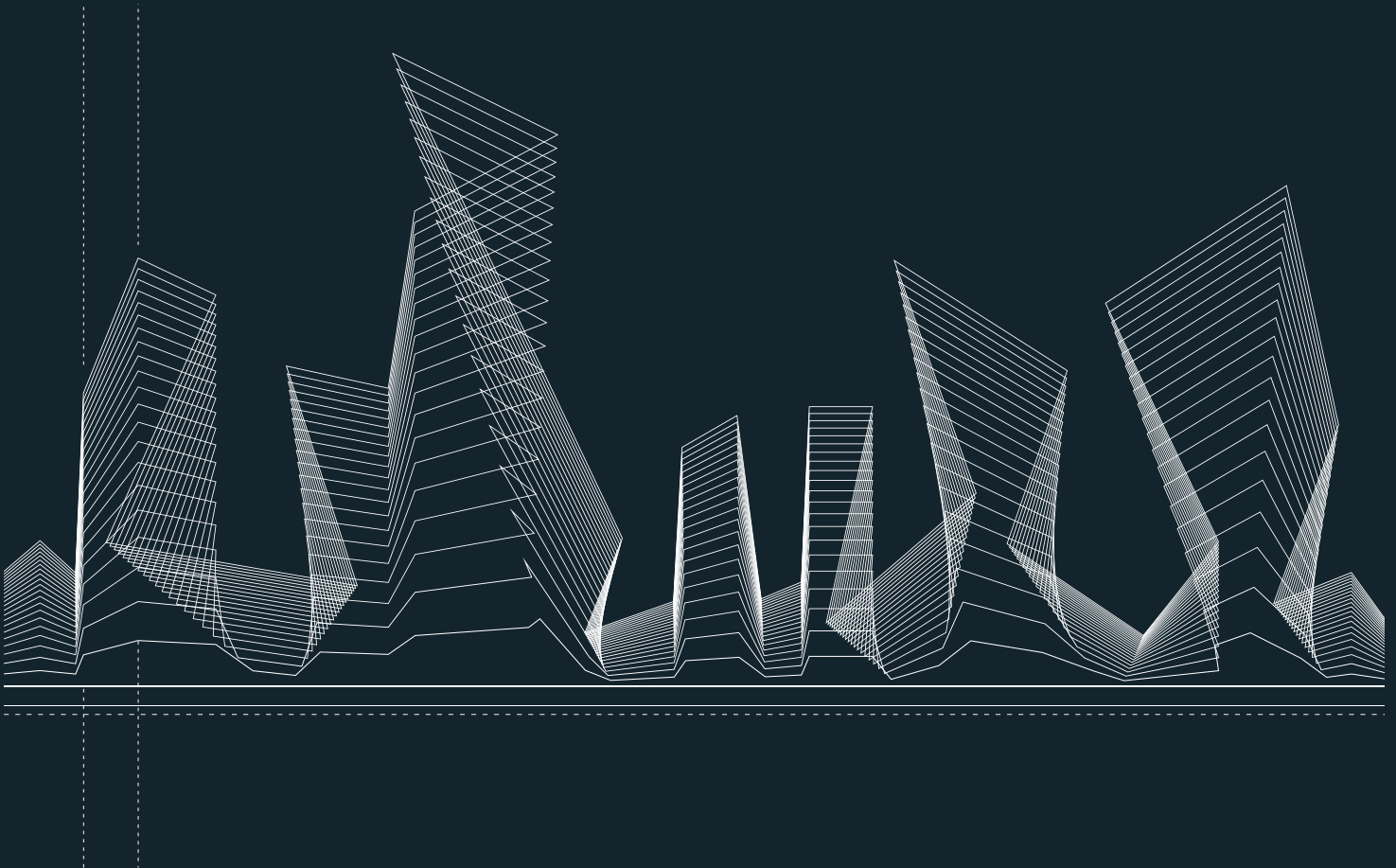


Selling your property?
Not all buildings are equal.

