

YEAR-END PARTIES

The Broll family said farewell to 2005 in style, each province celebrated the year-end with a lavish meal and great entertainment. From India to the Wild West, to splashes of colour and a simple touch of class, lots of fun was had by all.

Cape Town



Gauteng



Kwa-Zulu Natal



Port Elizabeth



[Contributions and comments]
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Arnie clinches a big one



A bird's eye view of the enormous storage area at Hunter's Retreat.



Ed Emmett (Left) Project Manager Planning Department General Motors (SA) and Arnie Katz worked closely together on the project.

vehicle storage yard at Aloys Port Elizabeth later this year and, for the duration of the renovation period, they will use an alternative storage area at Hunter's Retreat.

Arnie, who has been appointed to act on behalf of General Motors World Wide Real Estate Division by CB Richard Ellis of Detroit USA, managed to secure the Hunter's Retreat storage area for GMSA for an estimated 12 months.

The total storage area is an impressive 160 000 m² and has the capacity to store between 4000 and 4500 vehicles at a time. The land at Hunter's Retreat will also be used as a receiving area for units

produced at GMSA plants in PE, as well as volume received through the harbour. Vehicles will be shipped from this site to GMSA retailers throughout the country and also to neighbouring states.

According to Arnie, this is the most challenging property deal he has ever undertaken. 'At the end of the day, I believe we delivered to the client exactly what they expected,' says Arnie, 'and it was a great thrill to witness the first vehicle arriving at the site'.

With a deal like this under his belt, Beacon wouldn't be surprised to see Arnie making headlines again soon.

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It's a woman's world in Durban

The Durban broking scene is looking more attractive than ever, with the addition of three sassy brokers to the team.



Laura Styling the market

With her perfectly styled and shiny hair, Laura Radford is not one to become set in her ways. Her work history includes engraving at a watch shop, working for Galaxy and Imperial and, quite clearly, hairdressing. 'I've never done the same thing twice,' she says.

The dynamic world of broking has proved the ideal environment for Laura.

'It's totally different to what I'm used to doing,' she says, adding that she enjoys the ongoing changes and diversity that are core to the business.

Laura still dabbles in hairdressing as a hobby and also enjoys doing nails and make-up but as the mother of two boys, aged 16 and eight, she gets little practice at home.



Keke Who knew PR stood for property?

Having completed her Honours in Public Relations (PR) and Marketing at Durban Institute of Technology, Kekeleto Khojane was set to embark on a career in PR. But fate and a recruitment agency had other plans and the 25-year-old graduate was whisked down the rabbit hole into

commercial property broking. 'I knew nothing about property, but it sounded so interesting,' she recalls. The main challenge Keke faced was 'getting to know people on a business level', but once she got used to it, Keke found she enjoyed the new environment. 'It's a fabulous team, every day brings a new challenge.'

The second youngest of six siblings, Keke grew up in a fun, social environment. 'I'm a socialite,' she says, adding that she enjoys house parties, braais, watching comedies and going to the theatre.



Sam Retail... and all that jazz

'If I knew there was a course in property, I would have done it,' says 24-year-old Samukelisiwe Mngomezulu. But she didn't and instead, Sam pursued her love of music, studying entertainment at Durban Institute of Technology.

When finances did not allow Sam to open her own entertainment company,

she contracted as an administrator and, from there, found her way to retail broking at Broll where she realised she enjoyed the property industry. 'It's a pleasant environment to work in,' she says. 'You don't sit in an office all day and it's a challenge.'

Although she works in property development, Sam enjoys travelling to the 'bundu' and roughing it in the wild. She also likes watching movies and is fond of all genres of music.



SuperMom

To most people, being a mother of four and having a demanding job would seem a daunting task. Kim Neumann makes it look easy! And it's not just work and kids for this SuperMom – Kim also fits in the gym, shopping, committee meetings and playing 'taxi' to her children.

Kim is a portfolio executive at Broll head office and has been with the company for nine years. In her spare time, she also represents Broll on two SAPOA committees and is the first woman to hold the title of vice-chairperson on the Technical Committee.

Kim firmly believes the key to success in this industry lies in team work. 'You are only as good as your staff,' she says.

The question on most people's minds is where on earth she finds the time and energy to be an actively involved mother to four children ranging from toddler to teenager, fulfil a challenging career and still stay in shape and do the chores. According to Kim, all it takes is good organisation. 'I have to plan...daily, weekly and monthly,' says Kim. 'Routine is very important'.

Up at 04:45am every day, Kim doesn't stop going until the last chore is finished, long after the sun has set.

