

# Lango Fact Sheet

Lango is a real estate company focused on generating compelling and sustainable investor returns through the acquisition and management of prime commercial real estate assets in key gateway cities across the African continent.

- Originally jointly established between Ninety One (previously Investec Asset Management) and Growthpoint Properties, Lango commenced operations in March 2018.
- The business has since demonstrated significant growth and is emerging as a leader in the asset class in Africa, with assets on its balance sheet in excess of \$600million.
- Lango ultimately aims to catalyse the capital market for real estate as an asset class in Africa and intends to list on a recognised Stock Exchange over the medium term

## General Overview

Sector focus	AUM	No. of countries	No. of assets	GLA	No. of tenants	Targeted distribution	Liquidity
Office, Retail & Industrial	c.US\$600m	4	11	145,686m <sup>2</sup>	c.250	6 Monthly	Listing by 2026

## Lango's Value Proposition

- Aiming for compelling and sustainable returns
- Attractive entry point into 'gateway' cities
- Geographic & sector diversified asset base
- Socio-economic impact

## Company Objectives

Scalable, private REIT-like structure

Target 13-18% gross IRR in US\$ return

5-8% p.a. dividend Yield (Half yearly)

c.96% Hard Currency Lease

c.4 years Average lease term

A-Grade Quality buildings

## Investment Overview

Specific focus is placed on investing into major cities and their key sector-specific nodes, which offer attractive and sustainable growth potential.

Characteristics of investment destinations:

- Economically attractive
- Strong growth prospects and demographics
- Politically democratic
- Effective legal systems
- Land title certainty and transparency
- Enabling business environment
- Availability of moderate gearing, to enhance return potential

### Key

Countries invested in by Lango:

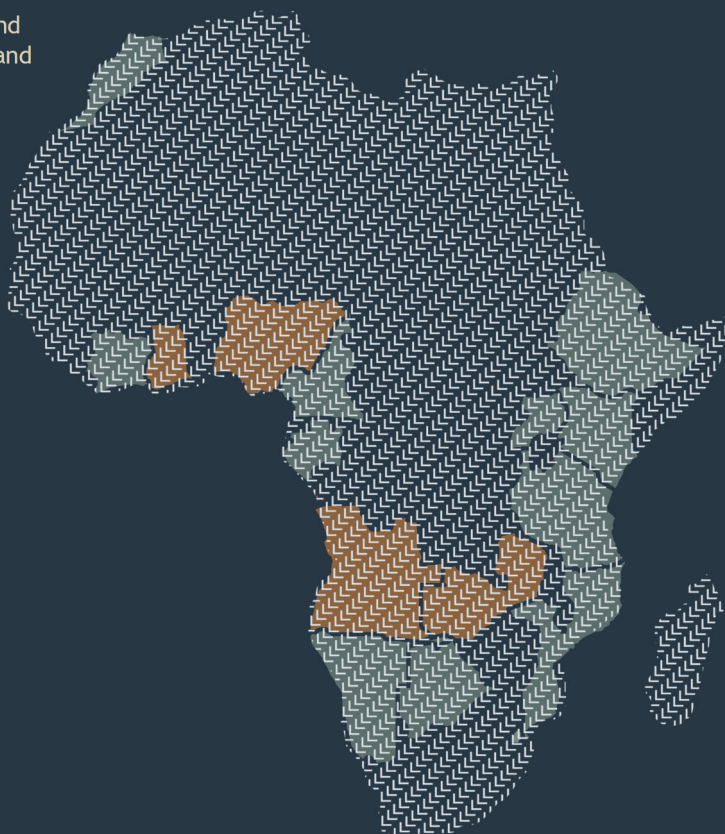
Ghana  
Nigeria

Zambia  
Angola

Other mandated countries:

Botswana  
Cameroon  
Cote d'Ivoire  
Ethiopia  
Gabon  
Mauritius  
Namibia

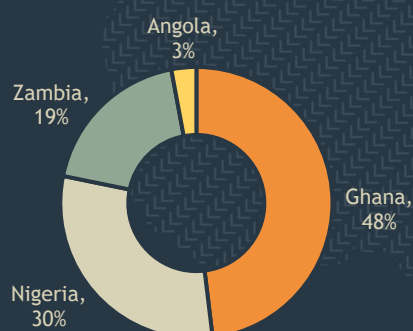
Rwanda  
Uganda  
Kenya  
Morocco  
Mozambique  
Tanzania



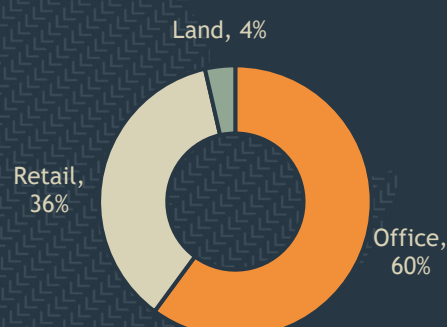
## Portfolio Overview

Asset	Geography	Sector	GLA	AUM %
The Wings	Lagos, Nigeria	Office	27,073	27%
Manda Hill Centre	Lusaka, Zambia	Retail	40,763	19%
Stanbic Heights	Accra, Ghana	Office	20,119	14%
Accra Financial Centre	Accra, Ghana	Office	14,134	10%
Standard Chartered Building	Accra, Ghana	Office	12,545	10%
Achimota Retail Centre	Accra, Ghana	Retail	15,774	9%
Junction Mall	Accra, Ghana	Retail	11,409	6%
Circle Mall	Lagos, Nigeria	Retail	13,868	3%
Patriota	Luanda, Angola	Land	-	2%
Muxima	Luanda, Angola	Land	-	1%
Royal Gardens	Lagos, Nigeria	Land	-	1%
<b>Total (Attributable to Lango)</b>			<b>145,686</b>	<b>100%</b>

### Geographic Diversification



### Sector Diversification



### Tenant Diversification

Lango has a diversified retail and office portfolio in Lusaka, Accra and Lagos, providing high quality accommodation to International and local tenants.

#### Corporate details

##### Board of Directors

Valentine Chitalu  
Estienne de Klerk  
Craig McKenzie  
Yan Ng  
Thomas Reilly\*  
\*Executive Director

##### Investment Committee

Norbert Sasse  
John McNab  
Hendrik du Toit  
George Muchanya  
Thomas McCallum

#### Contact information

##### Lango Real Estate Limited

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**Manager: Lango Real Estate Management Limited**

### Important information

This factsheet is intended to provide general information on Lango's business operations as a landlord. It is not intended as a recommendation or a solicitation of an offer to buy securities, or as a recommendation to adopt any investment strategy.

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