



Regent Estates Limited

Your Professional Real Estate Solution Provider



Company Profile

Regional Offices

UGANDA | KENYA | RWANDA

Introduction

REGENT ESTATES IS A LOCALLY INCORPORATED COMPANY IN THE FIELD OF PROPERTY VALUATION, PROJECT MANAGEMENT, PROPERTY ADVISORY-INVESTMENT, AND INVESTMENT ANALYSIS. A SUBSIDIARY OF THE GREATER REGENT GROUP, REGENT ESTATES IS DEDICATED TO OFFERING THE HIGHEST STANDARD OF REAL ESTATE CONSULTANCY IN UGANDA. THIS IS EVIDENCED NOT ONLY FROM THE QUALITY OF SERVICE WE PROVIDE BUT ALSO THE SYSTEMATIC AND PROFESSIONAL MEANS IN WHICH WE DELIVER OUR SERVICES.

Since the inception of Regent Estates in Uganda in 2007, we have benefited from a fruitful relationship with our clients, both local and international.

With 20 years experience in real estate consultancy services in the East African region, we have acquired an excellent reputation with our clients built on trust and commitment to our work. We offer all our services with professional and well-qualified staff in all aspects of our business.



Profile

REGENT ESTATES IS A MARKET LEADER IN OFFERING PROPERTY CONSULTANCY SERVICES IN UGANDA WITH EXPERIENCE IN ASSET VALUATION, REAL ESTATE INVESTMENT ADVISORY AND A LARGE PORTFOLIO OF PROJECTS FOR MANAGEMENT.

We have acquired an extensive database on a wide range of properties in Uganda. It is the access to such a unique property database that enables Regent to analyze market and technological conditions and changes with a high degree of precision. This enables us to provide the most accurate market values of assets and forecast future trends in values, analysis of trends in the performance of real estate investments in comparison with other asset classes. Additionally, Regent analyses the impact of changes in land laws, planning regulations and environmental regulations on optimal land use.

Statutory Compliance

AS A REAL ESTATE COMPANY GOVERNED BY THE COMPANIES ACT, REGENT ESTATES LIMITED IS FULLY COMPLIANT. IT WAS INCORPORATED IN 2007 BY THE GOVERNMENT OF UGANDA.

As a professional consultancy firm regulated by the Institution of Surveyors of Uganda (ISU) and the Surveyors Registration Board (SRB), all the key staff have valid practicing certificates.

We understand that it is important to have sufficient insurance cover and as such Regent Estates has secured professional indemnity for losses that might be suffered by our clients.

Valuation of land, fixed and loose assets

We have significant experience and knowledge of relevant markets. This has enabled us to create a niche in the valuation of land, fixed and loose assets.

Regent Estates' principles are founded on individual client accountability.

During our valuation process, valuers analyse sales of both vacant land and improved properties, making adjustments for the added value of improvements.

Valuation of plant and machinery

Among the issues we consider in the valuation of plant and machinery are the specific utility or usefulness of

the asset, its contribution to the production of goods and services for which it is designed and deployed.

Additionally, we also cover estimation in monetary terms, the worth of the plant and machinery in existing use or their contribution to the profitability of the business after considering the market situation or standard of maintenance within Uganda.

Regent Estates has worked with various industries in the region ranging from Cement & Construction to Real Estate, Telecom, and Information Technology & Electronics.

We have undertaken a large number of valuation assignments to estimate the market value of fixed assets of various private and public sector companies for different purposes by adopting internationally recognized and respected valuation approaches and techniques.

Our services also extend to asset valuation in which we use both subjective and objective measurements depending on the purpose of the valuation whether it is to prepare for a sale or prior to purchasing insurance.

Both personal and real property is considered during liquidation as per our client's wishes.

We carry out extensive research and advise our clients accordingly.

Professionalism

It is our duty to perform to the highest standards of professionalism as dictated by the local and international professional code of ethics and the regulatory bodies. We, therefore, invest in staff that have the relevant academic and professional qualifications, knowledge and experience in all areas of our services.

Integrity

We always strive to do what is right for our clients, for our community and for our profession. Ethics, fairness, honesty and integrity are the cornerstones of our practice.



