to focus on a defined set of clients, offering a premium service to organizations and individuals with whom we share a common goal. Savills is synonymous with a high-quality service offering and a premium brand, taking a long-term view of real estate and investing in strategic relationships.



# Tenant Representation

As an industry-leading firm, KMC utilizes a client-centric approach in providing a seamless and expert tenant representation services. It offers highly-customized and cost-effective business solutions that enable increased incentives and concessions that exceed client expectations.



## THE POWER OF QUALITY

KMC's collective years of experience assures clients of excellent advisory and transparency. It is the thrust of the team to study all aspects of the business in delivering comprehensive consultancy that will help identify the needs and considerations of the client for easier transactions and nationwide coverage.

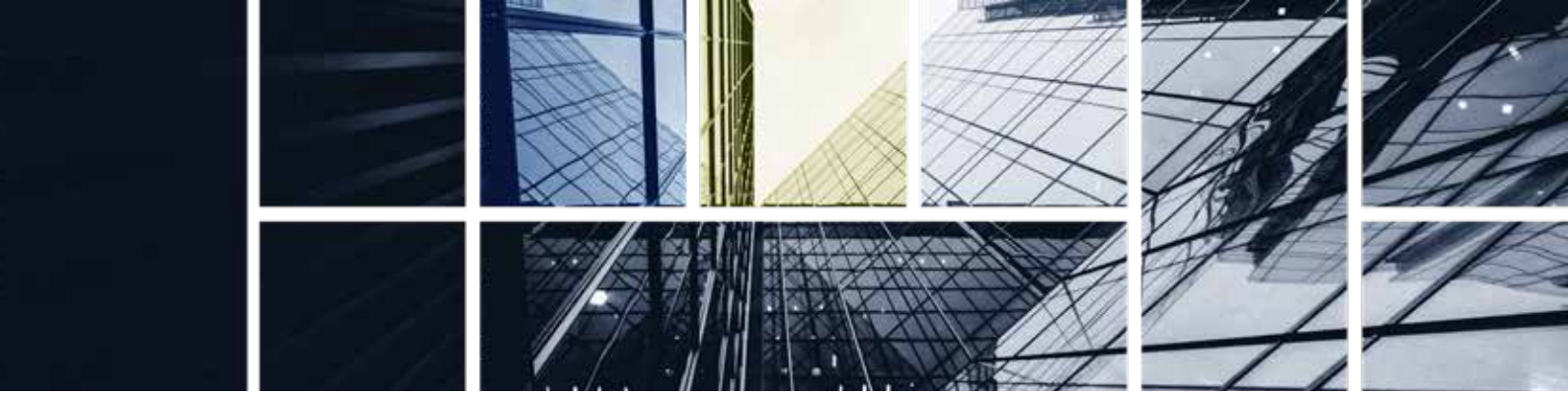
More than a strategic advisor and hands-on front liner, the KMC Tenant Representation team takes care of transaction management and due diligence to ease the pain points of real estate processes. It also employs the best internationally-recognized practices in creating strategies that help secure the best deals suited to client preferences, budget, and goals.

## WHAT WE OFFER

 Corporate leasing	 Workplace Strategy	 Labor Analytics
 Turnkey solutions	 Lease abstraction	 Portfolio management

## WHO WE WORK WITH

- New market entrants unfamiliar with the local real estate industry
- Established corporations seeking new office spaces
- Companies that require relocation or expansion space
- Tenants renewing their current leases at existing office premises
- Companies looking for end to end solutions



## KMC ONE

### The Flexible and Agile Advantage

In tandem with KMC Solutions, the team also offers built-to-suit office for smoother and worry-free conduct of business. Using the operation expense turnkey model, it takes care of the leasing, design and construction of quality and world-class spaces prior to the client's occupancy.

