



PROFICA

PROFICA - PROPERTY & CONSTRUCTION SOLUTIONS - AFRICA

INTRODUCING PROFICA

Profica is a leading property and construction solutions company in Africa.

We provide expert consulting services across key sectors throughout the African continent including development, project and construction management. We have built a reputation for global expertise, local knowledge and service excellence. Our strong entrepreneurial culture empowers our teams to get the job done. Our services have developed into turnkey and design and build projects.

POWERFUL SOLUTIONS

We combine true innovation with tried-and-tested internationally certified processes to deliver bespoke solutions. Our complete property development and construction solutions include project and construction management, design and build solutions, retail turnkey solutions, development management, programme/ portfolio management and tenant coordination amongst others. We have a proven track record and are skilled at dealing with contractors and consultants, both locally and internationally.

EXPERT TEAM

At Profica, our people are our greatest asset. We have developed an award-winning team of highly skilled project, development and construction managers, each of whom is able to spearhead large, complex projects from planning through to design, construction and completion. Project teams blend seasoned international project managers with local talent, a winning combination for project success.



AFRICAN INSIGHT

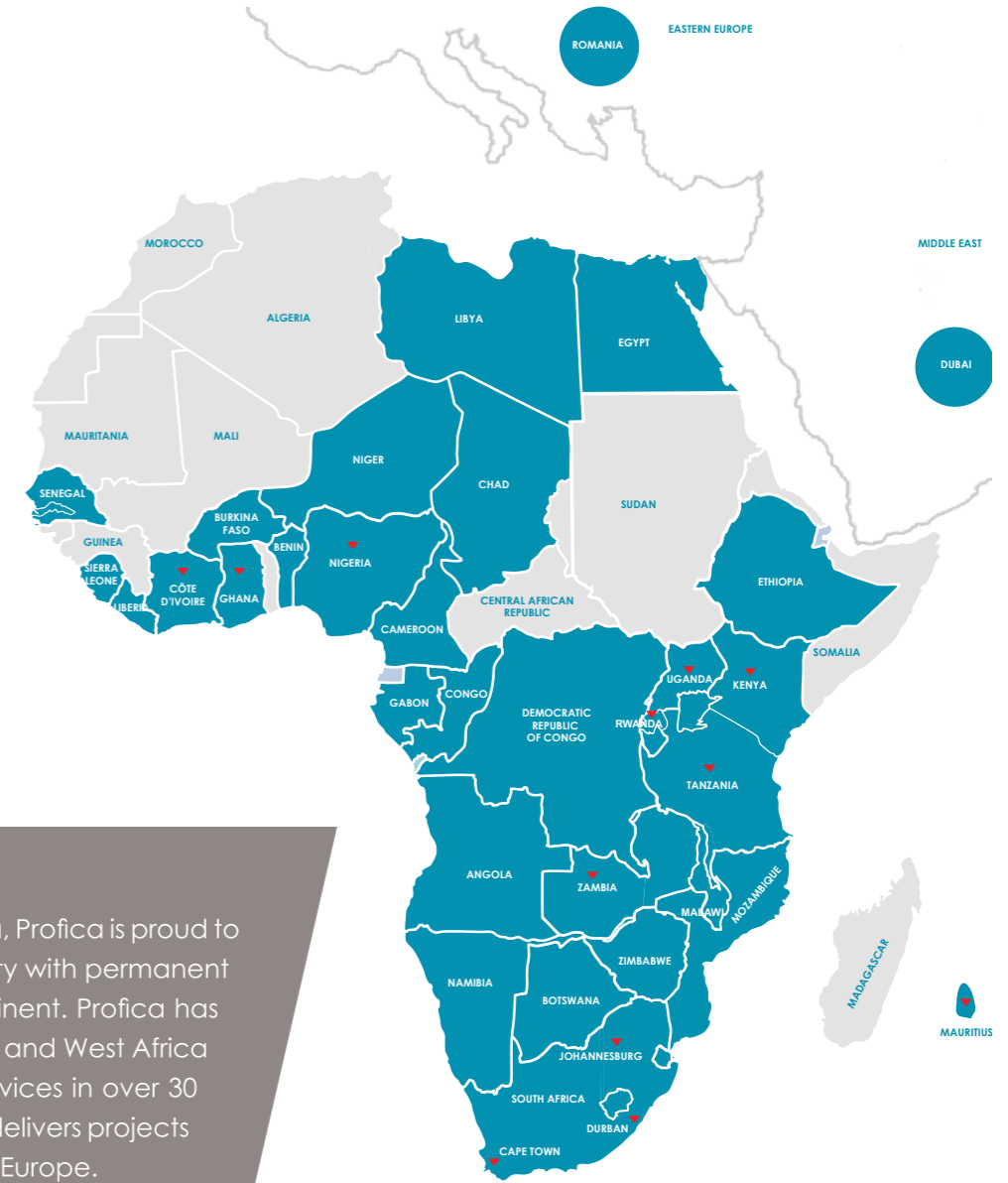
Profica offers strong service capability with permanent teams across the continent. At Profica, we understand the diverse African market and its specific country cultures. Our experience includes projects throughout Africa, delivered in English, French and Portuguese-speaking countries. We have staffed offices throughout the African continent.

