

International Real Estate Development
& Construction Management

Index

Contents		Page Number
1.0	Introducing Broadgate RE Devco Group Limited	03
1.1	The Team	04
2.0	Broadgate Group – How We Work	05
3.0	Broadgate Group – What We Do	06
4.0	Track Record – Sample Projects	07 – 11
5.0	Our Capability and How Broadgate Group Adds Value	12
6.0	Residential & Mixed-Use Development	13 – 16
7.0	Residential Business Strategy	17
8.0	Infrastructure	18

BROADGATE Developments Group Ltd
International Real Estate Development & Construction Management

1.0 Introducing Broadgate RE Devco Group Limited

The Broadgate Development Management team delivers a wealth of International development experience in both established and emerging markets, together with expertise across all development asset-classes.

Broadgate RE Devco Group Ltd, acts as both:

- Principal Real Estate (RE) Sponsor & Developer
- Fee Development Management

Broadgate is flexible in working in various structures & roles, including:

- Partnership
- Joint Venture
- Fee DM Consultant or,
- Statutory Authority Masterplan Developer

Broadgate is currently working in a wide variety of roles, together with:

- Commercial Investment Funds
- Development Companies (Devcos)
- Private Investors
- Infrastructure Funds
- Strategic Occupational Partners in delivering their RE needs

Over the last ten years, the management team is renowned and has an enviable track record in successfully delivering one of the most significant portfolios of new institutional, signature, RE developments across Africa, having an end-of-day investment value of circa $ 1.2 bn.

The management team have extensive International experience directing and delivering some of the largest master planned projects, as well as – the largest, single-build, construction project in Africa – Festival City, Super Regional Retail Mall – 326,000 sm.

The management team have experience in working with Tier 1, institutional Investors included – Lehman Brothers; Trafalgar House Group; TATA; MAF; Tesco; BAT Stores Holdings Ltd; Al Futtaim; Actis PE Fund and TEPNG (Total Oil Corp) Cooperative.

The team is able to draw upon its International RE Development experience including – Sub Saharan Africa; USA; UK; mainland Europe; MENA; Levant & India.

Broadgate now enters its next phase of expansion.

Broadgate are focused geographically in respect to UK & EMEA having strong RE Development track record, experience and expertise in all Asset Class forms of Development Project.

Broadgate delivers the optimal solution in RE Development delivery to Clients, Partners & Investment Funds, to reduce risk and deliver high quality build. Broadgate is focused on managing Cost & enhancing Value to maximize financial return to its Investors & Partners.

Broadgate is unique in delivering a structure that combines RE Development and its own form of construction delivery – Development Management Construction (DMC) to offer advantages of efficient – pre-development design; construction delivery; lower risk and cost savings.

Broadgate brings together the advantages of high-level, International development expertise and experience, combined with local market knowledge and procurement strategies.

We currently specialize and enjoy strategic partnerships with major, institutional, occupational partners in delivering their RE needs in the following asset class sectors:

- Masterplanned, Mixed-Use Development
- Infrastructure (Aviation, Rail, Road & Deep-Sea Ports)
- Residential
- Digital Technology
- Hospitality
- Healthcare
- Leisure & Entertainment
- Independent Retirement Living
- Retail
- Logistics

Broadgate continues its vision to lead in the innovation of Institutional, RE Development delivery across both established and all emerging markets.

1.1 The Team

Broadgate benefits and is quite unique in having diverse Shareholders with bespoke expertise in all Regions and Project Asset Class.

Founder and Shareholders – Peter Young and Nick Cox delivering Commercial and Residential, Development Management and Construction Management expertise.



Peter J. Young IRRV Dip
CEO – Broadgate RE Devco (Holdings) Ltd

Peter J. Young has over forty years of International experience at Executive & Board Level with major Devcos, Retail Groups and Financial Institutions, specialising in Large-Scale, Mixed-use & Commercial/Residential Development and Regeneration.

