



WINDSOR
REAL ESTATE

THE SECRET TO WINNING IS CONSTANT, CONSISTENT MANAGEMENT

JACK WELCH

PROFILE:

OUR HISTORY:

Since its inception in 2014 Windsor Real Estate has redefined the business of real estate in Africa, modernising and advancing the industry starting with the introduction of high-end international developments to African investors and developing into fully-fledged global 360-degree property advisory firm that offers world-class solutions for both developers and investors alike.

Headquartered in London with offices in Abuja, Lagos, Dubai, and Abidjan, Windsor Real Estate is led by experts who are able to skilfully cover the entire spectrum of our clients' real estate needs.

Windsor Real Estate works across the spectrum of asset classes, from commercial offerings in Africa to the most sought-after apartments globally. Our approach to each project is identical - we strive to create the best possible environment for anyone who interacts with our offering and services, whether individual buyers, developers, investors or real estate funds.

OUR MISSION :

Our mission is to be the premier real estate advisor of choice, providing superior local and international property solutions to all our clients.

We work to consistently maintain and manage evolving partnerships, based on transparency and mutual trust, which is at the foundation of our long-lasting client relationships.

As we expand our global footprint we are committed to these principles, which have effectively served our company and clients through the years.

OUR VALUES:

Our values capture our commitment not only to ethical, professional and responsible conduct, but also to the essence of real estate success: an entrepreneurial value-embracing approach.

WINDSOR REAL ESTATE: THE LEADING INTERNATIONAL REAL ESTATE CONSULTANCY

- Trusted domestic and international real estate brand
- The leading company offering international residential, commercial and asset management opportunities to West Africa.
- Access to the world's biggest real estate network of agents, developers, consultants and marketing companies spanning over 60 countries
- Over 30,000 experts at our disposal
- Sales record of +£150,000,000 worldwide
- Operating in 4 countries with 5 offices worldwide
- Management Team with a combined 30+ years of real estate experience

WHY WINDSOR REAL ESTATE

A MEANINGFUL VALUE PROPOSITION:

Windsor Real Estate offers Property Advisory across a number of areas:

- Residential Brokerage
- Occupier Services
- Developer Services
- Property Marketing

The Windsor Real Estate difference is an intelligent approach to property investment enabling a portfolio structure to match the needs of the investor.

SIMPLIFIED APPROACH:

The Windsor Real Estate service covers every aspect of the property acquisition cycle from sales and marketing to the creation of wealth and distribution of wealth.

Windsor Real Estate provides:

- Sourcing property
- Specialist legal representation
- High rental yield and capital appreciation
- Comprehensive assessments and valuations
- Simple and planned exit strategies

Investing internationally can seem like a daunting task, with endless real estate options and complex buying processes. However, there is a simpler option.

The property experts at Windsor Real Estate not only provide advice on the best schemes in the world, but also cater for all budgets.

Pairing investors with perfect properties and providing support through the legal necessities are at the core of Windsor Real Estate's exemplary and world-class service.

The Windsor Real Estate portfolio is formed of an eclectic range of properties, ranging from London and Dubai penthouses and townhouses, through to first-time buyer homes and buy-to-let off plan developments, providing a solution for every property buyer's needs.

New developments are being added to our portfolio all the time and we now also offer some of the most prestigious villas in the South of France, world class shopping malls in West Africa and beach front Miami style apartments in the heart of Dubai to name just a few.

With a unique combination of global investment opportunities and local expertise, Windsor Real Estate is well-positioned to serve clients from all over the world and at any budget.

Territories Windsor Real Estate operate in include Nigeria, Ghana, South Africa, Cameroon, Cote d'Ivoire, UAE, United Kingdom, France, Canada, Lebanon and the USA.

Our simple 3-point plans:

1. Discuss the individual needs and objectives and develop a bespoke investment plan
2. Pair the right property with the right investor
3. Provide expert and un-bias support and advice from day one through to completion

MANAGEMENT IS ALL ABOUT MANAGING IN THE SHORT TERM, WHILE DEVELOPING THE PLANS FOR THE LONG TERM.