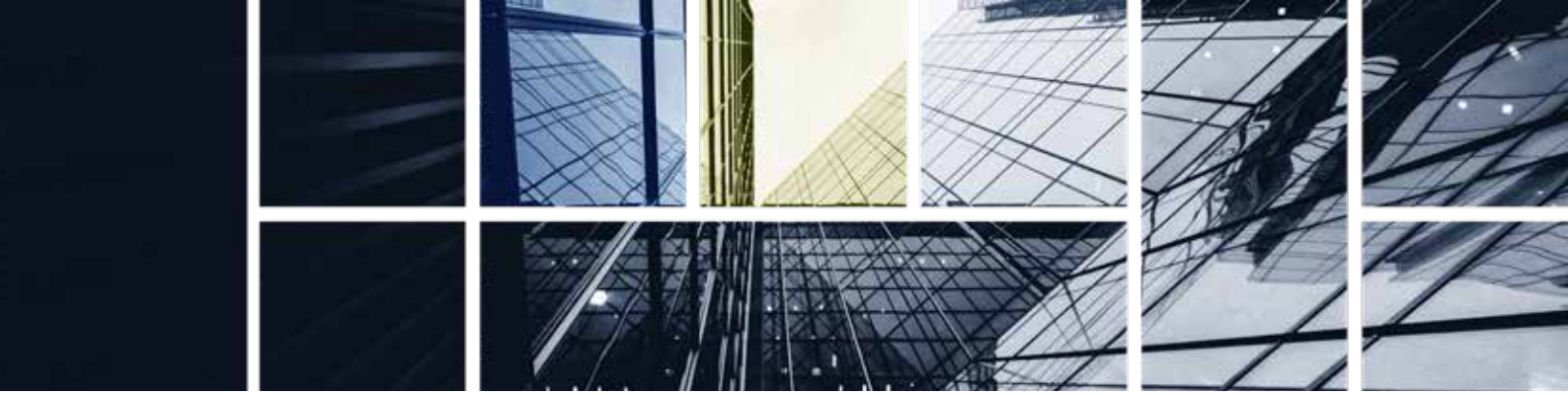
This is a viable and updated response to a client's rapidly growing business needs. Through this strategic solution, KMC and KMC Solutions are jointly responsible for the documentation, furnishing and maintenance of the said space. KMC One also includes the overall monitoring of its competitive terms and conditions such as PEZA permits and other project briefs.

## KMC ONE APPROACH

<b>PHASE</b>	<b>1</b>	<b>PHASE</b>	<b>2</b>
Due Diligence, Market Analysis, Scenario Planning		Design Analysis, Space Planning, Seat Costing, IT Costing	
<b>PHASE</b>	<b>3</b>	<b>PHASE</b>	<b>4</b>
Service Agreement, Execution, Finalization of Design, Interim Ramp		Fit out, Punch List, Phase take-up	







# Landlord Representation

KMC helps bring your estate's vision to life. Our Landlord Services are backed by a focused, proactive approach in communication that helps reach its target market. This guarantees marketing success for your developments.



ARTHALAND CENTURY PACIFIC TOWER



ACCRALAW TOWER



INOZA TOWER



JEG TOWER



DOUBLE DRAGON PLAZA



INSULAR LIFE MAKATI BUILDING

## EXPERTISE THAT DELIVERS

KMC's Landlord Representation provides services rooted in the landlord's vision and are developed in collaboration with property developers. This hands-on approach enables the team to successfully launch and market real estate developments geared towards the client's needs.

Equipped with years of professional experience and client input, the LLR team zeroes in on this guiding vision and proceeds to handle the project's positioning. It also creates the overall marketing strategies and other promotional tools according to its goals. Clients also receive several value-added services as the team takes charge of leasing or sale negotiations and other after-sales services.

## WHAT WE OFFER



Database of 70,000+ contacts



Strategic above-and below-the-line campaign



Marketing collateral design and production



Highly targeted client presentations



Property inspections and consultancy



End-to-end management of marketing campaigns

## WHO WE WORK WITH

- Property owners and developers who need assistance with the marketing of their properties for lease or sale;
- Office complexes that require project marketing



