



# COMPANY OVERVIEW

**5th Avenue Properties is a leading South African real estate service provider.**

Headquartered in Johannesburg, 5th Avenue Properties has extensive experience in South Africa and emerging markets. Established in 1988, the company has been delivering world class real estate solutions to clients for the past 30 years.

Specialising in agency and advisory services to both domestic and international corporations as well as the public services sector, 5th Avenue Properties employs one of the largest and most highly regarded teams of real estate professionals operating in South Africa today resulting in unparalleled knowledge of and expertise in local markets.



# GLOBAL EXPERTISE

The company's affiliation with BNP Paribas Real Estate, Europe's leading real estate company, provides 5th Avenue Properties with a robust understanding of global trends and access to local real estate expertise in 36 countries around the world.

Headquartered in Paris, BNP Paribas Real Estate offers real estate services and solutions across property development, transactions, consulting for users and investors, valuation, property management and investment management across a full range of property assets including offices, logistics, retail, hotels and residential.

The company's services include analysis, portfolio optimisation and benchmarking; property and location strategy; locating business premises; identifying investment opportunities and property selection; office construction and turnkey rentals; finding tenants and renting; office property valuations; lease renegotiation; lease management outsourcing; and property facilities management.

As a preferred supplier to BNP Paribas Real Estate in South Africa, 5th Avenue Properties provides transaction management services in Johannesburg, Pretoria, Durban and Cape Town.