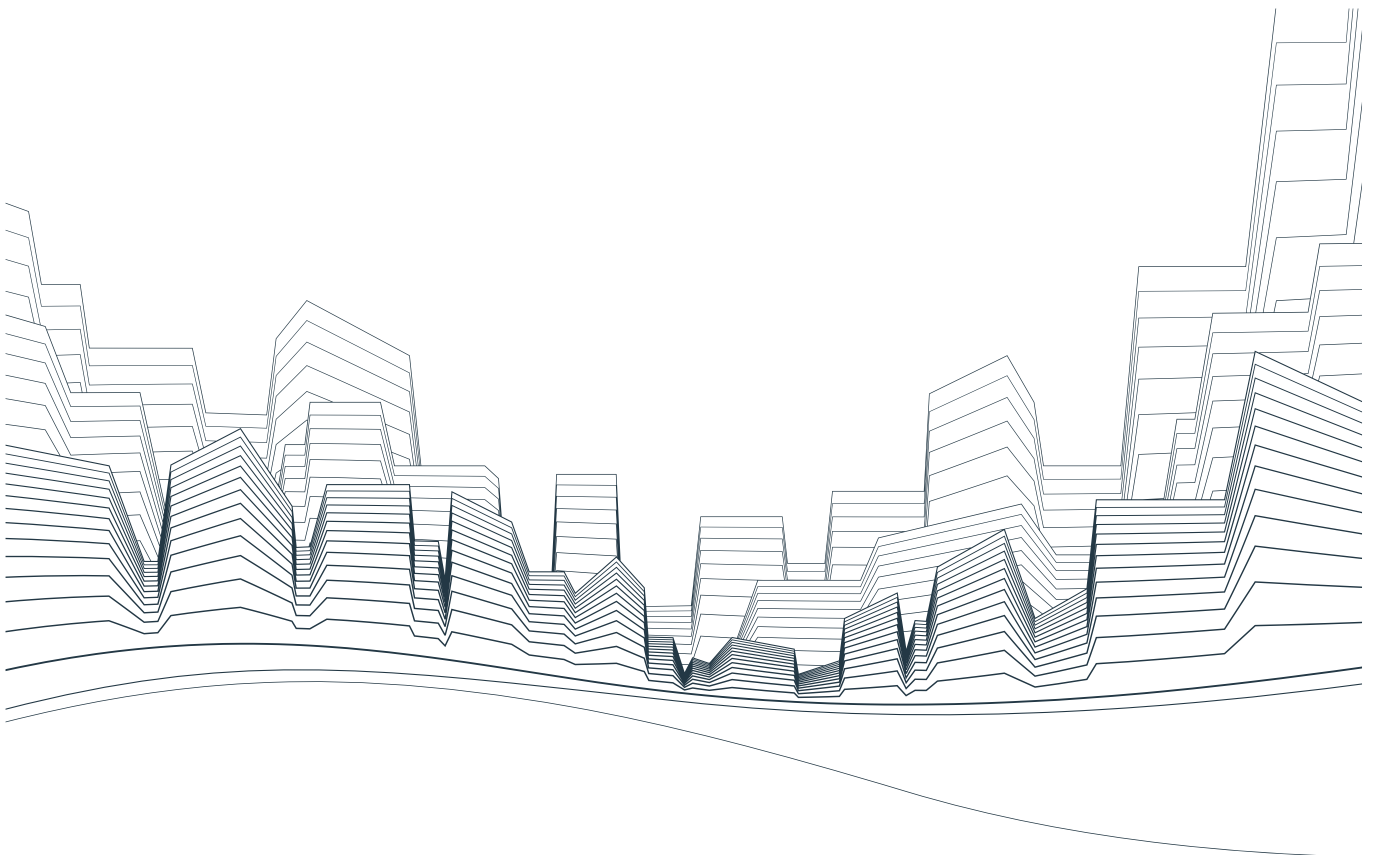
Commercial Real Estate, Solved.



Are you faced with a mixed portfolio of properties that all require a different approach to selling?

Are you looking to maximise value for shareholders with a results based solution?

We offer real-time market data, expert financial modeling, proven exit strategies, and strong industry connections. Our dealmakers, proprietary tech, and property asset management services ensure smooth transactions and optimal outcomes.



Trust us to get it done,

We carefully select the best sales method for each property, using Private Treaty, Sealed Bid, or Auction to achieve the result we are after. Each approach has its strengths depending on the goals for speed, certainty, and value.

Private Treaty offers a personalized approach, allowing us to engage buyers individually, use our network and marketing reach, and structure complex deals. This method is ideal for properties that benefit from a targeted, one-on-one sales process.

Auctions work well for high-demand properties, creating urgency and competition through a set deadline. This method attracts multiple buyers, driving the best price in a transparent, fast-paced environment.

Sealed Bid could be seen as a hybrid between auction and private treaty. We use this methodology to retain confidentiality but still drive a competitive deadline process on the Sellers terms.

Our focus is to select the approach that gives each property the best chance of success, whether through Private Treaty's tailored approach, Auction's competitive energy, or Sealed Bid's controlled process.

We look forward to working with you to determine the best strategy for this portfolio sale.



John Jack



Galetti

Your Challenges



ACCESS TO QUALIFIED BUYERS

Limited relationships limit pricing, unless you are certain that you are getting to an expanded set of buyers your best offer may elude you



CREATING A PRICE CEILING

By advertising an asking price you run the risk of excluding interested buyers or in the alternative limiting what you can achieve for the property



SUSPENSIVE SALE AGREEMENTS

Private treaty agreements contain a host of suspensive clauses which delay transfer while the DD or finance period is running



PURCHASER FAILING FINANCING PERIOD

Anyone can make an offer on a property and run it through an extended DD while trying to find the money to finance, which isn't guaranteed



POST AGREEMENT CHISELING AT PRICE

While you wait patiently for the sale to be confirmed the buyer may find problems with the property or get offered low levels of gearing. Invariably they ask the seller to shoulder that cost

Our Solutions



LIVE MARKET INTEL

We have built proprietary technology which is connected directly to the deeds office and tracks over 27,000 properties across the country



PRICE DISCOVERY

The Sealed bid and Auction process does not include the advertising of an asking price. Instead the price is discovered by way of open market bidding



UNSUSPENSIVE SALE

We prepare detailed information packs and access to due diligence documentation which we request buyers to conclude upfront before making an offer



TIMELINES THAT ACCOMMODATE PURCHASERS

The timelines of both Auction and Sealed bid allow for financing and guarantees to be in place within a reasonable timeframe in order to be unconditional



