

**ABS ASSET VALUERS AND MANAGERS (PRIVATE) LIMITED
REGISTERED ESTATE AGENTS AND VALUERS**

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ABS ASSET VALUERS AND MANAGERS (PRIVATE) LIMITED

COMPANY PROFILE

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COMPANY PROFILE

OVERVIEW

ABS Asset Valuers and Managers is a fast growing real estate brand in Zimbabwe with qualified practitioners. We offer a discrete one stop real estate service covering agency, management, sales, broking, asset valuation, research, and feasibility studies, development consultancy and advisory services. We aim to be a leading real estate consultancy services firm because of our ability of providing unique solutions to real estate challenges.

We are registered with The Estate Council No. 796, The Valuers Council No. 0013, and members of The Master's Panel of Valuers of The High Court of Zimbabwe, and one of the preferred Valuers for TDB Bank, Reserve Bank of Zimbabwe. We are registered with Government Tender Board, and Ministry of Finance Vendor Number 709230. We have adopted international real estate standards and guidelines to comply with global trends.

CONTACT DETAILS

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MISSION STATEMENT

We are committed to providing real estate solutions through the application of sound and competent real estate practice with strict adherence to international standards. Our mission is to be a leading real estate consulting firm in the region and beyond by offering unique real estate solutions tailored to suit each individual client.

COMPLIANCY

We have adopted the **IVS** (International Valuation Standards), the **REIZ** (Real Estate Institute of Zimbabwe), the **EAC** (Estate Agents Council), and the **VC** (Valuers Council), real estate standards, and guidelines. The company is registered with The Estate Agents Council, The Valuers Council, The Master's panel of Valuers of Zimbabwe, The Government Tender Board, and The Ministry of Finance. We adhere to highest professional ethics and quality of service is guaranteed through a valid professional indemnity cover with a reputable financial institution.

The company has national regional and international exposure derived from its key personnel's membership and affiliation to both local and international recognised professional bodies namely the Real Estate Institute of Zimbabwe, the Royal Institution of Chartered Surveyors, The Estate Agents Council of Zimbabwe, The Valuers Council of Zimbabwe, and The Institute of Engineers of Zimbabwe.

CORE BUSINESS

Our principal services include:-

- Asset Valuation (land, buildings, plant and machinery, movable assets plantations, and biological assets)
- Property Sales and Auctions
- Property Management
- Building Facilities Management
- Specialised Advisory Services
- Project Management, and Development Consultancy



COMPANY PROFILE

CORE BUSINESS (Cont'd)

Asset Valuation

We undertake a thorough reconciliation exercise to create an accurate asset register. We also carry out tagging of movable assets. This coupled with a fully qualified team, strict quality control measures, extensive database, enables us to assess values of any portfolio of assets for any purpose in the following categories: land, buildings, plant and machinery, equipment, furniture, motor vehicle, movable assets, standing crops and plantations. We have complied with the requirements of RICS Valuation - Global Standards 2017, and The Valuers Act of Zimbabwe. The Company has valued over 10,000 properties worth over US\$8 billion.

Property Sales and Auctions

We strive to fully expose properties on the market by using different approaches applicable for the type of property namely: residential, commercial, and industrial. This is to ensure an arm's length transaction by achieving the best possible price. Public auctions are also carried out on behalf of The Master of The High Court of Zimbabwe.

A valid compensation fund certificate issued by The Estate Agents Council is readily available for inspection by prospective clients before commissioning of instructions. Every transaction is executed to strict private and confidential procedures. We have concluded deals worth over US\$200 million.

Property Management

This is split into three distinctive areas namely: portfolio management dealing with the strategy over the next two to five years; asset management, implementing of strategy, and building management, which deals principally with day to day management including short term planning.

We offer custom designed property management solutions to suit each type of property. Our major objective is to maximise return by ensuring constant review of rentals to market levels, strict monitoring of compliance with lease terms and conditions, planned building maintenance programme, strict tenant selection; and effective rent collection, and remitting. The Company through its employees has managed over 50,000 square metres of office, and retail space with rental income of over US\$500,000 per month.

