



**TENUREY**  
*bespoke advisory*

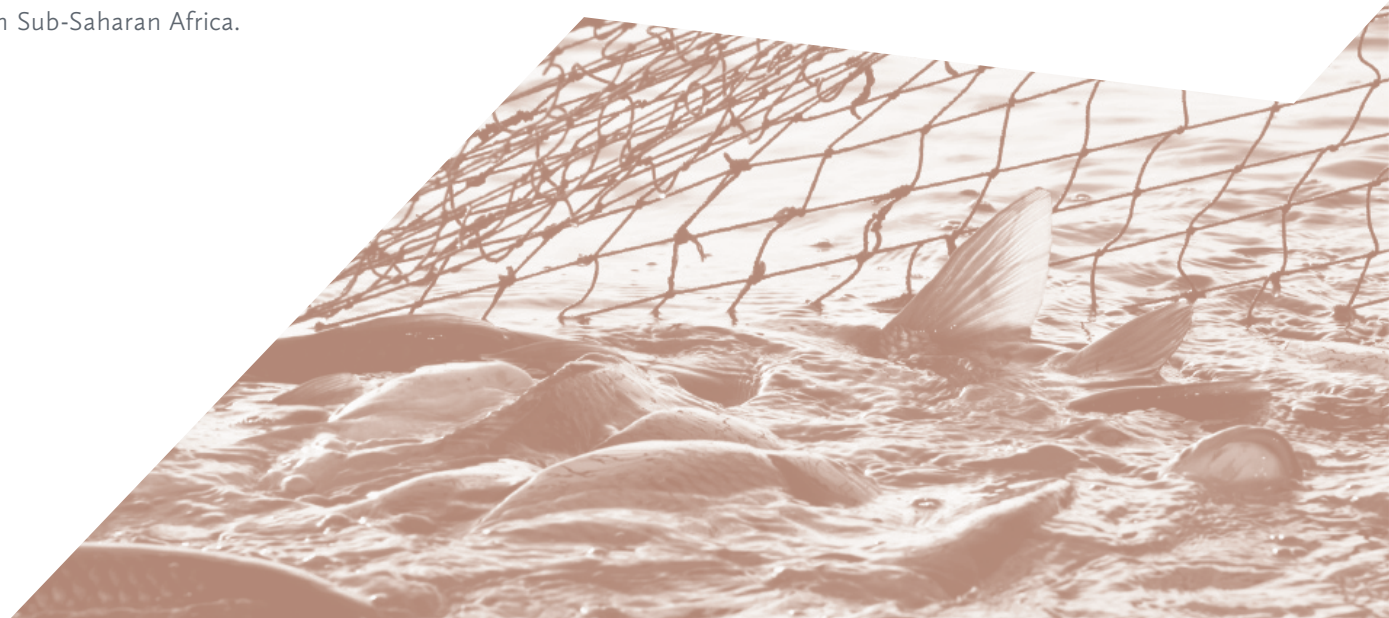
## At a Glance

Tenurey Bespoke Advisory is an independent real estate advisory firm based in Johannesburg, South Africa. Tenurey provides real estate specific advisory services to its clients, including listed and unlisted property funds, pension funds, corporates and high net-worth individuals.

With its highly skilled and experienced team of investment professionals, attention to detail and its ethos of independence, Tenurey provides its clients with a distinctive edge in the commercial real estate market. Through its personalized approach, Tenurey assists its clients to make the best possible decisions regarding their real estate exposure.

Tenurey acts with the utmost integrity as evidenced by its affiliations with prestigious regulatory institutions including the Royal Institute of Chartered Surveyors (RICS) and The South African Council for the Property Valuers Profession (SACPVP).

The Tenurey team shares a common vision of creating a leading, independent and professional real estate advisory business concentrating on Sub-Saharan Africa.

