

ESTATE INTEL

WEB APPLICATION BROCHURE

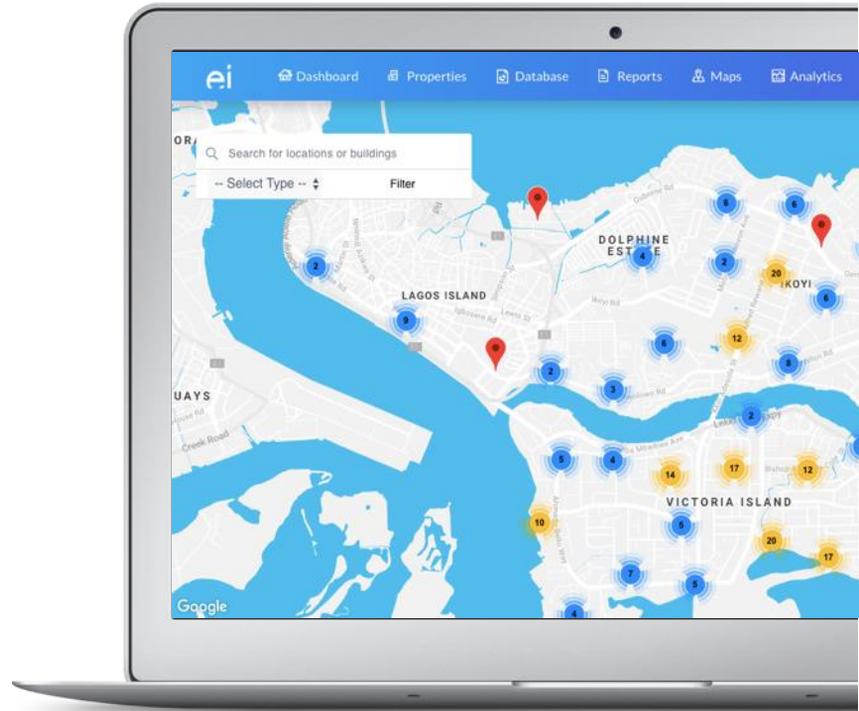
October 2019

CONFIDENTIAL



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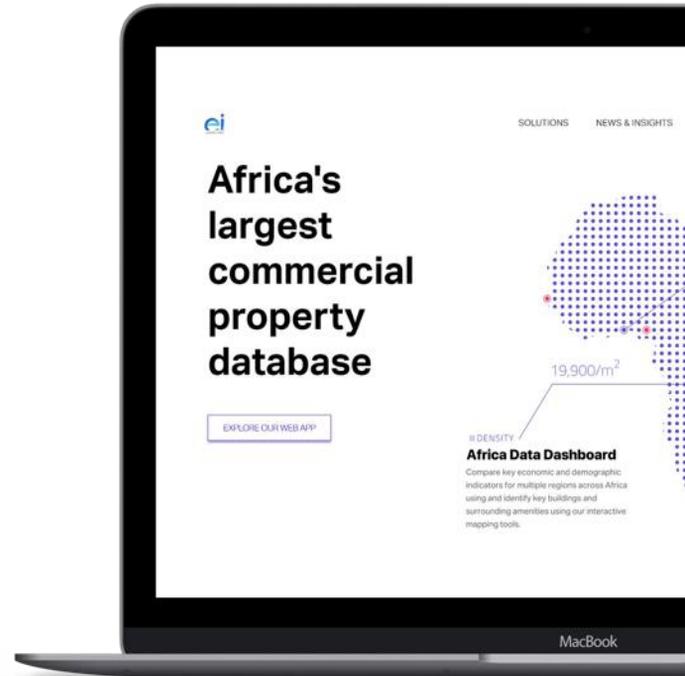
UNDERSTAND THE AFRICAN MARKET

Across the African continent, there is a lack of centralised and actionable data on the most important commercial real estate market indicators for effective decision making. Where it is available, it is often in silos, unstructured, costly and varies markedly based on the source. In response to this Estate Intel was created.