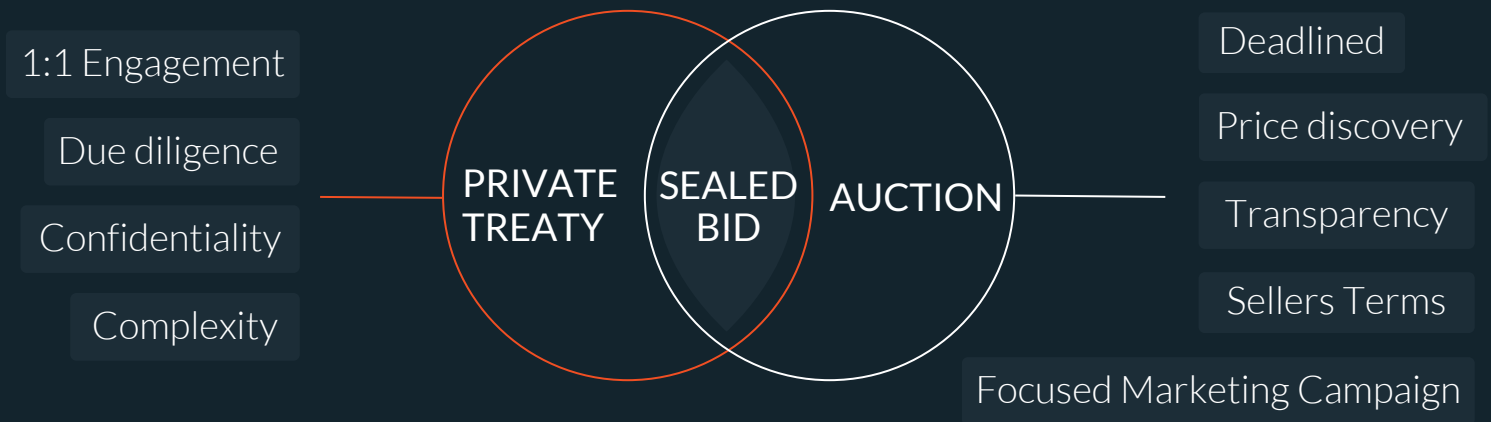
DEALMAKING TRACK RECORD

We have a proven track record of successful deal-making across diverse property types and high-value transactions concluding R2,9Bn in transactional value in our last FY.

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- 1 SELLING YOUR PROPERTY
- 2 AUCTION
- 3 SEALED BID
- 4 PRIVATE TREATY
- 5 WHY GALETTI

Selling your property



Private Treaty

Private treaty offers a tailored approach leveraging market relationships and marketing reach. It allows individual engagement with potential buyers for complex transactions. We target buyers based on local expertise and extensively market properties through social media and databases.

Sealed Bid

A sales mechanism for iconic "headline properties" that generates significant attention. We create an ideal environment for price discovery and efficiently dispose of assets according to the seller's terms on a confidential and deadlined basis.

Auction

Auctions offer a compelling alternative to traditional real estate sales, featuring set dates and competitive bidding that boost buyer interest and sales prices. The transparent and efficient process, combined with targeted marketing and online bidding, attracts a broad audience of potential buyers.

What to expect?

STEP 1 | PROPERTY ASSESSMENT & VALUATION

We assess your property's unique features, market position, and value. Based on this, we select the best sales method—Private Treaty, Auction, or Sealed Bid

STEP 2 | SALES MECHANISM & MARKETING STRATEGY

With the optimal sales method chosen, we launch a targeted marketing campaign to reach the right buyers. Our team actively promotes your property through direct calls, social media, and our extensive database

STEP 3 | PROGRESS UPDATES

We provide weekly updates on property interest, including calls made, inquiries, social engagement, and more, so you're always informed

STEP 4 | FINAL NEGOTIATIONS & CLOSING

As we approach closing, we keep you informed on bids and offers, working to secure the best outcome, whether through Auction, Private Treaty, or Sealed Bid





Private Treaty

Selling your property

Benefits of Private Treaty



TAILORED BUYER ENGAGEMENT

We engage potential buyers individually, allowing us to match the right buyer with the property based on our deep market knowledge. This approach ensures that each buyer receives personal attention and that each offer is approached with a focus on the specific needs and value drivers of the property.



TIME FOR DECISION-MAKING

Unlike Auction sales, Private Treaty doesn't require a strict timeline. This extra time allows sellers to consider offers thoughtfully and enables buyers to evaluate the property without the pressure of a countdown, leading to more balanced and considered outcomes for more technical properties.



CLEAR INFORMATION

We provide a detailed summary of the property, including cash flows, financial analysis, and relevant market data. This transparency helps buyers understand the true value of the property, making them more comfortable and confident in their decision-making.



CONFIDENTIAL SALE PROCESS

Private Treaty keeps the details of the sale private, offering sellers greater discretion. This is ideal for those who prefer to keep sale terms and specific information confidential, protecting the privacy of all parties involved and keeping the transaction out of the public eye.



