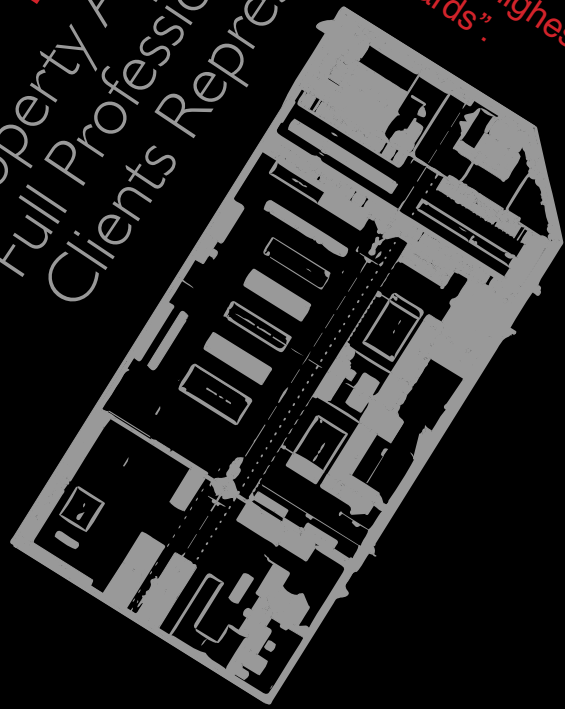
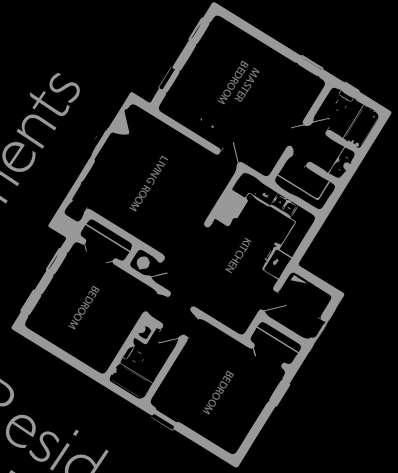
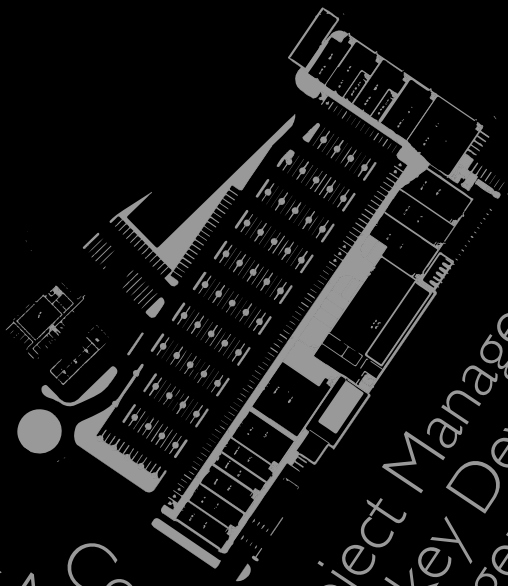


Property Management
CORPORATE PROFILE

Commercial Management

Project Management
Turnkey Developments
Asset Management
Professional Services
Representative Clients

Residential Agent
Principal
MISSION STATEMENT
"To continue doing what we
do to the highest possible
standards".





Introduction

Time Projects (TIME) is one of Botswana's leading Project Managers, Property Developers, Property Managers and Asset Managers.

Established in 1986, TIME has had a significant impact on the changing landscape of the capital city of Gaborone and many of the other major cities and towns in Botswana. Buildings developed by TIME are noted for the added value they have created to the overall environment by virtue of the architectural styling, attractive aesthetics, high quality standards and excellent investment value that are the hallmark of a "TIME development."

TIME undertakes projects ranging from low cost housing, through executive residential complexes to multi-million Pula commercial office blocks, shopping centres and industrial developments. Our core competency is Project Management, which is applied to all our business aspects.

The underlying philosophy to all TIME's projects and developments is the project management principles of managing time, cost and quality. By utilizing established systems together with the best associated professionals available, this has resulted in the completion of many successful projects.

