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“Your premier destination for professional and tailored real estate services, committed to cultivating wealth for investors through a foundation of innovation and excellence”

Background

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.

Professional Registration & PPADB

We are registered Property valuers ,Auctioneers ,Estate agents and Property Managers in good standing with Real Institute of Botswana and Real Estate Advisory Council.

We are registered under PPADB (Public Procurement and Asset Disposal Board) under CODE 316 and sub code 01, 02, 03, 04, and 05.

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.

MISSION

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

CORE VALUES

- **Transparency**
- **Integrity**
- **Honesty**
- **Professionalism**
- **Innovation**

1. 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

2. Investment Criteria

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



Key Focus Areas are:

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

Leru Property Group collaborates with compatible local and international partners, investors, and other key stakeholders, pooling resources, skills, and expertise to ensure the delivery of exceptional real estate products. While our primary focus is in Botswana, we have naturally expanded our presence into selected African markets.

The varied experience, energy, and hands-on engagement of our directors and team are crucial to the high-quality service we offer. This grants our clients access to decades of expertise in both local and other markets where we have been active, providing a personalized and professional level of service.



Bakang Palai Motswana
Founder /Managing Director

- Master of Science Luxury Management 2023-24 International University of Monaco, Monaco
- BSc Property Studies (University of Cape Town) 2008
- Business & Entrepreneurship (MWF-UNR ,Nevada) 2015
- Diploma in Auctioneering (SA College of Auctioneering) 2016

Bakang is not just an entrepreneur; he is a dynamic force and a catalyst for change, embodying the role of a change-maker with commitment to entrepreneurship as a powerful remedy for poverty eradication, talent empowerment & wealth creation in Africa. His relentless dedication to authenticity while pursuing purpose-driven dreams serves as a testament to his mission of making a significant impact.

Motivated by a deep passion for luxury, he sees it as a commitment for everyone to embrace excellence in all aspects of life, surpassing ordinary standards and aspiring for greatness. This philosophy guides his decisions, actions, and aspirations, illustrating his dedication to achieving success in every endeavor. He actively advocates for sustainability in businesses to address climate change.

As the founder of Leru Property Group, 31/5 Luxury Group, and Segodi Auctions, He has played a pivotal role in luxury goods and services, impactful real estate developments, and auctions. Commencing his career at RMB Properties (now Eris Property Group) in South Africa, he later joined its subsidiary in partnership with Botswana Investment Fund Manager. His extensive involvement extends to various boards in private and parastatal organizations. He has been instrumental in advancing sustainable initiatives and support for various NGOs in the creative industry, education, counselling, and business mentorship projects underscores his commitment to community development.

Bakang has been involved in impactful property developments & asset management in his career that include Sarona Shopping, Seriti Residential Units (240), Epson Sarona Units (200) Units, Airport Junction Shopping Mall, Virgin Active, Turnstar 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) to name the few as well as working with Private Sector companies that include Banks, Listed Fund, Retailers etc

Board Membership \Leadership

- Board Member -Lebone International Architects (2017-2023)
- Board Member of the Botswana Investment Trade Centre (2019-2023), Chairman Tender Committee, Member Investments Committee
- Board Member -Real Estate Advisory Council (2021-2024), Member of HR Committee, Member Anti Money Laundering Committee, Member Disciplinary Committee
- Board Member of the Real Estate Institute of Botswana (Head of Stakeholders and Ethics Committee), (2018 - 2020)
- A Trustee and Board Member of the newly formed Gaborone City Council Investment Company, (2018 - 2019)
- Co-founder \Chairman of Botswana Green Building Council (2014-2019)
- An Independent Grading Accessor & Mystery Shopper - Botswana Tourism Organization (2014 - February 2019)
- Corporate Brand Ambassador for PPC Botswana. (2018 - 2022)
- 2015 Mandela Washington Fellowship at the University of Nevada, Reno under Business and Entrepreneurship.
- University of Cape Town - Community Volunteer Educators (HAICU-UCT) | Cape Town, South Africa 2004-2007
- Awarded certificate of excellence in service delivery of HIV/AIDS counselling
- Part of U20 Botswana COSASA National Basketball team
- 1998 National Kumite Karate Champion U15 Aug 1996 Botswana Karate Association

CSR Initiatives

- He has over 20 years experience working with various business organizations and NGOs at the global, national, and community levels. His focus on Entrepreneurship, Youth Empowerment, HIV/AIDS, and Climate Change. Through companies founded, He actively involved in providing scholarships and sponsoring youth driven projects


Kitso Selotate Mofswana

BSc Honours Quantity Surveying, University of Cape town

Professional Registration

Botswana Institute of Quantity Surveyors (SAFMA)
Institute of Botswana Quantity Surveyors (IBQS).