He has delivered DM Services or, undertaken JV's with Tier 1 groups, such as – Trafalgar House Group; Heron International; Al Futtaim Group Real Estate; Actis PE Fund, Portfolio Devco; The Boots Company; Tata/Tesco JV; BAT Stores Holdings International; MAF; Lidco; Lehman Brothers; RBS; HBOS; Laing O'Rourke; Thornfield; Sibec & TEPNG (Total Oil).

Key areas of expertise – Development & Project Management; Market Analysis; Masterplanning; Construction; Financial Structuring; Marketing; Financial Feasibility & Cost Management.

Instrumental in the delivery of 20m sf of new Residential & Commercial Development, covering all asset-classes and 3,400 acres of Masterplanned Community Delivery, comprising, three of some of the largest, Mixed-Use Development schemes in the International Marketplace.

Delivered the single, largest construction build in Africa – Cairo Festival City, Super-Regional Mall of 426,000 sm.

Areas of operation – U.K., mainland Europe, North America, MENA, Levant, SSAC and Asia.



Alex A. Arkaah – BEng Civil Engineering MSc Construction Management
Chief Development Officer | Group Technical Director

Alex is a seasoned international development executive with over 32 years of experience at the intersection of real estate, infrastructure, engineering and investment. A civil engineer with the commercial instincts of an investor and the strategic outlook of a developer, he has built an extensive international career across Africa, Europe, the Middle East, Asia-Pacific and other global markets.

His experience spans institutional real estate investment portfolios, landmark developments and major infrastructure programmes. As Senior Development Manager with Laurus Development Partners, part of Actis, his experience included responsibility within an African real estate investment portfolio valued at approximately US$1.2 billion. His wider project experience includes Jabi Lake Mall, Heritage Place, One Airport Square and La Definition at Eko Atlantic, alongside the approximately £1 billion East London Line transformation for London Overground. He has also contributed to major urban development initiatives, including a 100-hectare smart-city masterplan in Egypt, and is currently involved in shaping a new 250-hectare masterplanned City development in Nigeria, Africa.

At Broadgate, as Chief Development Officer, Group Technical Director and a shareholder in the Group, Alex brings strategic, technical and commercial leadership to the origination, structuring and advancement of major development opportunities. His expertise spans the full development lifecycle, from investment appraisal, feasibility, masterplanning and capital structuring through engineering, procurement and construction delivery to commissioning and asset optimisation.

A defining strength of his approach is the ability to connect development ambition with commercial performance. He focuses on unlocking the value of land, capital and development opportunities through intelligent design, value engineering, cost optimisation, strategic procurement and disciplined execution. His wider leadership experience includes organisational transformation,

2.0 Broadgate Group – How We Work

Asset Classes

- Masterplanned Mixed-Use Development
- Infrastructure (Aviation; Rail; Toad & Deep Sea Ports)
- Residential
- Digital Technology
- Hospitality
- Healthcare
- Leisure & Entertainment
- Independent Retirement Living
- Retail
- Logistics
- Build to Suit Development

In today's marketplace, the Broadgate management team are renowned for their enviable track record in successfully delivering one of the most significant portfolios of high quality, signature development projects over the last few years throughout the African Region.

At Broadgate, we ensure all our projects are efficiently designed to a high specification and accreditation i.e.: LEED, BREEAM, EDGE and or Green Star. This ensures high efficiencies and lower operational costs, thus more efficient and competitive Service Charges to our tenants, making our buildings highly marketable and competitive in the relevant markets. thereby delivering high value to our investors, occupiers and community as a whole.

Through the application of our International standard design, delivery and management including BIM, Broadgate is setting new standards for Real Estate Development in Africa. Our vertically integrated approach, combined with deep local knowledge and research, enables us to successfully execute property development projects efficiently in the challenging African Continental market.

The Broadgate Management team has an outstanding track record in having delivered in excess of 2,000 acres of Master planned, serviced Land and two million square meters of new Property Development in the International marketplace. Utilizing international Design and construction Standards, Broadgate ensures to deliver institutional quality development investments meriting good long term income growth.