Respect for, and emphasis on, protecting it's clients' investment in terms of cost and quality is of paramount importance and has been attained on all the projects undertaken to date.

There is no set recipe, but TIME is able to perform project management contracts on a fee earning basis, turnkey, design & build and full development projects.

TIME have recently opened up an office in Lusaka, Zambia and is going to be offering all the services that it provides in Botswana.

Areas of Expertise

Our expertise include:

Developments

- Residential
- Commercial
- Property Asset Management
- Property Management

Support Services

- Finance and Admin Management related to own development or Joint Ventures

Putting together the various elements needed to start a successful development are part of our service i.e.

sourcing the appropriate land, finance, contractors, professional teams, tenants/end users, facility managers etc. where applicable. By providing one of the following tried and tested services the projects are then executed.

- Project Management
- Turnkey Developments
- Principal Agent
- Full Professional Services
- Clients Representative

In all of the above services TIME fulfils the project management function, which is the cornerstone of our business.

Ownership and Management

TIME is wholly owned by senior management, all of whom live in Botswana. The senior management is exceptionally stable as is evidenced by the years of service shown below.

- Sandy Kelly (Managing Director) since 1988
- Clifford Ferreira (Housing Director) since 1992
- Brett Marlin (Commercial Director) since 1999
- Mmoloki Turnie Morolong (Property Management Director) since 2005
- Joanna Jones (Financial Director) since 2005 to 2006 and rejoined 2007

Many of TIME's key citizen staff have been with the company for many years with individuals such as Maria Scheffers and Daisy Pontso who became part of the TIME 'family' prior to 1998.



Property Management

As a result of having to maintain, ensure tenancy and rental collection etc. of its own properties TIME has established a property management division. Therefore we are able to offer this service as an addition when developing a property for a client in particular for clients who are investing in property and don't want the day-to-day responsibility of managing the buildings.

Currently, in addition to managing its own buildings, TIME is the property manager for PrimeTime Property Holdings Ltd, a BSE listed company with a portfolio of 24 properties through Botswana and Zambia.

Asset Management

The property asset manager's role is to undertake all aspects that would be needed to effectively manage a property portfolio successfully to fulfil the stakeholders stated objectives. These aspects can be broadly categorised into:

- Strategic planning and budgeting
- Financial control
- Governance and shareholder affairs
- Property management

Acquisitions, disposals and renovations

- Leasing and tenant management
- Investment and development





Commercial Developments

TIME have become renown in Botswana for developing quality commercial development which includes commercial offices, retail shopping centres, industrial buildings and speciality projects such as hotels, banks, hospitals and educational facilities.

This can broadly speaking be implemented in one of two ways:

- Project Management service which can be on its own or include the full professional team on a fee basis only.
- Turnkey Development where TIME undertakes the project for an agreed contract sum which includes all consultancy and construction risk and responsibility. This can extend to land acquisition, financing, letting and/or selling.

We pride ourselves on in finishing projects on time, within budget and to the quality that the client expects.

Residential Development

The principal activity of TIME's residential division is the development of residential suburbs and estates from raw land to completion; this includes the installation of services such as water, power, sewers and road networks and then the development of the housing on the fully serviced residential stands.

The houses are usually sold on the open market largely to owner occupiers or investors but also to institutions with the different types of offerings being market driven (townhouses, cluster housing, free standing houses, apartments, low cost housing, executive homes etc).

TIME also provides construction management services and project management services taking the burden of day to day management relieving the client and also providing the confidence of a professional expert service.



Advantages of using Time Projects



One of the major benefits of effective and efficient decision-making is that it can minimise the amount of redesign work required by the consultants and consequently removes any conflict between the consultants and client.

Promotion of client involvement

The client should be involved in the development process. Client meetings need to be held on a regular basis, particularly at the commencement and at the end of the contract when client input is most needed.

Strict transparency in our dealings with all of the contracting parties

All consultants, contractors and suppliers shall be treated in a fair and disciplined manner and no party shall have any advantage over any other party. Strict transparency shall be adhered to and all tender procedures shall be fair and equitable. At no stage should any consultant, contractor or supplier be prejudiced in the tender process.

