



ONE-STOP professional & bespoke Real Estate Company creating Wealth for Investors through Innovation and Excellence.



Leru property Group

About us

Leru property group is a **100%** citizen owned company, established with the primary focus of being a one stop bespoke Property Services company. Leru prides itself in establishing Property developments and investments that create and preserve wealth for their clients, together with creating timeless environments, focusing on financial and economic returns as well as socio-economic drivers that will best serve investors, communities and stakeholders in the long term .

We are registered property valuers ,auctioneers ,estate agent and property managers in good standing with Real Institute of Botswana and Real Estate Advisory Council .

Our key focus areas are

- **Property Developments**
- **Portfolio Management**
- **Leasing, Specialized Retail and Tenant Coordination**
- **Property Auctioneering**
- **Corporate Real Estate Solution**
- **Property Valuations**
- **Property & Facility Management**

Leru works with compatible local, international partners, investors and other key stakeholders in combining resources, skills and expertise to ensure delivery of great Real Estate products.. Whilst the majority of our business occurs in Botswana, we have since branched out organically to continue our growth into selected African markets .

The diverse experience, energy and hands-on involvement of our directors and team is essential to the quality of service we provide. This enables our clients to have access to decades of expertise concerning local and other markets where have participated in, whilst also benefitting from a level of service that is personal as well as professional.



Our Vision

Leru Property Group aims to be recognized as a leading one stop innovative Real Estate and Investment company in Botswana with growth projections into selected markets on the African continent.

Our Mission

To provide best industry practices in Real Estate services and Investments through professionalism, innovation ,integrity ,transparency and excellence .

Investment Strategy

- Optimizing yields by means of Value Engineering through detailed feasibility and viability
- Measuring the current risk and sustainability status of portfolio under management .
- Conducting extensive local market research to undertake the right Investment decisions
- Investment advisory that is tailored for each individual client's Risk Profile

Investment Criteria

- Above Average Returns
- Dominant Locations
- Quality of Tenants
- Analysis of rural\urban growth

Our Core Values

- Transparency
- Integrity
- Honesty
- Professionalism



Leru Property Group –Key People



Bakang Palai (35) Motswana
Managing Director

BSc Property Studies (UCT) 2008
Business &Entrepeuship (MWF-UNR ,Nevada) 2015
Diploma in Auctioneering (SA College of
Auctioneering)- 2016

Bakang is the Managing Director of Leru Property Group with over 10 years' experience in Real Estate Developments and Investments. He is responsible for the company Growth Strategy and managing stakeholder relationships. Currently as the Managing Director he has led the team and provided Leasing &Retail Consultancy services in the development of Acacia Shopping Centre, Phakalane, Gaborone (2017), Garden City Shopping Centre Lusaka, Zambia (2016).

He graduated from University of Cape Town in 2007 with a BSc Property Studies, Business and Entreneuship Programme at the University of Nevada, USA and completed completed an Auctioneering diploma in 2016

Previously he was employed as the Head of Property Developments/Investments at Khumo Property Asset Management (Botswana), a subsidiary of Eris Property Group and BIFM – (May 2009 to 2015).Bakang started his career at RMB Properties 2008-June 2008 (SA), Eris Property Group July 2008-May 2009 (SA) before joining Khumo PAM where he worked successfully on projects that have a combined value of **+\$100 million** . These projects include; Airport Junction Shopping Mall, Virgin Active, Turn-star Building Refurbishment, Town Lodge Hotel, Rail Park Shopping Centre Phase 2 (Edgar's Extension &Puma Filling Station) , Game City Phase 2 Extension - (Leasing and Tenant Coordination), FNB Head Office Botswana and One-O-One Industrial (SA).

Bakang is a Trustee and Member of the Board of Trustee for Gaborone City Development and Investment Trust, Chairman\Co-founder of Botswana Green Building Council, currently serving as Independent Grading Accessor for Botswana Tourism Organization since 2014 and a Strategic Business Development Consultant \ Corporate Brand Ambassador for PPC Botswana 2017. He was selected to represent Botswana for the prestigious Mandela Washington Fellowship 2015 (University of Nevada, Reno) under Business and Entrepreneurship, an initiative by President Barack Obama to support young African leaders in becoming change agents in Africa. Beyond his professional career he has over 15 years' experience working with different business organization and NGOs from an early age, at global, national and community level, focusing mainly on areas of Youth Empowerment ,HIV Aids and Climate Change .

Services

Property Developments

In spite of the multiple services we offer, property development consultation remains our specialty. Leru provides Property Development services and solutions to Private and Institutional clients. Leru works across the full spectrum of Real Estate Assets ranging from **Shopping malls, Offices, Hospitality, Residential, Schools, Warehouses and Filling stations**. The following list details the various services we provide which our clients can select, depending on their needs.

