



COMPANY PROFILE

Property Management tenant placements
Property Valuation
Property Development
Property Transactions and Advisory



BEYOND PROPERTY GROWTH



BACKGROUND

Press Properties Limited (PPL) was established in 1969. The company is a 100% subsidiary of Press Corporation Plc (PCL). PPL develops, owns and manages its own properties for profit purposes. PPL also manages third party properties as a service offering. The main line of business for the company is property management and development. PPL has four core products and services:

1. Property Management and tenant placements
2. Property Valuations Services
3. Property Development Services
4. Property Transactions and Advisory Services

For many years, PPL relied on property letting as its main business and rental income accounted for over 80% of its annual turnover. In order to supplement its income, PPL implemented the Chapima Heights Project in 2005. The project involved sale of houses and serviced plots.

The company has moved on to offer real estate related services to group and third party clients with emphasis on property management, property transactions, property valuations and property developments.





OUR STRATEGIC FOCUS

Press Properties has the following strategic focus in undertaking our business and offering service to all parties, clients and stakeholders.

Vision Statement

To be excellent in real estate service delivery as a world class company that is responsive to and surpasses its shareholders expectations

Mission Statement

Providing a balanced portfolio of primly located, high quality and well maintained commercial, industrial and residential properties and most effective and efficient property management services while maximizing value for our shareholders.

Core Values

Our core values are the PRICE we shall be committed to pay in conducting our business. These are:

People Centered

We treat employees and partners with dignity, fairness and respect fostering an environment where teams excel, and ownership and loyalty are inherent.

Responsibility

We ensure wellness of all our stakeholders and commit to share our success with communities while sustaining the environment we operate in.

Integrity

We commit to conduct our business honestly, transparently and ethically; and pledge to be accountable to our customers, shareholders and society.

Customer value

We strive to surpass customers' expectations both internally and externally. We are therefore committed to enable our customers excel by creating long-term relationships, being responsive, relevant and efficient while delivering value consistently;

Excellent

We pursue excellence through highly efficient and effective processes that deliver our goods and services to an outstanding quality.



CORPORATE GOVERNANCE

The company has a full Board comprised of experts in various fields including economics, finance, property law and management. Below is a list of our Board of Directors.

Board of Directors

Mr John Biziwick	-	Chairman
Mr Godfrey Chipungu	-	Director
Ms Maureen Mbeye	-	Director
Mr Felix Tukula	-	Director
Mrs Betty Mahuka	-	Director
Dr Chikosa Silungwe	-	Director
Mr. Alemekenzeke Mando	-	Company Secretary



SHAREHOLDING

Total shares in issue and registered as at 31 December 2018 are 3,750,000,000 at MK2.00 each held 100% by PCL.

The company also owns 51% of Indetrust (Holdings) Limited which owns PCL House at Top Mandala, Mchinji National Bank and a vacant plot in Blantyre. PPL also own 100% of Sale Services Limited (SSL) which owns Tambala head office building in Blantyre.

MANAGEMENT

Press Properties Limited has an internal management team comprised of the General Manager, Estates Officers, Assistant Estates Officers, Accountants, administrative and support staff and cottage attendants. Overall Finance supervision at Chief Finance Officer Level, IT services, Company Secretarial and Support services are outsourced from PCL.

Below is the current organogram for the company.



STAFFING

PPL has a skilled and a multi-professional team of staff members. We have members in our Blantyre and Lilongwe offices.

We have 8 professional staff members with the following qualifications and level of training:

- Real Estate
- Land Economy
- Quantity surveying
- Land Management
- Accounting and Finance

The key staff members on the management of Press Properties Limited will be the following;

Mr. Martin Chimangeni – General Manager; MSc Real Estate (2019), BSc Quantity Surveying, Registered Surveyor with Surveyors Institute of Malawi and Full Member of the Architects and Quantity Surveyors Board in Malawi. Member of Council of Surveyors in Malawi. Martin is the current Vice President for Quantity Surveyors in Malawi.