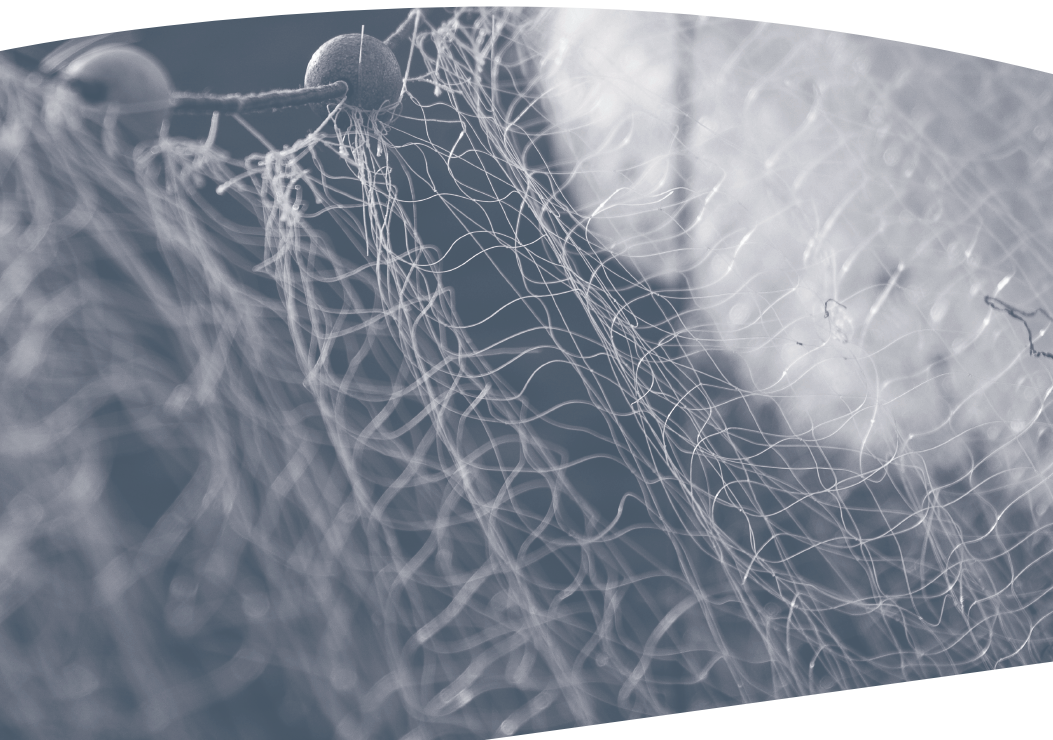


**« Tenurey specialises  
in the ability to offer  
innovative solutions to  
real estate challenges »**

### **Philosophy**

Tenurey's philosophy focuses on building long term relationships with our clients where we are able to provide personalized service that is specifically tailored to the needs of each individual client. As a strategic partner, Tenurey provides its knowledge, skills and relationships within and outside of the property industry to ensure that its clients fully maximize the value of their real estate decisions.

Tenurey prides itself in having the ability to integrate seamlessly with its clients business processes ensuring that objectives are met within time frames provided. Tenurey specialises in the ability to offer innovative solutions to real estate challenges.



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## SERVICES

### Due Diligence

Tenurey provides a turnkey due diligence service to our clients engaging in property transactions. As part of this service, Tenurey provides financial analysis and modeling, legal due diligence, structural due diligence and valuation. By utilising Tenurey, our clients ensure that the property transaction has been thoroughly analysed to identify all major investment risks.

### Real Estate Advisory

Tenurey provides a bouquet of tailor-made strategic real estate consulting services for the purposes of acquisition, disposal, leasing and property development. In addition, it manages transactional structuring and provides capital raising services. Tenurey’s advisory experience spans within local, and Sub-Saharan African markets.

### Asset Management

Tenurey’s approach to asset management focuses on the ‘value’ of real estate, with the crucial aim of maximising the attainable value of its clients’ real estate portfolios over time. By adopting an overall view and combining it with a sound understanding of investment principles, Tenurey aims to deliver benchmark-beating returns on its clients’ real estate assets. The principal objective is to provide its clients with sustainable income and capital growth over the medium to long term.

### Development Management

Tenurey aims to understand its clients’ needs and thereafter to manage the whole project process in the interest of achieving an integrated development solution that delivers value. Tenurey is experienced in the full cycle of development, from inception through to construction to on-going management. Tenurey handles complex projects in retail, office, industrial and residential sectors and the management of multiple stakeholders.



## Our People

### **Panos Zagaretos**

BSc (QS) | MSc (Real Estate Investment) | MRICS

Panos is an Executive Director at Tenurey and a member of the Royal Institution of Chartered Surveyors (“RICS”). He served as a Senior Manager: Investments at the Public Investment Corporation Property Division, heading the Investments Division. He was instrumental in developing, implementing and managing the property investment strategy of the Government Employees Pension Fund. He headed the team that acquired properties to a value in excess of ZAR23 billion most notably, the acquisitions of the V&A Waterfront and Pareto in 2011. Panos was also responsible for the development of a number of retail and commercial properties nationally and internationally. He has served on the Board of Directors of various property companies in his capacity as a shareholder representative. Panos specializes in strategic advisory, mergers and acquisitions, asset management and development management.

### **Omar Khan**

BSc Property Studies (Hons) | MSc Real Estate Finance & Investment

Omar is an Investment Manager at Tenurey and a Professional Associated Valuer registered with the South African Association for the Property Valuers Profession (“SACPVP”) He has served as a Senior Asset Manager at the Public Investment Corporation Property Division managing a ZAR10 billion direct property portfolio. In addition, Omar was part of the team that led the acquisition of the V&A Waterfront and Pareto in 2011. Prior to that he was a Property Risk Manager and Property Valuer at Investec Bank. Omar has gained a wide range of experience in a variety of real estate related transactions both nationally and internationally. Omar specializes in financial modeling and investment advisory, research and due diligence investigations, property valuation, tenant representation and performance benchmarking & reporting.

### **Mantsikoe Moiloa**

BSc Property Studies (Hons) | MSc Project Management

'Mantsikoe is an Analyst at Tenurey and a registered member of the Project Management Institute. She has served as an Asset Manager at the Public Investment Corporation's Property Investment Division managing a ZAR2.5 billion direct property portfolio. In addition 'Mantsikoe was managing acquisitions and disposals on the greater property portfolio, focusing on disposals and strategic land acquisitions. Prior to that she worked in consulting and maritime operations where she designed and implemented global process engineering & streamlining projects. 'Mantsikoe has gained a multi-industrial range of experience grounded in operations and real estate related transactions. 'Mantsikoe specializes in financial modeling and investment advisory, property valuation, client-side business analysis and project management.



## Contact Details

For any further questions  
or details please contact us:

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