FLEXIBLE NEGOTIATION TERMS

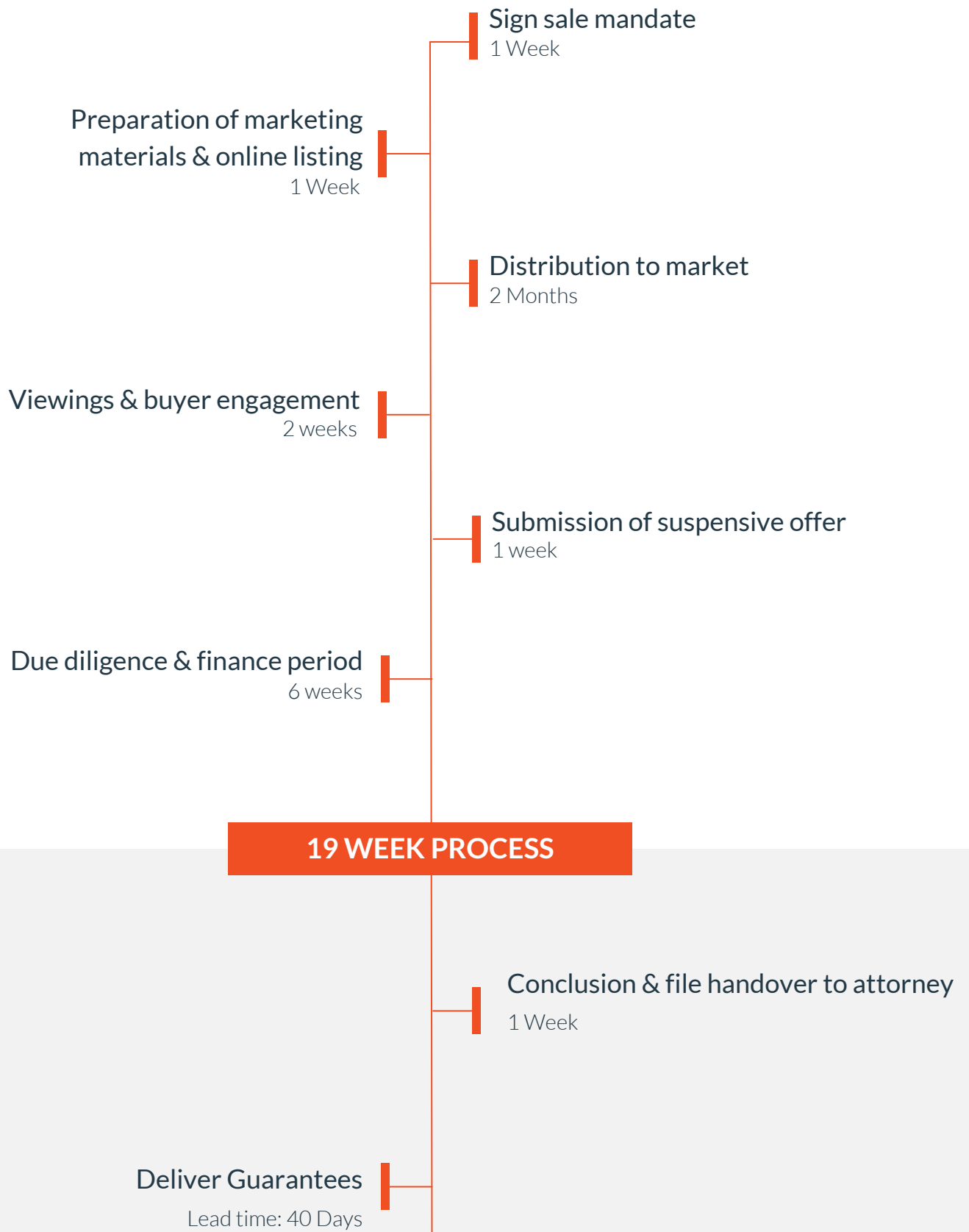
Private Treaty allows for flexibility in the negotiation process. Buyers can make offers with conditions such as building inspections or finance approvals, giving both parties room to negotiate terms that work best for them and creating a smoother path to closing.



MARKET KNOWLEDGE

Our team has a proven track record of closing successful deals using Private Treaty, especially in unique or challenging locations. We leverage our experience and innovative strategies to meet each client's goals, ensuring a professional and results-driven process.

Private Treaty Timeline





Sealed Bid

Selling your property

Benefits of Sealed Bid



TRANSPARENCY

We provide a detailed property summary, including cash flows, financial analysis, and market insights, to help buyers assess value. This information is filed in a data room for verification by final bidders, ensuring a fair price for the Seller without last-minute leverage



SELLER SETS T'S & C'S

Transaction terms and conditions are set in advance with the Seller, preventing unexpected issues. We guide you through this process to reach a fair balance for both parties.



SELLER SETS THE TIME

Timelines are pre-determined in the bid pack which compels all parties to adhere to a strictly monitored process. By publishing a timeline upfront, we can run an expedited program.



QUALIFICATION OF BIDDERS

We start by presenting the opportunity to a broad, pre-selected audience, inviting non-binding offers to gauge interest. From there, we shortlist final bidders, ensuring they are qualified through their portfolios or declared funding sources in the LOI.