MORE THAN PROJECT MANAGERS

The local insights offered by Profica have grown to the extent that we have become more than a project manager – offering development facilitation, development origination and support as well as design & build solutions throughout the project life-cycle.

ABOUT US

Established in 2005, our team of highly skilled and internationally experienced professionals has allowed our business to grow across the continent, supported by a track record of delivery and a reputation for expertise. We provide expert consulting services across key sectors throughout the African continent with country teams in various focus areas.



- PROFICA OFFICES AND TEAMS
- COMPLETED AND CURRENT PROJECTS

FOOTPRINT

Head-quartered in South Africa, Profica is proud to have a strong service capability with permanent teams across the African continent. Profica has registered offices in South, East and West Africa as well as having provided services in over 30 African countries. Profica also delivers projects in the Middle East and Eastern Europe.

PROJECT MANAGERS
over 50 Africa wide

ACROSS
many sectors

EXPERIENCE IN
over 30 African countries



Diamond Arrow
(2011, 2013,
2015, 2016)
Best Project
Managers



Google JHB Office
Interiors and Overall
Green Award
(2016)



Best Office
Development
South Africa and
Africa - Illovo Edge
Office Complex
(2011)



Project Management
Excellence Award
Jackal Creek Golf Estate
(2008)



Innovation in
Affordable
Housing
(2008)

We know Africa!
“We believe in local presence, strong skills transfer and world-class standards wherever we operate. A key success factor has been our focused combination of global expertise with local knowledge.”

OUR CORE VALUES

OPENNESS AND INTEGRITY

Above all, our clients value our upfront and honest approach. It is important to 'tell it like it is' when it comes to deadlines and progress. We're characterised by openness, optimism, the ability to take initiative and mutual trust.

CUSTOMER SATISFACTION

Our key objective is to provide our customers with value-added outcomes and optimum return on their investment. We don't just want to deliver results, we want our clients to be 100% satisfied and we benchmark our services globally. We are proud of the high level of repeat work we receive from our clients.

EXCELLENCE

This value is evident in the world-class quality of work that shines through in every Profica project. We continuously strive to improve, ensuring we deliver global best practice tailor made for the environments that we operate in.

FORESIGHT

For us, this means "seeing around corners". Our experience and knowledge, gathered over years of recording and sharing learnings, is a valuable asset. We make our diverse experience count, sharing it throughout the organisation to avoid issues before they happen.

TEAMWORK

Teamwork is critical - both internally and with project teams. Our managers are leaders driven by the right values and a non-adversarial approach to get the best out of project teams.

KNOWLEDGE SHARING

Profica is a constantly learning organisation with strong institutional knowledge and focused skills transfer ensuring that our teams are consistently developing their skills and learning from their own and others' experiences.

OUR CORE PURPOSE

To turn our clients' visions into reality, with the best talent from diverse cultures.

SERVICES

Our philosophy is not to only offer a pre-set array of solutions to address a client's challenge. Instead, we develop custom offerings but based on tried and tested procedures that meet the client's needs. We are able to do this thanks to our passion for projects, our pioneering attitude to creating innovative solutions based on lessons learnt, and our focus on each client's return on investment.

CONSTRUCTION PROJECT MANAGEMENT

- Integration Management
- Scope Management
- Time Management
- Cost & Change Management
- Quality Management
- Human Resource Management
- Communications Management
- Risk Management
- Procurement Management

PROPERTY DEVELOPMENT MANAGEMENT

- Development Origination
- Land Assembly
- Redevelopment & Master planning
- Business Case Development
- Development Life Cycle planning
- Town Planning & Environmental Processes
- Scenario & Investor strategy Planning
- Risk Analysis & Management
- Feasibility Planning & Management
- Project Financial Control
- Leasing & Marketing Co-ordination
- Full Origination to Completion Services

CONSTRUCTION MANAGEMENT

- Planning Construction Activities
- Programming the Works
- Documentation & Tender Management
- Coordination of Trade Contractors
- Monitoring & Reporting Progress
- Cost & Change Management
- Overseeing Health and Safety
- Quality Management

RETAIL TENANT CO-ORDINATION

- Coordinate Tenant & Landlord requirements
- Define Base Building Specification.
- Co-ordinate Tenant Shop Designs
- Information Management from Leasing to Opening
- Change Management and Tenant Accounts
- Manage Beneficial Occupation Handovers
- Oversee Tenant Installations

PROGRAMME & PORTFOLIO MANAGEMENT

- Strategic Planning
- Financial Control
- Concept and Feasibility Analysis
- Risk analysis and Management
- Procurement Planning and Management
- Design Process Planning
- Ongoing Operations and Maintenance Services
- Change Management
- Time Management
- Programme / Portfolio Level Reporting

OTHER SERVICES

- Technical Due Diligence
- Site Selection
- Office Relocation / Move Management
- Green Building & Sustainability Management
- Private Public Partnership Management
- Bid Management

