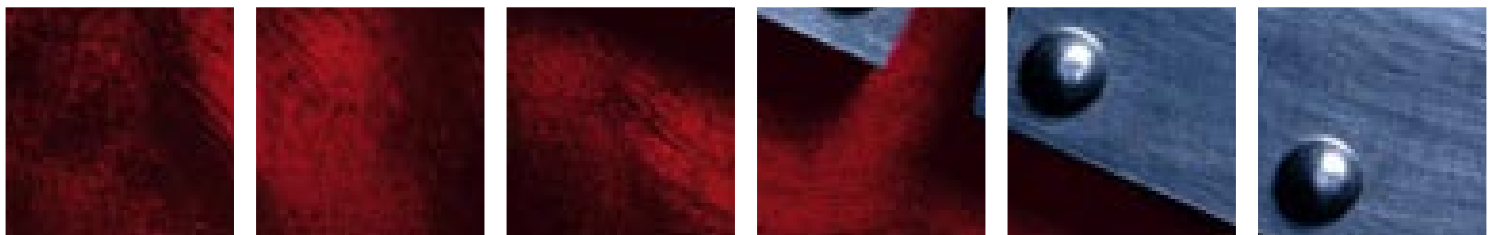
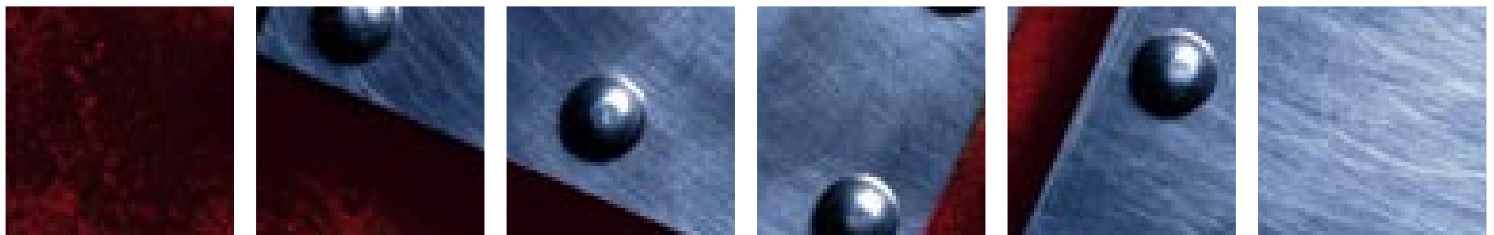
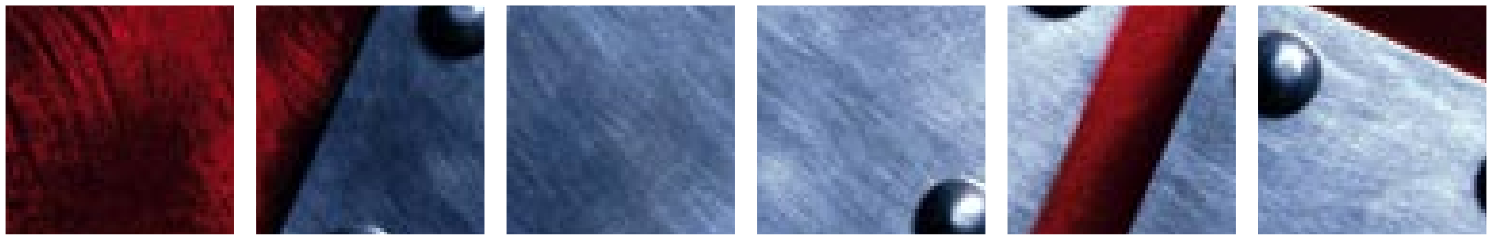
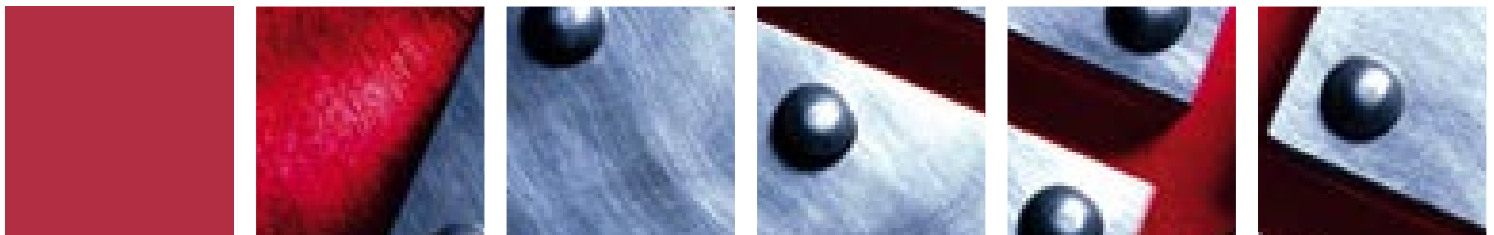


