

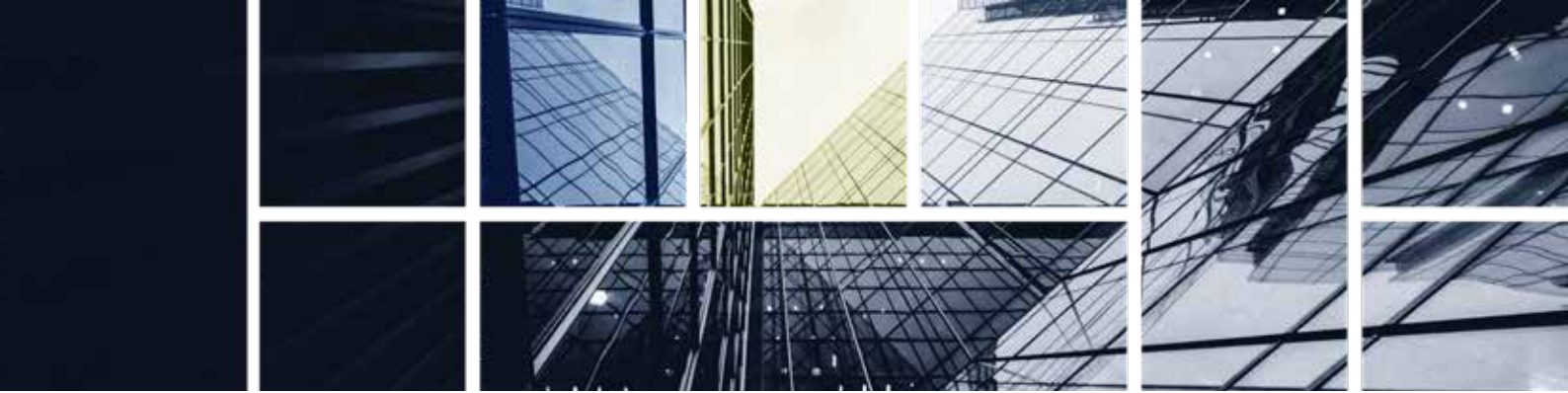
KMC SAVILLS  
**CAPABILITY  
STATEMENT**



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 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 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 transactions and advisory services, landlord representation to investments, asset management, project management & construction management, research & consultancy, and valuation services, 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:

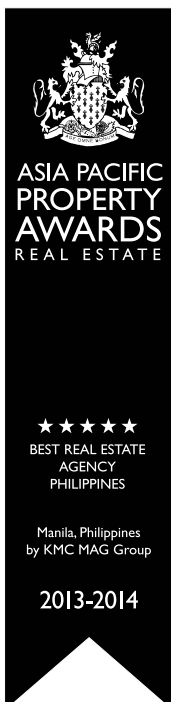
- Working with expert real estate professionals who are capable of providing successful and pleasant experience for clients
- Providing dynamic services through KMC's experienced teams who specialize in dealing with both local and foreign companies
- Delivering accurate analysis and assessment of client 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



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

ASIA  
**47**  
OFFICES

AUSTRALASIA  
**18**  
OFFICES

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

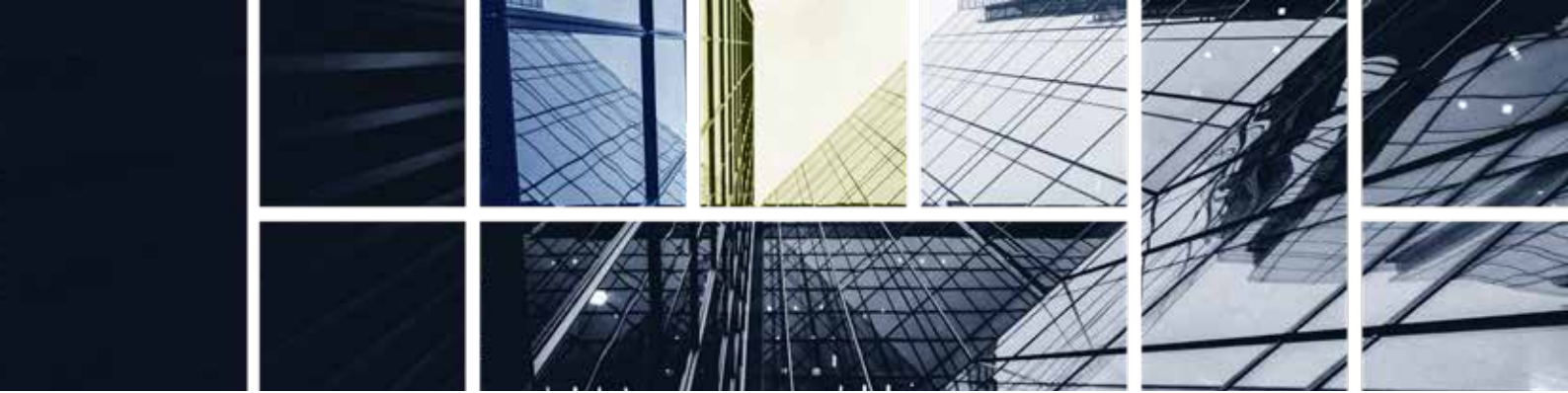
Savills is a leading global real estate service provider listed on the London Stock Exchange. The company, established in 1855, has a rich heritage with unrivaled growth. The company now has over 600 offices and associates throughout the Americas, Europe, Asia Pacific, Africa and the Middle East.

