

COMPANY PROFILE



DIJALO
PROPERTY MANAGEMENT

Service provider of choice

1. Company Particulars

Company Name: Dijalo Property Management (Pty) Ltd

Company Reg No. 2005/003438/07

Company Vat No. 4940231972

Directors: Saul Gumede

1.1 Ownership

Dijalo Property Services (Pty) Ltd - 100%

1.3 Contact

Building 9
Bentley Office Park
Corner Rivonia and
Wessels Road
Rivonia

PO Box 2691
Johannesburg
2000

Tel 010 020 0003

Email info@dijalo.co.za

www.dijalo.co.za

2. COMPANY PROFILE

2.1 Background on the Dijalo Property Group

Dijalo Property Management is a 100% owned subsidiary of Dijalo Property Services (Pty) Ltd. Dijalo Property Services was established in 1996 by Saul Gumede and Hosia Malekane.

Dijalo Property Group has attracted skilled blacks, giving them opportunities to prove themselves in the property industry. A key objective of the directors is to create a completely new cutting-edge South African Property Group; one offering a comprehensive matrix of commercial property services and products. To this end, Dijalo Property Group has established a comprehensive portfolio of services which include:

- Property Asset Management
- Property Management
- Facilities Management
- Letting and Broking
- Development Facilitation
- Valuation Services
- Property Consulting

Dijalo Property Services (Pty) Ltd became an investment holding company in 2006 with the objective of owning their own portfolio. This led to the formation of the subsidiary company, Dijalo Property Management (Pty) Ltd which is responsible for all day to day property operations.

Mission Statement

To provide the best and most affordable level of integrated property and facilities management services to our clients, and to acceptable industry standards, to satisfy our clients, and most importantly the tenants occupying the space

Company goals and objectives

Dijalo Property Management (Pty) Ltd intends offering professional and affordable Property and Facilities management services to existing and newly secured clients, in order to provide to all their fixed asset management requirements.

Business Philosophy

A professional total solution's company, managed by professional property practitioners, each with many years of practical experience in his/her particular field of specialization, and committed to providing cost effective and efficient services to their clients, within the latest appropriate technology available.

Dijalo Property Management Directors' Profiles

Saul Gumede (Managing Director)

With almost 30 years' experience in property, Saul Gumede has all the credentials to lead this ambitious property Group forward into its next zenith. A career highlight was managing the Johannesburg office of Old Mutual Properties – a portfolio valued at R3.2 billion. He was past president and a founding member of the South African Institute of Black Property Practitioners and past vice-president of SAPOA. He is chairperson of the Property Sector Charter Council. Property is his passion; in his own words – he is living his dream!

More recently Saul Gumede introduced the first African Chapter of IREM (Institute of Real Estate Management) to South Africa and is current President of the Gauteng Chapter.

Hosia Malekane (Managing Director Dijalo Property Development)

A seasoned property development professional with more than 30 years in the property industry, Hosia Malekane gained experience working for some of the largest property development companies in SA. He joined Old Mutual Properties in 1987 as a Property Manager and completed his first development, Kagiso Mall, in 1989. Dijalo 's major project was the R876 million MTN Head Office in Constantia Kloof, developed in association with Eris Properties and completed in 2005. He is currently amassed land parcels in Gauteng, North West, Limpopo, and Mpumalanga to secure development rights with a view to developing various retail, commercial and industrial projects. This self-confessed property aficionado, has no regrets, and is as passionate about the industry as the day he joined.

