

B.R. Properties (Ltd) Company Profile

1.0 ABOUT US

1.1 B.R. Properties (Pty) Ltd (BRP) is a company incorporated under the Companies Act, registration number (BW00001818407). B.R. Properties (Pty) Ltd (BRP) was established in 2007 to provide real estate services.

1.2 The company is owned 100% by Botswana Railways (BR) however, it is operated and governed as a separate entity, with its own Board of Directors. In addition, the company subjects its operations to yearly audits by reputable audit firms.

1.3 The company has grown to offer real estate services to the general market; currently serving Gaborone Container Terminal (GABCON) and Botswana Telecommunication Corporation Limited (BTCL).

1.4 The company possesses a suite of expertise from Property Management, Estate Agency, Property Development, Facilities Management, Asset Management and Land Acquisition. The company is a one stop shop for all real estate services.

1.5 Our offices are spread across Botswana in Gaborone, Mahalapye, Francistown. This enables us to be swift in providing the required property services to all our clients.

1.6 BRP remains agile and innovative to increase shareholder wealth and provide value for money to its clients.

1.7 The company's experience and expertise in property management, property development and formulation of real estate investment strategies and execution of commercial developments through partnerships has been honed over seventeen (17) years of the company's existence.

2.0 GOVERNANCE

2.1 BRP adheres to national and international standards for all the services provided.

2.2 The company has a board of directors that provides oversight and direction.

2.3 The company's financial statements conforms to (IFRS) and are audited annually.

2.4 The Team is qualified and registered with the Real Estate Institute of Botswana, Real Estate Advisory Council and Botswana Institute of Chartered Accountants.

2.5 Each commercial development will have a dedicated center manager reporting to the Property Manager and supported by the finance team.

2.6 BRP uses the MRI Property Management System operating on the cloud which the client can access remotely.

2.7 Reports are generated by the system with restricted rights to data modification to assure data quality and accuracy.

3.0 WHAT WE OFFER

3.1 Property Management Services

3.1.1 We are dedicated to delivering comprehensive and customized property management services to our clients. We specialize in managing residential, commercial, and mixed used properties.

3.1.2 The property management division endeavors on maximizing net income through increasing rental income, reducing vacancies, minimizing operating expenses and minimizing and managing arrears.

3.1.3 Services provided under property management include lettings, rent collections, book-keeping and reporting, arrears management and rent reconciliations, and marketing and advertising.

3.1.4 Pre-letting of the conceived property development schemes, facilitation of tenant installations, lease structuring & execution and lease administration.

3.1.5 The company uses MDA Property Manager system. The system is preferred by reputable real estate companies regionally.

3.2 Property Development Services

3.2.1 For Property Development we focus on analysis and evaluation of client's property assets (land and buildings) to determine highest and best use by way of feasibility studies, to advise on the best portfolio combinations (retail, industrial, hotel, residential) for sites earmarked for commercialization by clients; the focal point of which is to deliver commercial schemes yielding above average returns.

3.2.2 Depending on the client's risk appetite and property strategy and funding, BRP has the capacity and the experience to commercialize client's property assets through various forms of Public Private Partnerships such as lease concession and/or joint ventures on a case-by-case basis. This includes taking the lead in deal structuring, setting up of Special Purpose Vehicles (SPV), arranging of both equity and debt finance for the commercial schemes.

3.2.3 The conception and delivery of Rail Park Mall included; development of a business case for approval by client, land use planning, acquisition of development permit (EIA), investment deal structuring, benchmarkable feasibility study (financial modelling), formation of an SPV and arrangement of finance (capital raising).

3.2.4 The company is currently working on the commercialization of Lot 43488 Francistown and Lot 82 Mahalapye into highly diversified property development schemes. Both deals are developed in partnership with the private sector.

3.2.5 Beyond the commercial property development advisory services, the company also provides clients with asset management and facilities management services geared towards the preservation of the structural integrity and investment value of the developed properties.

3.2.6 The company has expertise to take a lead role for the development of the scheme. This involves the supervision of appointed consulting teams, progress monitoring and reporting, evaluation of interim payments, liaison between consultants, offtakers (prospective tenants) and project Board/Committee.

3.2.7 In summary, the lead role from conceiving the property development idea to construction completion.

3.3 Facilities Management Services

3.3.1 For Facilities Management we offer services that are specifically geared towards the upkeep and maintenance of the property assets to preserve their structural integrity and aesthetic appeal.