Building Facilities Management

We have a maintenance team of experienced artisans and engineers who avail themselves 24 (twenty four) hours a day to ensure an uninterrupted service delivery. All maintenance work is executed timeously to acceptable standards of high quality workmanship.

Specialised Advisory Services

This is a specialised service area supported by a fully fledged research team with an up to date base on land, building, movable assets, plant and equipment. This service arm provides feasibility studies, portfolio rationalisation and performance measurement, tenant mix, and lease audit services.



COMPANY PROFILE

CORE BUSINESS (Cont'd)

Project Management, and Development Consultancy

We aim to ensure timeous delivery to maintain minimum levels of cost projections, and all work is completed within the agreed timeframe. All works will be monitored to comply with applicable by-laws, standards, and guidelines. Each client's requirements are carefully considered before planning and a programme of works is structured.

We offer a full development consultancy package for refurbishment, or redevelopment of existing structures. Expert advice is offered on the most suitable type of development and concept implementation so as to maximise return on investment. We will also take care of the town planning aspect and other issues such as surveying, soil tests etc.

BANKERS

Barclays Bank of Zimbabwe Limited

CBZ Bank Limited



WORK EXPERIENCE

VALUATION

This covers valuation of land, buildings, plant, machinery, equipment, motor vehicles, furniture, and other movable assets through its staff. We have carried out asset valuations across all sectors for various purposes as follows.

Pension Funds

Unified Councils Pension Fund, GMB Pension Fund, Construction Industry, Pension Fund, and Zimbabwe Newspapers Pension Fund.

Forestry

Border Timbers Limited, and Forestry Commission of Zimbabwe.

Grain Processing and Milling

Grain Marketing Board, Alliance Ginneries, Grafax Cotton, CEM Holdings.

Hotels and Leisure

Regency Hotels and Leisure Group, Marondera Hotel, and Pandari Hotel.

Medical and Pharmaceutical

RMC Rock Foundation Medical Centre, and CAPS Holdings.

Manufacturing Industry

Jetmaster, Lancashire Steel, Hume Pipe Company Limited, Radar Holdings, and Willdale Limited.

Textile, Printing and Paper

David Whitehead Textiles, Southern Cotton, Grafax Cotton, Alliance Ginneries, Zimbabwe News Papers Limited.

Transport, and Service Industry

Croco Holdings, Air Zimbabwe, Doves Holdings, and Nyaradzo Funeral Services, and Zuva Petroleum.



WORK EXPERIENCE

VALUATION (Cont'd)

Financial Institutions

POSB, TDB Bank, CBZ Holdings, Metbank Limited, Time Bank, MBCA Bank Limited, FBC Bank Limited, ZB Bank Limited, Eco Bank, and Old Mutual.

Plantations, Biological and Growing Plantations

Unified Councils Pension Fund, GMB Pension Fund, Construction Industry, Unified Councils, Zimbabwe Newspapers Pension Fund.

City and Municipal General Revaluation for Rating Purposes

Harare, Bulawayo, Bindura, Marondera, Kwekwe, Chegutu, and Chinhoyi.

PROPERTY MANAGEMENT

Overall day to day management of the following pension funds portfolios comprising of residential, commercial, and industrial properties: **Local Authorities Pension Fund**, and **Unified Councils Pension Fund**. This also includes lease audits, performance measurement, rationalisation, and feasibility studies.

PROPERTY SALES

Marketing and successful completion of sale of various property transactions including: **ICL House**, **Delken Complex**, **Blocks of Flats**, **Insurance Centre**, **St Andrews House**, Hungwe House, and Pockets Building, and other upmarket residential and industrial properties.



