



Khumo Leasing, Investment & Property Advisory Services

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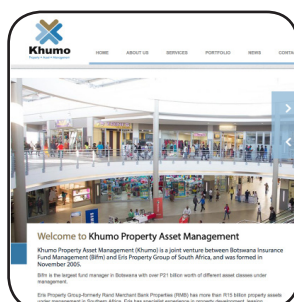
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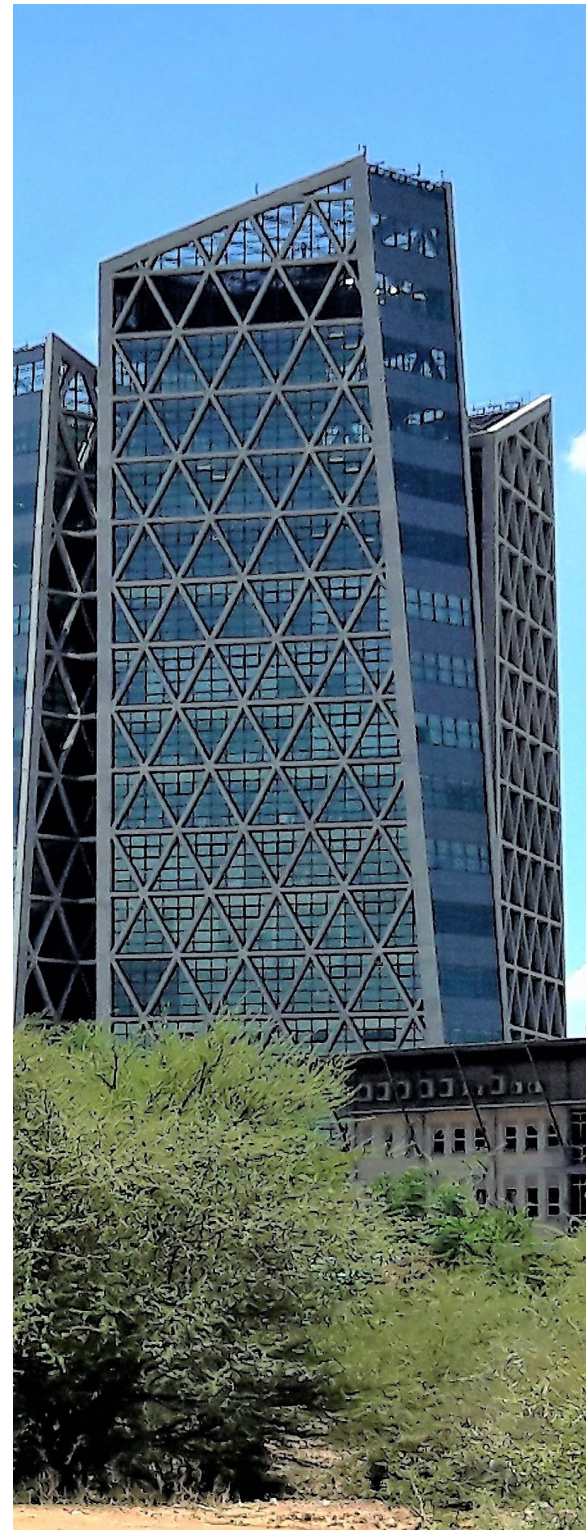
About Khumo Property Asset Management

Khumo is a property development and management company which provides a wide range of commercial property skills in the Botswana and SADC markets. Khumo recognizes that the success of the company is dependent on its people, reputation and capital.

“The foremost property solution to your leasing and investment needs”

Khumo strives to be the market leader in our industry by applying core values such as professionalism, integrity, people excellence, innovation and equity. We strive to add value to our clients which will be the key to our achievement and sustainability.

Khumo understands that all levels of property related decisions are critical to the long term success of all stakeholders.



Khumo Track Record

(1) Manage and oversee more than 500 leases in a portfolio of buildings totalling BWP3 billion nationally **(2)** Entrusted with 175,000 sqm of retail, office, industrial and residential premises to manage **(3)** Airport Junction and Rail Park Mall, two of the country's largest and most successful retail centres managed by us. **(4)** Servicing major clients in the Financial, Banking, Industrial and Retail sectors. **(5)** Advising small and large businesses and organisations on their property investment requirements



Provision of Property Advisory Services

Amongst the resources available to our clients from our Broking Division:

- Advice on all aspects of property
- Sourcing the right tenants
- Assistance with Lease negotiations
- Conducting lease audits
- Lease monitoring and tracking of key events in the process
- Advice on procurement and disposal of property and portfolio holdings
- Property audits
- Lease and cost analysis
- Best use of existing buildings and land
- Change of use of buildings and assets
- Site and location assessment



Management and Developments

Khumo is also able to assist clients in the following areas:

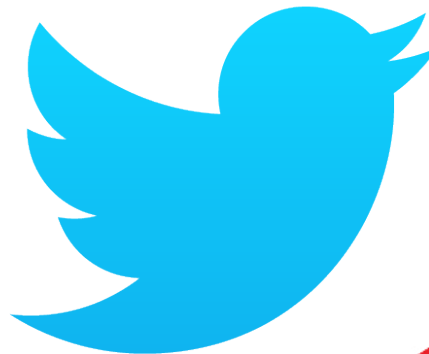
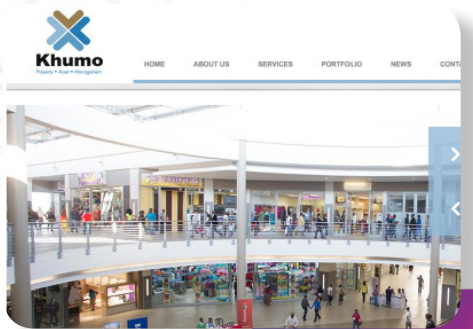
- Managing and leasing portfolios of all sizes
- Analysis of existing property investments
- Due diligence assessment prior to purchase
- Identification and sourcing for clients of potential investment buildings in specific property categories
- Negotiating and processing lease terms
- Preparation of investment proposals
- Amassing assets for portfolio buyers
- Partnering with developers to pre-let new projects
- Overseeing developments from inception to occupation
- Upgrading and enhancing of existing properties



Marketing Strategy

Khumo leasing and investments divisions adopt a comprehensive and diverse marketing strategy ensuring maximum exposure through numerous mediums of effective advertising and promotion:

- Web listings
- Social media
- Boards
- Facts sheets
- Professional brokers
- Existing client base
- Group contacts
- Traditional Media





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