COMPETITIVE BIDDING

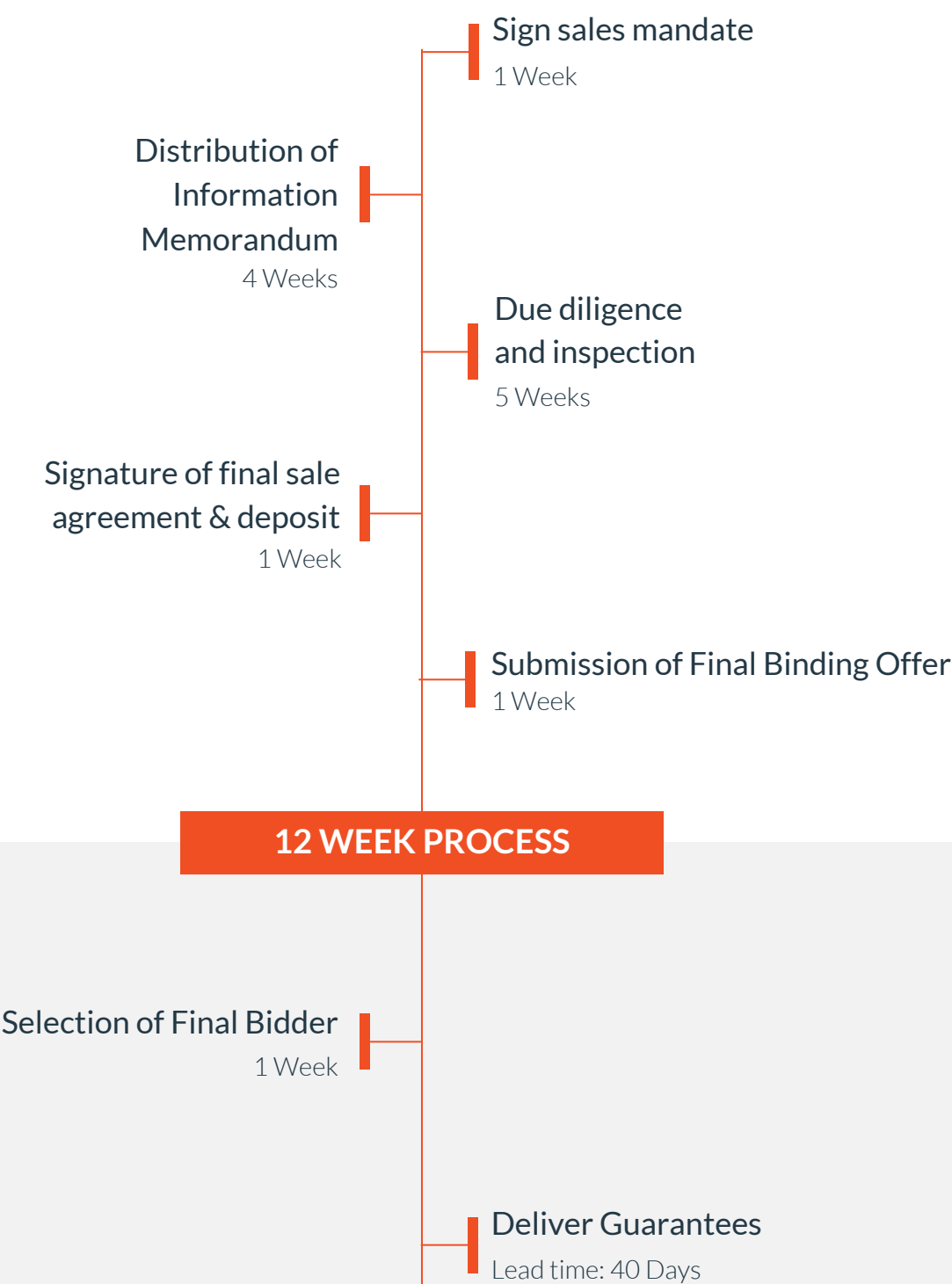
Bidders must lodge an upfront deposit in order to review due diligence documents in the data room before submitting their best and final offers. This strategy fosters competitive bidding and focusses the buyer on concluding DD swiftly.



PRICE DISCOVERY

By avoiding a set asking price, we allow the market to determine value, encouraging wider interest and maximizing potential outcomes. This approach drives a competitive process, fueling strong results.

Sealed Bid Timeline





Auction

Selling your property

Benefits of Auction



BUYER PAYS COMMISSION

The result achieved on auction is nett to the Seller.

The buyer is responsible for the commission which is due within 24 hours after auction this ensures that only serious buyers participate in the auction.



NO CEILING ON THE PRICE

Auctions create hype and urgency, driving buyer competition through targeted marketing. More buyers mean more intense bidding, leading to better results for the seller.



UNSUSPENSIVE DEED

The property is sold “voetstoots” (as-is). The seller is only responsible for maintaining the property’s condition as listed. The sale is not subject to finance, DD, or survey conditions.



SELLER SETS T’S & C’S

Auctions create urgency, driving buyer competition through targeted marketing. More buyers mean more intense bidding, leading to better results for the seller.



TRANSPARENCY

You’re dealing with serious, pre-qualified cash buyers. The process is transparent, with all necessary steps to ensure accurate information. This makes the auction verifiable, allowing the seller to provide clear answers if any questions arise.



MULTIPLE BUYERS

Multiple buyers compete actively for the same property which ensures the highest, truest market value is being paid for the property.