WORKPLACE SOLUTIONS

- Workplace Strategy
- Workplace Research & Analysis
- Translate Findings (brief)
- Convert Findings into Desired Workspace Solution
- Workplace Performance Measurement
- Workplace Density
- Wellness
- Space Utilization
- Optimising Real Estate Costs
- Meet Current Trends in Design & Technology
- Brand Alignment

SPACE PLANNING & DESIGN

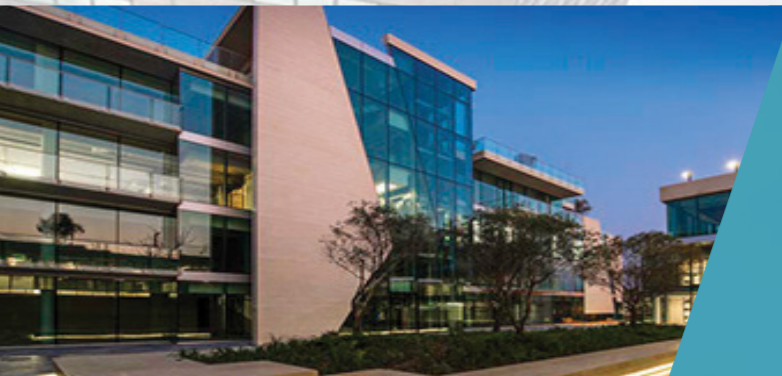
- Full Space Planning Services
- Design Briefing
- Test fits (space needs analysis)
- Refurbishments & Reconfigurations
- Strategic Space Utilization & Optimisation
- Interior Architecture & Design Services
- Concept Visualisation
- Vision / Mood Boards
- Design Coordination Services

DESIGN & BUILD / TURNKEY

- Full Design & Build Contracting
- Single Point of Contract
- Turnkey Delivery
- Real Time Value Engineering
- Best Value Solution
- Innovative Design Solutions
- Cost Certainty
- Integration of Design and Construction
- Fast Track Implementation

"Our entrepreneurial culture and close client relationships are core to our success. We have dedicated, permanent staff members to achieve this and most of our project managers have been with us for a number of years."

SECTORS



OFFICE

We deliver quality office accommodation projects for developers and landlords, as well as for global and local occupiers. Our services cover new build developments through to high end fit outs for global occupiers and include feasibility studies, due diligence investigations, restoration, refurbishment, retro-fitting, interiors, workplace solutions and turnkey delivery.

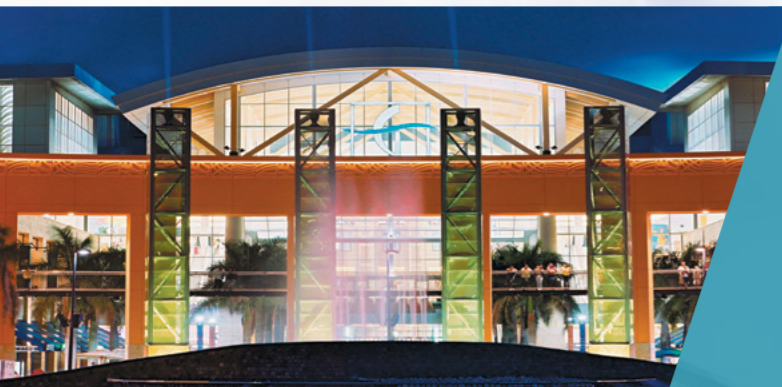
RESIDENTIAL

Our broad range of residential project experience extends from the delivery of large low-income residential developments, conversions and high-rise serviced apartments, to mixed-use high-density developments, golf estates and innovative housing systems across Africa.



RETAIL

Profica offers many services within the retail sector to ensure that retail assets provide an unrivalled shopping experience and return on investment. We have extensive expertise in the delivery of projects throughout this sector, from large greenfield regional shopping centres, to re-developments in live environments, to the coordination of tenants and tenant installations.



HOSPITALITY

Our experienced senior project and development managers have delivered hotel and leisure projects across the globe, managing large and complex developments within this sector. We understand the requirements of both hotel operators and owners in the sector and manage the full life cycle of hotels to opening.



SECTORS



MIXED-USE

Profica has been involved in the planning, design and construction of a number of mixed-use developments throughout Sub-Saharan Africa. This has entailed the master planning and delivery of large mixed-use precincts, all featuring their own mix of use and compatibility.

HEALTHCARE

We are delivering major hospital projects throughout Africa. Our specialist expertise is growing in this critical sector. We are currently managing new hospitals, refurbishments and alterations, oncology bunkers, laboratories, various wards and specialist medical facilities.



PUBLIC & INSTITUTIONAL

Profica has extensive experience in the public sector in South Africa, including institutional and large infrastructure projects. Having delivered large programmes for schools, private public partnerships, rail infrastructure and other projects for municipalities, provinces and government, we have the expertise to manage multi stakeholder projects in this sector.



INDUSTRIAL & LOGISTICS

We understand the growing logistics sector across our regions, having managed bespoke manufacturing facilities, logistics parks, warehouses and distribution centres. We understand client and user requirements across the continent, including different specifications for the various logistics and warehousing users. Profica has managed a number of complex process engineering projects in various industries.



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