



WHY WORK WITH US

BY CLIFF TOERIEN - DIRECTOR

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A modern office building at dusk. The building features a prominent central glass tower and multiple levels of balconies. The interior lights are on, and the sky is a deep blue. In the foreground, there is a large, paved plaza. To the right, there is a covered outdoor seating area with tables and chairs. The overall scene is a professional and modern office environment.

THE BOULEVARD OFFICE PARK
HEAD OFFICE OF BAKER STREET PROPERTIES

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ABOUT CLIFF TOERIEN

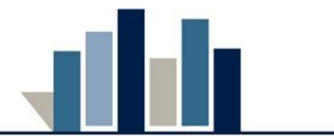


- Director of Baker Street Property Management
- Over **24 years of experience** in the management and leasing of commercial, retail and industrial property in Cape Town.
- Insider knowledge of market dynamics.
- Excellent working relationship with property owners.



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OUR INTEGRATED PROPERTY SOLUTIONS



BAKER STREET

PROPERTY MANAGEMENT

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LEASING
SERVICES

MANAGEMENT
SERVICES

FINANCIAL
SERVICES

MANAGEMENT SERVICES

CUSTOMIZED SOLUTIONS INCLUDE:

Staffing and schedules of duties;

Procedures and financial controls;

Letting and procedures to deal with property brokers;

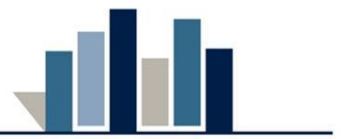
Rental determination and controls;

Agreed reporting procedures;

Tendering procedures for service providers;

Financial control (rental collection & supplier payments);

Evaluation of Facilities and OHS Act requirements.



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PROPERTY MANAGEMENT

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LEASING SERVICES

INCLUDE, **BUT NOT LIMITED TO:**

Thorough application processing which include a credit clearance check;

Present all potential tenants to the client and pursue any negotiations after consultation on the client's behalf.

Preparation and execution of lease agreements;

The collection of deposits; and

The co-ordination of occupancy which includes tenant installation.



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FINANCIAL SERVICES

INCLUDE, BUT NOT LIMITED TO:

Annual budgets prepared in conjunction with the client.

Full income, expense as well as capital budgets are compiled for presentation and approval by the client;

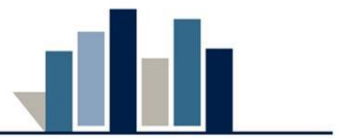
The operational budget is managed on a monthly basis;

VAT details will be reported to the client for incorporation in the statutory VAT return;

Rates and taxes payments will comply with the requirements of the Income Tax, VAT and Municipal Acts;

A bank account (trust account) will be opened at Standard Bank on behalf of the client and surplus funds will be paid over to the client as per agreement

Budgets and monthly reporting will be provided to the client



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PROPERTY MANAGEMENT

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WHY WORK WITH US?

PROFESSIONALISM

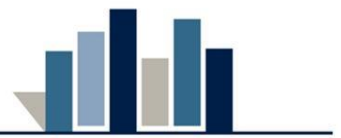
With many years of property management experience in the local Cape Town Market, we are perfectly positioned to efficiently and effectively manage your property. Our track record of reliability and consistency in service standards **reflects our commitment to a high level of professionalism.**

LEASING ADVANTAGE

Our established database of prospective tenants, active presence in the leasing market, marketing strategies and strong relationships with building owners and property funds give us **a unique advantage in the prompt letting of your property.**

SUPERIOR SERVICE

Regular communication and keeping you fully informed on all important matters relating to the leasing and management of your property is key to successful property management. We take care throughout the tenant qualification and selection process, and believe our **pro-active attitude translates into a seamless service experience.**



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PROPERTY MANAGEMENT

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I N N O V A T I O N

PROPOSED FEE STRUCTURE (All fees exclude Value Added Tax)



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Full Inclusive Management Fee (%)

Should full time, onsite building staff, be needed, then it will be additional to the proposed fee. The proposed fee includes all administration staff remuneration and office operational cost e.g. stationary, telecommunication, etc

X% (excl VAT) of gross monthly income collected (VAT Inclusive) with a minimum monthly fee of RX,XX (excl VAT) per property.

LETTING FEES

% FEE

NOTES

New leases

100% when a Baker Street or non-Baker Street leasing consultant or broker is involved.

100% of the tariff

Renewals

50%, however if the tenant expands, new letting fees will be charged on the extension.

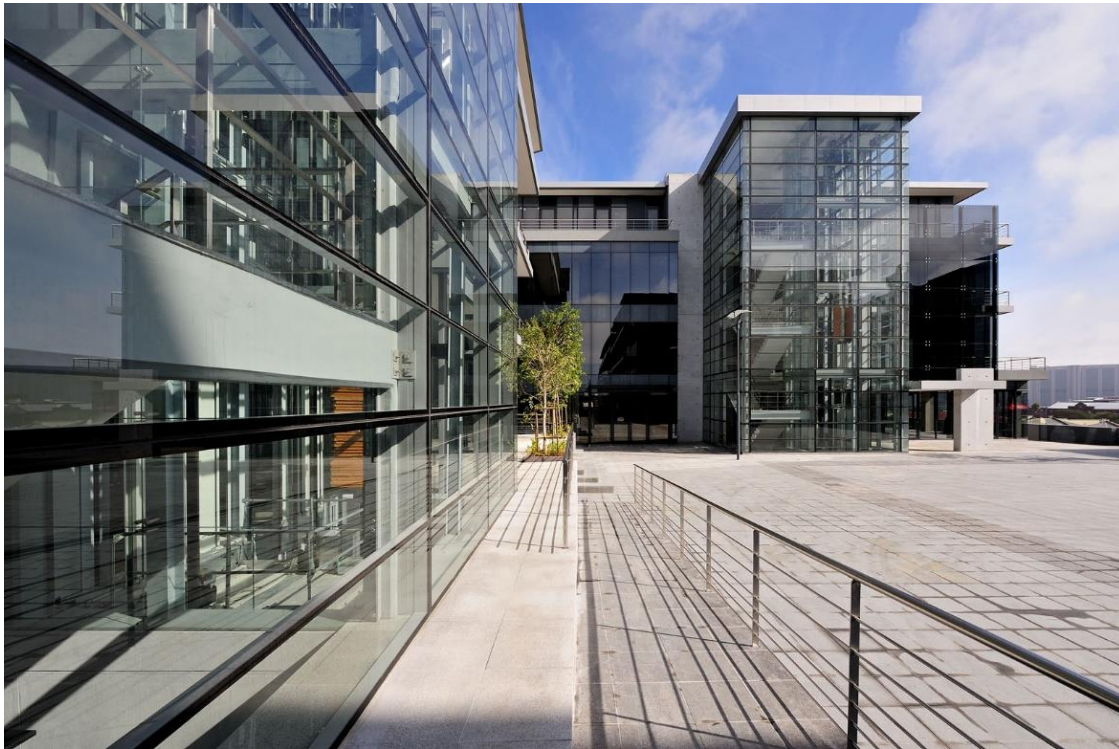
50% of the tariff

Tariff

- 5.0% on the aggregate of the first 2 years gross rental (1-2)
- 2.5% on the aggregate of the next 3 years gross rental (3-5)
- 1.5% on the aggregate of the next 3 years gross rental (6-8)
- 1.0% on the aggregate of the balance (9+)

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