With the benefit of our extensive project experience and expertise, we are also able to identify and manage long term risk and deliver strong returns to our Clients.

Broadgate's Management has a strong ethos evidenced through all our Development Projects to deliver Social & Community gain via Education and Apprenticeship Programs as well as the delivery of Community amenities through Municipality and Community engagement.

Broadgate Group as your ideal Partner

We see Broadgate as the ideal "landing platform" and partner to International companies entering the EMEA marketplace & requiring new Real Estate facilities, ensuring good quality, institutional build, efficient cost delivery and mitigating risk on entry to new emerging markets.

Working with many such Multi-national Strategic Partners, we are pursuing programs in – Telecoms; Retail; Leisure & Entertainment; Logistics and Infrastructure sectors.

With our International Funding relationships, we are also able to support in delivering efficient funding structures.

The Broadgate Group is flexible and able to perform a multitude of roles including:

- Principal Promoter & Developer
- Joint Venture Partner
- Design & Build
- Fee Service Development Manager

3.0 Broadgate Group – What We Do

- Project Sponsor and Principal Developer
- Development Management
- Master Planning Developer
- Development Partnering
- Development Management Construction (DMC)
- Project Due Diligence
- Land Assembly, Site Search, Investigation & Acquisition
- Development Audit Review
- Client Design Brief Development
- Business and Development Strategy
- Equity and Debt Financing
- Client Representative
- Retail Mall Commercialization
- Retail Brand, Development Platform Partnering
- Market Analysis
- Joint Venture Partnerships
- Build–to–Suit Development
- Construction Management
- Infrastructure – Design & Development
- Development Control, Accounting & Reporting
- Financial Feasibility & Economic Analysis
- Project Management, Reporting & Delivery
- Project Cost Management
- Professional Team & Contractor – RFP, Tender, Appointment
- Management and Reporting
- BIM and Revit Process Management
- Supply Chain Tender Management
- Tenant Coordination, Design Review & Delivery
- Leasing & Sales
- Project Marketing
- Facility Management
- Asset Management

4.0 Track Record – Heritage Place, Kingsway, Ikoyi, Lagos, Nigeria

As the first ever building in Nigeria to achieve LEED certification (i.e. Leadership in Energy and Environmental Design), Heritage Place is no doubt a premium office development located in the heart of the highly sought Ikoyi's business corridor on Kingsway offering the best in design efficiency, aesthetic appeal and superior returns to all stakeholders.

Architecturally, the building is a landmark development within Lagos which sets a new benchmark for office accommodation in Nigeria. Combining striking façade design and top-end office space over eight storeys above five floors of ample parking, with reception, meeting rooms and cafés.

Environmental considerations include rainwater harvesting, passive solar protection, enhanced indoor air quality, office recycling facilities, comfort air cooling system, environmental sustainability and operational efficiency.

Lagos State Government recognized Heritage Place as "the Best Managed Green commercial building in Lagos, Nigeria in 2018.

The Broadgate management team successfully undertook the role as Development Manager, Project & Construction Manager, Project Finance Controller and Leasing Manager in delivering and leasing this unique Grade A office building development.







4.1 Track Record – Jabi Lake Mall, Jabi, Abuja, Nigeria

Located in the Jabi District of Abuja, Nigeria, the Jabi Lake Shopping Mall sits within the significant mixed-use, master planned development area. This 32,000 m² GBA Retail Mall development delivers an International standard, two level Mall, attractively designed and completed to a high level specification, thereby meeting the aspirations of the modern Nigerian shopping customer.

The carefully integrated design blend of environmentally controlled and enclosed shopping ambience, together with external Boardwalk Restaurant and Café dining experience overlooking the Jabi lake also presents a unique setting and family friendly environment.

The Retail is anchored by Shoprite and Game Superstores and the Leisure is set around a modern Multi-screen Silverbird Cinema.

The Broadgate management team successfully undertook the role as Development Manager, Project & Construction Manager, Project Finance Controller, Lead Tenant Coordination Manager and Asset Manager in delivering this first Regional Destination Mall in Nigeria, offering a strong blend of Retail and Leisure in the city of Abuja.