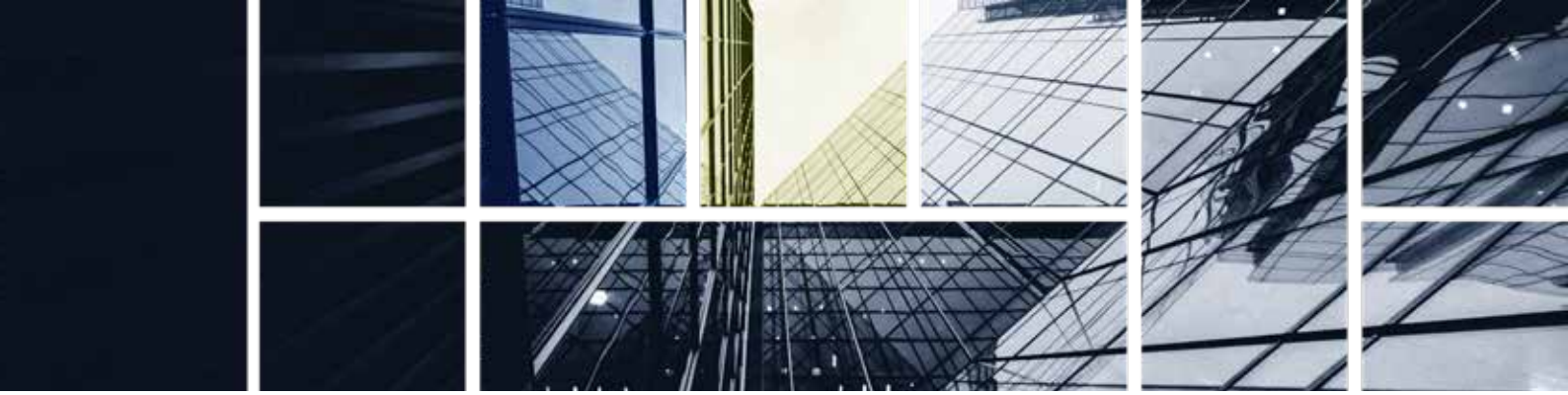
JEG TOWER @  
ONE ACACIA



## **PROJECT MARKETING** Driven By Proven Results

KMC aims to assist developers in fully realizing their project's vision and goals. Project Marketing magnifies the potential of the building with the creative but strategic use of tools and materials. The LLR team assists developers in catering to the right audience and landing the correct market better suited to their project.

The property can rely on highly-effective branding and awareness campaigns that perfectly utilizes different forms of marketing, banking on its established network of contacts. With a through-the-line approach, clients' businesses thrive on a variety of media exposure, client presentations, and traditional and digital marketing techniques. KMC is also up-to-date with the latest marketing trends that allow them to penetrate all market segments through its well-tailored campaigns and executions.



# Research and Consultancy

KMC continues to lead the real estate market with expert consultancy and quality research & analysis. With its in-depth market study and valuable outlook, clients are able to make informed business decisions befitting of their business goals. With a show of extensive market expertise, KMC helps determine effective strategies for various businesses and its further development. They also back up other KMC internal teams by equipping them with up-to-date and relevant industry reports.



## EMPOWERING ADVISORY

As a core thought leader in real estate, KMC helps maximize emerging opportunities to grow clients' assets and investments. Its Research team is armed with a detailed understanding of the market and global access to a vast and relevant industry network in delivering its comprehensive and customized market reports to its clientele.

The highly-professional team prepares strategic studies paired with sophisticated consultancy to help individuals or businesses capitalize further on their investments and gain foreseeable insights into the local market. It also offers a broader perspective in terms of economic outlooks for short-term or long-term real estate investments.

## WHO WE WORK WITH

- Developers and property owners that want to maximize their real estate assets
- Institutional and individual real estate investors
- Corporations in need for strategic consulting advice
- New market entrants unfamiliar with the local real estate industry

## WHAT WE OFFER



In-depth market insights




Trend Forecasts




Financial Modeling



Project and asset Valuations



Feasibility, HBU, site selection studies



Appraisal Services



# Asset Management

KMC Asset Management team offers full-service property and facilities management worthy of your investment. This includes the full compliance and maintenance of commercial, retail, residential and industrial properties in the Philippines. As the leading asset management firm, it employs a hands-on and robust approach to improve service consistency, minimize operational costs and ensure asset value appreciation and preservation.