2.2 Dijalo's Property Experience

- **Summerset Hill Body Corporate** - *Dijalo was appointed to compile a 10-year maintenance plan in compliance with the Sectional Titles Act. The work included a comprehensive site inspection that determined what needed to be covered in the maintenance plan and when provision needed to be made for the planned expenses.*
- **Lyndhurst Estate.** *Dijalo was appointed to manage this upmarket 152 unit residential estate on behalf of the body corporate. The complex is sectional title and Dijalo managed the financial as well as the day to day running of the complex. In addition, Dijalo managed some of the leases on behalf of the individual owners.*
- **Monid Hall.** *Dijalo was appointed to manage this 45 unit residential apartment block on behalf of the body corporate. The complex is sectional title and Dijalo manages the financial as well as the day to day running of the complex*
- **Walter Sisulu Square of Dedication, Kliptown.** *Owned by the City of Johannesburg and contracted to the Johannesburg Property Company, Dijalo provides Property Management, Facilities Management and Event Marketing services on behalf of the JPC. The site consists of: Offices, Retail, Events Hall, Hotel, and open entertainment area. Walter Sisulu Square of dedication is the home of the Freedom Charter, the basis of our constitution.*
- **The Innovation Hub.** *Dijalo was appointed to do the lease management and broking at the prestigious high-tech office park in Pretoria. The project involved collection of rentals and lease administration.*

- **Department of Environmental Affairs PPP.** *Dijalo is in a joint venture partnership with Old Mutual Property to provide Facilities Management Services at the new Department of Environmental Affairs head office in Pretoria. The contract runs for 27 years from date of construction to contract termination. The 27 400m² 6 Star Green Building Council rated building was completed on 1 August 2014 when the Department took occupation.*
- **Dipula Income Fund.** *Dijalo Asset Management is in a partnership with Mergence Africa to provide asset management on the listed Dipula Income Fund. The property portfolio is valued at over R 4Billion and the strategy is to double this value within the next 5 years. The asset managers, in addition to their strategic roles, oversee the service delivery contracts entered into with the property management companies such as Broll and JHI.*
- **Transnet Retirement Fund Property Trust** – *Dijalo managed the primarily East Rand based specialist industrial property portfolio on behalf of the Transnet Property Division for five years. Dijalo provided property and facility management services.*
- **Public Investment Commissioners.** *Dijalo managed the PIC property portfolio located in the North West Province, and completed essential refurbishment work on the 47 000 m² regional shopping centre in Mmabatho known as Megacity, with the aim to improve the return on investment for the owners.*
- **Old Mutual Properties Property Portfolio.** *Dijalo managed a commercial property portfolio of some thirty (30) properties located in the Johannesburg CBD, Parktown, Rivonia, and Randburg on behalf of Old Mutual Properties. Dijalo provided property management and leasing services.*
- **ABSA Property Portfolio.** *We were the managers of ABSA's PIP property portfolio located mainly in Gauteng and Limpopo Provinces. The services were primarily rental collections.*

- **Dipula Property Fund.** We were appointed the managers for the Dipula Property Fund which has an initial property portfolio of some twenty (20) properties located in Gauteng, Kwa-Zulu Natal and the Free State. The services provided were property and facilities management. At the time Dijalo Property Services owned 51% of Dipula.
- **30 Wellington, Parktown.** Owned by Magakabye Property Services, the office building currently occupied by The National Ports Authority. We provide Property Management and Facilities Management services for the National Ports Authority Head Office.
- **Hampton Park South, Bryanston East.** Owned by ESKOM Pension and Provident Fund the office park is multi tenanted. We provided Property Management and Facilities Management services at the office park which also serves as ESKOM Pension Fund's corporate head office.
- **National Empowerment Fund.** Dijalo was appointed to carry out a due diligence study at the Umlazi Shopping centre as well as various other smaller investments sites. The work entails carrying out of comprehensive buildings inspections, property market studies, recommendations, investment analysis and valuations. The relationship with the NEF is ongoing.
- **The Public Investment Commission.** Dijalo recently completed full technical inspections on 24 shopping centers nationally. A Comprehensive report was drawn up for each centre, as well as a summary of the more urgent aspect that required immediate attention on the entire portfolio.

Other projects and consulting work

- **Telkom Properties** – 2000 Appointed to advise Telkom with regards to their non-core property portfolio of 558 000m², 296 properties located in all 9 Provinces with approximately 200 tenants and leases.

Our client has put a public tender, which we won, for a firm to advice on disposal strategies of their non-core property portfolio. Our work has resulted to the outsourcing of Telkom properties to TFMC and Rebseve.