3.3.2 This include both refurbishments and reactive maintenance. Recent refurbishments for carried out include Gaborone Train Stations, Francistown Train Stations, Lobatse Train Station and WENELA Complex Hostels constructed in 1930.

3.3.3 Advice to client on optimal utilization of space and strategies for monetization of excess space thereof.

3.3.4 Building Condition Audits/Survey to advise clients on maintenance needs and associated budgets.

3.4 Asset Management Services

3.4.1 Value enhancement and maximization of value. This includes possible redevelopment and/or refurbishment of existing buildings into high income earning properties.

3.4.2 We provide Land and property acquisitions services. Currently we are the lead team in the acquisition of a servitude for the envisaged Mmamabula-Lephalale and Mosetse-Kazungula Rail Link Projects.

4.0 VISION AND CORE VALUES THAT DRIVE OUR SERVICES

Vision Statement



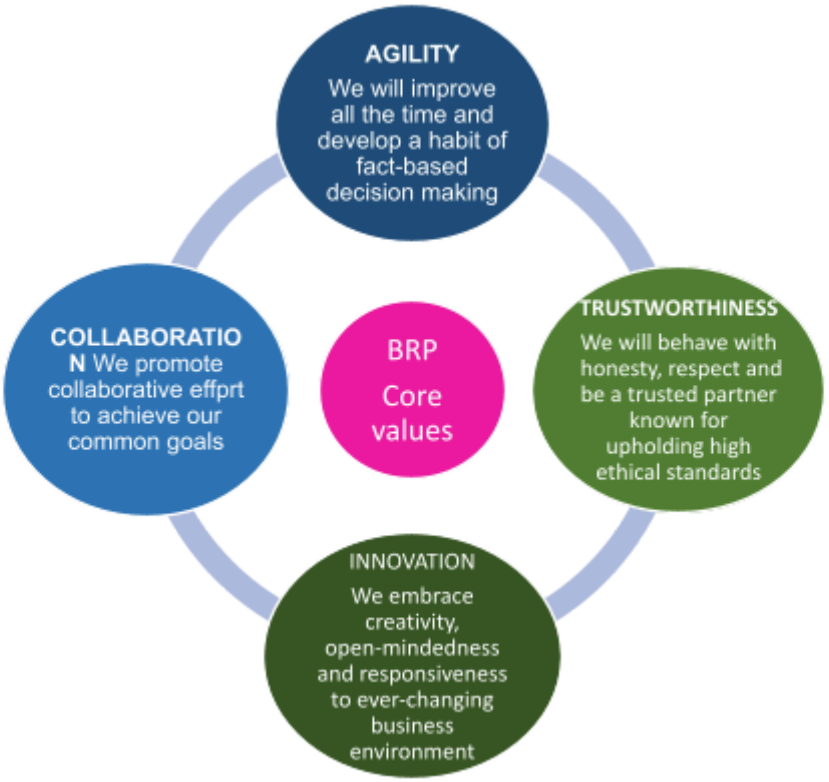
The leading real estate service provider known for excellence in delivering high added value for diverse clients.

Mission



We will continually explore new ideas and technologies in building future assets today.

Core Values



5.0 WHY CHOOSE B.R. PROPERTIES (PTY) LTD

5.1 Over its years of existence, BRP has amassed both tangible and non-tangible resources necessary to manage a project of this nature and magnitude.

6.0 Resources

6.1 Systems & Tools - BRP has installed a cutting-edge property management computer system called MDA, an MRI Software which smoothens operational efficiency for property management and facilities management services. The systems enable accurate recording of the property register and associated transactions for its administration. These includes rental billings, collections, lease charges & levies and maintenance work orders, invoicing and payment recording.

6.2 Industry Knowledge & Relationships – Wealth of pertinent knowledge on how to develop and manage relationships with various stakeholders (both private and