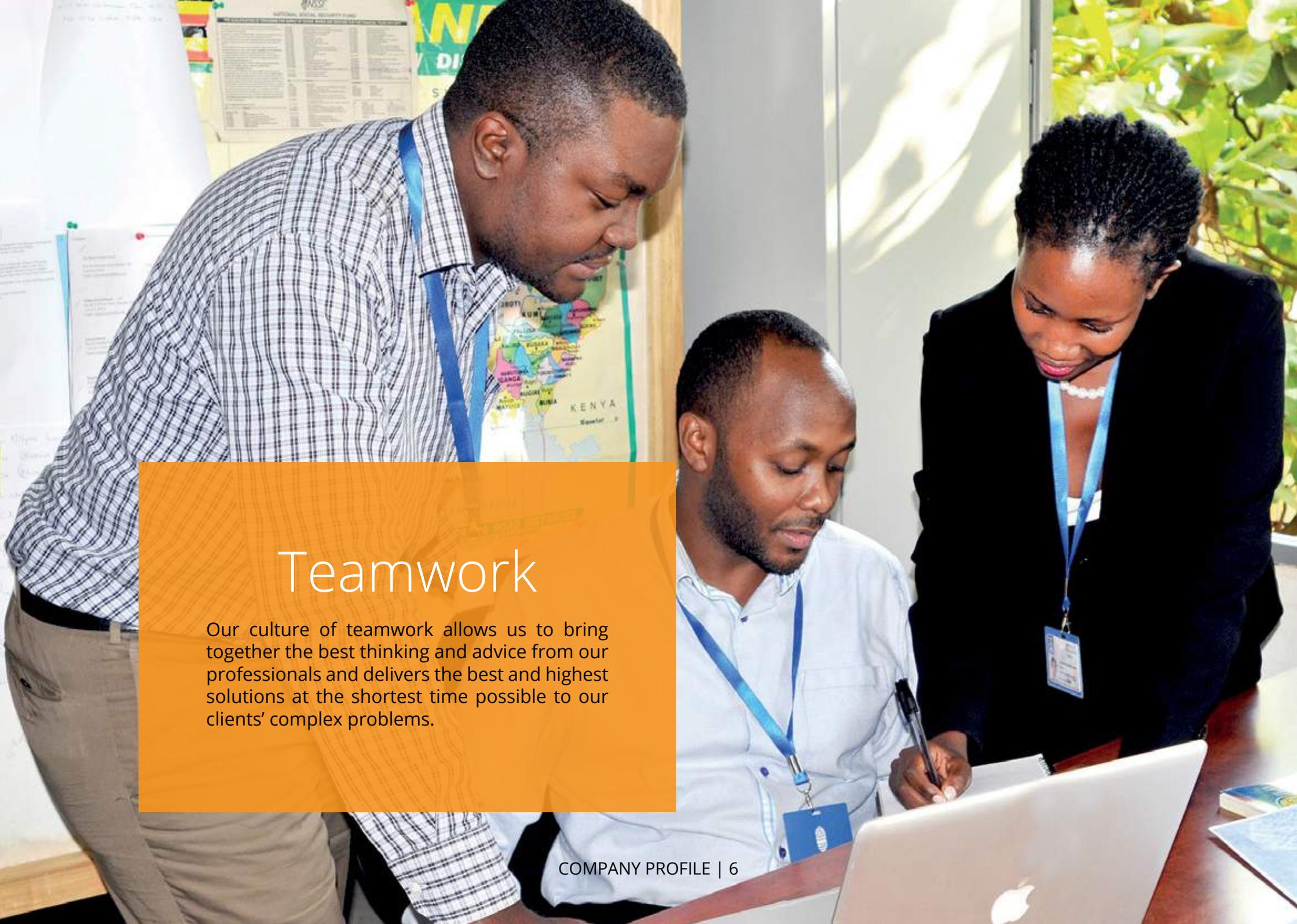
Our
Core
Values



Quality

We are committed to excellence in the services we provide and in the results we attain for our clients.

We achieve the highest quality of service delivery by attracting, developing, and retaining the best professionals and investing in the latest technology.



Teamwork

Our culture of teamwork allows us to bring together the best thinking and advice from our professionals and delivers the best and highest solutions at the shortest time possible to our clients' complex problems.