We are an independent provider of commercial property research and data in Sub-Saharan Africa. With our Web Application, we have built a means for market participants to gain instant access to structured real estate data. Two of our key service lines are:

- Custom Research Reports based on client requests;
- Access to Free and Premium Subscriber Data on our Web Application.

We believe the ability to make data-driven decisions is crucial in the increasingly competitive African real estate marketplace.



MEET THE ESTATE INTEL WEB APP



FIND TENANTS & MARKET PLAYERS

Use our databases to find existing tenants suitable for your project or your service, track those who are coming into Africa.

GET MARKET DATA

Get an analysed perspective on yields, capital values, market drivers, lease trends, investment transactions and much more.

READ REPORTS

Access over 250 research reports with data on the African property sector and financial statements from African listed real estate and construction companies.

MAPS

Visualise our property database and compare key economic and demographic indicators.

VIEW PROPERTIES

View large collections of data and information on existing and pipeline buildings, their project team, occupancy rates, detailed specification data and more.

ADVERTISE

Give your real estate project, event, report or service visibility on all our digital channels (email, web application, website and social media).



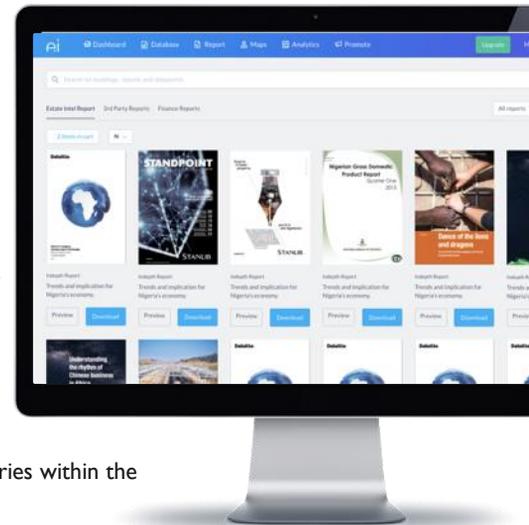
ESTATE INTEL

LIST OF ALL FEATURES ON WEB APP



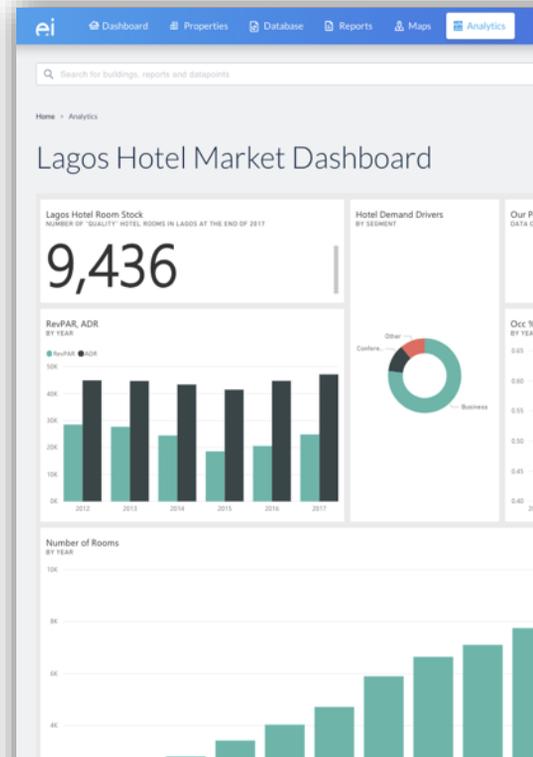
Access over 250 research reports with data on the African property sector, which were published in the past 10 years. Reports included were authored by Estate Intel, multiple service providers and advisors, consultants and other market stakeholders. They also include our sale reports that provide transaction details on investment grade property acquisitions as well as Insight reports, which shed light on topical matters facing the industry. Segments of this section include:

- **ei Sale Reports:** View and download our Sale reports which offers a 2 page summary to investment disposals as well as our free and premium in-depth research reports that cover key themes noted in the African property market.
- **Insight Reports:** Brief periodic reports that discuss topical issues facing property markets across the continent.
- **Financial Reports:** Access over 300 financial statements of listed REITs, construction and real estate companies in Sub Saharan Africa.
- **Research Reports:** Learn about African property sector with access to over 200 reports with content on real estate markets.
- **Real Estate Laws:** PDF copies of relevant laws in selected African countries within the land, mortgage, private equity infrastructure and more from all relevant regulators.



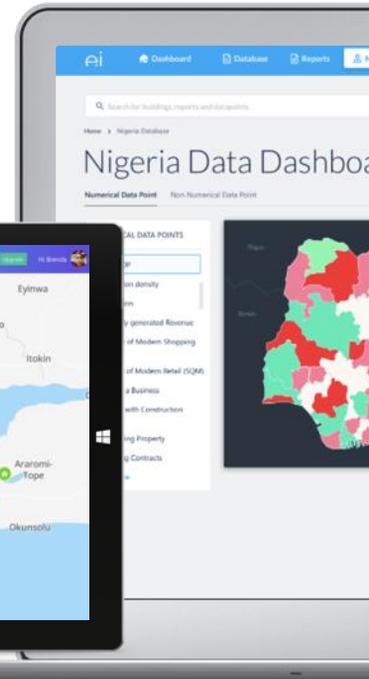
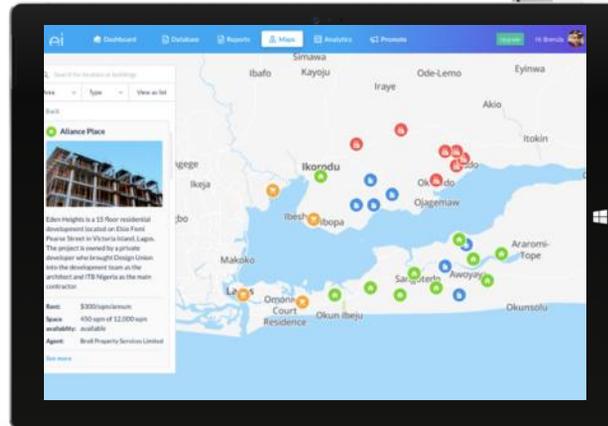
We have examined and interpreted the large data sets in our repository to identify trends and meaningful patterns in lease and investment transactions, African REITs and listed property companies to quicken your decision making process. Get a view of yields, capital values, rental rates and much more. Segments of this section include the:

- **ei Index Series:** Track listed and unlisted real estate markets across sub-Saharan Africa using indices created from historic share price data for listed African real estate and construction companies and transactional pricing data from over 40 investment transactions over the past 6 years.
- **Lease Transaction Dashboard:** Our leasing dashboard will show amount of leased space, sectors driving growth, development pipelines, take-up and absorption rates.
- **Africa Fund Data Base:** The Africa Real Estate Fund database is a comprehensive list of real estate and related private equity funds including information on their asset, transactions, fund closes and fund managers.
- **Listed Real Estate Company Analysis:** Determine the financial strength of various African listed real estate companies or REITs by using key financial ratios and report summaries.
- **Investment Transactions:** Access transactional data on the disposal of sub-Saharan Africa investment grade assets and track the latest trends.
- **Loan Book History:** Access historical data on the total exposure that Nigerian banks have to real estate and construction as well as their non-performing loan ratios.
- **Rental and Land Price Factsheets:** Datasets that provide insight into rents and land prices across various property sectors.