# OFFICES

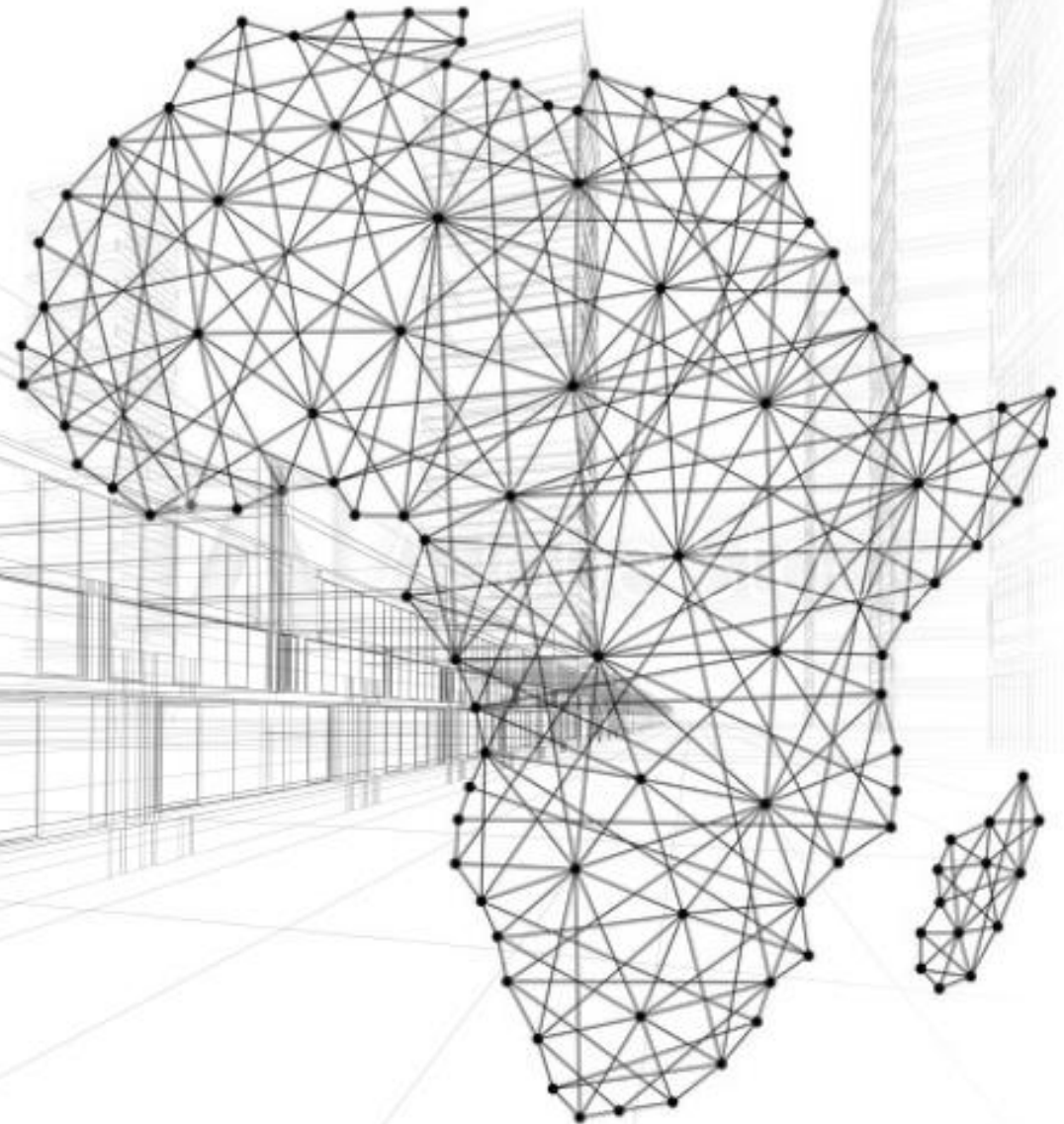
JOHANNESBURG

CAPE TOWN

DURBAN

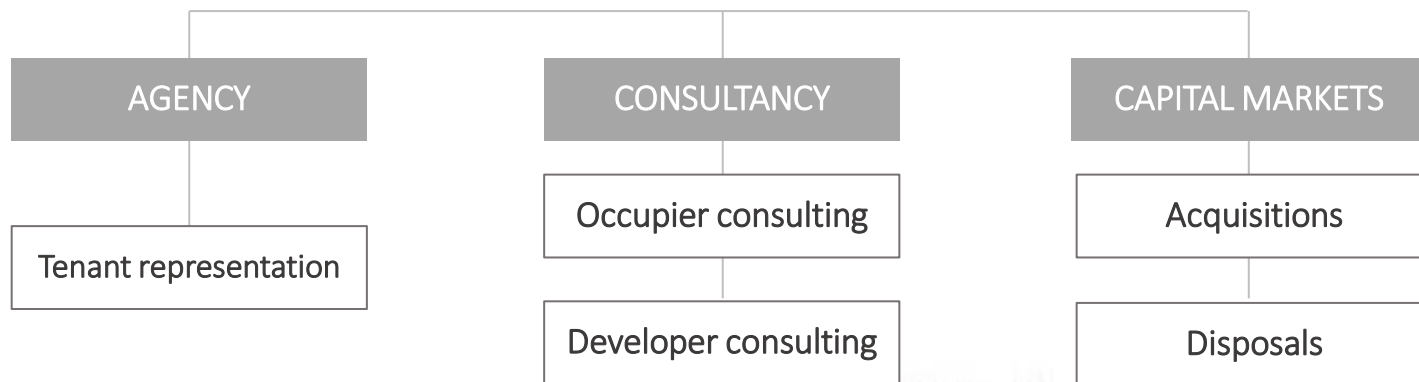
PRETORIA

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# BUSINESS LINES

## 5TH AVENUE PROPERTIES



# THE TEAM



STEVE BURNETT

## MANAGING DIRECTOR

Responsible for operations at 5th Avenue Properties, Steve has more than two decades experience of the commercial property sector. He has extensive experience in tenant representation, landlord agency and strategic consultancy on behalf of owners and occupiers. In addition to his responsibilities as managing director, Steve specialises in leasing and ensuring tenants and occupiers align their real estate objectives with their overall business objectives.



PETER AARONSON

## COMMERCIAL LEASING DIRECTOR

Peter has over 25 years of experience in the industry. His market knowledge and track record in the Greater Johannesburg area has positioned him as an invaluable resource and trusted advisor to some of the largest and highest profile occupiers and landlords in the city.