Build on the power of our network.™



**NAI**Qatar

Commercial Real Estate Services, Worldwide



# People who know us, trust us

## **NAI Qatar provides commercial real estate services throughout the world.**

NAI Qatar is a member of NAI Global, one of the largest networks of commercial real estate service providers on earth. NAI Global is the only managed international network in existence.

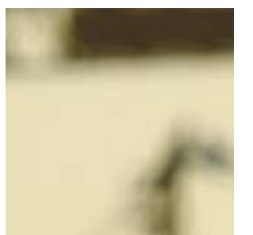
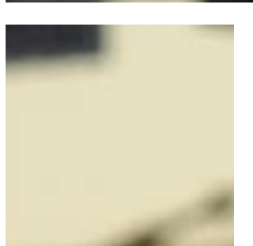
- \$45 billion real estate deals every year
- Over 375 offices in 55 countries
- 8000+ real estate professionals

## **NAI Qatar offers a full roster of real estate services:**

- Investment Services
- Facilities Management
- Advisory Services
- Valuation services
- Reality fund Management
- Project Management
- Marketing Services

## **Clients of NAI Qatar benefit from:**

- Access to detailed local knowledge in more than 375 key real estate markets
- The power and reach of NAI Global's managed international network
- The ability to build profitable real estate interests anywhere in the world



**Jeffrey M. Finn**

President and Chief Operating Officer, NAI Global, Princeton, USA

At NAI, we believe that we have the best way to take care of the commercial real estate needs of companies around the world. We have spent 30 years perfecting our managed network of real estate service providers. Our network delivers the people and services our clients need to build their businesses. What distinguishes us in the real estate markets is the quality of our people and the way we work together to satisfy our clients.





# The Power of Local Knowledge

*Membership of the worldwide NAI network enables NAI-Qatar to provide clients with detailed up-to-date local knowledge of most real estate markets in the world, enabling our clients to make informed decisions based on solid information and to take the long-term view of their portfolios that will maximize profits.*

## **In-depth local market knowledge.**

Your key to any market, large or small, is the real estate professional who lives locally. The comprehensive understanding NAI professionals have of their local markets and their special relationships with property owners, major tenants and government agencies gives clients of NAI Qatar a significant advantage. Being a market insider is critical for success in buying and selling property – only by being an insider can you know what the real estate possibilities are now and in the future.

