

OFFICE CO

A Proven Business Centre Management Model
for Commercial Property Funds

Specialist Business Centre Operators · Est. 2018

We operate managed business centres on behalf of commercial property owners.

You own the asset. You earn the income. We run everything.

7

Years of continuous
operation

2

Business centres
under management

125+

Businesses housed
and served

The micro-business economy is the fastest-growing occupier segment in the market.

Most commercial property funds have no structured access to it.

Who they are

- ✓ Entrepreneurs and solo operators
- ✓ 1-5 person professional firms
- ✓ AI-native startups and tech micro-businesses
- ✓ Fractional executives and distributed teams

Why they're invisible to your fund

- ✓ Cannot sign a conventional lease
- ✓ Below the threshold of institutional leasing
- ✓ Never appear in a leasing agent's pipeline
- ✓ Growing rapidly — structurally underserved

A new, fully managed income-generating asset within your building.



YOU PROVIDE

- A defined footprint within your building
- Fit-out and establishment capital
- Building infrastructure and services



YOU RECEIVE

- 100% of all income generated
- A fully managed, operationally independent asset
- Complete visibility and control at all times



OFFICE CO PROVIDES

- The management model and operational expertise
- Design, fit-out management, and launch
- Full ongoing operations — permanently

Think of it the way a hotel owner appoints a hotel management company.

- ✓ The owner provides the building and the capital to establish it.
- ✓ The management company runs everything — operations, staff, service standards.
- ✓ The owner receives all the income and retains full ownership and control.
- ✓ That is precisely the Office Co model — applied to a managed business centre.

Seven years. Two business centres. A model that works.

	Office Co Menlyn	Office Co Brooklyn
Established	2019	2021
Footprint	500 sqm	1,340 sqm
Current Occupancy	97%	85%
Businesses Housed (Cumulative)	±45	±80
Operational Break-Even	2-3 months	2-3 months

Both centres remain under Office Co management and in continuous operation.

The tenants an Office Co business centre serves — and why your leasing model will never reach them.



The Entrepreneur

Solo operators and founders building businesses from day one. They need a professional environment and flexible terms — a conventional lease is structurally inaccessible.



The Micro-Firm

1–5 person professional businesses — consultants, designers, legal, financial, creative, technical. Established, productive businesses that operate lean by design.



The AI-Native Business

The fastest-growing new occupier category. Small, highly productive teams with minimal headcount and maximum flexibility. Growing rapidly. Conventional leasing is not an option for them.

*None of these businesses will ever appear in your leasing agent's pipeline.
All of them will pay to be in your building.*

What the landlord invests. What the asset returns.

01

ESTABLISHMENT

Office Co manages full design,
fit-out and furnishing to spec.

Duration: 8 weeks pre-opening

Capital: R3,300 / sqm

Example: 500 sqm = ±R1,650,000

1,000 sqm = ±R3,300,000

R3,300/sqm Fit-out & furnishing

02

RAMP

Office Co drives occupancy.
Establishment capital carries
any operational shortfall.

Op. break-even: 40% occupancy

Achieved: 2–3 months

Full ramp (75%): 10–12 months

8 weeks To a ready-to-open centre

03

SELF-SUSTAINING

Centre runs on its own income.
All revenue flows to the landlord.
Office Co management continues.

Capital payback: Month 24

Post month 24: Net return on
investment

2–3 months To operational break-even

Month 24 Full capital payback

A new income stream. A new occupier segment. A new asset class within your existing building.



Income Diversification

A permanent income layer from micro-business occupiers, running independently of your conventional leasing activity and lease renewal cycles.



Occupier Base Diversification

Exposure to the fastest-growing business formation segment — one structurally inaccessible without a managed business centre model.



Asset Enhancement

A professionally managed, income-generating amenity within your building — relevant to evolving expectations of occupiers and institutional investors.



Operational Simplicity

Full turn-key management by an operator with a 7-year track record. Zero operational burden on your fund or asset management team.

From conversation to operating business centre — a straightforward process.

01

Initial Conversation

We walk through the model, your portfolio, and identify a suitable property and footprint.

02

Feasibility Assessment

Office Co provides an indicative capital requirement, income projection, and timeline based on our operating data.

03

Management Agreement

A clear agreement covering scope, performance accountability, establishment phase, reporting, and term.

04

Design & Fit-Out

Office Co manages the design and fit-out process to specification. The landlord provides capital. We manage delivery.

05

Launch & Operation

Office Co launches, acquires tenants, and operates fully from day one. Income flows to the landlord. We run everything.

We'd like to show you what this looks like in operation.

Both of our business centres are open for you to visit. Seeing a seven-year-old, fully operating Office Co business centre is the most direct due diligence available. We welcome you to bring your asset management and investment committee teams.



Visit an operating Office Co business centre



Receive our full Performance Data Pack



Begin a feasibility conversation for a property in your portfolio

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[Contact Name] · [email@officeco.co.za]



[+27 (0)00 000 0000]



[www.officeco.co.za]