

COMPANY PROFILE

Constantly **Solutioning.**

# Galetti connects the dots in a limited-supply market

Sustained demand for warehousing and logistics properties over the past few years has companies struggling to find suitable properties or land in sought-after industrial areas. In the Western Cape, in particular, high levels of demand have led to low levels of availability



## COMMERCIAL PROPERTY SECTOR 2022: WHERE HAS THE GROWTH COME FROM?

Against all odds, the commercial property sector has fought back and is showing positive signs of growth and recovery for 2022. The sector's rebound is clearly illustrated in GrowthPoint's latest financial results, with the company reporting a 8,5% decrease in group vacancies.

**Why logistics and why the Western Cape?**  
Rode's Report on the South African Property Market for Q3 2022 detailed a nominal rental growth of 5,3% for spaces of 500 m<sup>2</sup> (compared to Q3 2021). The report further states that the market was boosted by low vacancies and demand for logistic warehousing.

## In a digital world, in-person property auctions play an important role

The Covid-19 pandemic disrupted the commercial real estate industry in a variety of ways, leaving many buildings empty, affecting demand in some sectors, creating an uptick in 'Virtual showings' and, crucially – putting a temporary stop to in-person auctions. This was a blow to the industry that had shown exponential growth before the pandemic – having grown by 40% in 2019 alone



When auctions resumed in 2022, they were a welcome sight. In-person auctions provided a vital link between buyers and sellers, allowing them to inspect properties and ask questions in real time. This was particularly important in a market where many properties had been vacant for some time. The auction process also provided a clear and transparent way to determine the market value of a property, which is essential for both buyers and sellers.



## BIG NEED FOR CONVENIENT LIVING

Outliving and co-working is a fast-growing trend. TRENDS TO WATCH 2023: South Africa's new mixed-use developments.



## Rate increase will hurt property buyers

The South African Reserve Bank has voted to increase its repo rate further. This, combined with the Reserve Bank's 12% which means a base home loan rate of 12,75%, but this affects more than just home buyers.



## Trends driving the South Africa's commercial property sector's resurgence



Galetti Corporate Real Estate to sell top-end Pick 'n Pay Distribution Centre in Natal through sealed-bid

January 20 Galetti Corporate Real Estate, who are rapidly becoming renowned for being supported on this type of high profile disposal, have brought one of the most desirable warehouses in KwaZulu-Natal to the market.



## Iconic Cape Town high-rise to be sold as mixed-use development

The iconic 34-storey 'Absa Building' in Cape Town's central business district is coming to market as a mixed-use development known as Foreshore Place.

## Demand is Rising

Logistics and warehousing space is in demand, particularly in the Western Cape, writes Trevor Crighton.

## Commercial landlord loadshedding woes: Compromise and commitment are key

Loadshedding has become an everyday reality for South Africans. However, John Jack, CEO of Galetti Corporate Real Estate believes that last week's focus on the energy crisis during the State of the Nation...

## Trouble for landlords in South Africa

With the South African Reserve Bank's decision to increase its repo rate, landlords are facing a new challenge. The increase in the repo rate will lead to higher interest rates, which will in turn lead to higher rental rates.

## Trends driving the South Africa's commercial property sector's resurgence

The commercial property sector in South Africa is showing signs of resurgence. This is due to a number of factors, including a strong economy, a growing population, and a focus on infrastructure development.

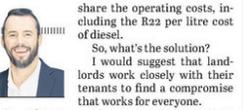
## Interest rate hike to hit landlords

The South African Reserve Bank's decision to increase its repo rate will have a significant impact on landlords. This is because the increase in the repo rate will lead to higher interest rates, which will in turn lead to higher rental rates.

## Galetti appoints high-profile joint MDs to head auction division

Galetti Corporate Real Estate welcomes Guy Dowding and Ricardo Da Silva to the helm of their fast-growing Auction division. They are taking up the reins as the joint MDs of the auction division and have big plans for what's to come.