Community

We are committed to giving back to our communities. We commit time, capital, and resources to different charitable causes.





Regent Valuation

REGENT ESTATES HAS A WEALTH OF EXPERIENCE THAT OUR CLIENTS HAVE GROWN TO RELY ON OVER TIME.

Our valuation team has several professional skills that prepare them for Portfolio valuation. We take on both small and large projects with finesse while paying attention to detail.

Our strengths are displayed in the methods we incorporate;

- ✓ We undertake physical inspection of properties before preparing the asset valuation report
- ✓ We offer sound and professional advice to our clients regarding dilapidations and repairs based on current costs
- ✓ Critical inspection of the mechanical and electrical components of the property before assessing replacement value
- ✓ Partner involvement with regional expertise
- ✓ Preparation of coherent service and maintenance manuals for properties
- ✓ Consistent reporting formats



Market Currency

Regent Estates is up to date with market conditions that ensure market currency of the valuation of each property.

Our data base contains all inclusive data which is regularly improved for effectiveness.

Best Practice

Regent Estates bases on the highest levels of integrity to make its decisions.

We record communication with our clients and respect their decisions even as we make recommendations.



Our Services

REGENT ESTATES HAS THE RESOURCES AND CAPACITY TO OFFER ASSET VALUATIONS, REAL ESTATE INVESTMENT CONSULTANCY AND MANAGEMENT OF REAL ESTATE INVESTMENTS OF WHATEVER SIZE, COMPLEXITY AND LOCATION.

Regent offers sound professional standards of advice across the fields of:

- ✓ Valuation of land, fixed and loose assets
- ✓ Valuation of Plant and machinery
- ✓ Valuation of company assets for share flotation, liquidation and accounting
- ✓ Development consultancy, feasibility study and property market research
- ✓ Real estate investment portfolio advisory and restructuring
- ✓ Management and administration of commercial and residential portfolios
- ✓ Leasing of property
- ✓ Facilities management;
- ✓ Asset management and strategic planning services
- ✓ Projects management
- ✓ Acquisition and disposal of development sites and properties



Capability

Regent has extensive experience in valuation work throughout Uganda and has in recent times carried out assignments for multinational clients in Kenya, Tanzania and Rwanda. Regent Estates is able to implement instructions expeditiously using our highly qualified members of staff.

Our modern and well serviced cars, digital cameras, modern linear measuring equipment and our stable financial position gives us the ease and ability to take on assignments at any time. Our strength therefore lies in our database, experience and professional staff.

Our valuations meet international standards as interpreted both by the International Valuation Standards Committee and the guidelines produced by the Institution of Surveyors of Uganda.

Our professional team is comprised of university graduate staff, all chosen according to the skills required in the various disciplines of valuation, property management, project management, financial management and marketing.

Within East Africa, we have a total work force of One Hundred and Sixty-Two (162) employees. Fifty-Eight (58) are on permanent terms while One Hundred and Four (104) work on contractual basis across our regional offices. Our professional team is comprised of qualified staff, all chosen according to the skills required in the various disciplines of the valuation, property management, project management, financial management and marketing.

Our E - Technology

In line with our core values, we have and continue to embrace and invest in the latest IT systems which have revolutionized our procedures in efficient management of buildings, preparation of reports and easier communication with stakeholders.

With the new PMAS software, statistical software, GIS technology and a new E-Mail communication system in place, Regent has remarkably improved its record keeping system and data analysis processes and has, therefore, now improved the asset valuation process of inspecting, assessing the physical and working conditions and predicting the future usability of the asset. The improved process has enabled Regent to produce reliable and accurate asset valuation reports.

Our reports and understanding of market values meets international standards. We have also invested in training our staff in using automated parking systems where the systems are in use. This involves use of state-of-the-art computers and systems in the day to day management of parking facilities. This has enabled Regent to be more efficient in provision of management services as far as automated car parking is concerned.



Development consultancy, feasibility study and property market research

OUR TEAM OF CONSULTANTS IS EQUIPPED TO CONDUCT
MARKET RESEARCH ANYWHERE IN THE REGION.