WORK REFEREES

Ms Anne Molai

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Mr T Dzingwa

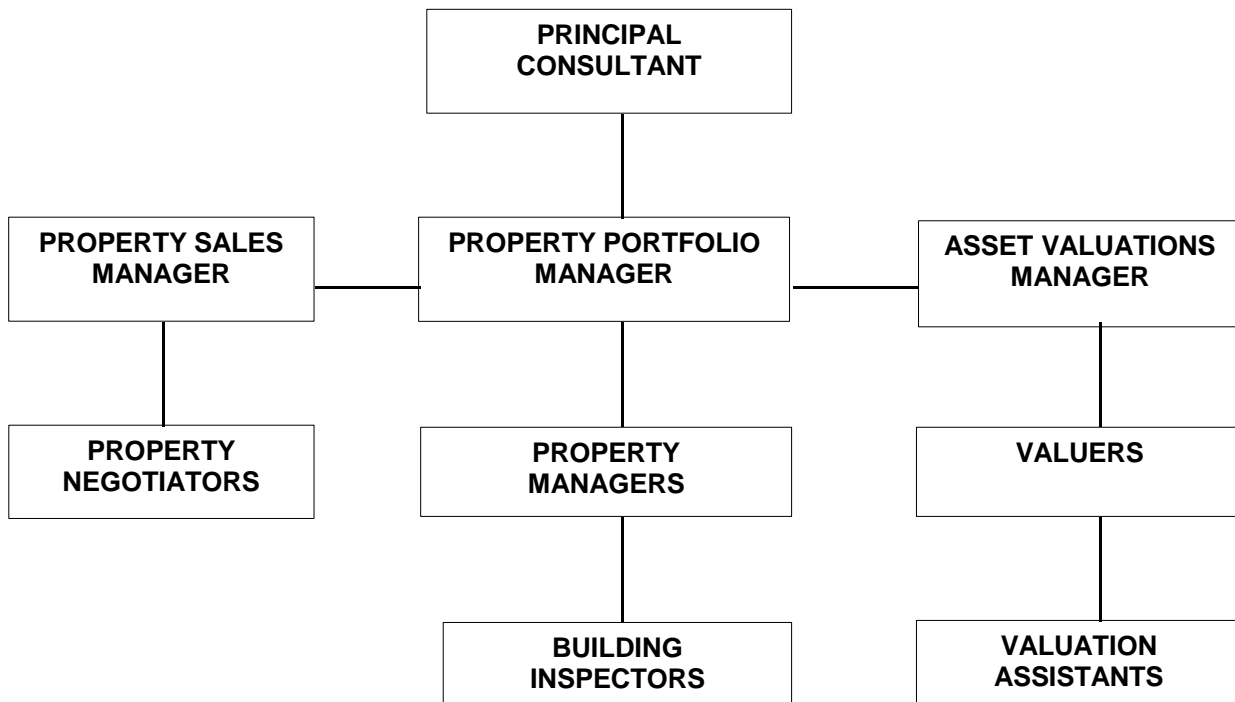
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COMPANY STRUCTURE



KEY STAFF MEMBERS

Name of Principal Consultant : Aubrey Tafira.

Profession : Principal Consultant.

Years in Industry : 27 Years.

Membership in Professional Societies

Fellow Member of the Real Estate Institute of Zimbabwe (FREIZ) No. 498.

Registered Estate Agent No. 796 with the Estate Agents Council of Zimbabwe.

Registered Valuers No. 0013 with the Valuers Council of Zimbabwe.

Former Board Member of The Real Estate Institute of Zimbabwe.

Associate Candidate with Royal Institute of Chartered Surveyors

Work Experience

ABS Asset Valuers and Managers (Private) Limited - Principal Consultant (2003 to date); **Knight Frank Zimbabwe** - Professional Assistant and Valuers (2000 - 2002); **CB Richard Ellis** - Valuers (2000 - 2001); **Knight Frank Zimbabwe** - Property Manager (1998 - 2000); **Redfern Mullet and Company** - Valuation Assistant (1995 - 1997); **Rating Valuers** - Property Referencer (1990 - 1994)

Key Result Areas

Well researched individual with adequate knowledge and skill in all aspects of real estate. Hands on high level experience in property management having managed and leased large property portfolios such as the Local Authorities Pension Fund property portfolio including the current negotiating and leasing of Star Africa Building; valuation of large portfolios such as ZESA, NRZ, Delta Corporation and TA Holdings amongst others including general revaluation of City of Harare, Bulawayo, Bindura, and Marondera; agency and broking deals including amongst others Hungwe House, St Andrews House, Campelltown Gardens and NCR House. Highly computer literacy on spread sheets and application for mass assignments and analytical purposes. Has valued over 5,000 properties worth over US5 billion, managed a property portfolio of 25,000 square metres with rental income of US over 200,000 per month, and sold properties worth over US100 million.