## Interest rate hike to hit landlords



share the operating costs, including the R2 per litre cost of diesel. So, what's the solution? I would suggest that landlords work closely with their tenants to find a compromise that works for everyone. There's a trend towards lease agreements in retail and manufacturing environments, where the landlord covers the capital cost for solar panels and the inverter, to power the building during the day – but the tenant

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With more than a decade of experience in the management of several high-profile auctioning companies, Dowding brings a wealth of expertise to his new role at Galetti. A masterful negotiator with a keen understanding of the real estate auction business, Dowding looks forward to Galetti's inaugural live auction event, which will bring more than 37 properties valued in excess of R650m to the market. Says Dowding, "Nothing beats the energy and excitement of an in-person auction environment



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# Galetti Corporate Real Estate acquires New Vantage Properties

Galetti Corporate Real Estate announced its acquisition of a Level-2 black owned SA real focused on investment, development, as parastatal representation



simple. We felt that the technology they have developed, combined with their solid track record in bringing trophy investment assets to the market, and a deep understanding of the corporate representation space would be of great benefit to our clients. "The ability to support and work with clients throughout the value chain is hugely desirable for occupiers and investors alike instead of having to shop around for services. "We are excited about the deal, having been able to unlock solid value since the inception of the business in 2015. This acquisition moves New Vantage into a different league, while tying into the expansion plans for Galetti."

## Space-as-a-service offering on the rise across SA

Some owners are repositioning their properties to offer various amenities like cafes and gyms to attract tenants



A shift in the way tenants view office spaces, and the Covid-19 pandemic, has accelerated the trend towards "space-as-a-service". Tenants want more than just four walls and are attracted to buildings offering amenities

# Sale of Destiny Africa land starts

development to not come to fruition. "A different approach could see a successful development on this extremely valuable piece of property."

A new owner would have to reapply for rights and rezoning, but he said the municipality is supportive of rezoning from agricultural. It could be rezoned for various



## New trends for shopping malls and offices in South Africa

The CEO of Galetti Corporate Real Estate unveils what is in store for workplaces and shopping malls across

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# COMPANY OVERVIEW

Galetti is one of our most professional and dependable partners in business.

*Gavin Dickinson*  
Founder and CEO, Dickinson Projects

**Galetti**

# CEO STATEMENT

We aim to manage complex transactions with simplicity and efficiency to enhance your business profitability and ability to succeed. Our tech-led approach allows us to fully comprehend the market dynamics, providing you with data-driven insights and informed solutions.

At Galetti, we believe in Constantly Solutioning, no matter what the challenge we will find an outcome that suits your needs. Together, we navigate the complexities of the market, seize opportunities, and drive your profitability forward. Let us empower you with efficiency, innovation, and market intelligence, enabling you to make confident decisions that shape a prosperous future for your business.

## **John Jack**

*CEO of Galetti Corporate Real Estate*



**Galetti**

## LOCATIONS

We collaborate closely with our African and Global teams, serving all international clients seeking real estate solutions within South Africa. Galetti Corporate Real Estate maintains a robust presence across Johannesburg, Pretoria, Durban and Cape Town.