## **No other firm can reach our level of local knowledge and access.**

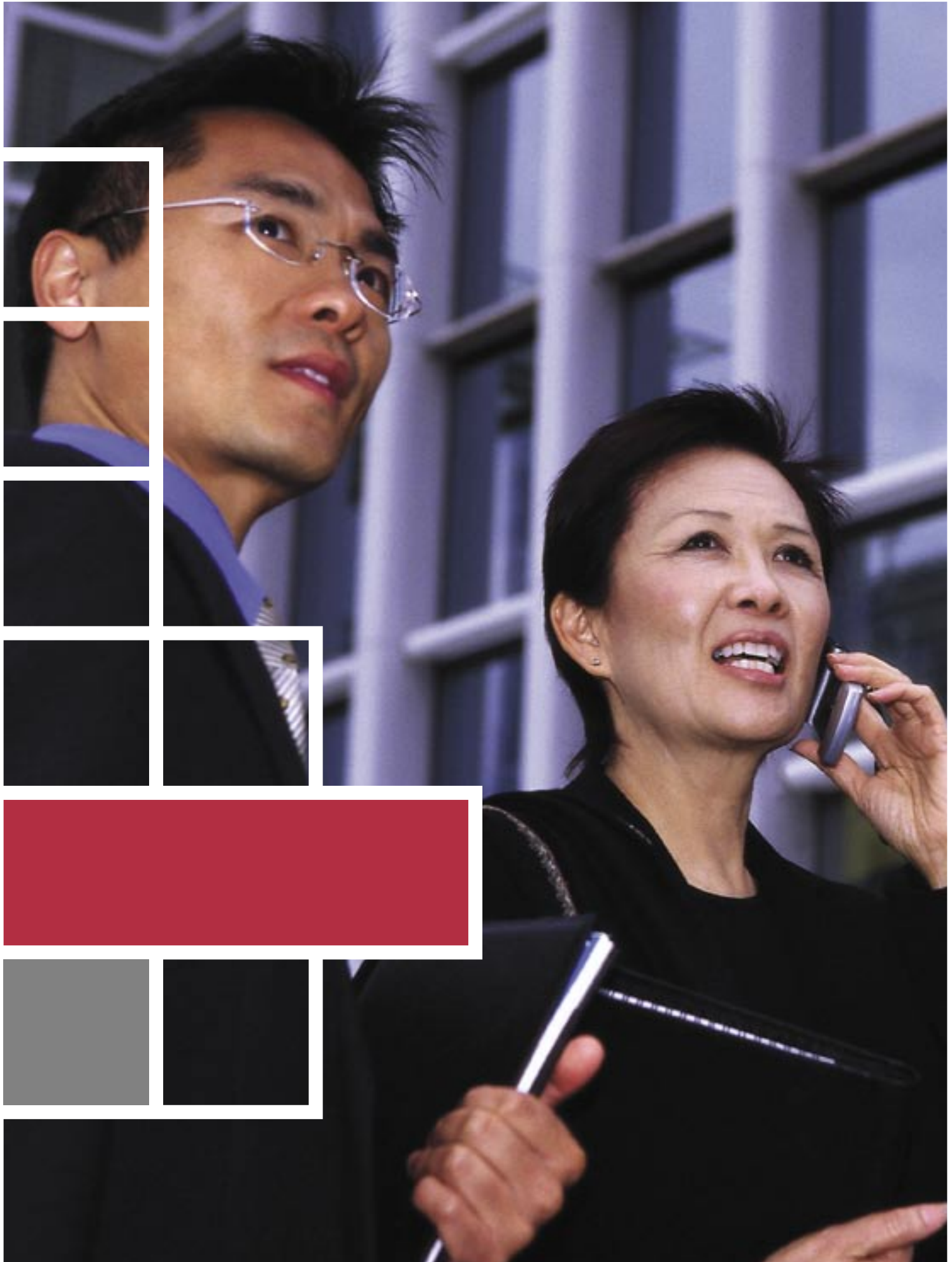
When you do business with NAI, you deal with the best people in each market. NAI firms are selected because they are established names in their localities. NAI professionals grew up in and are part of their communities and therefore have excellent local connections. NAI's deep roots in local markets throughout the world provide clients with instant access to knowledge and expertise on the ground wherever they want to do business.

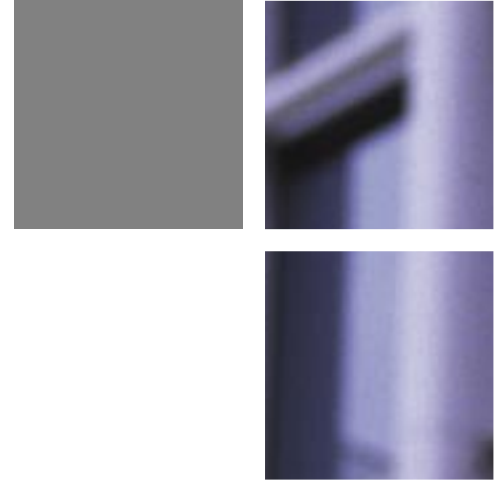
## **We focus on the relationship, not just the deal.**

At NAI Qatar, we are able to take care of many projects in a large number of countries at the same time. We are also able to manage all our projects, whether they are large or small, in major and secondary markets, with the same high degree of efficiency. We not only give our clients a close, detailed view of the local markets where they do business, but we also give them a long-term profit-maximizing view of their real estate portfolios. Doing deals is not our priority. Doing the right deal and building lasting relationships is what we strive for.