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4.2 Track Record – Victoria Island, Lagos, Nigeria

This signature Atlantic Ocean facing development will comprise circa 400 high-end residential apartments of mix 2, 3 and 4 bed duplex apartments, 5 bed duplex penthouses, One bed apartment-hotels (Apartelles), 19,000 m^2 NLA commercial retail and specialist restaurants/ F&B, a club house with sporting, health, vitality, leisure and entertainment, multiplex cinema and branded apartments.

Our unique and carefully master planned residential led mixed-use development is targeted to be the first EDGE certified (i.e. Excellence in Design for Greater Efficiencies) mixed-use development in West Africa. Designed to be a SMART city, with environmental considerations to include renewable solar energy, waste to energy, rainwater harvesting, passive solar protection, enhanced indoor air quality, waste management and recycling facilities as well as efficient natural ventilation, lighting and comfort cooling systems.

The project will provide a state of the art, modern, SMART, family friendly and lifestyle living environment.

The Broadgate management team successfully undertook the role as Lead Master planning Developer, Development Manager, Project Manager, Project Finance Controller, Lead Tenant Coordination Manager and Asset Manager in delivering this exemplar mixed- use scheme design.







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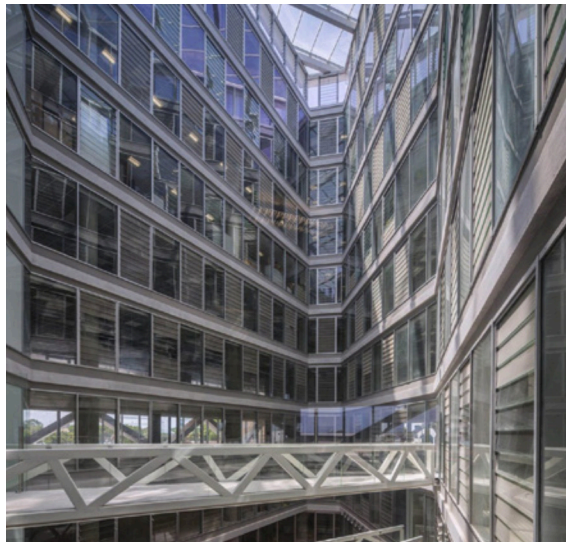
4.3 Track Record – One Airport Square, Accra, Ghana

This innovatively designed, high quality Development delivers multistorey Offices with a Retail & Restaurant Piazza at Ground Floor around a visually inspiring, central atrium with internal bridge links spanning the higher level floors.

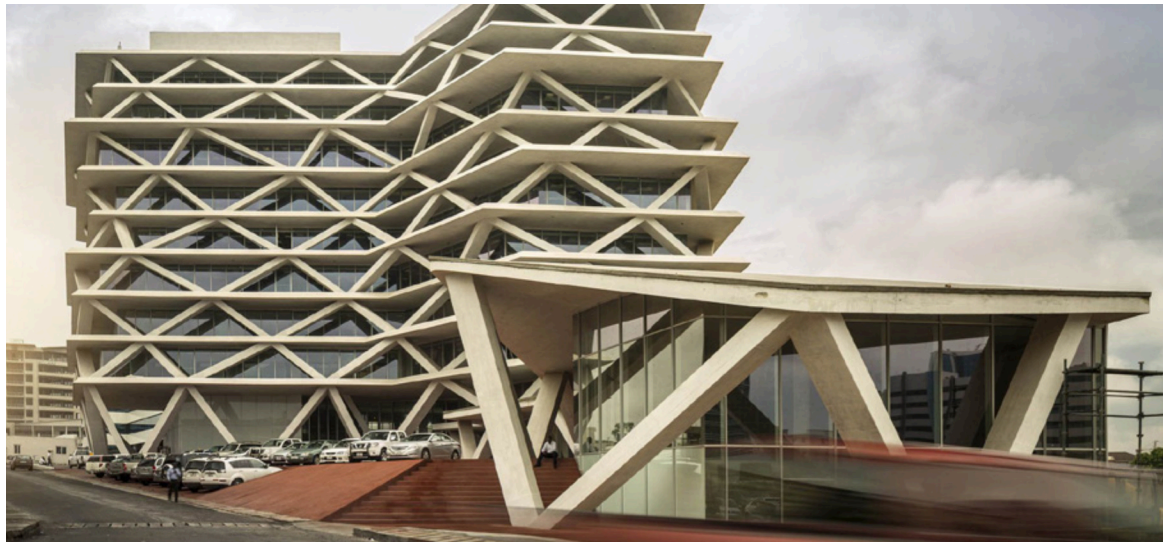
The development is an ultra-modern, eco-friendly, Four Green Star Environmental certified building employing the latest building principles and state-of-the-art Electrical and Mechanical installations located in the much sought after and expanding, Accra International Airport Business zone. The external lattice frame both providing an attractive fenestration design, at the same time reducing sunlight heat gain.