JACK WELCH



SENIOR MANAGEMENT



RICHARD VEDELAGO
GROUP MANAGING DIRECTOR

Richard Vedelago is a seasoned international businessman and the group Managing Director of Windsor Real Estate. Richard has a wealth of property dealings to his name, only with such experience has he been able to bring the more sought after international Properties to the Nigerian market - notably the world-renowned 'One Hyde Park', regarded as the most exclusive address in the world.

Richard oversees the entirety of Windsor Real Estate's Global operation on a day to day basis



ADAM JONES
MANAGING DIRECTOR, NIGERIA

With a BSc Degree in Business Information system Management from the University of Bournemouth, Adam started his career as an IT software salesman for clients including Microsoft, Message Labs, Black Spider and Oracle. Moving to West Africa, He Progressed quickly from Marketing and Communications Director of Windsor Petroleum to Managing Director of TIMwe Nigeria Limited, a Nigerian Based telecommunications company.

With over 10 Years Experience working within the West Africa market, Adam currently sits on the Board of Directors of Global Windsor Group, a Nigerian conglomerate with intrests in the Oil and Gas, Property and Retail sectors.



FABIENNE DERVAIN
MANAGING DIRECTOR, COTE D'IVOIRE

Fabienne Dervain is the Managing Director of WRE Cote D'Ivoire and Manages the Windsor Real Estate francophone operations across West Africa.

She brings a wealth of experience in the retail hospitality and property development sector. Fabienne has the mandate of growing the Windsor Real Estate business and ensuring we are the market leaders across territories



GLOBAL REACH

WITH OFFICES IN EUROPE, AFRICA AND THE MIDDLE EAST, WINDSOR REAL ESTATE HAS A TRULY GLOBAL FOOTPRINT, GIVING CLIENTS ACCESS TO A UNIQUE WORLDWIDE SERVICE.

WINDSOR REAL ESTATE AT A GLANCE

OFFICES - LAGOS, ABUJA, DUBAI, AND ABIDJAN

OPERATING IN THE UNITED KINGDOM, DUBAI, NIGERIA, AND COTE D'IVOIRE

OVER £10 MILLION INVESTED BY OUR INVESTMENT TEAM IN STUDENT ACCOMMODATION AND AIRPORT PARKING.

RECENT PROJECTS:
ONE HYDE PARK, London
HORNSEY PARK PLACE, London
DOWNTOWN VIEWS, Dubai
ONE THOUSAND MUSEUM, Miami
THE ARMANI RESIDENCES, Dubai
BLUE WATER LAGOS, Lagos
JABI LAKE MALL, Abuja

A PROJECT IS COMPLETE
WHEN IT STARTS WORKING
FOR YOU, RATHER THAN
YOU WORKING FOR IT

—
SCOTT ALLEN

RESIDENTIAL SERVICES

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SALES & LEASING

Whether buying, selling or renting residential property, above all, clients need advice they can trust. This is as true for the owner of a country house in the UK, as it is for the tenant of a Lagos penthouse.

HOW CAN WE HELP YOU

Our residential agents combine their breadth of experience and interest in property with an exhaustive approach to research. This, alongside a genuine commitment to their clients, makes our residential specialists the right choice for you wherever you are in the world.

OUR EXPERTISE

As people who know about property in all its forms, our services extend beyond agency into a broad range of consultancy services across the residential markets

PROPERTY MANAGEMENT

Windsor Real Estate Property Management is a fully managed service for clients looking to consolidate and maximise their current properties.

Whether in sales, rental, refurbishment or general upkeep, we will provide the right management option according to your long-term or short-term objectives.

Our highly trained Property Management team oversee each client's portfolio, ensuring it is as hands-free as possible.

Producing regular reports, we make sure that the client is in control and fully aware of the performance of their assets at all times.

COMMERCIAL SERVICES

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TENANT REPRESENTATION

Windsor Real Estate supports businesses, retail brands and investors with their leasing requirements and goals across the office, industrial, retail, leisure and hospitality sectors.

Effective tenant representation is about more than just the transaction. Transparency, care, ability and availability to answer all relevant questions are key factors to our clients in making informed decisions.

Our team of consultants provide professional and impartial property advice to occupiers in all classes of commercial real estate.

We guide our clients step-by-step through the transaction process, assisting with lease negotiation, supplying high-level insights of the market, ensuring all questions are addressed and every interest is properly represented.