Visualise our property database and compare key economic and demographic indicators for multiple regions across Africa using our interactive mapping tools. Segments of this section include the:

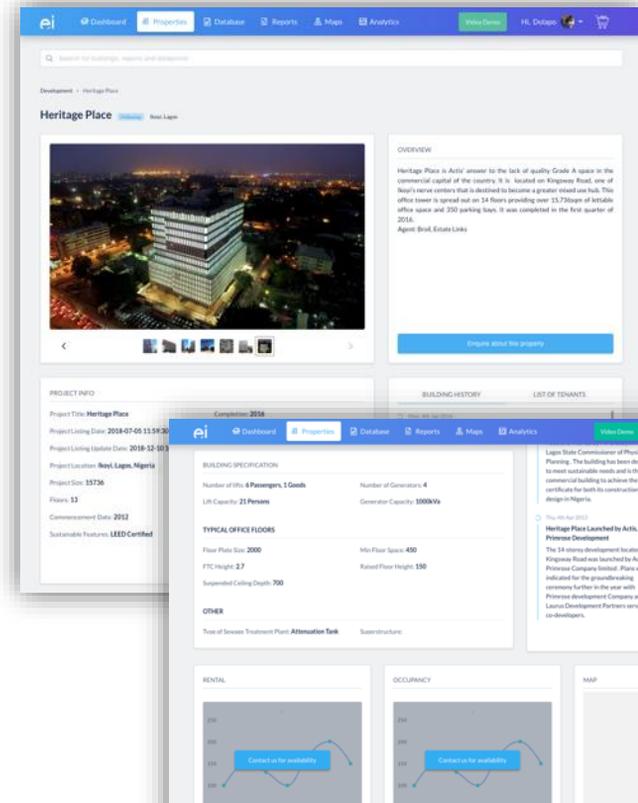
- **ei Master Map:** In-depth maps depicting all existing and new developments in the country with interactive data tools to display additional information.
- **Africa Data Dashboard:** Visualise, compare and download country level real estate, economic and demographic data points using heat maps.
- **Country Data Dashboard:** Visualise, compare and download state level real estate, economic and demographic data points using heat maps.
- **City Data Dashboard:** Pick a city and a property sector and get an interactive report. Information on leasing trends, rents, sale prices, construction data, supply, demand and maps are provided for each city selected.



VIEW PROPERTIES

View large collections of data and information on existing and pipeline buildings, their project team, tenants, occupancy rates, detailed specification data and much more. Features include:

- **List of Ongoing Projects:** Comprehensive list of ongoing development projects across the country with information on location, expected completion, project stage, use, developer and other members of the project team.
- **Property Market Stock:** Use and analyse our database of commercial property on the continent covering office, retail, residential and hospitality sectors.
- **Benchmark Study:** This enables users compare pricing and specification of multiple properties in tabular format.



The screenshot displays the estateintel web application interface. The top navigation bar includes 'Home', 'Dashboard', 'Properties', 'Database', 'Reports', 'Maps', 'Analytics', 'Video Tours', 'Hi, [User]', and a shopping cart icon. A search bar is located below the navigation. The main content area is titled 'Heritage Place' and features a large aerial night photograph of the building. To the right of the image is an 'OVERVIEW' section with text describing the building's location and completion status, and a 'Explore what this property' button. Below the image is a 'PROJECT INFO' section with details such as 'Project Title: Heritage Place', 'Project Listing Date: 2018-07-05 11:58:30', 'Project Location: Road, Lagos, Nigeria', 'Project Size: 55726', 'Floors: 13', 'Commencement Date: 2012', and 'Sustainability Features: LEED-Certified'. A 'BUILDING SPECIFICATION' table is also visible, listing details like 'Number of Units: 4 Passengers, 1 Goods', 'Lift Capacity: 21 Persons', 'Floor Plate Size: 2000', 'FTC Height: 2.7', and 'Suspended Ceiling Depth: 700'. At the bottom, there are sections for 'RENTAL' and 'OCCUPANCY', each containing a line graph with a 'Click on the graph for more details' button.