Focus on program and progress

For the successful completion of a project the development has to be completed on time. TIME believes that with:

- Critical evaluation of the construction program
- Evaluation of the program at all times
- Ensuring that information flow is maintained
- Reprogramming of works

The development can be completed on time.

Commercial focus

As the majority of TIME developments have been done in the private sector we ensure that we also focus on the commercial aspect of the development. If the building is late being completed the client loses money. If the building is not of the expected quality, the client has wasted his money. If the contract is over budget the clients cash forecast is incorrect and the development may not be feasible anymore.

Our motto of "You are the client and your best interests have to be served" sums up our beliefs in the service that we provide.

As is evident from the schedule of completed projects, TIME has vast experience in the development of capital projects in Botswana. On all projects, whether they are Project Management, Turnkey developments, Commercial or Housing, TIME has performed the Project Management roll. The total development cost of these projects is in excess P 2.1 billion.

Respect for, and emphasis on, protecting our client's investments in terms of time, cost and quality is of paramount importance and has been attained on all the projects that TIME has completed.



The senior management of the company abides by the following:

Acceptance of full responsibility and accountability for the outcome of the project.

There are numerous consultants involved in the development of a high quality building that have their individual services to provide. For example, the architect will not necessarily be acutely aware of the intricacies of the mechanical engineers function and consequently cannot take full responsibility for the outcome of the mechanical installation. TIME believes that as Project Managers they need to be aware of every facet of every consultants' and contractors' work and can accordingly be held fully responsible for the outcome of the project.

Applies lessons learnt from recent projects

TIME has had experience in numerous types of projects and can draw on a wealth of experience that has been gained in terms of technical innovation, contract dispute resolution and advanced computer technology, amongst others.

Communication

TIME places great importance and attention on the effective communication with all role players in order to ensure that each party understands what is expected of them and what they should expect from others. It is imperative that the client is kept informed of the progress on site, adherence to budget and quality. TIME, as a matter of course, provides the client with a monthly Project Managers report, which addresses all these and many more issues. It is imperative that regular site meetings

and design and development meetings are held to ensure that all consultants are aware of what the other parties are doing.

Promotion of effective and efficient decision-making

It is imperative that effective and efficient decision-making is made as:

Late information > Claims > Cost

TIME believes that one of the main functions of a Project Manager is to evaluate and ensure that information is adequate, conforms to specification, timeous, complete, practical, suitable, cost effective and within regulations. A Project Manager should facilitate discussion and debate to result in the optimal solution to the clients requirements, thereby reducing cost.

Value Engineering

Through a process of "value engineering" TIME continually examines and questions the design/development process, often changing traditional construction methods to find innovative solutions to project challenges e.g. steel frame as opposed to concrete for speed of construction for BUIST, and suspending the ground floor slab to avert protruding rock at foundation level.

Not only would we advocate that clients consider the project management or turnkey development route for procuring projects, but would also strongly recommend choosing the right team. At TIME Projects, our proven track record provides that.

Social Responsibility/Contribution



Committed to the needs of the community through sponsorship and support to numerous deserving causes

Over the years TIME has been a dedicated supporter of the S.O.S Children's Village of Botswana. Our involvement in the following projects was either on a reduced fee basis or at no cost at all.

- Project management of a new community hall,
- Skills training centers,
- Guest-houses - Tlokweng.
- Five new family houses – Tlokweng.
- Sewers reticulation to whole village – Tlokweng.
- Construction of youth house – Gaborone.
- Professionally assisting in the reconstruction of six family houses – Francistown.
- Refurbishing of 4 houses and 2 youth houses – Francistown.
- Project leader of the development of complete new village in Serowe

Sandy Kelly was appointed as a board member of SOS Botswana and was vice chairman from 2000 until 2012.

Other goodwill projects have included: Ramotswa Schools for the Deaf, Aerdrome School in Francistown, Botswana National Youth Center, Camphill and Somarelang Tikologo.

TIME has for many years supported a number of Botswana's top athletes, in particular Tiyapo Maso, who at one stage led the Olympic marathon for more than half the race in the Sydney Olympics. Through TIME's association with international agents, athletes have been afforded the opportunity of sponsored trips to compete in marathons in Korea, Holland and the Czech Republic.

