

broll

**Progressive
property people**

Pan-African coverage.
Local partners.
Imagine that.



Facilities Management | Occupier Services | Property Auctioneering | Property Broking | Property Intel | Investor Services
Retail Leasing & Projects | Shopping Centre Management | Training & Skills Development | Valuation & Advisory Services

Botswana | Cameroon | Ghana | Ivory Coast | Kenya | Madagascar | Mauritius | Mozambique | Namibia | Nigeria | Réunion | Seychelles
South Africa | Swaziland | Uganda | Zambia

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Pan-African transformation. Local empowerment. Imagine that.

As the largest independently owned, **Pan-African commercial property services company**, we offer **high-performing** solutions built around a culture of innovation, distinguished by **service excellence** and longstanding client relationships – which is why we are renowned as the **'progressive property people'**.

Progressive property people.

Facilities
Management

Property
Auctioneering

Property Broking

Property Intel

Real Estate
Investor Services

Occupier
Services

Valuation &
Advisory Services



Real leaders. Exceptional results.

It has been said that leaders take people where they want to go, but that real leaders take people where they ought to be. By harnessing our high-performance portfolio of property services, as well as our incontestable expertise in maximising asset values, we navigate your business landscape and lead you to sustainable real estate success.

You grow. We grow.

Our Procurement Division ensures that our procurement processes are fair, transparent, efficient, and competitive by applying good governance, measured on a continuous basis. Our strategic objectives are aligned to transformation towards **Black Economic Empowerment, Enterprise and Supplier Development**. We are committed to using service providers who provide the best value for money while satisfying operational demand, quality and safety using environmentally sound practices.

Innovative technology. Empowering value.

This is why, we intentionally and selectively only partner with compliant, leading contractors on the continent. Our supplier development strategy is delivered through one of our patented innovative technology platforms, **Broll Vantage**. This easy-to-use, cloud-based system is designed to make the services of our existing and new contractors accessible to property managers and facility managers who require them. We aim to ensure that all our contractors, facility managers and property managers comply with all Occupational Health and Safety (OHS) policies and procedures.

Asset value protection. Basement to rooftop.

We are committed to high-performance property management. By focusing on strategic leasing, planned building life-cycle maintenance, utilities management and the use of technology, we are able to unlock the true potential and long-term value of clients' properties.

Many of Africa's largest property portfolios have chosen us as their preferred service provider thanks to our proven track record in delivering superior returns. We align the interests of the property investor, the tenants and the property manager using a strategic blend of skills, experience, knowledge, relationships and proactive operational efficiency. Every aspect of our property management process is directed by our ISO 9001:2015 accreditation.

We successfully implement tailor-made management strategies for each property portfolio.

Our people: Our flat management structure empowers staff to take responsibility and act on their own initiative. This flexibility means that your requests will be fulfilled quickly and efficiently.

Our process: Through Broll-Online, our industry leading proprietary software, you can monitor all important management criteria from wherever you are in the world.

Our position: We have offices across South Africa and Sub-Saharan Africa with specialised property management teams ready to assist with all your commercial property needs.



Services offerings:

- Retail leasing and consulting
-
- Property management
-
- Lease renewal negotiations
-
- Vacant space management
-
- Project management
-
- Tenant co-ordination
-
- Adjustment accounts
-
- Sustainability solutions
-
- Insurance compliance
-
- Professional property management
-
- Financial accounting and management
-
- Rent recoveries and accounts payment
-
- Building sales and feasibilities
-
- Datamart licences for asset management
-
- Service provider procurement and management
-
- Asset registration and planned preventative maintenance
-
- Commercial, residential and leisure management services
-
- Budgeting and forecasting maintenance management risk and compliance
-
- Sectional title property management



Progressive property people.

Real business decisions. Based on real intelligence.

Think of us as your corporate real estate service provider. No matter what your business strategy, we can design and deliver a solution to help achieve your goals. We offer a suite of end-to-end real estate services that have been designed and developed specifically for corporate occupiers.

We answer your questions on portfolio structure, location and tenure using our highly specialised market intelligence. Our experienced professionals will design and source innovative options to meet your business needs and negotiate on your behalf to achieve the best value and flexibility for you. We proactively manage your leases, minimise your payments and monitor lease obligations, while providing thorough and up-to-date financial reporting. Our world-class data management allows you to understand your portfolio's performance at the touch of a button.