Ms. Moureen Mbeye – Chief Accountant; BSc Accountancy, Chartered Accountant (ACCA-Fellow)

Ms. Sharonrose Nkomba – Estates Officer; BSc Land Economy, Post Grad Project Management, Graduate Surveyor with Surveyors Institute of Malawi. **Mr. Alick Mpumulo Mazunza- Estates Officer;** BSc Land Economy, Diploma Land Administration, Graduate Member (Valuation) of Surveyors Institute of Malawi and Technician Member of Surveyors Institute of Malawi.

Mr. Alemekenzeke Mando – Legal and Administration Officer; Bachelor of Laws (Honours) Degree



OUR SERVICES

The company has four main service lines are:

1. Property Management and tenant placements
2. Property Valuation Services
3. Property Development Services
4. Property Transactions and Advisory Services



Property Management and tenant placements



Property Valuation Services



Property Development Services

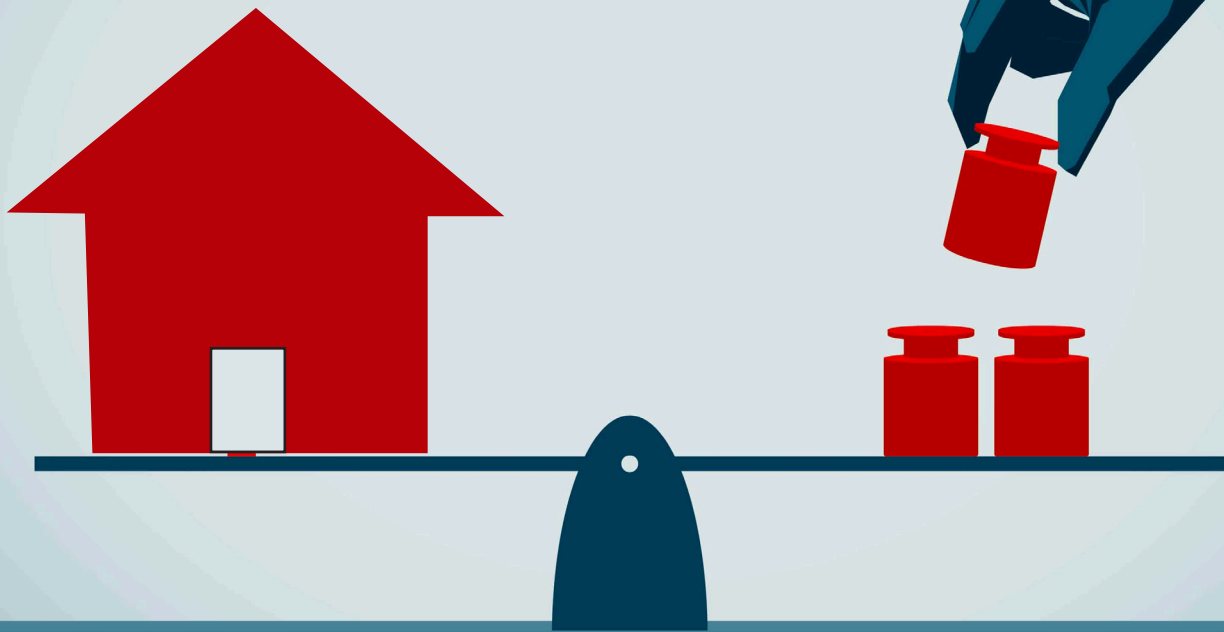


Property Transactions and Advisory Services



PROPERTY MANAGEMENT

The property management offering from PPL follows the whole life cycle of each and every property under management whilst consolidating the pool of properties for profitability to the client. Each property has different needs and requires different levels of attention dependent on the type of the property, the age of the property, the tenant in that property and the needs of the client following his objective in holding on to that specific property.