With our affiliates in other parts of East Africa, our teams successfully carry out extensive feasibility studies. We have accurate analysis and detailed reports from clients ranging from investors to government organizations.

Project Management

Regent Estates has the ability to manage entire projects through established processes; seamless integration of service providers; proven methodologies; and the preservation of a competitive cost environment. The end result is a fully scrutinized and documented solution with quantitative and qualitative benefits.

The team consists of experienced members, well versed in the fields of architecture, construction, development, engineering, technology, accounting and property management.

The services provided herein include strategic facility planning, project and cost management and Development management.

We review operations and recommend updates to improve efficiencies and cut costs. This includes facility assessments, building system analyses, value engineering, quality assurance and more.

Acquisition and disposal of development sites and properties

Working with the Regent acquisition and disposals team gives you access to vast market and technical expertise. This means you will have a full understanding of a site's constraints, value and development potential, enabling you to realise maximum proceeds.

Our first priority is always to understand your business needs and priorities. Your commercial drivers have to be the basis for any decision that is to be made.

We provide support through the entire process of acquisition or disposal in different ways;

SITE ANALYSIS

- ✓ To help you fully understand the site's physical and technical issues, and the potential risk and reward of development.

DEVELOPMENT APPRAISAL

- ✓ We can assist you to compare the relative value of different mix and density schemes in light of planning guidance.

MARKET INTELLIGENCE

- ✓ To help you assess potential bidders, purchase price levels and other opportunities including special purchases

PLANNING STRATEGY

- ✓ We can assess the different uses of plans and planning guidance to decide whether to market with or without planning permission or brief.

MARKETING STRATEGY

- ✓ To help clients prepare for the sale.

Leasing of property

We specialize in letting property in and around Kampala. We deal with a large portfolio of properties and can offer a wide spectrum of options to choose from.

We understand that our clients require flexibility and professionalism to secure property for business or even to relocate and we offer advice to ensure a smooth transition.





Management and administration of commercial and residential portfolios

We focus on value retention for our clients and ensure optimal returns for the property.

We have a team dedicated to managing the property to ensure value enhancement.

We ensure that all these aspects are in check to maintain efficiency and make certain no areas are overlooked.

Asset management and strategic planning services



AT REGENT ESTATES, WE DEVELOP AND IMPLEMENT POLICIES AND PROCEDURES TO EXPEDITE THE ACQUISITION, DISPOSITION AND LEASING OF PROPERTY WHILE REALIZING THE GREATEST VALUE TO THE CLIENT.

We make sure productivity is streamlined to ensure minimal loss of capital.

We implement asset management strategies for our client's facilities, develop value added real estate solutions for assets and generate development strategies to maximise the value of property holdings.

At Regent, the client's needs are our priority and each portfolio is handled to ensure suitability and affordability for the customer.

We analyse, rationalize, demonstrate and communicate the accurate whole-life cost implications of real property solutions or policies that are introduced in response to client needs.

We ensure that we perform the proper due diligence by investigating and verifying information as it pertains to the property.

In an industry that requires careful management of physical property operations, personnel, and finances, we ensure that we have an asset plan which provides the necessary direction for successful facilities management.