- **Propnet** – 2000 Appointed Dijalo to project manage the Verification and Renewal of some 2 500 leaseholds of Offices, Residential Quarters and Land on behalf of the National Department of Public Works.

This assignment involved management of leasing consulting team of 8 people, detail audit of all tenant files, audit of lease agreements, advice on lease renewals processes and procedures, validation of lease agreement data and information to Property Management Information System, Liaison and Corresponding with tenants with regards to lease renewals, etc.

- **Portnet** – 1999 Dijalo was appointed to give strategic advice on the standard lease agreement of the National Ports Authority that will be used to enter into lease agreements with all their tenants.

- **Business Partner's Property Portfolio managed on behalf of Department of Trade and Industry** - Dijalo was appointed to advice and assist with the disposal of DTI Peripheral Properties.

This assignment involved the disposal of Industrial Parks and a Shopping Centre to existing tenants. This involved negotiations with tenants, negotiation with Industrial Park Tenant Associations, advice on valuation, funding, etc.

- **Johannesburg Metropolitan Council – Establishment of Property Management Agency for Newtown Cultural Precinct - 1999** Dijalo was appointed to Advice JHB Council via John Spiropoulos's Egoli 2000 strategic programmes.

This assignment involved strategic property advice, Property Structures and

operations, Management and staff complements and skills, advice on computer systems, advice on property management and leasing procedures, identification of all Newtown properties, compilation of building inspection reports, audit of all lease agreements, advice on lease agreement and structuring of certain strategic leases, etc

- ***Khula Enterprises – 2001*** *Dijalo was appointed to advise on establishment of Property Management Division.*

This assignment involved the analysis of their property portfolio, property portfolio organogram and management structure, skills required, key performance indicators for management of an outsourced property management portfolio, advice on property management contracts, etc.

- ***National Department of Public Works – Strategic Advisor and Internal Project Manager for the Fixed Asset Management Multi Skilled Consultancy Team. 1999 - 2002***

Dijalo was one of the consortium companies that were appointed as Strategic Advisor regarding their R120 Billion property portfolio. The advice included amongst others, Dijalo's main consortium companies in this 18 months contract were- Africon, Deloitte and Touché, WipCapital, RMB Properties, Turner and Townsend and Macquarie Africa- an Australian company. Each company had its own direct delivery and was also part of the team that will approve all deliverables to the client.

Dijalo's direct deliverables were:

- *Compile a property portfolio analysis of the entire national property portfolio per Province, per User Department, etc.*
- *Advice on Property Management and Facilities Management*
- *Advice on Property Management Policies and Procedures*
- *Advice on systems and procedures regarding management of State*

Tenants. This resulted to the implementation of a debtors system.

- *Advice on Strategic BEE Policy Document*
- *Input in broader teams deliverables.*

- **Gateway International Airport – Property Portfolio Restructuring and Strategic Advice 2004**

Dijalo was appointed to advice on the strategic and operational activities of a property portfolio, Lease audit and drafting lease agreements advice, skills audit and requirements for the portfolio, property management systems advice, Detail debtor's management and rental collection policies and procedures.

- **Johannesburg Fresh Produce Market – 2003 and 2005**

Dijalo was appointed to advice on the strategic and operational activities of a property portfolio, Lease audit and drafting lease agreements advice, skills audit and requirements for the portfolio, property management systems advice, facilities management, debtor's management and rental collection policies and procedures.

- **Denel Property Group - 2004**

Dijalo was appointed to carry out comprehensive building inspections on the Eloptro, Kentron and La Forge Denel owned sites. The inspection reports that were submitted covered all aspects of the condition of the properties and provided information as well as budgets to repair and maintain the buildings.

- **Sci-Bono Science Discovery Centre.** *This special use building in Newtown owned by the Johannesburg Development Agency. We provide property management services to Sci-Bono.*

2.4 Staff Compliment

Dijalo employs 10 full time staff.