Kitso Selotate brings a wealth of expertise with over 15 years of experience in both Quantity Surveying and Facilities Management. He holds a Bachelor of Science Degree in Construction Studies and further pursued a Bachelor of Science Honours Degree in Quantity Surveying, both achieved at the University of Cape Town.

As a dedicated professional, Kitso is not only well-versed in the intricacies of quantity surveying but has also demonstrated competence in facilities management. Actively contributing to sustainable building practices in Botswana, he serves as a founding member and participant in the Green Building Council of Botswana (BoGBC). The council is committed to advocating for and implementing environmentally conscious building practices within the nation's built environment.

Throughout his career, Kitso has been engaged in a diverse range of contracts, providing comprehensive pre, post, and operational contract services. His experience spans various building contract forms and building management systems, showcasing a versatile skill set in the construction industry.


Thandeka Palai - Licensed Architect | Entrepreneur | Founder & Director, Lebone Architects | Founder & Owner, One-Six Store

Master of Architecture, University of Capetown
Business & Entrepreneurship (MWF-Rutgers University, New Jersey) 2018
Architects Association Botswana - Board Member

Professional Registration

South African council of Architectural Profession: PrArch 27995502
Association of Architects Botswana: 01160162

Thandeka Palai is a seasoned Architect and Entrepreneur with an extensive background in the creative industry. Armed with a Masters of Architecture from the University of Cape Town, South Africa, and a Business & Entrepreneurship certification from Rutgers University, Philadelphia, USA, she brings over 13 years of invaluable experience to her field. Holding licenses as an Architect in both South Africa and Botswana, Thandeka has left an indelible mark on the architectural landscape. She has refined her skills through impactful roles at two distinguished African architectural firms, namely Paragon Architects in Johannesburg and Peerutin Architects in Cape Town. Her professional journey has involved participation in large-scale, award-winning projects with a combined value exceeding P1 billion across South Africa, Kenya, and Botswana.

Thandeka's commitment extends beyond her architectural expertise. She served as the Vice-President of the Architects Association of Botswana, actively contributing to the growth and development of the architectural community. In her entrepreneurial ventures, she is the Founder and Director of Lebone Architects, a contemporary architecture firm based in Gaborone, Botswana.

Going beyond the realm of architecture, Thandeka has expanded into the retail space as the Founder and Owner of One-Six Store, a chic lifestyle destination situated at Sarena City Mall in Gaborone. Her unwavering commitment to excellence, innovative design, and business acumen positions her as a dynamic force in both the architectural and retail sectors.

These include

- **Sanlam/ Santam Head Office, (Johannesburg, SA),**
- **Alexander Forbes Head office, (Johannesburg, SA),**
- **General Electric motors Head office and warehouse (Midrand, SA)**
- **Crystal Rivers Mall in Nairobi, Kenya with a combined value of over P800m in South Africa and Kenya as a Project Lead Architect and as part of dynamic**



Mr Thomas Seberane Motswana

BA Communication & Marketing – Monash University
Diploma Auctioneering Diploma Risk Management , Diploma
Human Resources

Professional Registration
Member of Real Estate Institute of Botswana

Thomas, Director of Business Development, is entrusted with the pivotal role of formulating and executing business strategies to achieve both short and long-term objectives. His responsibilities extend to providing valuable market insights and strategic guidance. Thomas is highly esteemed and in demand among prominent property investors and financial institutions. His commendable track record in selling properties through auction platforms has made him a prominent figure in the real estate landscape.

With over a decade of experience, Thomas has significantly contributed to reshaping the real estate auction scene in Botswana. His journey began with a graduation from Monash University in 2006, where he earned honors in Communications and Marketing. Over the years, he has acquired multiple diplomas in Auctioneering, Risk Management, Project Management, and Human Resources. Currently pursuing a Master of Science in Real Estate from the University College of Estate Management in Reading, United Kingdom, Thomas remains dedicated to advancing his knowledge in the field. A proud member of the Real Estate Institute of Botswana, he brings a wealth of expertise to the table.

Thomas spent 14 years at SFB Auctions, a division of Stocker Fleetwood-Bird, where he ascended the ranks from Consultant to Head of Department in 2012. In 2016, he was appointed General Manager and three months later, became the Director. In 2020, Thomas co-founded Segodi Auctions & Advisory.