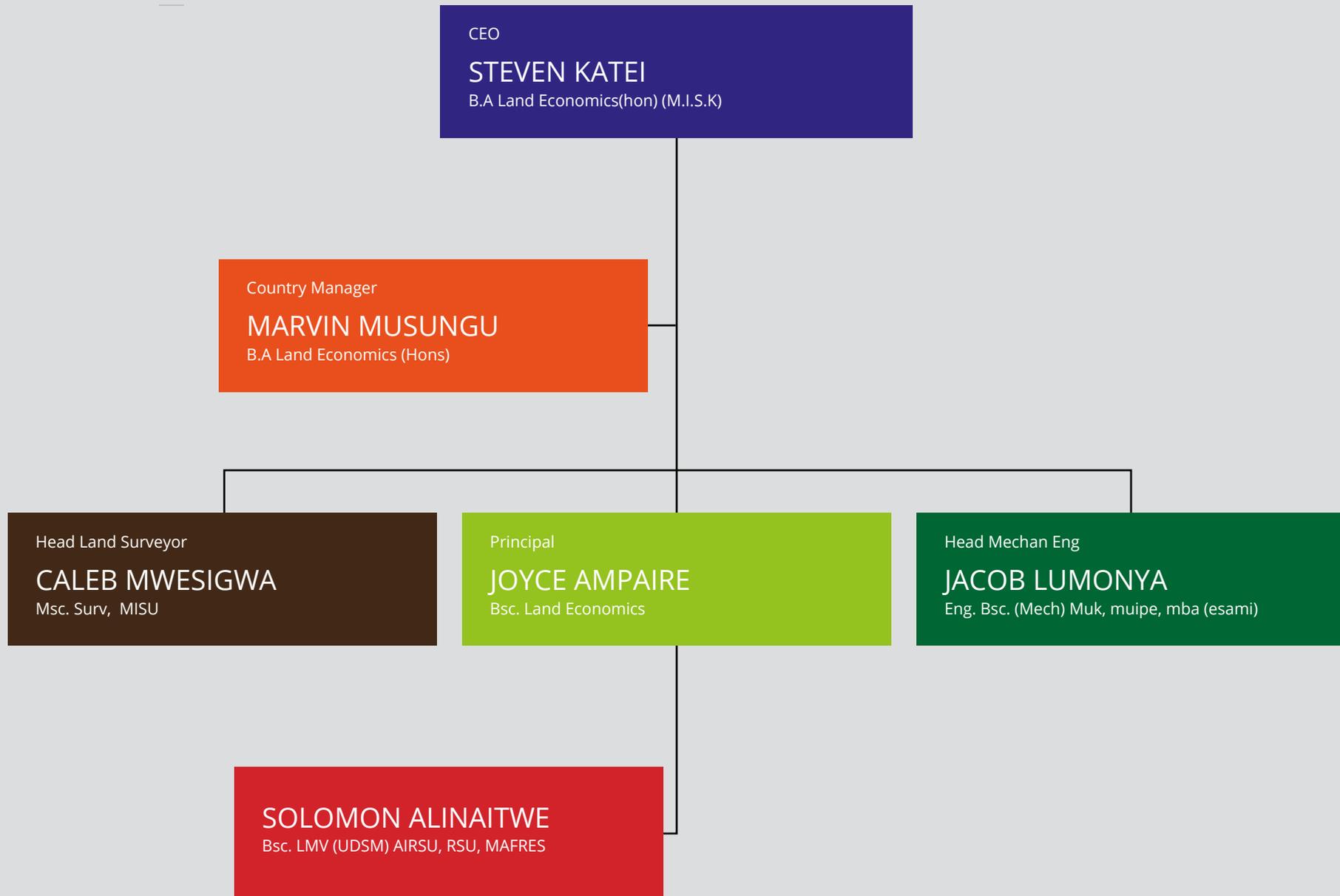
Our asset plan is designed following an in-depth analysis of the property and its position in the market. It implements the client's objectives in the property's management.

We ensure that extensive research is done with specifics about the property and surrounding market.



Facilities management

Organisation



Certificates


THE REPUBLIC OF UGANDA
THE SURVEYORS REGISTRATION BOARD
(EST. UNDER THE SURVEYORS REG. ACT CAP 275.)
PRACTICING CERTIFICATE FOR 2015

Name..... *Caleb Mwesigwa*

Practicing with *Meridian Surveyors*

Is hereby licensed to practice as a *Land Surveyor*

Under section 19 of the SURVEYORS REGISTRATION ACT CAP 275.
In witness there of the common seal of the Board is hereunto affixed.

This..... *08th* Day of *January 2015*

Chairman:..... *[Signature]*

Registrar:..... *[Signature]*

Licence No..... *028/2015*

The Licence shall remain valid until the thirty first day of December next after its issue and shall be Renewable annually on application being made on the prescribed form.


THE REPUBLIC OF UGANDA
THE SURVEYORS REGISTRATION BOARD
(EST. UNDER THE SURVEYORS REG. ACT CAP 275.)
PRACTICING CERTIFICATE FOR 2016

Name..... *Impaire Joyce*

Practicing with *Regent Estate (W) Ltd.*

Is hereby licensed to practice as a *Valuation Surveyor*

Under section 19 of the SURVEYORS REGISTRATION ACT CAP 275.
In witness there of the common seal of the Board is hereunto affixed.

