



REIT SETUP SERVICES PROPOSAL

INTRODUCTION

We are pleased to present our proposal for the establishment of a **Real Estate Investment Trust (REIT)** for your project. Our team is equipped with the expertise required to guide you through every stage of the REIT process—from legal compliance and financial modeling to marketing and investor engagement. We are committed to ensuring full compliance with regulatory frameworks and positioning your project for successful funding from qualified investors.

ABOUT REIT

Transforming Raw Assets into Smart Investment Projects

A **Real Estate Investment Trust (REIT)** is a company that owns, operates, or finances income-generating real estate. It is a structured investment vehicle that allows both individuals and institutions to invest in large-scale real estate projects without having to buy, manage, or finance properties directly. REITs offer a way to invest in a diversified portfolio of real estate assets, which typically include commercial, residential, and industrial properties.

ABOUT BPSP

BPSP is a leading firm of seasoned professionals specializing in REIT regulations, real estate investment strategies, and financial modeling. We combine deep industry knowledge with strategic insight to support the development of high-potential real estate ventures. With our extensive network across capital markets and investment platforms, we are well-positioned to facilitate funding for investment-ready projects and ensure your project's success.



OUR SERVICES

We offer a comprehensive suite of services designed to help you navigate the REIT process:

- **REIT Structure and Feasibility Analysis:** We conduct a detailed assessment of your project's eligibility and financial viability under the REIT structure to ensure it meets industry standards.
 - **Regulatory Compliance and Registration:** Full support in preparing and submitting the necessary documentation to the Securities and Exchange Commission of Pakistan (SECP) and other relevant authorities, ensuring a smooth and efficient REIT registration process.
 - **Financial Modeling and Investment Strategy:** Our team will create robust financial models that attract potential investors and support long-term profitability.
 - **Marketing and Investor Engagement:** We develop credible investment materials and strategic outreach plans, aimed at attracting and securing funding from the right investors. BPSP leverage these networks to obtain formal valid payment guarantees for projects which meet the legal framework.
 - **Governance and Operational Framework:** We design and implement transparent governance structures and reporting mechanisms to ensure ongoing compliance and efficient project management.
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KEY BENEFITS

- **Professional Management and Governance:** Our experienced team will oversee every aspect of the project, ensuring effective execution and compliance with legal and financial standards.
- **Secure Investment Model:** The REIT structure is a highly regulated and transparent model that safeguards the interests of both project owners and investors.
- **Enhanced Liquidity and Transparency:** The unitized ownership model provides clear visibility into the project's financial performance and offers greater liquidity for investors.



- **Access to Diverse Investment Platforms:** By leveraging our extensive network, we connect your project with a broad base of institutional and individual investors, increasing the chances of securing funding.
 - **Tax-Efficient Structure:** We ensure the REIT's design maximizes profitability through strategic tax planning within REIT guidelines, reducing the tax burden on the project.
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FUNDING REQUIREMENT

To initiate the REIT setup and prepare for investor engagement, an initial funding of **PKR 25—30 million** will be required. This amount will cover all management, legal, regulatory, and structuring costs necessary to make the project investment ready. Please note that the final amount may vary based on the specifics of your project.

UNDERSTANDING REIT: *SAMPLE ALLOCATION FRAMEWORK*

To provide a clearer understanding of the REIT structure, consider the following example:

- Total Units: 100
 - Total Face Value: PKR 4 billion
 - Your investment: PKR 2 billion (50% of total)
 - Investor Contribution: PKR 2 billion (50% of total) — receiving 50 units
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UNIT SALE & PROFIT DISTRIBUTION EXAMPLE

Maximizing Returns through Strategic Financial Management

The investor's 50 units can be sold at a premium (e.g., **PKR 2.2 billion**), covering setup costs, service fees, and other expenses. This ensures:



- **The project owner retains 50 units**, preserving equity and future profit participation.
 - **Setup costs and management fee are covered** through the investor-side premium.
 - **Clear and equitable value distribution** between the project owner and investors.
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NEXT STEPS

We would welcome the opportunity to discuss this proposal further and tailor our approach based on your specific project requirements. Please do not hesitate to contact us to schedule a meeting or call at your convenience.

We look forward to working with you on this exciting opportunity.

Best Regards,

BPSP TEAM | Support for your business needs in Pakistan

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