LANDLORD REPRESENTATION

Windsor Real Estate guarantees to lease properties in the shortest possible time frame, whilst maximising rents and increasing the overall property value, based on short and long-term objectives.

Recognising that each property is unique, Windsor Real Estate offers bespoke property solutions on an exclusive or non-exclusive basis, designed to fit all landlord requirements. Our qualified consultants are trained to analyse risk, suggest leasing strategies and implement them to maximise client return.

We strive to develop well-established client relationships, assigning a dedicated consultant from initial contact to manage all aspects of the property.

CONSULTANCY SERVICES

Windsor Real Estate offers advisory services across three main asset classes: Residential, Commercial and Hospitality.

Each of these benefit from the combined strength of our global partnerships, local offices, industry knowledge, and sector expertise – all key factors in assisting every project to achieve its targets.

Whether you have an existing brief, or should we happily create a brief for you, Windsor Real Estate ensures that projects are controlled investments to further develop the communities they serve and offer you the returns financially.

Our consultancy service focuses on helping parties navigate seamlessly through the real estate market, providing a hassle-free experience for our clients

DEVELOPER SERVICES

Windsor Real Estate has worked with some of the biggest names in the property development world. We acknowledge the forecasted expectations for Africa and go above and beyond in maintaining all our working relationships.

We offer the perfect blend of global expertise and local knowledge, creating one of a kind and reliable solutions.

THE SERVICES PROVIDED INCLUDE, BUT ARE NOT LIMITED TO:

- PRE-CONSTRUCTION
- RESIDENTIAL SALES AND LETTINGS
- CONSULTANCY & MARKET RESEARCH
- BRANDING & MARKETING
- FUNDRAISING
- PROJECT MANAGEMENT
- POST-CONSTRUCTION
- PROPERTY MANAGEMENT
- MAINTENANCE & SECURITY
- INTERIOR DESIGN

CREATING A STRONG COMPANY CULTURE ISN'T JUST GOOD BUSINESS. IT'S THE RIGHT THING TO DO, AND IT MAKES YOUR COMPANY BETTER FOR ALL STAKEHOLDERS - EMPLOYEES, MANAGEMENT, AND CUSTOMERS.

JACK WELCH



PROPERTY MARKETING

Windsor Real Estate holds a dedicated in-house creative division which excels in the art of branding luxury properties and developments. Windsor offers a fully integrated marketing solution with a scope of work that encompasses everything from branding to web design, advertising to public relations.

A team of graphic designers, analysts, tech gurus and marketing specialists offer strategically driven marketing solutions for buyers, sellers, developers and investors across the globe.

The creative team leverages relationships with traditional and new media outlets, as well as emergent technologies and social media strategies, to generate maximum exposure for the properties we represent.

Windsor Real Estate works to bring brands to life in comprehensive and compelling ways, having developed the branding and marketing for some of the most iconic projects.

INTERIOR DESIGN

Windsor Real Estate Interiors was established in 2015, and operates across West Africa and internationally with offices in Nigeria, Ivory Coast, London and Dubai.

We work on high-end projects in the commercial and residential sectors. Windsor Interiors creates contemporary, classic spaces, including luxurious homes, offices and other commercial premises.

Together with an experienced team of talented interior designers, we provide a personalised, relaxed design service. Each design is bespoke, with a member of the senior design and co-ordination team managing the output from start to finish, providing a seamless process which is always on time and on budget.

WHEN IT IS OBVIOUS THAT THE
GOALS CANNOT BE REACHED,
DON'T ADJUST THE GOALS;
ADJUST THE ACTION STEPS.

CONFUCIUS





OUR CLIENT BASE

exemplar

ELALAN GROUP

Uber

Laurus DEVELOPMENT PARTNERS

DOUALA GRAND MALL

Cilantro

DAMAC LIVE THE LUXURY

JABI LAKE MALL

ACA

Berkeley Group

CHURCHGATE

Johnny ROCKETS

AVIVA

glo

CRAFT Craft-Development.com

EMAAR

PFO AFRICA

savills

BANG & OLUFSEN

Koffi & Diabaté GROUP

LANDMARK Landmark Africa . Live . Work . Play

SWAROVSKI

PUMA

Polo AVENUE

Pizza Hut

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