ACCRALAW  
TOWER







TAMBULI  
SEASIDE LIVING

BPEA  
Baring Private Equity Asia

ARCH  
Capital Management

aboitiz

## WHAT WE OFFER

 <p>Building/ Facility Operations and Support Service</p>	 <p>Amenities and Energy Management</p>
 <p>Vendor/ Tenant Sourcing, Management and Retention</p>	 <p>Business Continuity Plan and Risk Mitigation</p>
 <p>Residential and Dwelling Management</p>	 <p>Property development consultancy</p>

## QUALITY RETURNS FOR QUALITY INVESTMENTS

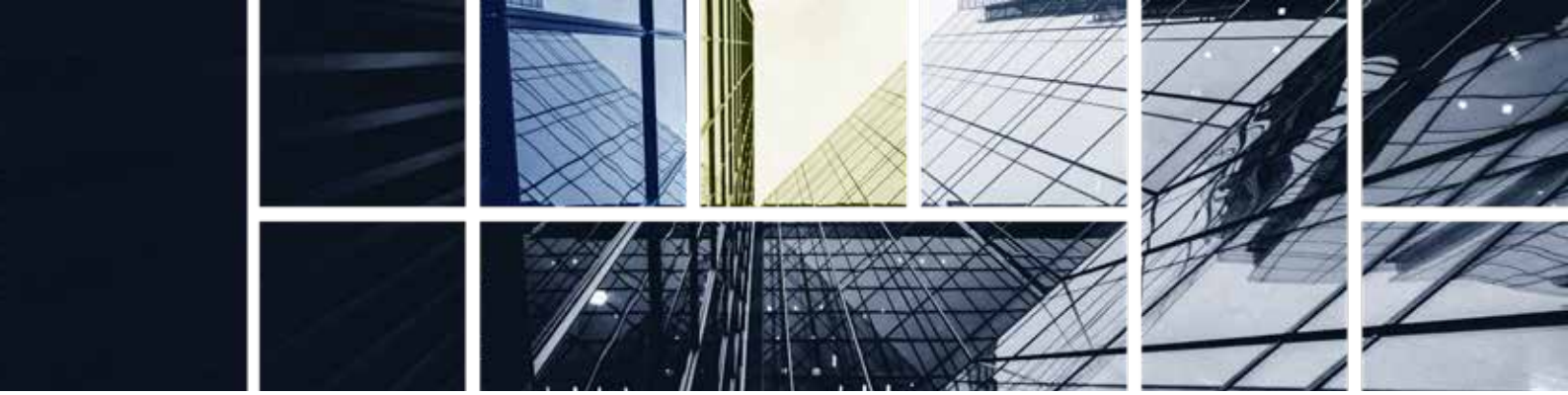
KMC's competitive industry experience and exceptional track record demonstrate its capability to go beyond client expectations and market norms. Backed by a solid foundation, it exceeds the standards when it comes to rental and occupancy levels. Clients are assured of full asset protection and risk reduction strategies that are suitable to their business needs.

## THE WORK WE DO

The team is guided by comprehensive data collection & due diligence that tend to various legal and contract compliances. To allow for accurate and consistent servicing, prospective clients are given full risk management, shared services identification, overall site governance and framework standardization, and tiered solutions for all business sizes.

## WHO WE WORK WITH

- Property owners (commercial, residential, and industrial) and investors
- Corporate/Retail owners and occupiers



# Investments

The KMC Investment team provides professional and tailor-fitted assistance not just to institutional clients, but also individuals, groups and corporations looking to acquire or dispose of high net worth properties. It services clients with all types of deal sizes and holding periods.

Synergistically integrated with other KMC departments, the Investments team can also deliver a full range of value-added services to its clients. With a client-centric mindset, they play key roles in analyzing, acquiring, developing, and eventually selling properties whether it be raw land, industrial or commercial real estate.



## SETTING PERFECT OPPORTUNITIES

Utilizing its industrial experience and impressive track record, KMC's on-the-ground investment professionals ensures real estate transactions are guided by extensive due diligence and real-time market data. Clients are always matched with a customized strategy that is apt to their business goals. Given its holistic and committed approach, it can guarantee clients maximum returns on all types of investment or divestment.

As an exclusive international associate of Savills, the firm has an extensive reach and maximizes its access to global network of viable buyers from all over the world. It professionally develops mutually beneficial situations for the clients involved in an acquisition or disposal.