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.



# Transactions & Advisory Services

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 Transactions and Advisory Services 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.

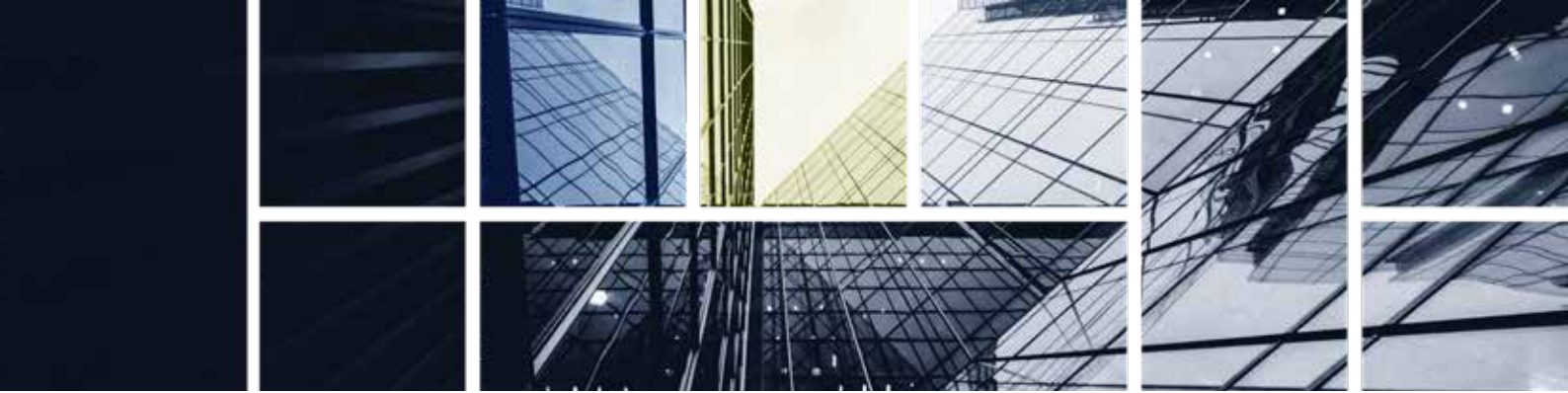
## WHAT WE OFFER



## 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.

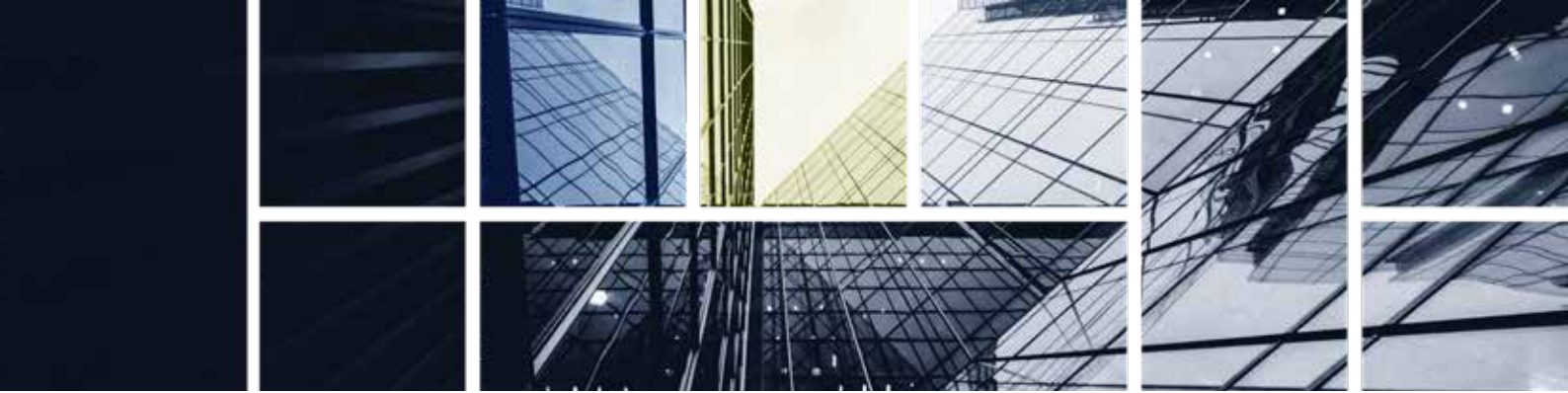
This is a viable and updated response to a client’s rapidly growing business needs. Through this strategic solution, KMC and KMC Solutions are jointly responsible for the documentation, furnishing and maintenance of the said space. KMC One also includes the overall monitoring of its competitive terms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