# The Power of Connectivity

*NAI Qatar empowers its clients' decision-making by providing them with access to the best real estate professionals in the world, client services that achieve the highest international standards on every assignment, and technology that provides up-to-the-minute status reports on all transactions no matter where they take place.*

**A difference in attitude.** NAI Qatar is part of a managed network that joins together the foremost local real estate businesses around the world, firms who are very active on behalf of their clients. NAI is highly selective. Only the most successful real estate businesses are invited to join the network and, to remain members, these firms must continuously perform at the highest levels. All NAI members are very entrepreneurial, which means the entire network is focused on taking the initiative on behalf of clients. And because of the unique way NAI works, all points on the network are closely linked for maximum client service. Through NAI Qatar you will be served by the most successful realtors in the world.

**A difference in structure.** NAI is different by design. Because the NAI strategy is to integrate all NAI companies closely, relationships are tight-knit and communication is very quick between all members of the network. NAI employs a global management team of seasoned professionals who make sure that all NAI agents are trained to the network's rigorous standards. These global Managing Directors guarantee first-class service on every

assignment. NAI staff also oversee each step of a transaction – from initiation to the follow-up after completion. This regional oversight guides all transactions on every project. It also clarifies critical issues such as currency, culture, politics and common practices in cross-border projects. The NAI structure guarantees client service to the highest possible international levels.

**A difference in approach.** NAI has built much more than a network of in-depth local market knowledge. Its network is a collaborative enterprise, focused on clients' needs, that ensures the highest level of service at every step in every transaction. Each client assignment starts with a detailed road map and project timeline containing key milestones and a list of success factors. To manage every project in real-time, as things happen, we employ NAI's own online transaction management system. This enables NAI Qatar to handle hundreds of projects, locally and globally, with equal efficiency and transparency. As a client, knowing the exact status of every ongoing project makes your decision-making easier and helps you achieve greater profits.





*Clients of NAI Qatar enjoy multiple opportunities to make exceptional returns on their real estate portfolios because of the excellence of our coverage of global markets, our use of advanced technology to manage real estate services, and the NAI network – a unique combination of people, processes and systems.*

*Global market cover using leading-edge technology and management and control systems – computerized management systems reduce costs and enhance profits – best people, processes and systems on an international basis that are proven to boost profits*

**The world is at your doorstep – whether you're in Qatar, Kansas City or Kyrgyzstan.** NAI's global market coverage is uniformly excellent. The network contains the finest real estate firms and most skilled professionals in major and secondary markets around the world. The extent of this cover provides clients with an unbeatable advantage because the service they get from NAI is based on standards of transaction management, information control and real estate technology that have always led the industry.

**Best practices are shared throughout our network.** For more than a decade, NAI has been gathering the best practices of each specialist activity in the industry. It has codified these processes into its proprietary Strategic Transaction Administration and Reporting system, STARS™. All NAI professionals are trained to use this management and reporting system, which is the best in the world. Using STARS™ to

control the work performed on behalf of clients reduces cycle times by up to 25%, cuts costs, enhances value, increases speed to market, and thereby improves profits.