ANTHONY GREEN

## BUSINESS DEVELOPMENT DIRECTOR

Having amassed close to two decades of real estate experience, Anthony has been responsible for numerous transactions on behalf of both landlords and tenants. His previous experience in business broking and franchising stands him in good stead to head up business development at 5th Avenue Properties.



SHAUN WATTERS

## SALES DIRECTOR

Shaun is responsible for occupier services at 5th Avenue Properties. He specialises in the leasing and sales of new property developments and land acquisitions on behalf of occupiers and developers in both the commercial and industrial markets. He has well over a decade of experience in the industry and a strong track record in structuring transactions. He is also responsible for coaching and mentoring new recruits to the business and has a dynamic team under him capable of covering all aspects of the industry.



GORDON DAWSON

## DIRECTOR – KWAZULU-NATAL HEAD OF OPERATIONS

While based in Johannesburg, Gordon was one of the highest profile professionals in the industry concluding numerous transactions with both domestic and international multinationals during his 17 year career in real estate. Gordon currently heads up the company's KwaZulu-Natal operations. The KZN office consists of a very successful team which interacts with numerous corporate clients on a daily basis.

# TENANT REPRESENTATION

Dedicated Tenant Representation teams provide expert property advice to occupiers of all categories of commercial real estate space. 5th Avenue Properties' offers best-in-class professionals to deliver cost effective and creative solutions for clients. 5th Avenue Properties' expertise lies in understanding the client's business and operational requirements to accurately assess both current and future real estate needs.

An expertly negotiated lease supports business success by:

- Providing a systematic approach to lease negotiation which secures favourable commercial terms
- Providing agility to allow for business development, including unexpected growth or contraction
- Understanding business requirements for new or existing space.

Tenants are guided through the process of identifying the most appropriate space options. The company then zealously negotiates exceptional commercial terms. 5th Avenue Properties' track record of achieving outstanding results for its clients is testament to an in-depth understanding of the role that real estate plays in corporate success.



# CAPITAL MARKETS



5th Avenue Properties investment experts provide acquisition and disposal advice to investors looking at African and global investment opportunities. The company offers a cross-section of investment, development funding and financial advice to assist clients to optimise returns and minimise risk.

The company's investment clients include a broad spectrum from institutional global funds, private/public property companies, investment/private banks, open and closed ended funds, opportunity funds and high net worth individuals.