Besides the unique architectural features, One Airport Square is designed to use 30% less energy than its peers in Accra, with rainwater harvesting systems that use non-potable water for bathroom facilities and irrigation. Energy and water consumption metering for ongoing monitoring. Plus an upgrade to the site ecology from contaminated land to indigenous landscape, a state-of-the-art air-conditioning system with complete refrigerant leak-detection and offers unmatched office quality space to its tenants. This building has a strong sustainability focus with 1,500 m^2 GLA retail spaces, 17,000 m^2 GLA offices and 260 carpark spaces provided at Basement level.

The Broadgate management team successfully undertook the role as Development Manager, Project Manager, Project Finance Controller and Leasing & Marketing Manager in delivering this eco-friendly building with its unique, most advanced and complex structural facade.







4.4 Track Record – Douala Retail Convention Centre, Douala, Cameroon

Located in Douala, Cameroon, within close proximity to the new International Airport. As part of this exemplar, Mixed-Use development, the first phase will be a 20,000 sm Retail Mall configured over two levels and anchored by Carrefour. This scheme will be complimented by a new Leisure quarter anchored by a Multiplex Cinema, Conference Centre, and full range of Restaurants and Cafes, both internal within an air conditioned environment and external designed around a new landscaped Piazza.

Other elements of this Mixed-Use scheme are planned as Offices, in excess of 60,000 m^2 and a 25,000 m^2 Hotel.

The Broadgate management team successfully undertook the roles as Development Manager, Project Manager, Project Finance Controller and Lead Master planning Developer.







5.0 Our Capability and How Broadgate Group Adds Value

Throughout every phase of a project, Broadgate strives to lower risk while delivering cost savings and increasing bottom line value for its clients.

This is achieved via comprehensive project planning, aggressive value engineering and an expedient conceptual construction process that identifies opportunities for program improvements and/or strategic cost savings and reduces scheduling delays.

As the key African leading Green Developer, Broadgate offers innovative solutions to maximize energy efficiency, reduce future operating costs and lessen environmental impact by utilizing established best practices and proven technologies which has been proven to enhance project leasing.

Our reputation and track–record offers an additional level of comfort to prospective tenants and to institutional funds by providing more efficient design, improved occupier lease/sales to support capital raising.

With its local perspective, international relationships and teams in the SSAC and international market place, Broadgate brings a wealth of knowledge to every development it manages.

This translates into smoother government and contractor relations, keener insight into local communities and economies, and more sharply focused strategies.



6.0 Residential + Mixed-Use Development

Background & Experience

The Broadgate management team have extensive experience in delivering Residential development, International, covering all market segments.

As part of Residential as an Asset-Class, an important element in the majority of International Markets is – Affordable Housing.

In the UK, this has typically formed a key elemental part of Mixed-Use, Development.

We are therefore able to draw upon our International expertise and experience in such areas as design and construction, to deliver - high-quality, sustainable and cost-effective housing, including Modular Construction.

These Projects include:

The Centre, Feltham

Town Centre Development & Regeneration, including – Retail, anchored by ASDA; Medical Centre; Offices; Private & Affordable Housing – 850 units & Library.