Kim's husband, Billy – who also works for Broll in commercial leasing – offers great support, along with the family's helper, Wilhemina, who is like part of the family. All three of them work as a team.

Both Kim and Billy cherish quality time spent with their children in the evenings, helping them with their homework and reading stories to the little ones. Kim's eldest child, Ashley, is 14. Then there's Liam (6) and twins, Kathryn and Lauren (4). As a family, they love spending time

outdoors and when Kim and Billy get time off, the family enjoys going camping and fishing.

Kim describes herself as an exercise fanatic and grabs any opportunity she gets to work out. She also loves watching sport, but reading is her favourite form of relaxation.

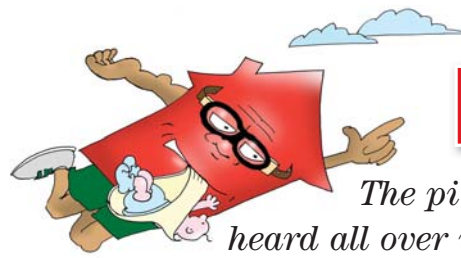
Along with the help of Billy and Wilhemina, Kim feels Broll have also played a big role in facilitating and

encouraging her in the growth of her family. 'Broll have been extremely supportive of the fact that I have a large family,' remarks Kim. 'Since joining Broll, I have had my three little ones and received support throughout all my pregnancies and maternity leave.'

Although Kim finds it difficult at times to balance her job and family, she wouldn't change a thing about her life. She is devoted to her work and, at the same time, lives for her family.



Kim, Bill and kids enjoy camping and fishing holidays.



NEW ARRIVALS

The pitter patter of little feet is being heard all over in the Broll family.



Baby Travis loves posing for the camera

Strong and healthy, Travis Cooper was born on May 20 2005 and brings much joy to mom Paula, Portfolio Executive at Head Office, and dad Andrew.

On August 8 2005 Euracia Britz, from The Bridge Shopping Centre in PE, gave birth to gorgeous baby McKenna, weighing 3.19kg at birth.

Welcoming in the new year, Junaid Stark was born on January 17, weighing 3.3kg. Proud mother, Ad'ishah Stark, a personal assistant at Broll Cape Town, is overjoyed with her son's arrival.

Noleen Feddern, HR Manager at head office, has delivered a beautiful baby girl. Morgan Catherine Engelbrecht was born on January 24 weighing 3.08kg.



McKenna enjoyed being one of Santa's helpers last Christmas



Left: Gorgeous Morgan Catherine on her first day in the big wide world



Standing (from left): Henry Nwachukwu(Security Manager); Abayomi Oyewumi(Operations Manager); Sbu Khuzwayo(Centre Manager) Damilola Fajemirokun (Leasing Administrator); Lanre Amuson(Financial Manager); Seated (from left): Remi Ibiwoye(Administrator);Adebola Sobande(Marketing Manager)

The Palms: reaching for the skies

Who better to manage Nigeria's new state of the art entertainment and shopping mall than Broll Property Services Ltd, the Nigerian subsidiary of Broll Property Group (PTY) Limited SA?

Promising to change the perception of Malls in Nigeria, The Palms is the first and largest centre of its kind in the West African country and is said to be on par with similar shopping malls around the world.

There are at least 62 shops of varying size and design which offer an array of products and services. Ranging from boutiques and salons to electronic and gift shops – not forgetting restaurants and cinemas – The Palms has it all.

The Palms offers the exciting concept of one-stop shopping – an idea which is still relatively new in Nigeria. The mall was unofficially opened in December 2005 and is set to have its grand opening in March 2006. The twenty shops that have already opened for business in the mall have been met with great enthusiasm from eager shoppers. Situated in the country's former capital, Lagos, The Palms occupies 44 000m² of prime land along the Lekki Expressway and is predominantly a single storey structure.

Broll was established in Nigeria in 2004 in order to fulfil the need in the country for a company that provides all-inclusive property services at competitive prices to various sectors of the Nigerian economy. Another South African addition to the Nigerian operation is centre marketing manager Adebola Sobande.

With its success in offering consumers the convenience and unique experience of retail, leisure, entertainment and healthcare under one roof, it appears that for The Palms, the sky's is the limit.

Arnold's snippet



With 2006 already well underway, I want to touch on a couple of points that I believe will help 2006 become a successful year for us.

Communication – If we don't communicate effectively with each other, we'll never achieve any of our goals. We're a large organisation now with operations throughout South Africa and beyond and it is imperative that we keep others informed of what we're doing.