KEY STAFF MEMBERS

Name : Biggie Mwayedza Banda

Profession : Assistant Valuer and
Property Manager

Years in Industry : 13 Years.

Membership in Professional Societies :

Student Member of the Real Estate Institute of Zimbabwe and holder of a National Diploma in Architectural Technology.

Work Experience

ABS Asset Valuers and Managers (Private) Limited - Professional Assistant (2010 to date); **CB Richard Ellis** - Valuation Assistant (2001 - 2009); **Apex Design Architects** - Architectural Technician (1999 - 2000)

Key Result Areas

A Professional experienced in the assessment of land, buildings, and improvements for valuation. Computer literate in the development of spread sheet and data base applications for mass asset valuations, immovable assets databases for market analytical purposes, together with know-how of the methods of valuation. Hands on experience in property inspections, rental assessment, maintenance, and remedial work plan recommendation. Has valued over 2,000 properties worth over US1 billion



KEY STAFF MEMBERS

Name : Ferris Rufaro Zitsanza

Profession : Valuation Assistant and
Property Manager

Years in Industry : 3 Years.

Membership in Professional Societies

Student Member of the Real Estate Institute of Zimbabwe and holder of a National Diploma in Valuation and Estate Management.

Work Experience

ABS Asset Valuers and Managers (Private) Limited - Valuation Assistant and Property Manager (2015 to date)

Key Result Areas

A Professional experienced in the assessment of land, buildings, and improvements for valuation. Computer literate in the development of spread sheet and data base applications for mass asset valuations, immovable assets databases for market analytical purposes, together with know-how of the methods of valuation. Hands on experience in property inspections, rental assessment, maintenance, and remedial work plan recommendation.



KEY STAFF MEMBERS

Name : Innocent Pande.
Profession : Property Portfolio Manager.
Years in Industry : 9 Years.

Membership in Professional Societies

Member of the Rural and Urban Planners having obtained a Bachelor of Science in Rural and Urban Planning

Work Experience

ABS Asset Valuers and Managers (Private) Limited - Portfolio Property Manager (2010 to date); **Zesa Pension Fund** - Property Manager (2007 - 2009); **Knight Frank Zimbabwe** - Property Manager (2002 - 2006)

Key Result Areas

A professional Portfolio Property Manager with extensive knowledge in the effective management and leasing of properties. Highly experienced in lease negotiation, drafting of leases, rent reviews, rent collections, and day to day management of properties. Managed the entire Communication and Allied Industry Pension Fund, and ZESA Pension Fund property portfolios. Has managed 25,000 square metres with a rental income of over US\$275,000 per month.



KEY STAFF MEMBERS

Name : Musiwa Chirimuuta.

Profession : Business Development Consultant.

Years in Industry : 2 Years.

Membership in Professional Societies :

Certified Associate of the Institute of Bankers in South Africa having completed a diploma and an Advance Diploma in Treasury Management & Trade Finance. Associate of the Institute of Bankers in Zimbabwe having completed a Diploma in Banking. Holds a Certificate in the Art of Creative Selling from the Success Motivation Institute of United States of America, a Certificate in International Trade Finance from the International Finance Corporation, USA and a Certificate in Payments & Cash Management from SWIFT, Belgium. Received training in Fundamentals and Advanced International Trade Finance from African Export & Import Bank of Egypt and Standard Chartered Bank PLC USA.

Work Experience

ABS Asset Valuers & Managers (Private) Limited – Business Development Consultant (March 2015 to date); **AfrAsia Bank Zimbabwe Limited (formerly Kingdom Bank Limited)** – Head of International Business & Trade Finance (Oct 2009 – Feb2015), Senior Manager International Finance (May 2006 – Sep 2009), Exchange Control Manager July 2004 – April 2006), Exports Manager (October 2002 – Jun 2004), Payments Manager (April 2001-Sept 2002), Assistant Manager Trade Finance & Business Development (Nov 1999- Mar 2001), Assistant Manager, Treasury & Fund Management Back Office (Feb1997- Oct1999), **Zimbabwe Banking Corporation Limited** – Assistant Manager, Trade Finance (May 1995 – Mar 1997), Supervisor, International Payments (June 1994- April1995), International Payments Clerk (Dec 1993 –May 1994).