Auction Timeline





Why Galetti

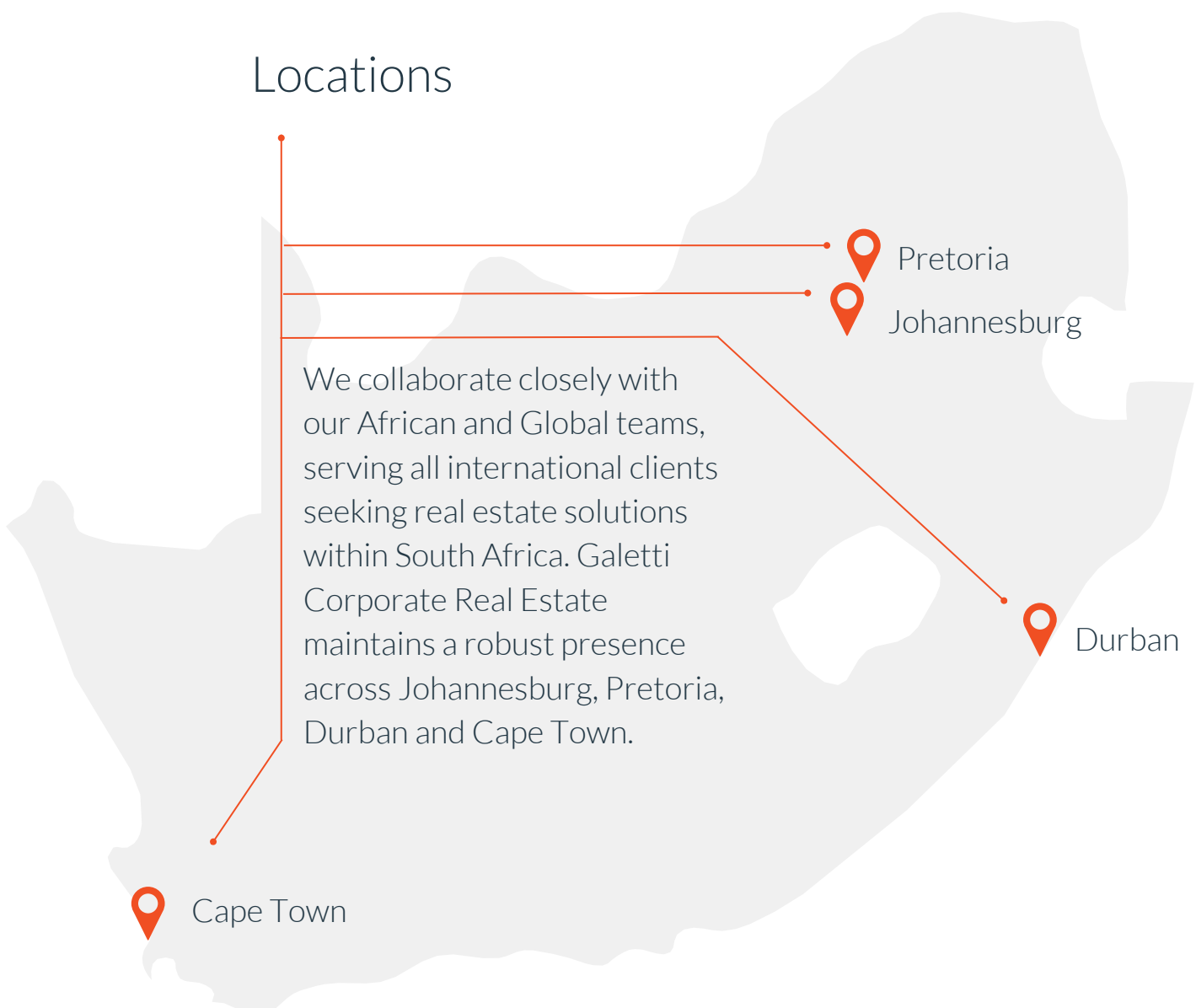
What we're here to do

We're problem solvers and trusted partners in the commercial real estate space. Since our journey began in 2006, we've facilitated billions of Rands in transactions, working closely with occupiers, property owners, and institutions to deliver results that matter.

Our culture is driven by collaboration, creativity, and a relentless focus on simplifying complexity for our clients. By turning data into actionable insights, our dealmakers empower businesses to make informed decisions with confidence. From leasing and sales to tailored advisory services, we're committed to finding the right solutions at the right time, ensuring success for both our clients and ourselves.

With innovation at our core and a fresh perspective from our 2018 rebrand, we're shaping the future of commercial real estate—building strong relationships, driving progress, and setting new standards of excellence along the way.

Locations





AUCTION

CHLOORKOP PORTFOLIO

Concluded the sale of a ZAR 54,4M industrial portfolio in Chloorkop

SALE

LANGA SHOPPING CENTRE

Concluded the sale of a 8 334 m² shopping center for ZAR 36M.



AUCTION

PETERVALE SHOPPING CENTRE

Concluded the sale of a 2 757 m² shopping center for ZAR 36,4M.

SALE

INDUSTRIAL SALE & LEASE BACK

Sale of a 4 188m² medical manufacturing facility for ZAR 34,2M.



SALE

BRIDGESTONE HEAD OFFICE

Concluded the sale of a 4 808 m² mixed-use for ZAR 96,5M.

LIQUIDATION SALE

THE LOCAL @ KYALAMI SHOPPING CENTRE

Concluded the sale of ZAR 100 Million rand



AUCTION

ST AUGUSTINE COLLEGE

The total value of the sale was in excess of ZAR 30 M.



AUCTION

1 SIMBA ROAD, SUNNINGHILL
Concluded the sale of a vacant 2 064 m² office for ZAR 7,5M.

SALE

BUNDU POWER
Concluded the sale of a 4 900m² industrial property in Spartan for ZAR 23,5M



AUCTION

BUCO POLOKWANE
Concluded the sale of a 1 776 m² blue-chip tenanted retail for ZAR 11,9M.

AUCTION

CHICKEN LICKEN
GA-RANKUWA
Concluded the sale of the Chicken Licken Drive-Thru for ZAR 6,7M.



AUCTION

TENANTED TOWNSHIP RETAIL
Concluded the sale of an 8 114m² tenanted township retail for ZAR 10,9M.

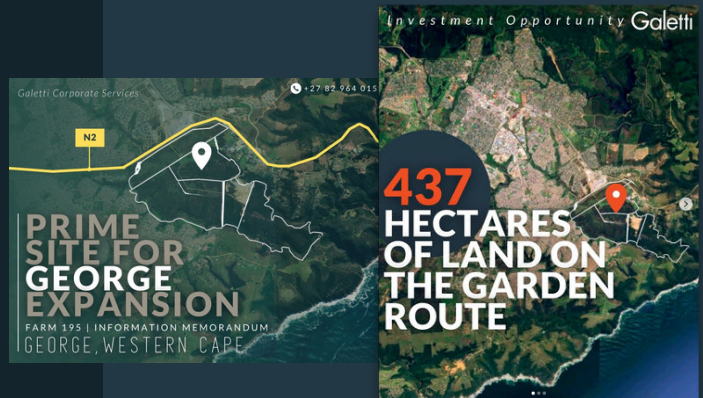
AUCTION

KFC HAMMANSKRAAL
Concluded the sale of a 1 201 m² township retail for ZAR 5,4M.