Promotion of citizen development

TIME believes in citizen development and attempts to fill as many positions in it's organization with citizens where possible.

Since early 1990's when TIME became firmly established, it has, through it's developments and contracts, consistently employed between 500 and 1000 citizens throughout. Many small and medium sized citizen contractors, subcontractors and suppliers have been nurtured and developed under its guidance and training, some of whom have gone on to greater levels.

The company's policy is to support any member of staff in further education and in fact encourages the same.

Our support of sporting codes has also extended to Sandy Kelly, Brett Marlin and Clifford Ferreira all having done stints on the Botswana National Hockey Association and in all three cases specific emphasis was placed on citizen development. Sandy Kelly has also held office on the Botswana Cricket Association's national executive.

More recently, TIME has established the TIME Adventure Challenge race held at Mokolodi Nature Reserve, a corporate trail running and mountain biking race that was first held in 2014. All funds raised during the event are donated to charities, namely Mochudi Resource Centre for the Deaf and Young 1ove, who have received in excess of P300 000 over the 2 years. This year we are contributing to the Bontleng Community Centre for the development of a Futsal Court.

Schedule of Selected Projects

Commercial - Project Management

Project	Value	Year	Client
Francistown Abattoir (Client's representative)	P65.0 m	1988	Botswana Meat Commission
Squires Shoe Factory	P1.0 m	1988	Debswana Pension Fund
Revamp and new buildings of 13 filling stations	P12.0 m	1994	Caltex Oil
Office Building, Showgrounds	P5.1 m	1999	AON
Headquarters, Western By-pass security	P5.6 m	1999	Inco Holdings - now G4
Industrial buildings Gaborone West	P4.0 m	2002	Ghafoor Holdings
Botswana Technical training facility	P5.8 m	2003	FIFA
Refurbishment of Barclay Plaza	P5.0 m	2005	Tati Co.
Refurbishment of Blue Jacket Square	P4.0 m	2005	Tati Co.
Francistown Headquarters – Office Block	P10.5 m	2006	National Development Bank
Refurbishment of Development House	P11.0 m	2008	National Development Bank
Cresta Conference Centre	P11.0 m	2010	BDC
Western Industrial Estate factory units phase 1 and 2	P50.0 m	2011	BDC
Western Industrial Estate factory units phase 2	P32.0 m	2012	BDC

Commercial - Turnkey Developments

Project	Value	Year	Client
United Nations Place, Khama Crescent	P 16.0 m	2000	Own development
De Beers Building, Independence Ave	P 5.0 m	2000	Own development
BEDIA Building, Matsitama Rd	P 6.3 m	2001	Development sold to BEDIA
South African High Commission	P 11.0 m	2001	Own development
Dalale House	P 5.5 m	2001	Devon development
Ghanzi Shopping Centre	P 3.5 m	2003	Own development
DHL head office	P 3.0 m	2003	Prometheus (PTY) Ltd
Industrial mini units in GICP	P 22 m	2001	Sold to individual buyers
Ramotswa Shopping Centre	P 4.0 m	2003	Own development
Lobatse Shopping Centre	P 12.0 m	2004	Own development
Nswazwi Mall Shopping Centre	P 25.0 m	2005	Tati Co.
Boiteko Junction Shopping Centre	P 23.0 m	2006	Own development
New Bank Gaborone Head Office	P 30.0 m	2007	Plot 5192 Partnership
BPOPF Office Park	P 50.0 m	2008	BPOPF
KPMG Head Office	P 22.0 m	2008	Own development
Time Square	P 14.0 m	2009	Merle Investmets
FNB Francistown Regional Office	P 52.0 m	2009	FNB Botswana
ABC Bank Head Office	P 25.0 m	2010	African Banking Corporation
Time Square	P 16.0 m	2011	Merle
Sebele Shopping Centre	P 101.0 m	2011	PrimeTime
Deloitte Head Office	P 42.0 m	2011	Deloitte
Prime Plaza – Acacia & Baobab	P 65.0 m	2012	Own development / PrimeTime
FSA House	P 19.0 m	2012	FSA
Morojwa & Mowana Mews	P 52.0 m	2012	Various buyers
Showgrounds Close	P 38.0 m	2013	Various buyers
Prime Plaza	P 230.0 m	2014	Own development / PrimeTime
G West Industrial Park	P 20.0 m	2014	Various individual purchasers
The Office	P 60.0 m	2014	88 individual purchasers.
Mongala Mall	P 70.0 m	2014	Own development / PrimeTime
Central Square	P 126.0 m	2015	Various individual purchasers
BIUST	P 153.0 m	2015	BIUST