## WHO WE WORK WITH

- Individual investors
- Institutional investors
- Developers
- Property companies
- Multinational-Corporations

## WHAT WE OFFER




Strong Investment and Research Base



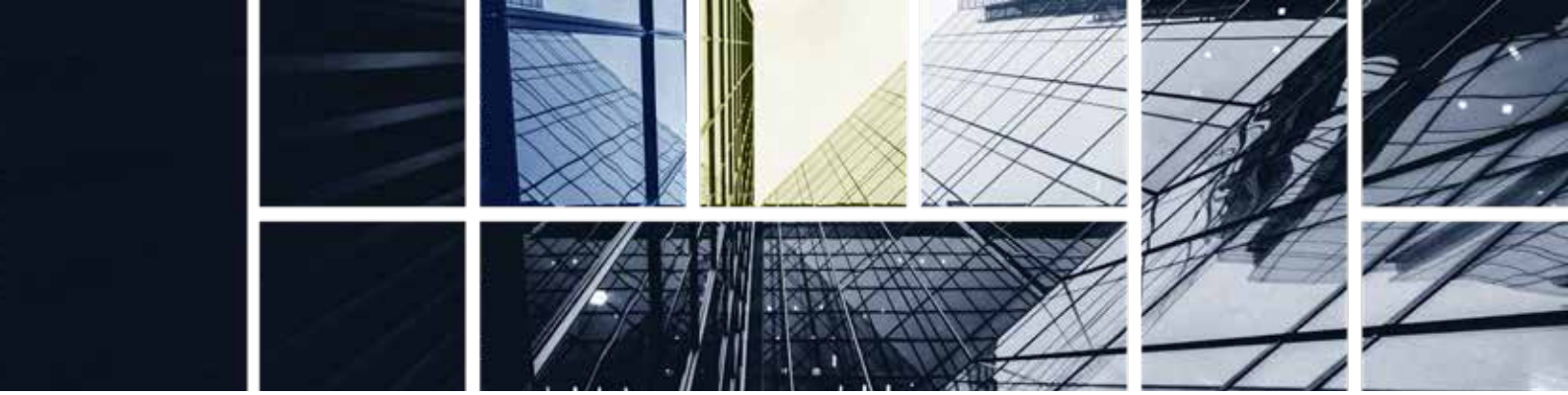
Guidance from Market Valuation Experts



Customer-oriented Sales Force and network



Customized acquisition and disposition strategies



# Retail Services

KMC's retail team provides quality consultancy and transparency matched with its excellent full-service capability in the retail aspect of real estate. It takes care of the leasing, acquisitions, dispositions, consulting and business development for the clients.



## RIGHT LOCATION, RIGHT TIME!

With its deep understanding of the fluctuating retail market, the team aims to leverage proprietary analytics that gives insight and advice on financing, consumer behavior, and market trends. It also custom fits its recommendation to match the clients' objectives, goals and business timelines.

With the team's dotting guidance throughout the whole real estate process, prospective clients are assured of the equal protection of the investment and monitoring of overall retail direction.