Cross-selling – Our company offers the full range of property services and yet we have many clients who only use one of our offerings. We need to change this. When you next interact with a client, ask if there are other property services they may need and pass that information on to the relevant party. It's amazing the response that merely asking will achieve.

Efficiencies – As with any large organisation, it's frightening to see how wastage – even seemingly small things – adds up to become a huge cost. We constantly need to review what we do, how we do it and see if there is a better way to do it. In our highly competitive environment, the old saying *Look after the pennies and the pounds will look after themselves* has never been truer!

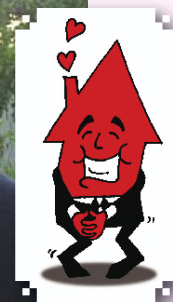
Without doubt, 2006 has the promise to be a great year. Our economy is robust, we have a great team and there are many opportunities waiting on the horizon. Let's pull together to grow our company and provide a great work environment for all, while all the time surpassing our clients' wildest expectations!

Regards

Arnold



Santie and Lourens Botha on their special day



Love is in the air...

It appears Cupid's arrow has been working its magic again.

Lesley Kirsten, a personal assistant at Broll's Cape Town branch, was caught off-guard when her boyfriend surprised her by proposing marriage over a romantic dinner on Christmas Eve.

Tying the knot on November 12 2005 Santie Erasmus, property administrator at head office, became Mrs Botha when she married Lourens in a beautiful ceremony held in Cullinan, Pretoria.

Broll on target for charter goals

The much-discussed Property Sector Transformation Charter came into being on January 1 and challenges the industry to achieve a number of specific targets within five years. In Broll's case, there are six distinct areas to be addressed. These are:

- Employment equity
- Skills development
- Procurement
- Enterprise development
- Control
- Corporate social investment.

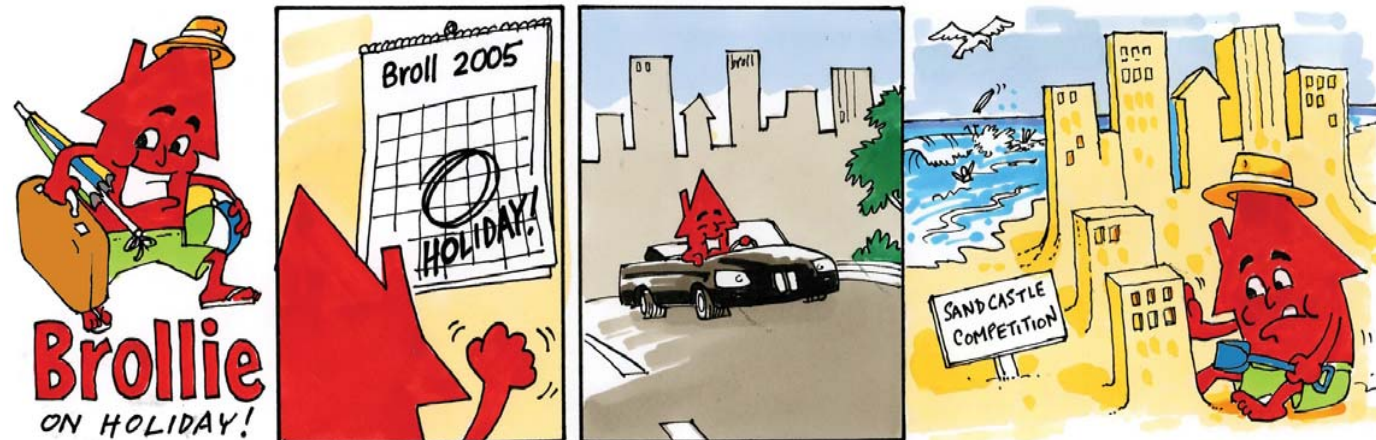
'I am pleased to say that we have already made some headway in many of these categories – for some we already

exceed the five-year target – others require some serious attention,' says Arnold Meyer, executive in charge of Broll's compliance with the charter.

'There are few who can dispute the need for this mandate and we, as a company, need to positively embrace and drive the process forward. I, personally, am 100% behind the process. It is important to see the charter as a road map in normalising the industry and I believe we can do it through growing the number of opportunities and not placing existing positions under threat. We have a bustling economy at the moment – and

forecast for the immediate future. We can use that positive outlook to rapidly achieve the charter's aims.' The company already significantly exceeds the charter's goals in the areas of corporate social investment and black women in junior management.