Schedule of Selected Projects (continued)

Housing

Project	Value	Year	Client
Townhouses, Gaborone (Client's representative)	P 2.5 m	1989	Debswana
Staff Housing Estate	P 11.0 m	1991	Gaborone Private Hospital
400 houses, Kgale Hill	P 50.0 m	1992	Government of Botswana
10 houses, Kgale Hill	P 3.0 m	1993	Botswana Telecom
40 houses, Kgale Hill	P 7.5 m	1994	University of Botswana
8 houses, Phakalane	P 2.6 m	1996	Motor Vehicle Insurance Fund
100 Private houses, Gaborone	P 20.0m	1998	Private buyers
Staff Housing, Kgale Hill	P 1.5 m	1999	Westwood International School
18 Townhouses, Kgale Hill	P 5.7 m	1999	Westwood International School
300 Private Houses, Kgale Hill	P 90.0 m	2000	Private buyers
3 houses, Phakalane Golf Estate	P 4.0 m	2003	Private clients
69 houses, Block 6	P 14.0 m	2004	Botswana Teachers Union
133 houses, Block 6	P 24.0 m	2008	Private buyers
147 houses, Phakalane	P 50.0 m	2009	Joint venture with BHC
65 Upmarket Cluster Houses, Kgale View	P 45.0 m	2010	Joint venture with Roman Gaborone Catholic Church
Kgale Apartments	P 56.0 m	2012	Kgale Apartments (Pty) LTD
7 Cluster units, Kgale Close	P 11.0 m	2012	Private clients
11 Up market houses, Phakalane Golf Estate	P 44.0 m	2013	Private clients
4 Up market houses, Hillside View Estate	P 13.0 m	2013	Private clients
30 Room self-catering apartments	P 18.0 m	2013	Intermix Holdings (Project Management)
Regent Select Lodge, Kgale View	P 8.0 m	2014	Intermix Holdings
14 Townhouses, Hillside View Estate	P 30.0 m	2015	Private Buyers (current)
12 Houses, Mogoditshane	P 12.0 m	2015	Private Buyers (current)
12 Townhouses, Block 5	P 19.0 m	2016	Private Buyers (current)



Key Personnel



Alexander (Sandy) Lees Kelly

Born: 3 May 1954

Managing Director - Time Projects (Botswana) (Pty) Ltd
Managing Director PrimeTime Property Holdings Limited
Qualifications Pr. Eng. Bsc. (Civ Eng) MBA BIDP



Clifford Lance Ian Ferreira

Born: 25 March 1961

Housing Director - Time Projects (Botswana) (Pty) Ltd
Qualifications National Higher Diploma in Construction Supervision



Brett Anthony Marlin

Born: 12 December 1962

Commercial Director - Time Projects (Botswana) (Pty) Ltd
Qualifications National Higher Diploma Building Surveying
Higher Diploma Property Valuations



Mmoloki Turnie Morolong

Born: 29 April 1968

Property Management Director - Time Projects (Botswana) (Pty) Ltd
Director PrimeTime Property Holdings Limited
Qualifications MBA - University of Botswana, BA - University of Botswana,
Dip PM - CPMD, Cert. Sectional Title Management
- Paddocks Learning in association with
UCT



Joanna Jones

Born: 15 August 1971

Finance Director - Time Projects (Botswana) (Pty) Ltd
Qualifications Fellow of the Botswana Institute of Accounts,
Institute of Chartered Accounts in England and Wales
- Full ACA membership
BA (Hons) Accountancy and Finance



TIME PROJECTS

Tel: 395 6080, Fax: 390 0160

E-mail: time@time.co.bw

Website: www.time.co.bw