## WHAT WE OFFER



Retail site acquisition and disposal



Tenant Representation



Facilitation of National Accounts



Management of entertainment venues



Locating restaurant sites



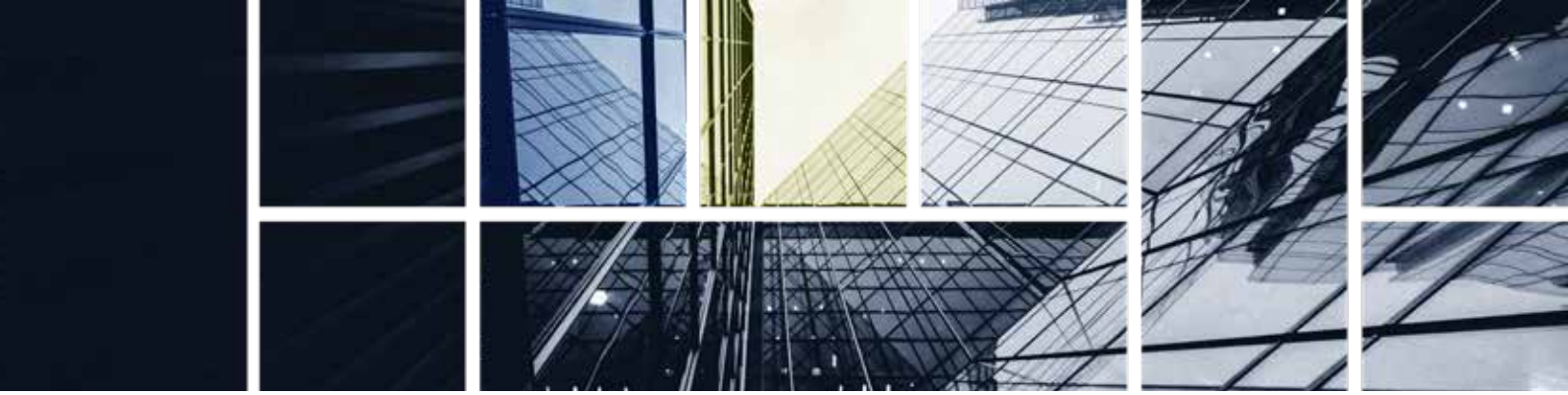
Retail Site Selection



Retail Investment / Shopping Center Leasing



Expansion and development services



# Residential Services

KMC is committed to delivering world-class homes to individuals and other corporate clients. It assists in locating quality housing within the vicinities of their workplaces given its wide network of property developers and owners. Skilled in negotiation, buying, selling and leasing on client's behalf, the team offers a variety of residential properties that can cater to different preferences and locations.



## REDEFINING CONVENIENCE

Value-added services for property owners are now available. It aims to manage and serve all types of rental property. The team created a one-stop shop for all your residential rental needs that will help produce highly satisfactory homes for equally high-quality tenants. Through our effective and professional property management, we help determine the most optimal rental price and the most impactful marketing strategy for your property.

As the leading asset management team in the Philippines, it gives you a concierge-like partner that can cater to your tenant's every beck-and-call. It employs a hands-on and thorough approach to building, revamping and improving your property to achieve the maximum return of investment in a worry-free manner.

## WHAT WE OFFER



Expatriate housing and corporate relocation



Corporate tenancy management



Comprehensive tailor-fit services with due diligence



Valuation and consultancy, investment sales and leasing




Leasing and brokerage



Sales and investments



Repair & Installations



Design & Remodeling Services





**t1**

# T1 Project Management

In working with T1 Project Management, a KMC company, clients will be engaging a Tier 1 practice that can manage the vested interests of all stakeholders. The firm is recognized as one of the Philippines' most competitive project management firms and has demonstrated great success in working with local and international consultants and clients to maximize the client's opportunities and returns of investment.



## ARMED WITH EXPERTISE

The multi-disciplinary team is led by industry experts who have over 15 years in the construction industry and have successfully delivered projects of various scales and sizes in over 60 different countries.

They work collaboratively with other traders and consultants to deliver complex objectives. Its strength lies in embracing technology and intelligent ways of working to deliver projects on time and within budget.

## WHAT WE OFFER

- Client's Representative
- Design Management
- Construction Management
- Consultant Management
- Contract Management
- Project Scheduling
- Commercial Project Management
- Commissioning & Handover
- Quantity Surveying
- Procurement
- Tendering and Supply Chain Qualification
- Value Engineering & Management
- Cost Management
- Development Management
- Risk Management
- Feasibility Studies
- Due Diligence





## REDEFINING PROJECT SUCCESS

T1 Project Management practices internationally-recognized standards and promotes best practices in all of its projects.

In addition to this, the professionals also closely monitor the design and cost teams to maximize output for the set budget. It is inherent in its basic services to perform a due diligence in pre-construction stage, do a routine analysis of the design in all stages of the project and constantly challenge the budget to safeguard the client's interest.

At T1 PM, the uniqueness of every client and project is well-considered. The team believes in tailoring the approach to suit different clients' needs. The significant repeat clients are a testimony to the genuine interest in building a long-term relationship that's mutually beneficial to the firm and our clients.

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