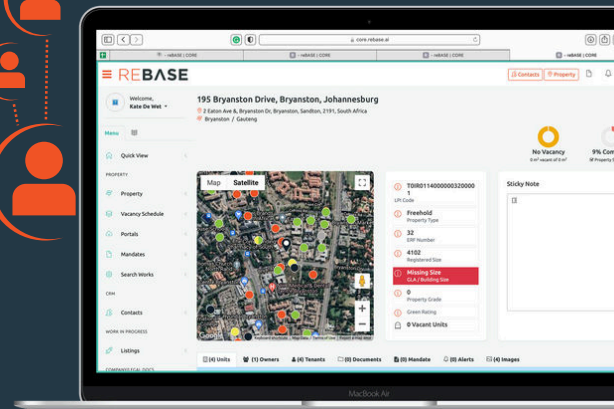
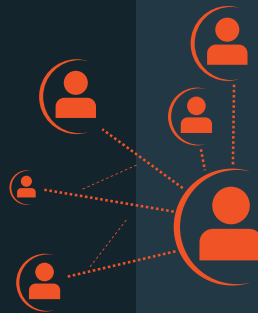
Presentation

With 50-80% of the brain focused on visual processing, effective property packaging is crucial. Our in-house photographer uses still and drone footage for a visual tour, while data analysis helps assess the property's value and its potential benefits for businesses. By combining a well-designed presentation with specific market data, we offer valuable insights into the investment for potential buyers.



Database

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.



Digital Presence

With over 28 million internet users, 15 million on social media (27% penetration), and over 90% of buyers searching for properties online, a strong web presence is essential. Here are the key digital touchpoints for reaching your target audience.

Website

Our website enables buyers to search thousands of properties nationwide using various criteria, enhancing visibility and attracting a broader audience. Significant investment in SEO has boosted site traffic to 800-1000 daily visitors, ensuring optimal visibility for our brand and listings.

Active Website Users

32 000+

Social Media

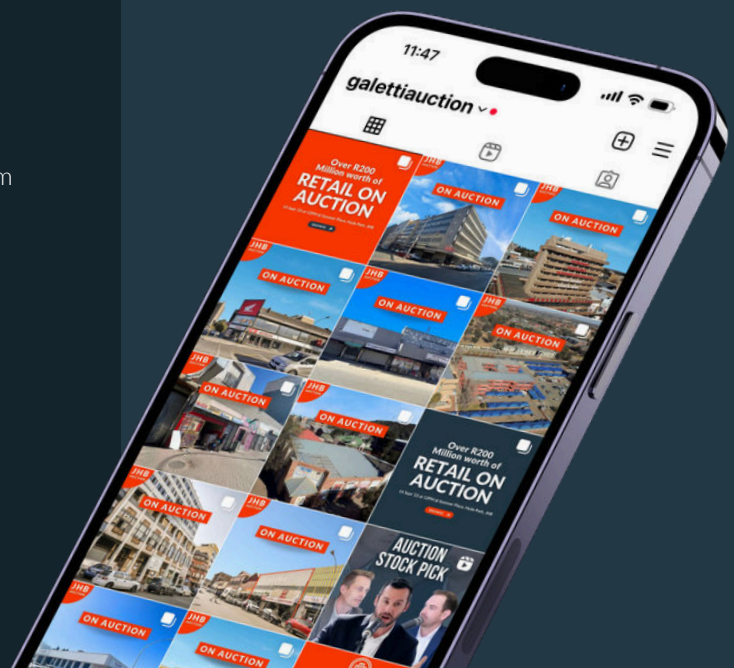
Social media is a highly profitable digital marketing platform for enhancing visibility. With over 65,000 loyal followers across various platforms, we utilize media buying to target specific segments of our Data Management System's database, tailoring our marketing messages effectively.

Monthly Social Reach

500 000+

We have sold multiple properties directly through social media leads, it's been an amazing tool for us!

Kate de Wet
Galetti Head of Marketing



Rebase

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.

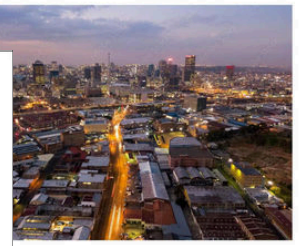
Public Relations

As a company, managing our brand's reputation and raising awareness is crucial for success. We've built relationships with media contacts across various industries to secure coverage in outlets like Business Day, Moneyweb, SAFM, and more, ensuring your property is marketed professionally.

Monthly Impressions

1 000 000+

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



Galetti appoints high-profile joint MDs to head auction division

Galetti Corporate Real Estate welcomes Guy Dowling 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

With more than a decade of experience in the management of several high-profile auctioneering companies, Dowling brings a wealth of expertise to his new role at Galetti. A masterful negotiator with a keen understanding of the real estate auction business, Dowling looks forward to Galetti's inaugural live auction event, which will bring more than 17 properties valued in excess of R650m to the market. Says Dowling: "Nothing beats the energy and excitement of an in-person auction environment

which often results in an optimal outcome for both buyer and seller." A background in advertising and communications, coupled with 15 years of experience in real estate auction sales and makes Da Silva a team. Noting that the way for a pro's true value, for 10%–20% more traditional market value, Da Silva believes Galetti's live auction even the power of the Always leading has eased the bar

prevent many would-be auction bidders from participating in the auction process. As Da Silva and Dowling say: "We are simplifying our

Galetti Corporate Real Estate acquires New Vantage Properties

Galetti Corporate Real Estate announced its acquisition of New Vantage Properties, a Level 2 black-owned SA real estate services business focused on investment, development, sales and leasing as well as parastatal representation

"The New Vantage team brings us a deep skill set as well as a client pool not within our current scope," says Galetti CEO John Jack. "The experienced team will join both the Corporate Services and Leasing Service lines, bolstering both divisions." "We noticed that we were unable to reach the client base that they were continuously transacting in and made the approach to acquire the business earlier in the year. Through a series of negotiations, we have been able to reach terms with New Vantage and can't wait to bring them on board," he says.