This..... *15th* Day of *January 2016*

Chairman:..... *[Signature]*

Registrar:..... *[Signature]*

Licence No..... *040/2016*

The Licence shall remain valid until the thirty first day of December next after its issue and shall be Renewable annually on application being made on the prescribed form.


THE REPUBLIC OF UGANDA

THE SURVEYORS REGISTRATION BOARD
(EST. UNDER THE SURVEYORS REG. ACT CAP 275.)

PRACTICING CERTIFICATE FOR 2016

Name..... *Alinaitwe Solomon*

Practicing with..... *Regent Estates (U) Ltd.*

Is hereby licensed to practice as a..... *Valuation Surveyor*

Under section 19 of the SURVEYORS REGISTRATION ACT CAP 275.

In witness whereof the common seal of the Board is hereunto affixed.

This..... *21*..... Day of..... *January 2016*

Chairman:..... *[Signature]*

Registrar:..... *[Signature]*

Licence No..... *056/2016*

The Licence shall remain valid until the thirty first day of December next after its issue and shall be Renewable annually on application being made on the prescribed form.



Documents



COVER NOTE

INSURED:	REGENT VALUERS INTERNATIONAL LTD AND / OR REGENT MANAGEMENT LTD AND / OR REGENT ESTATES LTD (UGANDA) P.O. BOX 79487 - 00200 NAIROBI	ACCOUNT NO. NS381
CLASS OF INSURANCE:	PROFESSIONAL INDEMNITY	POLICY NO: 020/051/1/005486/2011
PERIOD:	FROM 01.01.2016 TO 31.12.2016	
COVER:	Indemnity against any claims for breach of professional duty	
DESCRIPTION OF RISK	Description of profession covered:	Limit -Kshs.
	Any one claim	500,000,000.00
	Aggregate per year	500,000,000.00
EXTENSIONS	Loss of documents - Kshs.5,000,000 Libel and Slander - Kshs.5,000,000 Dishonest of employees - Kshs.5,000,000 Declaration Clause Policy on Claims Made Basis	
JURISDICTION	Kenya / Uganda	
EXCLUSIONS	Political Terrorism	
DEDUCTIBLE	Main Limit - Kshs.20 Million Extensions 1% of the Extension Limit	
PREMIUM CHARGED: POLICY CHARGE TRAINING LEVY PHCF TOTAL PREMIUM	PER DEBIT	
INSURER:	UAP INSURANCE CO. LTD	
This summary of your policy issued for quick and easy reference and if the cover shown does not meet with your precise requirements please return immediately for alteration. If further information is required please refer to the policy or consult us.	AUTHORISED OFFICIAL: CAROLINE	DATE: 28.01.2016



REGISTER OF PROVIDERS SECRETARIAT

Plot 38 Nakasero Road
P.O. Box 3925, Kampala, Uganda
Tel: +256 414 311100, 311166
Fax: +256 414 344856
Email: info@ppdaproviders.ug, info@ppda.go.ug
Website: www.ppdaproviders.ug

3355

PPDA REGISTER OF PROVIDERS

CERTIFICATE OF REGISTRATION

This is to confirm that:

REGENT ESTATES LIMITED,
P.O. BOX 36372, KAMPALA-UGANDA
Tel: +256 414 340968
Email: info@regent-mgt.com

Registration Number: [PRV/SRVCS/5341/JUN/12](#).

Has been duly registered on the PPDA Register of Providers for the period **January 2016 to December 2016** under the following categories:

Category	Sub categories
Services:	<ul style="list-style-type: none"> Property Management Valuation

Signed on behalf of the PPDA Register of Providers:

Name: Anna M. Seronyo



This certificate shall cease to be valid if the provider is suspended by the PPDA.

"Ensuring Transparency and Creating Business Opportunities"



Regent Estates Limited

Your Professional Real Estate Solution Provider

Kisozi Complex
Plot 6/8, Nakasero Lane
Kyagwe Road, P.O. Box 36372 Kampala, Uganda
T. +256 (0) 414 340 968
www.regentestatesltd.com