- Identifying sites and opportunities i.e filling stations, for multinational tenants
- Full feasibility & Viability studies, including Financial Projections
- Formulating and orchestrating the design team
- Structuring & Raising finance through Commercial Banks ,Pension Funds or Parastatal Financial Institutions
- Procuring tenants for the proposed developments
- Managing the development process
- Analysis of existing and future space needs
- Tender / Negotiation of construction contracts
- Arrangement of development finance and legal documentation
- Property life cycle modeling and monitoring

Portfolio Management

Leru Portfolio Management services are tailored specifically to the needs of each client's portfolio, ensuring we meet and exceed their individual expectations. We strive to strategically manage client Property Portfolios to achieve their maximum potential. This includes;

- Property Asset allocations strategies
- Crafting and Implementing property Strategy
- Specialist Tenant Mix Optimization in Portfolio under management
- Redevelopment and Conversion strategies
- Exit Strategies and Disposals
- Performance measurement and client reporting
- Investment analysis ,asset acquisitions and due diligence for acquisitions
- Assisting and advising private and institutional investors on investment decision ,
- Assisting Property Funds in identifying investment opportunities that provide the greatest risk adjusted returns.

Services

Property Auctions

We're proud of our reputation for providing a highly energized, individualized and client-oriented professional auction service:

- Leru Property Group Auctions specializes in the sale of immovable property via the method of Auction. LPG Auctions offers its services countrywide (throughout Botswana) and can be engaged to sell any property type (commercial, industrial, residential, civic and community or agricultural).
- We offer marketing advice on where to best market the property – which you can then relay to your vendor. Be it print, online or mobile marketing, we can assist in ensuring the property is marketed correctly. This only adds to the success of selling at auction.
- We make time before the auction to really get to know our vendor and the property – allowing us to fully comprehend the unique elements of each sale. This includes prior inspection of the property (if requested)
- We will spend more time answering questions and ensuring your vendors feel completely at ease with the auction process . We do our research. We speak to estate agents across Botswana weekly to keep our property market knowledge up-to-the-minute.
- We update our training and development regularly so we are always up to speed on the latest legal requirements, legislation and real estate industry changes. This helps ensure every auction is a success.



Services

Leasing, Specialized Retail (Tenant Coordination)

We focus on constantly changing Retail dynamics to unlock the potential of neighborhood, community, lifestyle and regional centers. We maximize the objectives of the investor and retailer by creating a vibrant retail experience for customers with an innovative tenant mix and applying emerging trends in lifestyle of existing shopping centers.

Retail services provided include:

- Retail leasing (including preparation, negotiation and implementation of legal documents)
- Advising on Retail design and tenant mix for new and existing developments
- Tenant Coordination during new developments ,refurbishment and redevelopment of existing Retail developments

Corporate Real Estate Solutions

We provide Professional Corporate Real Estate solutions to Corporate users, Parastatals and Governments in Botswana and selected African markets.

This approach taken includes:

- Formulation of and implementation of strategies for reducing accommodation costs disposal of surplus leased premises or owned properties
- Formulation of and implementation of strategies for maximizing space for value on owned properties
- Advising on and implementation of lease renewals or new leases
- Managing and implementation of procurement terms for leases in new premises / new developments
- Identifying sites\ land banking for strategic growth for clients
- Leasing of commercial spaces



Services

Property Valuations

We offer Professional Valuation services in the valuation of land, commercial, retail and industrial properties: This specialist division currently undertakes the valuations of institutionally and privately held property. Property valuation services are undertaken for:

- Insurance purposes (replacement costs)
- Sale, purchase and investment purposes
- Rental determination for negotiation and reviews

Property and Facility Management

This includes the Day-to-day Portfolio Management .We actively endeavors to maximize net income per property through:

- Increasing rental income
- Reducing vacancies
- Minimizing operating expenses
- Collecting income timeously
- Letting of vacant space
- Renewal of existing leases and Lease administration
- Preventative maintenance
- Building management
- Maintaining the quality of services
- Building maintenance
- Facilities management of owner occupied / single tenanted buildings
- Adherence to occupational health, safety and security standard



Corporate Governance

Leru Property Group also complies with various relevant statutes such as the Real Estate Professionals Act, Companies Act and other acts and regulations governing property investment process.

Corporate Social Investments

Our corporate social investment initiatives including selecting Non-profit organization which we assist and work in assisting them to being self-sustaining in the long run, eradicate poverty to improve the lives of people in our communities .

Leru Property Group on Sustainability

Leru Property Group believes that buildings in which we live, work, and play protect us and also affect our health and environment in countless ways thus we have to be sustainable in developments and maintenance of the building. In all the developments undertaken by Leru ,emphasis is put on energy efficiency, renewable energy ,water efficiency ,environmentally preferable building materials and specifications, waste reduction ,toxics reduction ,indoor air quality and smart growth \sustainable development .Leru Property Group strategically works with Relevant Stakeholders to apply green principles to the functionality of buildings as well as Retro fitting buildings so they are sustainable.



**Completed
Projects**



- **Client: Phakalane Estates**
- **Specialized Leasing Partners and Retail Advisory-September 2017**
- **6500sqm ,**
- **P80 MILLION**
- **Gaborone ,Botswana**

Completed Projects



- **Client: Gilda Properties**
- **Completed Projects –Leasing Partners and Retail Advisory-January 2017**
- **9000sqm,**
- **\$15 MILLION**
- **Lusaka ,Zambia**

On-going Projects (Molepolole, Botswana)



- **Client: Luke House and Puma Energy**
- **Structuring and Facilitation of Transaction**
- **Filling Station -2500sqm,**
- **P9 MILLION**
- **Molepolole ,Botswana**

Contact us

Postal Address

P.O Box 402904

Gaborone

Botswana

Telephone: 3111128

Fax: 3914293

www.leruproperty.com