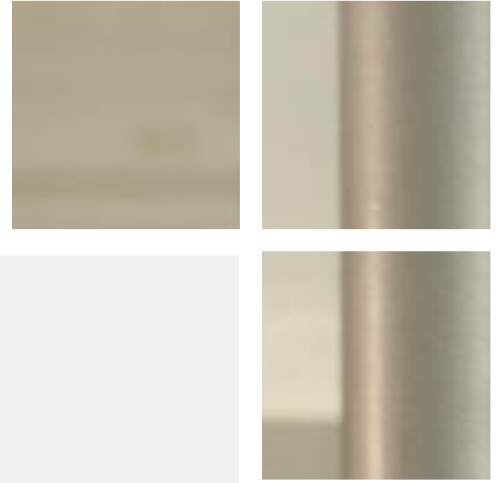




# The Power of Global Reach







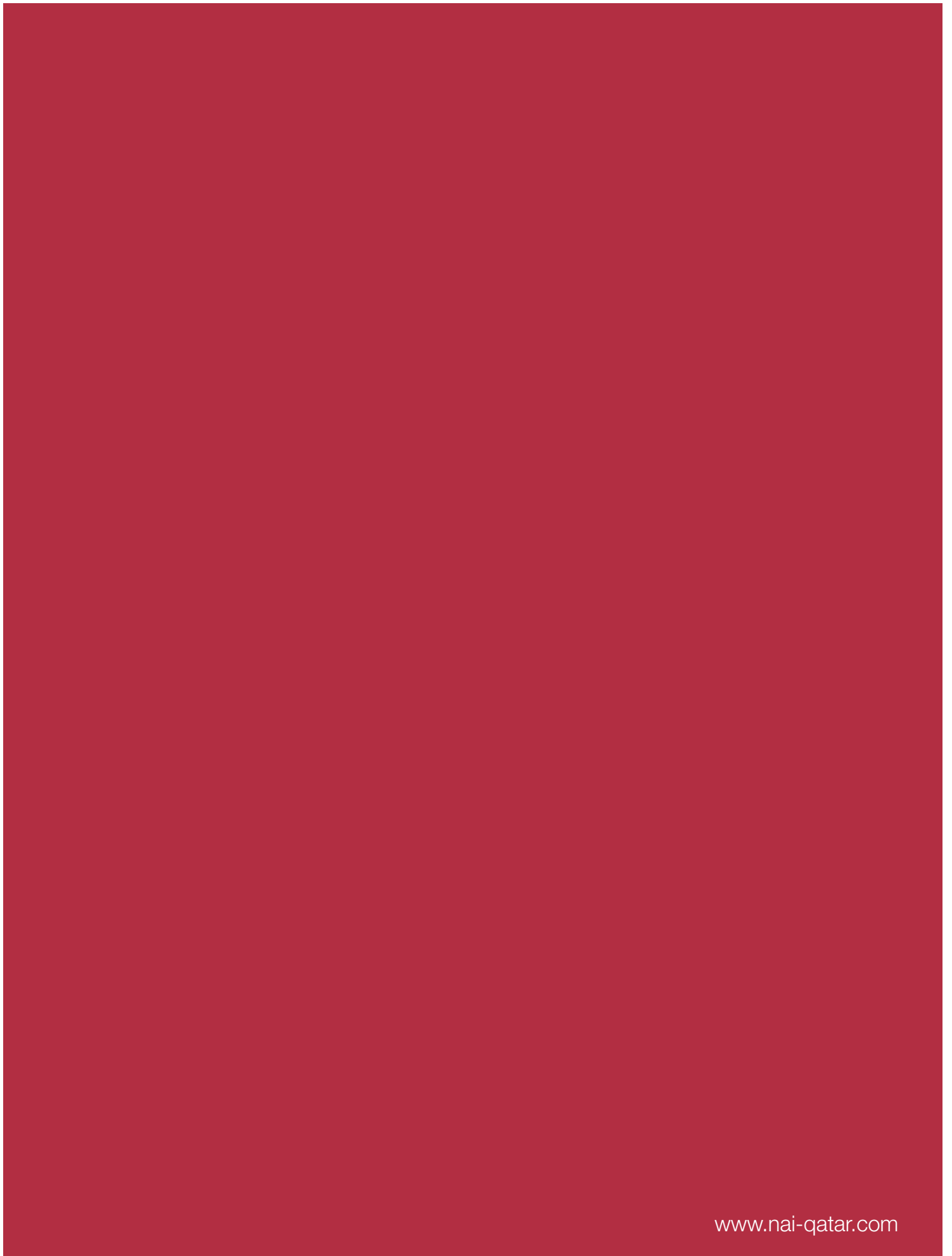
# Wherever you are, you're at the heart of our network.

*NAI Qatar brings to its clients professional resources from all over the world and access to profitable real estate opportunities in most major markets.*

NAI Qatar harnesses the power of a global network of professionals in 55 countries. What makes this network different is the way it brings people and resources from all over the world together in a way that is very effective and highly profitable for clients. NAI Qatar is your gateway to the fullest and most professional real estate services around the world – and the world will come to you through that same point of contact. The NAI network has become a very powerful tool for clients, large and small, in every global market.

Build on the power of our network.™





[www.nai-qatar.com](http://www.nai-qatar.com)