PROPERTY VALUATION SERVICES

We are also involved in valuation of real assets for accounting, insurance and disposal purposes. We have well qualified expertise registered with the Surveyors Institute of Malawi. The service can be summarized as below:

- Open Market Values: Land and Buildings
- Residual Valuations In Case Applicable
- Future Useful Economic Life (FUEL)
- Valuation for Insurance Purposes
- Valuation for Rental Purposes
- Property Investment Appraisal
- Valuation for Accounting purposes



PROPERTY DEVELOPMENT SERVICES

The service involves development and redevelopment of structures from site identification, feasibility study, design, and implementation. The service can be summarized as below:

- Special Analysis for current and future needs
- Determination and advice on procurement model
- Market study and review of rentals
- Planning and architectural design (by use of a Consultant)
- Environmental Impact Assessment
- Feasibility studies and capital cost estimates
- Arrangement and management of construction activities
- Tender/negotiation of construction contracts
- Property life-cycle modelling and monitoring
- Capital expenditure management
- Portfolio specific research



PROPERTY TRANSACTIONS AND ADVISORY

We have established ourselves as experts in the real estate industry for over 50 years. We have expertise in lease purchases, sales, sale and lease-backs as well as property hedged financing transactions with other institutions.

- Property sales and brokerage
- Sale and leaseback transactions
- Lease purchases
- Real estate investment analysis



WHY PRESS PROPERTIES

Press Properties is qualified to manage and properties because of the following attributes:

1. We add value to our management service by developing the following for clients' review:
 - a. Property strategy focusing on three areas for economic gain:
 - i. Hold and maintain/refurbish to prolong the property's life;
 - ii. Redevelop to realise more sustainable gains against increased maintenance costs; and / or;
 - iii. Dispose to realise the store value for reinvestment.
 - b. Five year maintenance plans for easier planning.
 - c. Quarterly market review with a full SWOT analysis.
 - d. Annual yield analysis versus the market performance.
2. We have a very good track record in the management of properties in Malawi;
3. We have proven track record as best managers for residential property establishments. Good examples are the properties in Press Village and Area 9 Town Houses;
4. We have tailor made and easy to model systems. We use SAP which is a system that has Real Estate and Finance modules apart from many others;
5. We have staff that have the experience in managing institutional and third party owned properties;
6. We have a young and dynamic team that is easy to work with owing to their professional and eagerness to make a difference through work output and timely reporting;
7. We are owned by a well-established conglomerate in the country with its shareholding listed on both the Malawi and London Stock Exchange;
8. We have well trained and experienced staff that are always acquiring latest knowledge in the profession;
9. We are affordable as we enjoy economies of scale from our portfolio that we manage hence lowering overheads for our clients;
10. We are always expanding in line with available work load.

BEYOND PROPERTY GROWTH

In a nut shell, Press Properties should be considered for provision of real estate services because of the following reasons:

- **Proven experience:** We have been in the industry for 50 years now with properties across the country either owned or from various clients such as pension funds, corporates and high net worth individuals. Our clients trust us with their properties. We have just added more expertise to the company by ensuring a diverse of skills that are required in the life cycle of a building.

- **Diversified skills:** We have a team of specialized professionals performing property management, facilities management, development services, accounting services, valuation services and property transactions. Our personnel are well vetted and registered with the Surveyors Institute of Malawi (SIM).

- **Proactive management:** We are proactive in that we invest a lot in planning for our works rather than reactive. We are continuously analyzing developments in the market to determine best use of resources and enable our clients make informed decision. We do manage properties based on our set of standards and emerging standards on the market. We ensure adherence to the lease to avoid exposing the landlord to unnecessary claims and litigation.

- We maintain good relationship with statutory institutions and other stakeholders such as Local Assemblies and Ministry of Lands, Housing and Urban Development.

- **Adherence to procurement guidelines:** we develop guidelines when it comes to procurement processes which are factored into our key performance areas for good corporate governance.

Dedicated office: We are established and have a dedicated office within PCL House in Blantyre and Maula Complex in Lilongwe. This will enable our timely access to our clients and our intervention on matters raised country wide.





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