GALETTI CEO JOHN JACK



NEW VANTAGE MD KYLE HYMAN

simple. We felt that the technology they have developed combined

value chain is hugely desirable for investors and investors alike instead

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.

By Guy Dowling and Ricardo da Silva

Following the 2020 to 2021 lockdown, commercial real estate professionals provided a service to the market that was not only essential but also profitable. The industry has seen a resurgence in activity, with many properties being sold at auction. This is a testament to the resilience of the commercial real estate sector and the importance of in-person auctions in a digital world.



Guy Dowling, Joint MD of Galetti Corporate Real Estate's Auction Division



Ricardo da Silva, Joint MD of Galetti Corporate Real Estate's Auction Division



John Jack, CEO of Galetti Corporate Real Estate

Auction as an experience
The auction process is a unique experience for both buyers and sellers. It provides a transparent and competitive environment where properties are sold at the highest possible price. The auction process is a key part of the commercial real estate industry and is expected to continue to grow in the future.

Tip for getting the most out of your auction experience
To get the most out of your auction experience, it is important to be well-prepared. This includes researching the property, understanding the market, and having a clear budget. It is also important to be on time and to participate actively in the auction process.

1. Do it with a partner
Having a partner to bid with can be a great way to ensure that you are making the best decision. It can also be a good idea to have a professional auctioneer to guide you through the process.

Auction professionals offer expertise

There is a growing need for auction professionals in the commercial real estate sector. They provide expertise in all aspects of the auction process, from marketing and advertising to the actual auction itself. Their experience and knowledge are invaluable to clients looking to sell or buy commercial property.



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 2022 detailed an estimated 500 m² (compared to 400 m² in 2021) of new logistics warehouse space is expected to be completed in the Western Cape.

The Western Cape is a key logistics hub for the country, with its strategic location and infrastructure. The region is attracting significant investment in logistics and warehousing, which is driving growth in the commercial property sector. This is particularly evident in the Port of Cape Town, which is a major gateway for international trade.



Interest rate hikes, load shedding putting landlords under pressure

And tomorrow's increase of a possible 0.5% will make things even harder.

Trouble for landlords in South Africa

CEO of Galetti Corporate Real Estate says further rate hikes will hurt the commercial property sector

By Guy Dowling

BIG NEED FOR CONVENIENT LIVING

Co-living and co-working is a fast-growing trend. THIESO TLELIMA profiles South Africa's new mixed-use developments

Mixed-use developments blend residential, commercial, retail and hospitality, providing residents with a convenient urban living experience. With a growing number of people wanting to live and work within close proximity where they can enjoy quality of life without long commutes and security concerns, mixed-use developments provide the solution.



THE FORESHORE PLACE

The Foreshore Place, a 34-storey iconic landmark in Cape Town's central district, has been around since the 1900s. Situated on the corner of the Victoria Road and the Waterfront, it is a prime location for a mixed-use development.

HARBOUR ARCH

Located on Cape Town's Foreshore, Harbour Arch is a R16-billion mixed-use precinct that will comprise six towers, with the first due to open in May 2023. The vibrant pedestrian-friendly development will house restaurants, cocktail bars, shops, hotels, banking facilities, medical services, and health clubs. The 23-floor Harbour Arch Tower 1 has 500 residential apartments, including 82 rental units, 158 studio apartments, 203 one-bedroom apartments, 58 two-bedroom apartments, and 59 three-bedroom apartments. It features retail space on the ground level reserved for exclusive motor dealerships and coffee shops and additional retail space on the eighth floor, which will include restaurants with indoor and outdoor seating.

"Mixed-use developments are urban villages – a place where you can live, work, and play – and an attractive solution to the housing shortage," says Nicholas Skoldhorn, managing director of Andros Properties. "Convenience and quality of life are the top two factors developers must consider when designing one – they need to strike a balance between urban convenience and the tranquility of nature." The large-scale development, across 200 000m², is due to be completed in 2030.



Sale of Destiny Africa land starts

Alida de Beer

The tender process for the sale of the land that was previously earmarked for the Destiny Africa megadevelopment started in August. Potential buyers have time to submit final offers until the end of September.

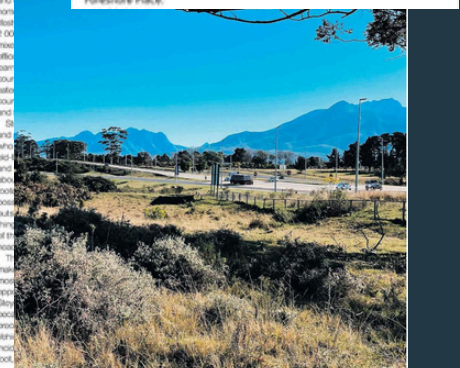
development to not come to fruition. "A different approach could see a successful development on this extremely valuable piece of property."

A new owner would have to reapply for rights and rezoning, but he said the possibility of the development of the land was still a possibility.



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

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



"MILURB CAN ATT SHI for the sale of the land previously to be developed by Destiny Africa has started.

Next Steps

- 1 The mandate is awarded to Galetti Corporate Real Estate to manage the sale of the property
- 2 Draft mandate agreement circulated for approval
- 3 Presentation of detailed marketing campaign that will align with your objectives
- 4 Compilation and preparation of a detailed marketing information memorandum (IM) for distribution to purchasers
- 5 Approvals gained for distribution thereof
- 6 Distribute IM to the market and begin the marketing campaign
- 7 **Sell for maximum value!**