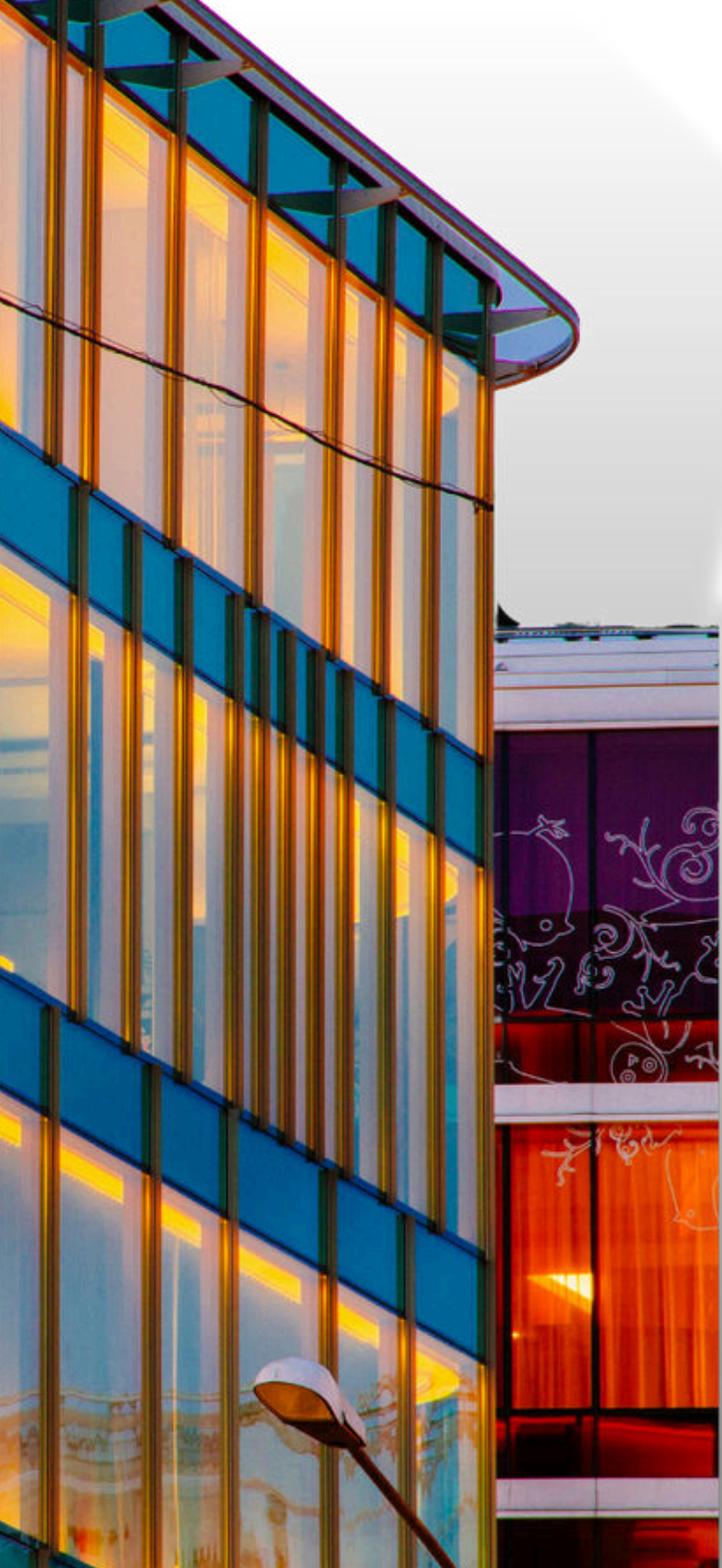
Pretoria  
Johannesburg

Durban

Cape Town

## VALUES

DISCIPLINE  
RELENTLESS IMPROVEMENT  
INNOVATION  
COMMUNICATION  
TEAMWORK  
URGENCY INTEGRITY  
TRANSPARENCY



## A B O U T U S

Galetti Corporate Real Estate is a leading team of real estate professionals focused on delivering exceptional commercial real estate solutions. With a strong culture driving us, we attract and collaborate with the best in the industry. Our creative dealmakers build steadfast relationships with clients, simplifying complex data to empower informed decisions. Since our beginning in 2006, we've facilitated significant transactions worth billions of Rands, serving as a trusted partner to occupiers, owners, and larger institutions. Through our core solutions, including Leasing, Sales & Advisory we provide tailored, commercially-driven solutions. With a commitment to innovation and a strategic rebranding in 2018, we are positioned for future success in the dynamic commercial real estate market.

## V I S I O N

To be the undisputed leader in commercial real estate, setting new standards of excellence through our innovative solutions, unrivalled expertise, and unwavering commitment to client success.

## M I S S I O N

We are committed to be constantly solutioning, finding the best ideas at the right time to create success for ourselves and our clients together.

**Galetti**



WHAT CAN WE DO FOR YOU?

# SELLING YOUR PROPERTY



## Private Treaty

Private treaty allows for a personalized process that relies on our market relationships and marketing reach. It engages potential buyers individually, giving us time to structure complex transactions. We target buyers based on our experience and knowledge of the area. We extensively market properties using social media and databases. Our experienced team has a track record of successful deals in unique locations. We know what we're doing and use innovative strategies to achieve your goals.



## Sealed Bid

A sales mechanism for "headline properties" i.e. iconic properties that draw a lot of attention. We create the perfect environment to create price discovery and efficiently and effectively dispose of assets on the sellers terms.



## Auction

Auctions provide a unique and attractive alternative to traditional real estate sales. With a set date and competitive bidding, sellers benefit from increased buyer interest and higher sales prices. The transparent process is efficient and accelerated, with targeted marketing and online bidding reaching a wide range of potential buyers. We look forward to working with you and delivering successful auction results.



LEASING

Surrender

The surrender or early termination of an existing lease and the signature of an agreement by the landlord agreeing to the same



Renewal

Extending the existing agreement, negotiating terms, and signing a new agreement for continued occupancy with updated terms.