## KMC ONE APPROACH

PHASE	1	PHASE	2
	Due Diligence, Market Analysis, Scenario Planning		Design Analysis, Space Planning, Seat Costing, IT Costing
PHASE	3	PHASE	4
	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



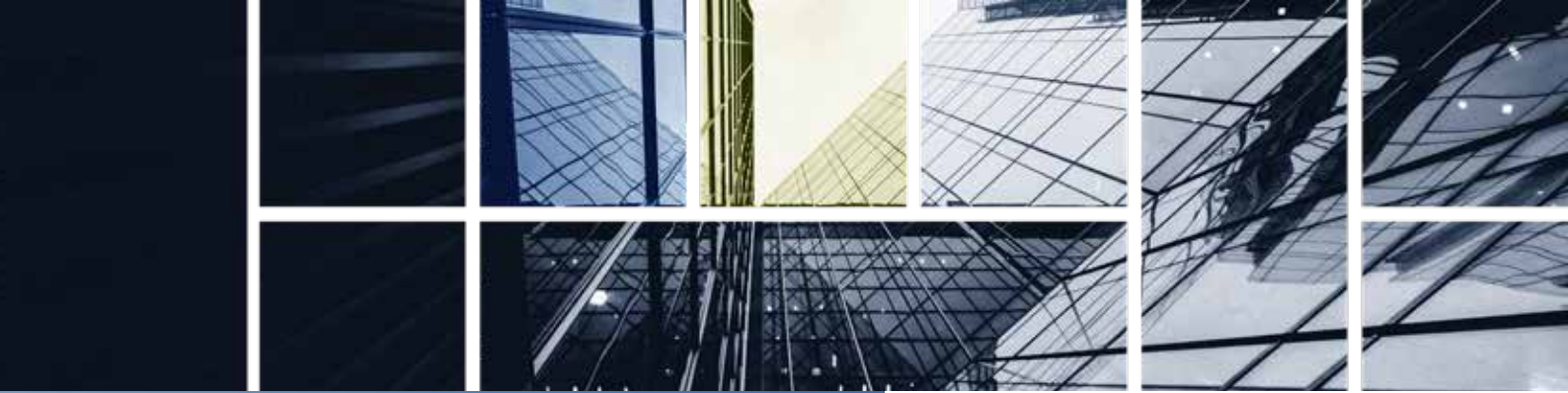
Property  
inspections and  
consultancy