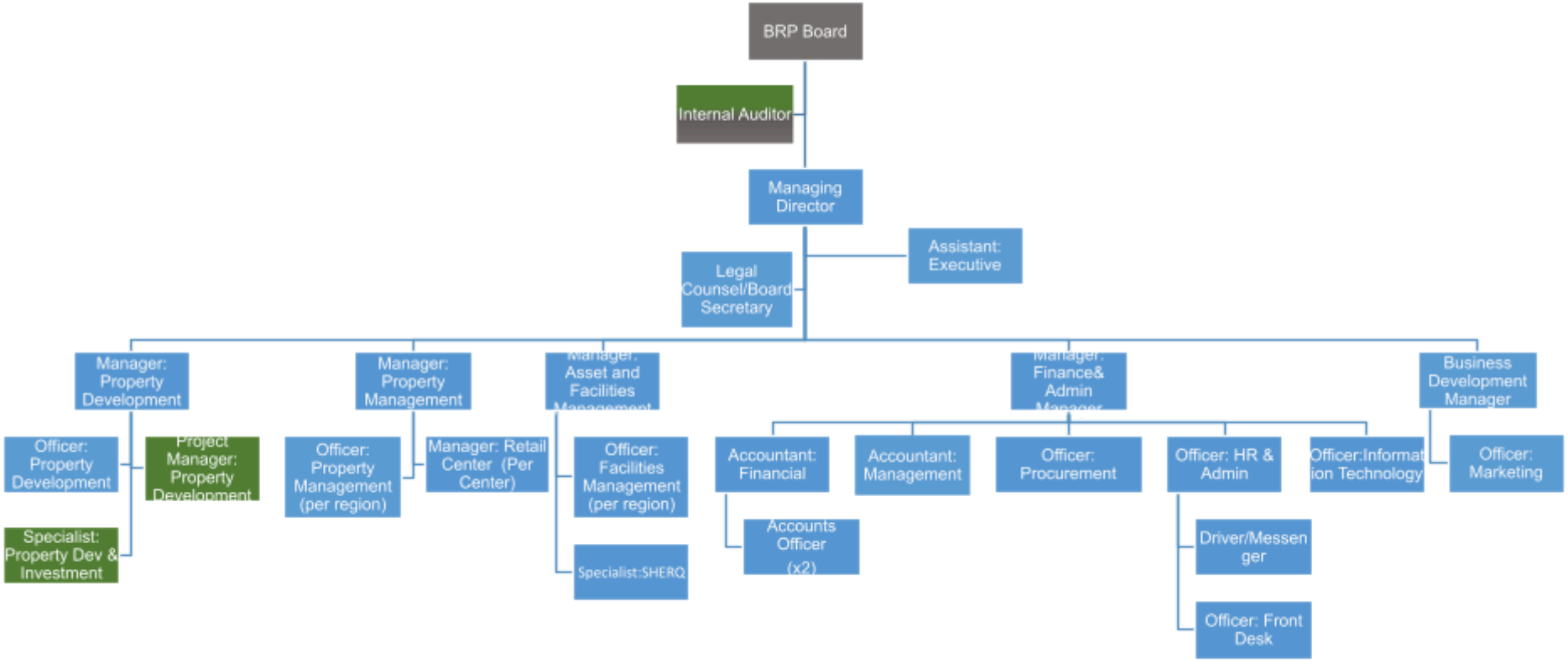
government institutions) in the real estate industry. We facilitated the partnership between Botswana Railways and Lobatse Town Council to develop Lobatse Pedestrian Bridge (a public utility project that has a commercial component to generate revenue for its upkeep and maintenance).

6.3 Country Spread - BRP is head quartered in Gaborone with satellite offices at Mahalapye and Francistown.

7.0 OUR FOCUS AREAS TO DELIVER SUPERIOR VALUE



8.0 ORGANOGRAM



9.0 BRP'S RELATED EXPERIENCE

LEASE MANGEMENT

Project Name	Description	Performance Metric
Lease Management for BR Portfolio	Property Management of Botswana Railways property portfolio across Botswana, all property on the railway reserve (land, wayleaves, offices, warehouses, billboards)	Five-year rental growth: 31%
Lease Management for GABCON	Property Management of GABCON tenant wing building in Gaborone.	Three-year rental growth: 26%

PROPERTY DEVELOPMENT AND FACILITIES MANAGEMENT

Project Name	Description	Value	Year completed
BTCL Facilities Management	Provision of Facilities Management to Botswana Telecommunications Cooperation Limited, including letting of current unoccupied properties (e.g TEC South Warehouse and TEC North Office)	P4.3 million	2023
Development Manager of GABCON Office Building	Development of a freight village comprising of office and warehousing.	P31 million	2021
Development Manager of Lobatse Bridge	Lobatse Town Council and Botswana Railways and B. R. Properties collaborated to construct a pedestrian bridge over the railway tracks and Mokgosi road to ease direct pedestrian movement between the Lobatse bus rank and the CBD.	P24 million	2021

10.0 EXPERIENCE IN PICTURES

LOBATSE CBD PEDESTRIAN BRIDGE





GABCON WAREHOUSE AND OFFICE DEVELOPMENT