A Ken Livingston commended project, as a pilot project for London.



Badger Farm, Winchester

District Centre anchored by J. Sainsbury & Housing.



Kingfisher Centre, Redditch

New Development & Regeneration – Enclosed & Open Retail Mall of 1.2m sf, anchored by Debenhams and M&S; Offices & Housing.

Development encompassed new Bus Terminus and Market.



6.1 Residential + Mixed-Use Development

Brentwood Centre

District Centre anchored by J. Sainsbury & Housing



Cameron Toll, Edinburgh

One of the largest Shopping Centres in Scotland. Formulated Development Strategy for new 800,000 sf Mall and associated development including Residential. Acquired together with Performance Shopping Centre Fund.



Goldsworth Park, Woking

District Centre anchored by Waitrose & Housing (Largest such project at that time, in Europe).



Victoria Place – Victoria Station, London

Major Terminus incorporating Gatwick Link check-in. Retail and F&B development of 85,000 sf., constructed on a new slab situate over the main rail lines.



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6.2 Residential + Mixed-Use Development

Festival City, Cairo

"New Cairo City" - 750 acres - Mixed-use Development – Retail Mall; Hospitality + Branded Apartments; Offices; International School & Residential (Villas & Apartments).

The Retail Mall, is the largest, single-structure, construction project in Africa, being 326,000 sm.





Festival City, Dubai

1,600 acres - Mixed-Use Development – Retail Mall – 1.6m sf; Hospitality; Offices; F&B; Showrooms; International School & Residential



India

Mixed-Use Development program instituted for JV between TATA & Tesco, to comprise Retail Mall & Residential.

Delhi; Bengaluru; Surat: & Pune.

USA

Various Residential developments comprising single-family housing and apartments in - Texas; California; Florida; Nevada & Colorado.

Tripoli

Expat Apartments and Local Housing.

6.3 Residential + Mixed-Use Development

Proposed/Design Planned Projects include:

Silver Hill, Winchester

City-Centre, Mixed-Use development including – Retail; F&B and Residential



Smithfield Market, City of London

A prime City-centre site for sensitively designed, comprehensive, Mixed-Use Development & Regeneration, including – Retail; F&B; Hotel and Residential.



Khams Shamat, Damascus (New Damascus City)

"New Damascus City" a Master Planned – 150-acre, Mixed-Use development. First phase comprising – Retail Mall 1.9m sf (Largest Mall in Levant); major infrastructure including City Square; Medical; Hospitality (three hotels, Branded Apartments and Conference Centre); F&B; International School; Offices – 250,000 sf and 600 Apartments. TDC $ 1.5 bn.



Marine Drive, Accra

240 acre - Mixed-Use, Development including – Retail Mall; Arena; Offices; Hospitality; F&B and Residential. Subject to confirmation as Preferred Developer.

7.0 Broadgate – Development Business Strategy

In the UK, Broadgate will focus upon:

- Undertaking Regeneration and Mixed-Use development, a key element being Residential.
- In partnership with Central Government Ministries and Local Authorities, to deliver Affordable & "Extra-Care" Housing.
- To Support Financial Investors and Housing Associations in a Delivery-Partner role.
- Delivering "Extra Care" Housing accommodation with specialist partners.
- Retirement Community Residential & Retirement Care development.
- Project Restructuring



In the EMEA Region, Broadgate will focus upon:

- Affordable, alongside the introduction of new Construction technology – tunnel construction, formwork. Continue to build upon Government PPP programs.
- Mid-market to premium, SFR and apartments, which may form part of a Mixed-Use program format.

In delivering the above, Broadgate will utilize its International – "BOOT", holistic, full-service, delivery structure comprising:

- Site Evaluation/DD & Acquisition
- Masterplanning
- Sustainable Built Design and Specs
- Development Management
- Construction Management
- Funding
- Project Management
- Fit-out
- AM/FM

Broadgate is able to consider flexible frameworks and funding structures.

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