Key Result Areas

A professional banker with extensive knowledge in domestic banking, international banking, trade finance, Treasury & Asset Management back office, business development and Exchange Control compliance at operational, tactical and executive management levels. Originated cumulative International Lines of Credit amounting to US\$360 million. Originated structured deals with customers that accessed facilities and ensured loan portfolio performance and profitability. International Banking Leadership by ensuring seamless execution of cross border payments and full compliance with the country's Exchange Control Regulations and Anti Money Laundering legislation. Cross selling of bank and group company products and management of these relationships. Was responsible for a balance sheet size of US\$60 million and an annual revenue budget of US\$12 million .



KEY STAFF MEMBERS

Name : Tawanda Chigariro.
Profession : Plant and Machinery Valuation Consultant.
Years in Industry : 10 Years.

Membership in Professional Societies

Member of the Zimbabwe Institute of Engineers having obtained a National Diploma in Electrical Engineering. A skilled worker class 1 and holder of certificate in Information Technology.

Work Experience

ABS Asset Valuers and Managers (Private) Limited - Plant and Machinery Valuation Consultant (2012 to date); **CB Richard Ellis** - Plant and Machinery Valuers (2003 - 2011); **Kadoma Paper Mills** - Electrical Maintenance Technician (1998 - 2002)

Key Result Areas

Highly experienced and computer literate in the assessment of plant, machinery, motor vehicles, furniture and, movable assets for valuation purposes. Well researched individual with adequate knowledge and understanding of movable assets, coupled with an appreciation of the economic theory together with a know-how of the methods of valuation. Skilled in building facilities management and maintenance programmes. Has undertaken assessment of bottling, steelworks, production, power generation, and heavy engineering plants, including telecommunication and railway networks. Has valued over US8 billion worth of assets.



KEY STAFF MEMBERS

Name : John Chemusaona Banda.
Profession : Building Surveying Consultant.
Years in Industry : 4 Years.

Membership in Professional Societies

Member of the Zimbabwe Institute of Engineers, having obtained a National Diploma in Structural Engineering.

Work Experience

ABS Asset Valuers and Managers (Private) Limited - Building Surveying Consultant (2010 to date); **Uzumba Rural District Council** - District Engineer (2008 - 2009)

Key Result Areas

A professional highly experienced in planned building surveying and assessment. Experienced in building inspections dilapidation reports, costing and planned maintenance programmes. Has undertaken and supervised projects worth over US20 million.



KEY STAFF MEMBERS

Name : Benjamin Ngoni Bara.
Profession : Building Costs Estimation Consultant.
Years in Industry : 3 Years.

Membership in Professional Societies

Member of the Zimbabwe Institute of Engineers, having obtained a Bachelor in Civil Engineering (Hons).

Work Experience

ABS Asset Valuers and Managers (Private) Limited - Building Costs Estimator Consultant (2011 to date).

Key Result Areas

A professional building estimator and surveyor. Highly experienced in building preservative measures. Has worked on projects worth over US10 million.



KEY STAFF MEMBERS

Name : Pius Shoshore.

Profession : Facilities Management Consultant.

Years in Industry : 3 Years.

Membership in Professional Societies

Member of the Zimbabwe Institute of Engineers and skilled worker class 1 having obtained a Higher National Diploma in Mechanical Engineering. Currently studying for a National Diploma in Project Management.

Work Experience

ABS Asset Valuers and Managers (Private) Limited - Facilities Management Consultant (2010 to date); **ZFC Limited** - Plant Maintenance Foreman (2003 - 2009).

Key Result Areas

A professional Valuers experienced in inspection , management, and repair of building facilities such as plant and equipment. Highly skilled in planned facilities maintenance preventative programmes. he is in charge of overseeing all building facilities management.