Early Renewal

The signature of any agreement and/or addendum that contemplates a renewal of any existing lease agreement



Acquisition

The acquisition of leased or owned space, upon signature of a; new lease agreement, an addendum to an existing lease agreement, or a sale/purchase agreement



# A D V I S O R Y

Portfolio Due Diligence/ Audit  
& Market Trends & Analysis



Legal Compliance, Risk  
Assessment & Sustainability



Portfolio Optimisation, Transaction  
Management & Exit Strategy



Real Estate Development  
Advisory & Marketing



Investment Strategy, Real Estate  
Financing & Property Valuations



Asset Management

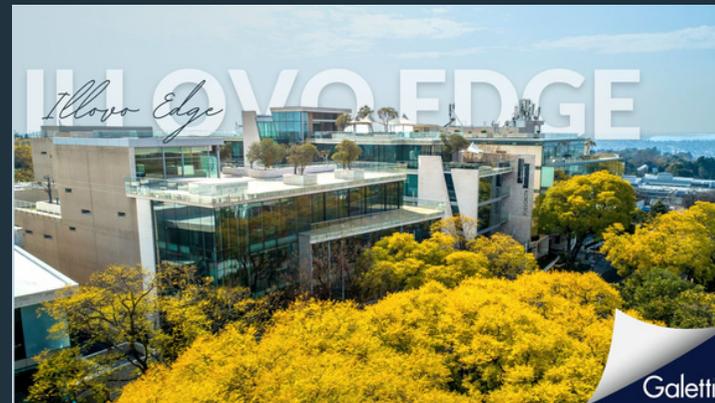
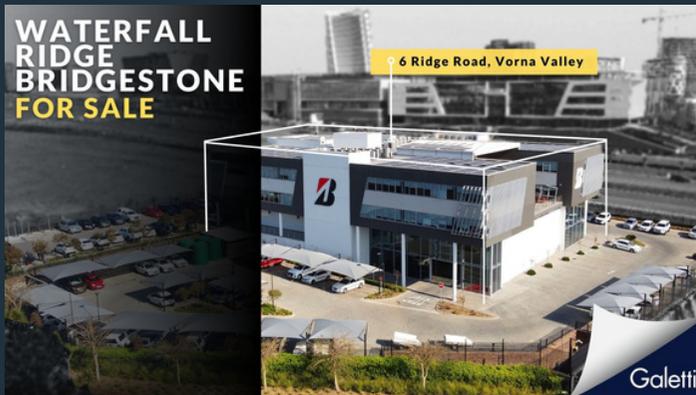


# P R E S E N T A T I O N

With 50-80% of the human brain dedicated to visual processing, we understand the importance of packaging a property well. Our in-house photographer will use still and drone footage to create a visual tour and representation of the property. Micro and macro data and market-related analysis and knowledge will allow us to determine the value of the space as well as the value it can bring to any business. Using both a well-designed presentation and specific market and area data, we're able to provide valuable insight into the investment we're asking our possible buyers to make.



## RECENT CAMPAIGNS



# DIGITAL PRESENCE

With over 28 million people utilizing the internet in some format, 15 million making use of Social Media (with a guaranteed 27% penetration rate) and over 90% of buyers carrying out property searches online, web presence is paramount. These are the top digital touch points that we would use to access your target.

## WEBSITE

Our website allows buyers to search thousands of properties across the country. Searches can be made by a number of criteria (price, features and type). This means increased visibility and a wider pool of potential buyers. We have heavily invested in SEO buying to ensure we increase the quality and quantity of traffic to our website, this has contributed to our 800-1000 daily visitors to our site. This ensures our brand and our listed properties have the best visibility to online users.

## 3RD PARTY PROPERTY PLATFORMS

We have premium partnerships with Property24 to ensure we are able to connect with potential investors when they are at their most captive.

## OUR PODCAST



The Corner Office by Galetti. Stay ahead of the curve in the world of South African business. Tune in to the latest news and trends affecting the business landscape; insightful analysis and interviews featuring top industry leaders; and exclusive insights that will keep you informed and competitive.

## SOCIAL MEDIA



Social media is considered as one of the most profitable digital marketing platforms that can be used to increase a business, brand or property's visibility. We've got substantial presence and growing following across Facebook, LinkedIn, X, Instagram, Youtube and even TikTok. Using media buying we are able to target a specific portion of our Data Management System's data base to ensure we tailor our marketing message to a specific group of people.

FOLLOWERS

40 936

REACH

4 010 872

ENGAGEMENT

534 924



## D A T A B A S E

Built over the last 12 years, our database of more than 40 000 people (tenants, landlords, funds and investors) is one of our most valuable assets. Four out of ten properties that are sold or leased by us are to people who already have a relationship with us.

## R E B A S E

We recognize the importance of PropTech as the future of corporate real estate which is why we have heavily invested in our PropTech presence with our own Data Management Solution. The system's structure allows our team of consultants to access all entity information in a single view which will significantly improve business development, property management and service to our clients.



011 783 1195

info@galetti.co.za