Give your real estate project, event, report or service visibility on all our digital channels (email, web application, website and social media).

- **Property:**

- Lease or sell your property faster by giving it visibility on the largest commercial real estate platform with multiple brokers.
- Access investors seeking large land parcels for development
- Position your office property optimally as major decision makers browse through to determine their next location
- Make a case for your property among retailers so they can choose your mall for their next roll out

- **Events:**

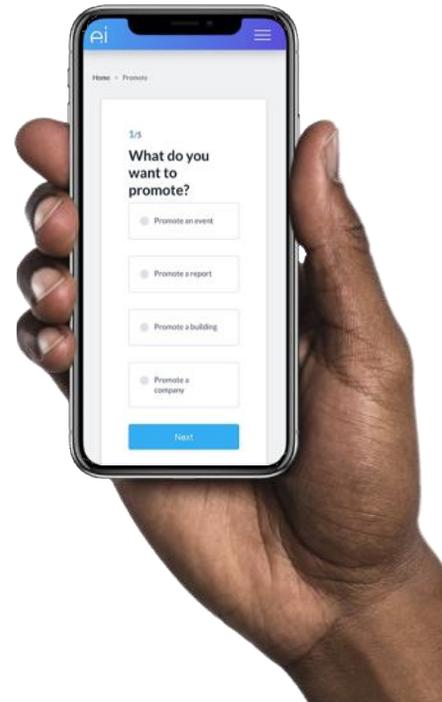
- Conduct targeted marketing campaigns to a pool of users concentrated in the real estate industry.
- Use our content as a marketing tool as we build objective but interesting stories in an around your event.
- Let us support with content generation for your event to ensure its well received by market participants.

- **Company:**

- Promote your company's services to our users who are active in the Nigerian real estate industry,

- **Report:**

- Give your analysis and insight the most visibility by giving it optimum exposure on the report database, ei platform and newsletter.



CUSTOM REPORT EXPERIENCE

Service	Description
Research and Advisory	We provided advisory services to a local institutional investor looking to develop over 100 deluxe apartments in Victoria Island in partnership with a global private equity firm. This included a market study on historic and achievable sale prices and rents, analysis of buyer preferences and a benchmark study with competing projects to determine market positioning. We advised and recommended a suitable roll out plan, specifications and pricing values to be used for financial projections.
Advisory	We provided advisory to a family office developing a commercial building in Lagos who required an understanding of the supply/demand dynamics in the region, validated rental rates and contract terms to support the fund raising process.
Feasibility Studies and Advisory	We completed multiple feasibility studies to support the expansion of a service office provider who needed to understand the financial viability of multiple locations across Nigeria and parts of Western Africa. This also included advisory on the most suitable locations to expand to based on existing and project demand-supply dynamics.
Data and Research	We provided ongoing support for global professional service firms and real estate funds who required consistent access to market values, capitalisation rates, market stock and more.
Advisory	We supported development managers executing a development for a local oil and gas company in validating specification and pricing values.
Research	We provided research for a market regulator seeking to develop the Real Estate Investment Trust segment.

Estate Intel impressed us with their knowledge of the real estate Industry. The quality of research and analysis provided by the team was very good and the data provided was vital to the business case of the project. Development Manager at Laurus Development Partners

CLIENT BASE

Our client base include Nigerian, Pan-African and International firms. Here are a select few:



THE Nigerian
STOCK EXCHANGE



PERSIANAS



TOTAL COOP

Total E&P Nigeria Staff Multipurpose Cooperative Society Limited



pwc



I.T.B. Nigeria Limited



Sanlam



CRANIUM ONE
CONNECT COLLABORATE CREATE



SUCCESS TEAM

You are assigned a designated Success Team with a Research Analyst and Software developer that you can reach out to for support, questions or comments.



ONBOARDING & TRAINING

We onboard you onto our platform through a deep dive session and walk you through the features.

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With ♥ from Estate Intel.