As a distinguished auctioneer, Thomas has successfully represented various corporate clients, including Debswana, First National Bank, BBS Limited, Stanbic Bank, First Capital Bank, Standard Chartered Bank, Access Bank, ABSA, and CEDA. His adept facilitation of auction sales has contributed to transactions totaling over P300 million in immovable property value.



Ms Zanele Methikge –
Diploma Events Management (Limkokwing University)

Zanele Methikge, is currently the office manager, who is poised to carve her niche in the business industry as a young Motswana. Holding a Diploma in Events Management from Limkokwing University, Zanele initially excelled as the Chief Customer Officer at Verbosec (a Tech Company) from 2019 to 2020. Subsequently, she expanded her experience by serving as a receptionist at Golf Estate for a year.

Guided by the principle of versatility, Zanele embraces the exploration of diverse fields and ideas, never allowing setbacks to deter her. This mindset propelled her into the insurance sector, where she acquired a Certificate in Proficiency and worked as a Sales Rep at Liberty Insurance Botswana. Presently, she holds the position of Office Manager at 315, where she envisions ample opportunities to apply her skills and contribute to business growth.

Zanele's journey is an ongoing saga of determination and ambition. Committed to her goals, she plans to advance her studies, fueled by an unwavering determination to continually progress and achieve success.

PROPERTY DEVELOPMENTS

"In spite of the multiple services we offer, property development consultation remains our specialty. We provide 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 properties, schools, warehouses, and filling stations. The following list details the various services we provide, which our clients can select depending on their needs."

- Identifying potential locations and opportunities, such as those suitable for multinational tenants.
- Identify site
- Conducting comprehensive feasibility and viability studies, including financial projections.
- Formulating and coordinating the design team for proposed developments.
- Structuring and securing financing through avenues like commercial banks, pension funds, or parastatal financial institutions.
- Acquiring tenants for the envisioned developments.
- Overseeing the entire development process.
- Analysing current and future space requirements.
- Handling the tendering and negotiation of construction contracts. Securing development finance and managing legal documentation
- Modelling and monitoring the entire property life cycle.

You

PORTFOLIO MANAGEMENT

Leru Portfolio Management services are meticulously crafted to align with the unique needs of each client's portfolio, aiming not just to meet but to surpass individual expectations. Our commitment lies in strategically overseeing client property portfolios to unlock their maximum potential. This involves

Property Asset Allocation Strategies

- Formulation and Implementation of Property Strategy
- Specialized Tenant Mix Optimization in Managed Portfolios
- 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 Decisions
- Aiding Property Funds in Identifying Investment Opportunities that Provide the Greatest Risk-Adjusted Returns.

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.

LEASING, SPECIALIZED RETAIL (TENANT COORDINATION)

We concentrate on ever-evolving retail dynamics to unleash the potential of neighborhood, community, lifestyle, and regional centers. We maximize the objectives of investors and retailers by creating a vibrant retail experience for customers with an innovative tenant mix and incorporating emerging trends in the 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

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
- Bank Valuations
- Investments Valuation

PROPERTY FACILITY MANAGEMENT

This involves day-to-day portfolio management, where we actively strive to maximize net income per property through:

- Increasing rental income
- Reducing vacancies
- Minimizing operating expenses
- Collecting income promptly
- Leasing vacant spaces
- Renewing existing leases and lease administration
- Implementing preventative maintenance
- Managing buildings
- Maintaining the quality of services
- Overseeing building maintenance
- Facilitating facilities management of owner-occupied/single-tenanted buildings
- Adhering to occupational health, safety, and security standards

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 initiatives in corporate social investment involve partnering with non-profit organizations, aiming not just to assist them temporarily but to support their journey toward long-term self-sustainability. Our goal is to contribute to the eradication of poverty and enhance the well-being of individuals in our communities. Leru extends its support to these organizations, providing sponsorships to selected individuals. Additionally, we actively participate in events like the Kgatleng Annual Football Spectacle, fostering unity, unleashing talent, and generating employment opportunities

LERU PROPERTY GROUP ON SUSTAINABILITY

Leru Property Group recognizes that the buildings where we live, work, and engage in various activities play a crucial role in our well-being and environmental impact. Consequently, our approach to property development and maintenance prioritizes sustainability. In all Leru's development projects, we place significant emphasis on energy efficiency, utilization of renewable energy, water conservation, environmentally friendly building materials, waste reduction, minimization of toxic substances, improvement of indoor air quality, and the principles of smart growth and sustainable development. Leru Property Group collaborates strategically with relevant stakeholders to integrate green practices into the functionality of buildings, including retrofitting existing structures to enhance their sustainability.