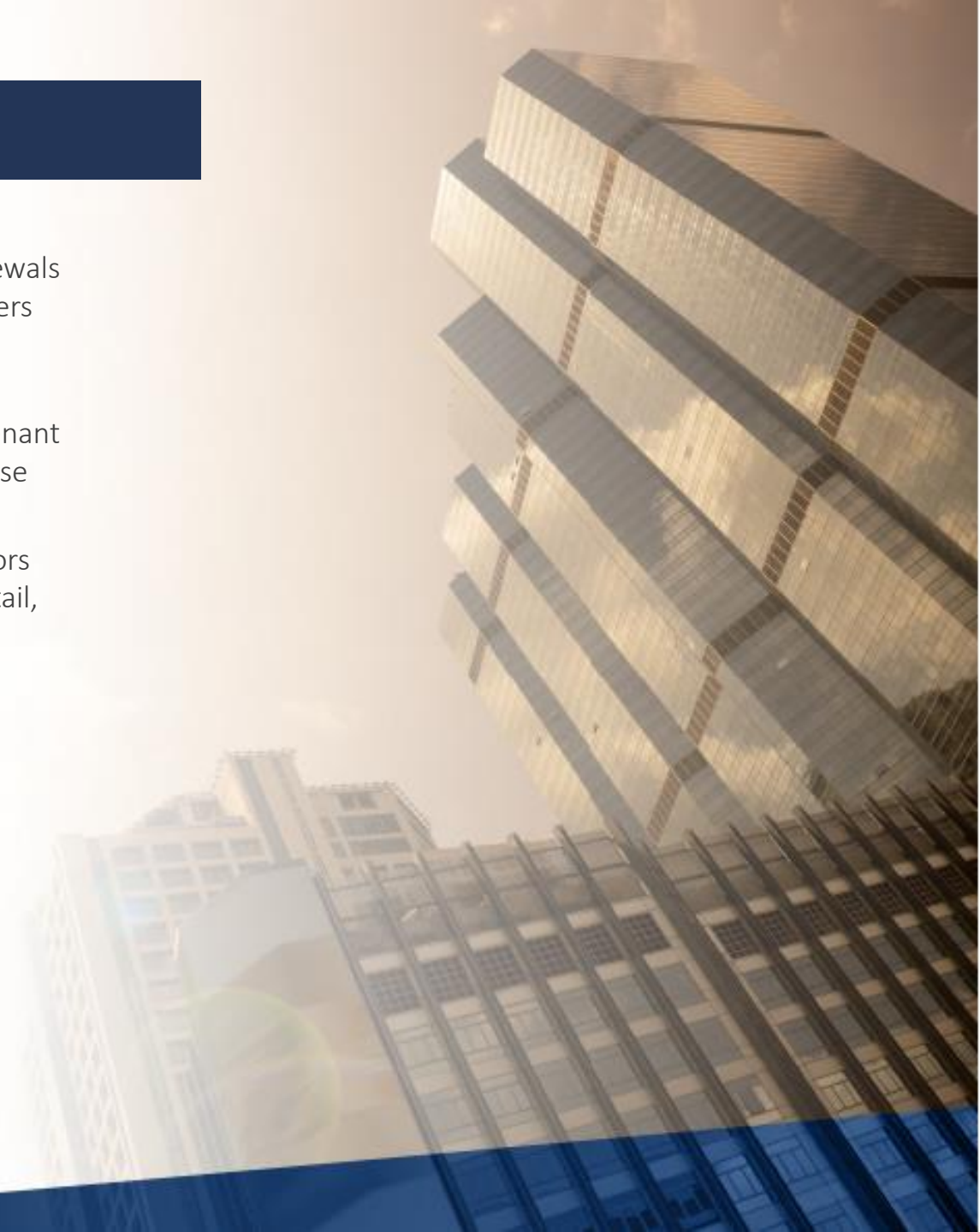
# LEASE CONSULTANCY

The company handles a variety of rent reviews, lease renewals and lease restructuring on behalf of landlords and occupiers across all property sectors throughout Africa.

The Lease Consultancy team has extensive technical and market knowledge to assist and advise on all aspects of tenant and landlord work from rent reviews to more complex lease restructuring issues.

Lease Consultancy services range across all property sectors including office, industrial, out of town and high street retail, leisure and shopping centres and include:

- Rent reviews
- Lease expiries and renewals
- Stay vs Go analysis
- Lease restructuring
- Re-gears, surrenders and renegotiation
- Lease due diligence



# DEVELOPMENT CONSULTANCY

Development consultants work across multiple disciplines to assist clients throughout the development process to achieve financially viable and successful schemes. 5th Avenue Properties advises a range of clients including private residential and commercial developers, land owners, banks and local authorities to ensure developments are deliverable.

The company's integrated end-to-end service includes site identification through to product delivery and covers:



**Viability** – delivering financially viable planning consents



**Research** – expert advice on investment strategy, market trends, development product pricing and bespoke analytical services



**Portfolio Advisory** – maximising value or generating enhanced receipts from a portfolio of residential or commercial sites



**Funding & Development** – matching capital with opportunity in residential and commercial investment and development sectors



**Energy & Sustainability** – advising on the inception, funding, development, management and trading of energy assets and infrastructure.

# SOME OF OUR CLIENTS



# WHY 5<sup>TH</sup> AVENUE PROPERTIES



South Africa's **leading** real estate business



**Experienced** delivery team



**Senior management** led projects



Global **best** practice



Access to **relationships**




**Expert** knowledge of local market



**Proven** track record

5th Avenue Properties

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