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



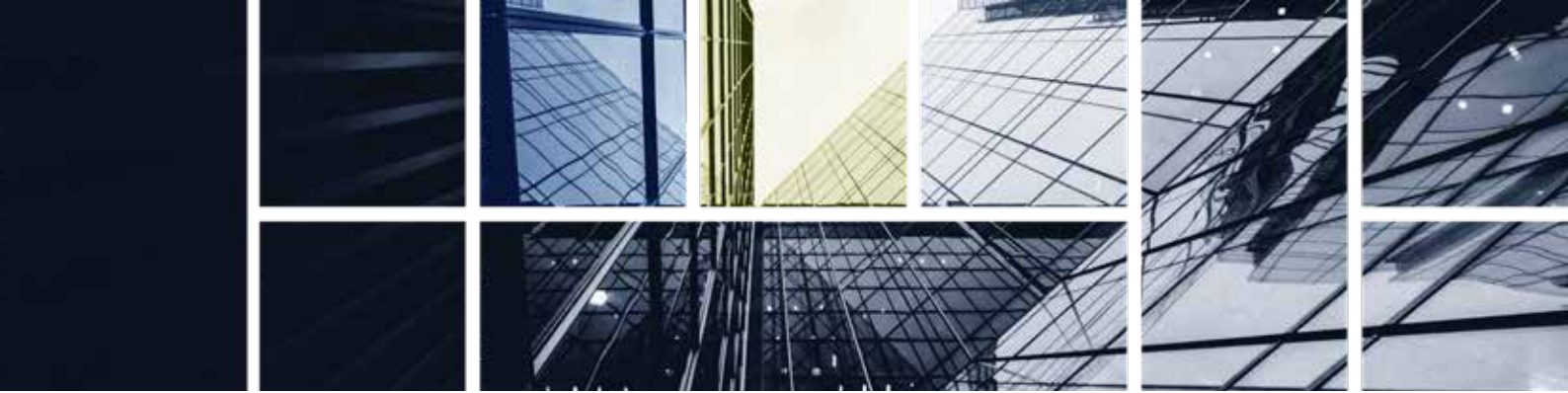
## PROJECT MARKETING

### 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
- Real estate investors and individual investors
- Corporations in need for strategic consulting advice
- New market entrants unfamiliar with the local real estate industry
- Institutional owners and investors
- Corporate owners and occupiers
- Buyers of commercial and industrial properties
- Residential property sellers and buyers

## WHAT WE OFFER



Feasibility, highest-and-best-use (HBU), and site selection studies



Project and Asset Valuations



Financial Modeling



In-depth market insights



Trend Forecasts



Sensitivity Analysis



# Valuation Services

With outstanding market research and up-to-date Philippine real estate expertise, KMC provides extensive insight and comprehensive valuation for any type of property acquisition and disposal. Equipped with accurate data and time-tested professionals, this allows clients to be steered to protecting their assets while making the best real estate decisions for the maximum price.



**HSBC**



**DAIWA REAL ESTATE APPRAISAL CO., LTD.**  
大和不動産鑑定株式会社



## FOCUSED ON QUALITY AND VALUE FOR MONEY

Operating on a global scale and network, KMC provides current and retrospective market value in a variety of real estate prospects and acquisitions given its holistic specialization in residential, office, retail and industrial markets.

KMC gives clients the edge through meticulous collaboration to negotiate and arrive in the smartest and most favorable real estate decisions. This partnership with clients is expertly done by defining the strengths, assessing the risks, giving sound and comprehensive evaluation of property, and providing viable transaction options.

## WHAT WE OFFER



Comprehensive  
Due Diligence



Detailed Analysis  
of Property



Supplementary  
Real Estate Market  
Analysis



Extensive  
Market Data



Robust Income  
Approach Models



Near-market Cost  
Estimates





# Asset Management

KMC's 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.

ACCRA  
LAW  
TOWER

TAMBULI  
SEARCH & EVIDENCE

BPEA  
Baring Private Equity Asia

ARCH  
Capital Management

abotiz

CLARK  
GLOBAL  
CITY  
The New Center.

Global Gateway  
DEVELOPMENT CORP

## WHAT WE OFFER



Building/ Facility  
Operations and  
Support Service



Amenities and  
Energy  
Management



Vendor/ Tenant  
Sourcing,  
Management and  
Retention



Business  
Continuity  
Plan and Risk  
Mitigation



Residential  
and Dwelling  
Management



Property  
development  
consultancy

## 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 for 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 Investments 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 ensure 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





# Hotels & Leisure [↗](#)

With Savills' proven track record in international hotel brokerage and advisory, KMC professionals are now equipped to service a variety of owners, developers, and operators on substantial and high-profile hospitality projects across the Philippines and Asia.

Leveraging its strong international hospitality affiliations and global network, the team bridges hotel or leisure property owners to high net worth institutions, individuals, and investment entities. Clients are introduced and matched to the correct buyers or investors, delivering the right opportunities, and providing unparalleled advisory services.

With its substantial exposure in the tourism and hospital sector, KMC guarantees independent and tailor-fit advisory in all types of capital transactions. The diverse team of professionals delivers leading expertise that can cover all segments of the industry that will provide the optimum outcome to clients in any appointments, business size, scope, or complexity.