2.5 Professional Affiliations

Individual and Organization Professional Memberships include:

- South African Institute of Black Property Practitioners
- South African Property Owners Association
- Institute of Real Estate Management (USA)
- International Facilities Management Association (USA)
- Estate Agency Affairs Board
- South African Council of Shopping Centers
- South African Facilities Management Association
- South African Institute of Refrigeration and Air Conditioning
- Green Building Council of South Africa

3. Capabilities and expertise for property management services

- 3.1 Dijalo Property Management (Pty) Ltd is a cutting-edge property solutions provider that is professional, proactive, and ethical and adds value beyond clients' expectations.
- 3.2 We will provide management, which is a high value, strategic consulting service overlaid on to the standard property management process and products. An experienced account executive (property manager) will effectively provide you, the investor with one point of contact to select, manage and audit the numerous suppliers that work on the portfolio.
- 3.3 We will evaluate your property management needs. We will design and implement overall building operation and performance standards, operation budgets and preventative maintenance programs.
- 3.4 We will provide you with general management and financial reports, conduct efficiency audit, and manage contracted service providers to ensure first class performance.
- 3.5 We will foster tenant retention (in respect of those who are credible) to limit the costs associated with tenant defection.

- 3.6 We will maximize the tenancy and occupancy through excellent service, providing property solutions that keep occupiers satisfied. Our tenant retention programs, regular tenant satisfaction surveys and quality focused leasing teams will ensure that your space is well occupied.

Our multidisciplinary property management team is one of the most experienced in the business small enough to guarantee contacts with senior members and large enough to provide the attention to detail which is demanded by astute investors.

Dijalo Contactable References

Project 2011 to 2015	
Client	Lyndhurst Estate Body Corporate
Development name and type (example: retail, office accommodation)	151 Sectional Title Residential Units
Development size in square meters	10 000m ² GBA
Duration of contract	4 years
Contract Value	R 300 000.00
Contact person	Lebogang Sikwe
Contact details	083 459 0758

Project 2014 to current	
Client	Imvelo Concessions Company
Development name and type (example: retail, office accommodation)	Department of Environmental Affairs PPP – Office Accommodation
Development size in square meters	40 000m2 GBA
Duration of contract	27 Years Including Construction Phase
Contract Value	>R 600million Excluding inflation
Contact person	Jacobeth Chikaonda
Contact details	082 602 6005

Project 2007 to 2014	
Client	ESKOM Pension Fund
Development name and type (example: retail, office accommodation)	Hampton Park – Office Park
Development size in square meters	7500m2 GLA
Duration of contract	6 Years
Contract Value	R 2.1Million
Contact person	Ganeewa Adams
Contact details	011 7091439

Project 2018	
Client	Summerset Hill Body Corporate
Development name and type (example: retail, office accommodation)	113 Sectional title residential complex
Development size in square meters	8 000M2
Duration of contract	2 Months
Contract Value	R 7500.00
Contact person	Bianca Solz Portfolio Manager - Pretor
Contact details	Switchboard 012 001 9000 Direct Number 012 001 9187

Project 2014 to 2015	
Client	Senatla Capital
Development name and type (example: retail, office accommodation)	Max Bornman Centre Rustenburg
Development size in square meters	3 000M2 10 x sectional title units
Duration of contract	1 year
Contract Value	R 36 000.00
Contact person	Owen Maubane
Contact details	011 784 5929

Project 2005 to 2014	
Client	Magakabye Property Services
Development name and type (example: retail, office accommodation)	30 Wellington Road Parktown
Development size in square meters	10800M2
Duration of contract	10 years
Contract Value	R 3 600 000.00
Contact person	Saul Gumede
Contact details	082 371493

Project 2005 to 2018	
Client	Dipula Income Fund
Development name and type (example: retail, office accommodation)	Asset management of listed property fund
Development size in square meters	200 000M2
Duration of contract	13 years
Contract Value	R 100 000 000.00
Contact person	Izak Pieterse
Contact details	011 325 2112

Project 2021 to current	
Client	Old Mutual Alternative Investments, Impact Investing
Property type	Residential units management
Duration of the contract	3 years
Contract value	R567 911 to date
Contact person	Janine Francis
Contact details	011 217 1541