



# BIH Properties / Real Estate Services





The cultural significance of the dune and delta to Botswana have been embraced in the design of the Icon Building. These have been the conceptual drivers since the inception of the project. The embodied characteristics of these landscape features have remained visible and prominent in the form of the project, most notably with the building massing, the facade expression and the landscape planning.

# Strategic Foundations – Mandate

## Our Mandate Statement

The company is incorporated to develop and operate a science and technology Park to contribute to economic development and competitiveness by creating new scientific, technological, and indigenous knowledge based business opportunities and adding value to existing companies , fostering entrepreneurship and technology transfer, generating knowledge based jobs, and attracting innovative companies and institutions to Botswana Innovation Hub

# BIH Companies

## BIH Holding Company

- 100 Per cent Government
- Board of Directors
- External Auditors
- CEO
- Management
- Staff

## BIH Properties Pty Ltd

Investment Arm of BIH  
100% Subsidiary of BIH.  
Board & Management  
Auditors



# We offer a Package

- Land To Develop – Fully Serviced Plots
- Space To Let – The Icon Building
- Tax Incentives
- Labour Dispensation
- Superior ICT Infrastructure – Broad band
- Safety & Security
- Shared Amenities
- Networking Environment & Amenities
- Uninterrupted - Utility Services (Power & Water)
- Concept & Theme

# Space Available To Let -Iconic Building

*The outstanding building quality complemented by excellent lifestyle amenities business support facilities and vibrant activities offer optimal networking opportunities for top names in technology*

- **Apex Laboratory**
  - Shared Cutting Edge Laboratory Spaces
- **Iconic Building**
  - Reception & Security
  - Auditoriums & Conferencing
  - Restaurants
  - Lounges For Networking
  - Outdoor Amenities
  - Business Support Services
- **Commercial Office**
  - High Grade
  - Prime Location
- **Additional Benefits**
  - Tax Incentives
  - Labour Dispensation
  - Superior High-speed Broadband and Internet Connectivity
  - Themed Developments
  - Park Environment



# The Icon Building

- A catalyst for other Developments
- Networking Platform
- Trend Setter
- Sign Of Commitment to the Cause By Promoter
- Symbol Of Innovation & Technology
- Landmark & Attraction – To Sell The Park
- LEED Certified In The Region
- Innovative Development
- Has public good elements – Incubation & laboratories:



# Green building LEED certified



## **Green Roof.**

The vegetated roof is planted with indigenous and drought tolerant plants that are low to no maintenance and do not require irrigation. The visual appearance of the roof will change with the seasons as will the surrounding landscape. The indigenous planting encourages biodiversity, saves water and reduces maintenance costs.



# Land To Develop Botswana Innovation Hub

*Various sizes of land plots are available for technology companies to sublease and develop their own buildings in partnership with BIH. All land plots come with Infrastructure and facilities that fulfil the needs of technology companies*

## **A Science and Technology Park**

- Fully Serviced Plots total of 57 hectares.
- Total of 41 plots of variable sizes for long term leases to develop.
- Tenant Mix – Science & Technology & Related Business Support.
- Zoning is mixed use developments
- 36 Hectares Available For Spin Off Businesses – Manufacturing & Production
- Further Subdivision Of Land
- Prime location : proximity to the airport, the diamond trading centre, shopping malls, Botswana Bureau Of Standards, Free Enterprise Zone area,
- Tax Incentives, Labour Dispensation, Superior ICT Infrastructure, Superior Bandwidth

## Partnerships Objective

The BIH Science Park will establish partnerships with like-minded real developers, Science & Technology Companies, Other R&D Parks and incubation centres around the world to facilitate regular forums and global exchange among the respective tenants. As members of a prestigious community of IASP, the BIH Science Park tenants will enjoy numerous synergistic opportunities for mutual networking and collaboration

## Partnership, Cost Say, P100 Million

Scenario A		
Contribution	Partner	BIH
Land	P 0 Mil	P 25 Mil
Equity/Cash	P 50 Mil	P 25 Mil
Shares	50%	50%
Scenario B		
Contribution	Partner	BIH
Land	P 0 Mil	P 25 Mil
Equity/Cash	P 30 Mil	P 05 Mil
Loan	P 20 Mil	P 20 Mil
Shares	50%	50%

Scenario C		
Contribution	Partner	BIH
Land	P 0 Mil	P 25 Mil
Equity/Cash	P 75 Mil	P 0 Mil
Shares	75%	25%
Scenario D		
Contribution	Partner	BIH
Land	0	P 25 Mil
Loan/Equity	0	P 75 Mil
-	-	-
Shares	0	100%

# Engagement Of Land Developers

Call For Expressions Of Interest

- Partnership Strategy
- Selection Criteria
- Advertisement
- Receiving Submissions
- Selection Process
- Invitation For Interviews
- Prequalification – selection Or  
(B to B) Marketing
- Negotiations
- Partnership Agreements



## 1. Space to Let

- P300 /sqm TI allowance
- Rentals at– P110 per square meter
- Service levy at P25 per square meter
- Underground /basement parking at P300/bay per month

## 2. Shared Apex Laboratories

## Shared Amenities.

Cafes and lounges provide opportunities for informal encounters and encourage creative collaboration. Landscaped amenity gardens, sheltered from the climate by cooling roofscape and bridges, provide all-season gathering space outdoors.





*Innovation is  
happening here...  
come and join us.*

# sh p PARK DEVELOPMENT

## 1. Land to develop

- P850 - P1200 per square meter
- Long Term Leases
- Partnerships

## 2. Developers

- Real Estate development
- Research Institutions
- Science and Technology
- Innovation

## 3. Building Types

- Developments customised for science and technology tenants
- Mixed use developments
- Commercial developments
- Support services developments

# Supporting ICT Infrastructure

Government Investment on WACS & EASSy,

Investment on Fibre Optic Nteletsa 1 and 2

BIH ICT Supporting ICT Strategy;

- Offer superior bandwidth,

- Develop Botswana Meet me Rooms (PoP)

- Develop Botswana Internet Exchange

- Cloud Solutions and Data Centres for ICT as a Service

- IP telephony , video conferencing, and telephone bridges

- Skilled Manpower



THANK YOU