'I believe that, as a principle, the introduction of sectoral charters is a positive development for the normalisation of our disjointed economy and social structure,' says Arnold. 'It is up to each and every one of us how we take it forward and implement it for the betterment of our fellow South Africans.'



Our African footprint



Broll's growing presence in Nigeria is underlined by the important role the company is playing in the development of the Tinapa Business Resort – a US\$300 million project in the Cross River State of eastern Nigeria.

Headed up by Broll's Roy Kruger in South Africa and Lola Sowunmi in Nigeria, the project is well advanced and on track for the scheduled December opening this year.



Construction on the Free Trade Zone is well advanced and is scheduled to meet the November deadline.

'The Free Trade Zone in particular is a significant development for the entire region, as it will become a central point where business people from the whole of West Africa converge,' says Roy. 'We're well advanced in hosting the first ever international franchise conference and exhibition. This will provide the opportunity for Nigerians to interact with owners of many of the world's leading brands with a view to forming joint ventures for local representation. This alone is a significant event in mainstreaming a large part of Nigeria's retail market.'

In addition to the global contingent, almost 30 South African business operators will be attending the conference in March, hoping to expand their trading footprint on the continent. And with more than 300 million people

in the Economic Community of West African States (ECOWAS), Tinapa is fast becoming an important trading hub. Broll's responsibilities include the retail leasing as well as the facilities management of the project. Roy also carries responsibility for the company's exposure in the Tanzanian, Ghanaian and Namibian markets. 'Our CBRE association has become integral to our African ventures,' adds Roy. 'An association with the world's largest property services group puts you at a distinct advantage when dealing with international investors and retailers – there is an almost automatic acceptance of your credentials, as evident at Mapic 2005.'

Broll has secured the leasing mandate for Tanzania's first regional shopping mall – a 19 000m² development set to open in November. Local retail stalwarts,

Shoprite, Game and Stuttafords have already committed to the project, with three prominent clothing retailers expressing interest.

The company's Namibian operation continues to achieve great results and the refurbishment and expansion of the Wernhil Mall is underway. The revitalised centre is already 95% occupied and will be home to the largest Pick 'n Pay store outside South Africa.

'All in all, our African foray is well underway. We have already learned a tremendous amount in the past two years – it takes time to understand the different cultural and business practices outside of your home base,' says Roy. 'But watch this space, we have additional plans in mind. The so-called Dark Continent is awakening and Broll is leading the property front.'



This centre is in safe hands

A people's person who can't resist a challenge, operations manager, Pamela Harker has found her niche at The Bridge Shopping and Entertainment Centre in Port Elizabeth.

When Pamela first signed up as an information officer during The Bridge's revamp six years ago, a time of 'wheelbarrows and cement', she had no idea the shopping centre's maintenance would soon be her portfolio.

'The information kiosk wasn't even there yet,' she says. While waiting for it to be built, she offered to help out in the office and familiarise herself with tenants. 'It was my first permanent job,' recalls Pamela.

Centre manager, Kathy Hale, recognised Pamela's potential and, two months later, she was working as Kathy's personal assistant. Three years ago, Pamela was promoted to operations manager and has been there ever since.

Her job involves overseeing the maintenance of the building, including supervising repairs and contractors. She also manages the centre's security and cleaning, and deals with complaints from tenants and the public.

'Kathy played a significant role in my growth in the company,' says Pamela. 'I was given opportunities and she believed in me and trusted me to do the job. She saw things in me I didn't even know existed.'

Although she's only 26, Pamela loves the challenges of her job and has earned the respect of her contractors. 'I believe you must

treat people as you want them to treat you,' she says. The 'excellent' all-woman team at the Broll office has also supported her. Pamela has attended several courses at the Broll Property Academy and last year received a certificate in Shopping Centre Management from the University of Pretoria, in conjunction with the SA Council of Shopping Centres. With Kathy's patient guidance, she has also had plenty of on-site training.

When first appointed as trainee operations manager, Pamela had little knowledge about the building, electrical and cleaning aspects of the shopping centre. 'I physically had to walk with the contractors and watch what they did. I have always had a hunger to learn new things and to understand how they work.'

Pamela 'walks her centre' daily, preferring a hands-on approach, and she's no stranger to the environment in which she works. 'I love shopping,' she says.

'I never thought I'd work in a shopping centre, but now I don't see myself outside retail and management. I love what I'm doing. I've grown with the business and I have taken ownership over what I do. This is my wagon and I need to pull it.'

After hours, Pamela enjoys spending time with her family, developing her Christian life, and walking on the beach. 'I like to balance my life out – with time for work and play.'