Service Offerings:

- | | | |
|------------------------------------|----------------------|-----------------------|
| Real estate portfolio optimisation | Finance and treasury | Lease renewals |
| — | — | — |
| Strategy business cases | Lease administration | Portfolio reporting |
| — | — | — |
| Data management | Lease audits | Property transactions |

Intelligent buildings. User orientated solutions.

Exceptional facilities management runs right to our core. Our international experience across a diverse range of environments, encompassing multiple disciplines to ensure functionality, comfort, safety and efficiency of the built environment by integrating people, place, process and technology.

We manage the day-to-day operations of your buildings and facilities. We provide you with accountable and measurable service levels which are benchmarked to international best practices. From cleaning to energy management, from pest control to IT maintenance, we do the hard work while you build your business.

Services offerings:

Building assessments and maintenance

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Digitised maintenance management

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Project and asset management

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Occupational health and safety

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Energy management

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Security and fire systems

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Air conditioning and lifts

—

Waste management

—

Cleaning and hygiene services

—

Pest control

—

Landscaping and plants

—

Conservation programmes

—

Call Centre 24/7





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Property Broking

Progressive property people.

Qualified property brokers, with fingers on the pulse of the hottest real estate movement.

If we are trusted by some of the world's leading multi-nationals, isn't it time you joined them? With our matchless portfolio of property expertise in investment broking, commercial property and land sales, industrial and office leasing, you can depend on us to find solutions to your complex property requirements. We have the connections to acquire or dispose of property portfolios and are skilled at matching your business needs with the ideal space. Trust us. We make the deal happen.

Service Offerings:

Industrial broking

—

Office broking

—

Investment broking

—

Sales and investment disposals and acquisitions

Knowledge-driven expertise in valuing.

We offer a highly professional service for the valuation of land and buildings, which includes real rights, servitudes and usufruct's as well as plant and machinery assets. Valuations are also provided for sales and acquisitions, financial reporting, rental valuations, rating appeals and for insurance purposes. Additional services include due-diligence audits for property acquisitions and development appraisals.

Our team includes Chartered Surveyors and Professional Valuers registered with both the South African Council for the Property Valuers Profession and the South African Institute of Valuers. We comply with international best practice as set out in the RICS Red Book and with the guidelines adopted by the International Valuation Standards Committee.

Services offerings:

Valuation of land and buildings

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Valuation for sales and acquisitions, financial reporting, rental, rating and insurance purposes

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Due diligence audits for property acquisitions

–

Professional advice on other property related matters



Property auction house of choice. Leading authority on asset acquisition and disposal.

Our highly skilled team are leaders in the field in property auctions, deal-making, private treaty sales as well as tenders. With honed trading experience, astute property-transaction acumen and professional discretion we extract optimal value whether you're buying or selling. Our diversified clientele ranges from players in the high-density development arena and the leisure and hospitality sectors to the agricultural field.

**Our multi-property auctions are
the marketplace for selling and
buying residential, commercial
and industrial property.
Imagine that.**



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Property Intel

Progressive property people.

Sector-specific research. Reliable industry intelligence.

Our in-house team of experts have extensive industry experience in research-based real estate consulting and advisory services. This high-performance team conducts unique market analyses, which provide relevant insights about different market segments. These insights enable our clients to make informed, strategic and data-driven decisions. *Imagine that.*

Our services to both investors and occupiers, include, but are not limited to:

Country reports

—

Market studies

—

Location and nodal analysis/reports

—

Feasibility studies

—

Retail mapping

—

Portfolio optimisation and analysis

Benchmarking

—

Demographic analysis

—

Drive-time analysis

—

Competitor locations

—

Development pipelines

—

Lease optimisation, acquisition and renewals

Relocating or repositioning of stores within a shopping centre

—

Tenure optimisation

—

Tenant representation

—

Transaction workflow tracking



Broll Academy

Advancement towards an inclusive and sustainable economy.

In partnership with the University of Pretoria, Broll Academy strives to enrich and empower our employees by means of highly-regarded property courses. The success of the Academy courses affirms that with enhanced knowledge and skills, employees grow in confidence and demonstrate far greater productivity in the workplace, thereby adding value to and maximising their long-term potential within the Group. We also offer sought-after Internship and Learnership Programmes aimed at making a significant and lasting contribution to skills and social development in South Africa.

Broll Foundation

Creating partnerships to build resilient communities.

Founded in 2002, the Broll Foundation represents our Group's Corporate Social Responsibility arm. Whilst we are passionate about property, we are also passionately committed to improving the lives of less fortunate people and the communities we encounter through our work across Africa.



Pan-African coverage. Local partners. Imagine that.

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