## WHAT WE OFFER



Hotel Agency,  
Consultancy, and  
Advisory



Asset  
Management  
and Valuation



Hotels, Resorts, and  
Serviced Apartments  
Investment  
Transactions

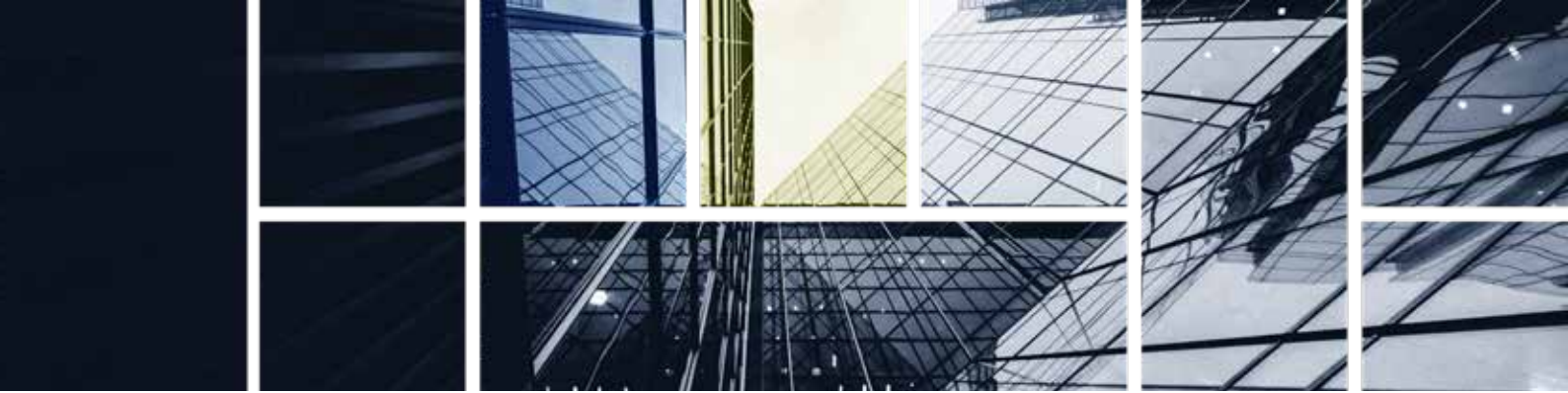


Joint venture  
partnerships, source  
funding & consortium  
transactions

## WHO WE WORK WITH

- Hotel, Resort, and Serviced Apartments Owners
- Investors looking to buy property
- Financial and management institutions





# 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 through the professional management and servicing of 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 on 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 Project Management

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 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.



## ARMED WITH EXPERTISE

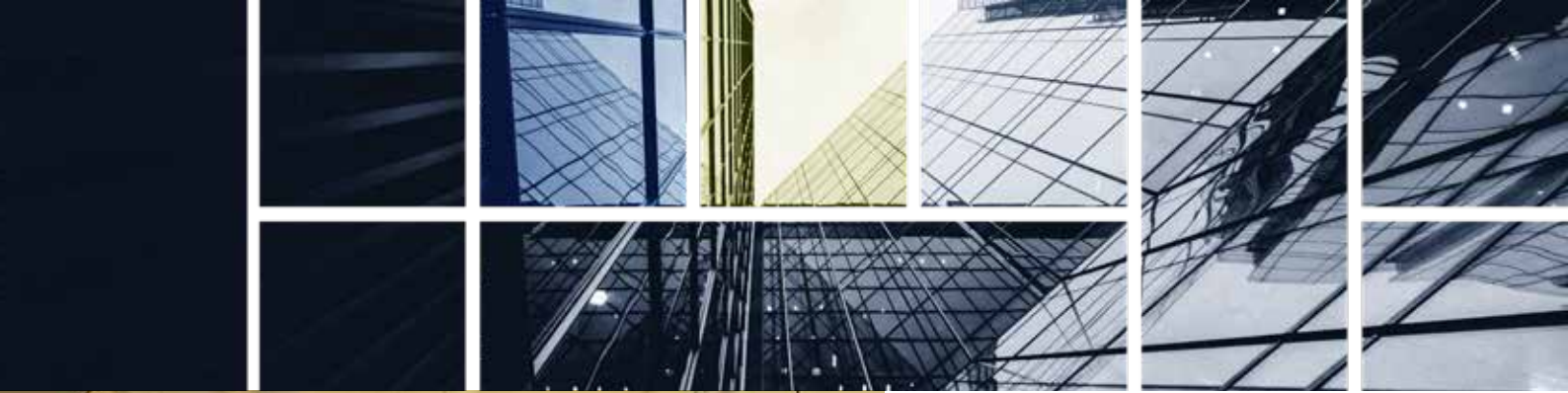
The multi-disciplinary team is led by industry experts who have over 15 years in the construction industry and have successfully delivered projects of various scales and sizes in over 60 different countries.

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

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