

# SAHIF

---

SOUTH  
AFRICAN  
HOUSING &  
INFRASTRUCTURE  
FUND



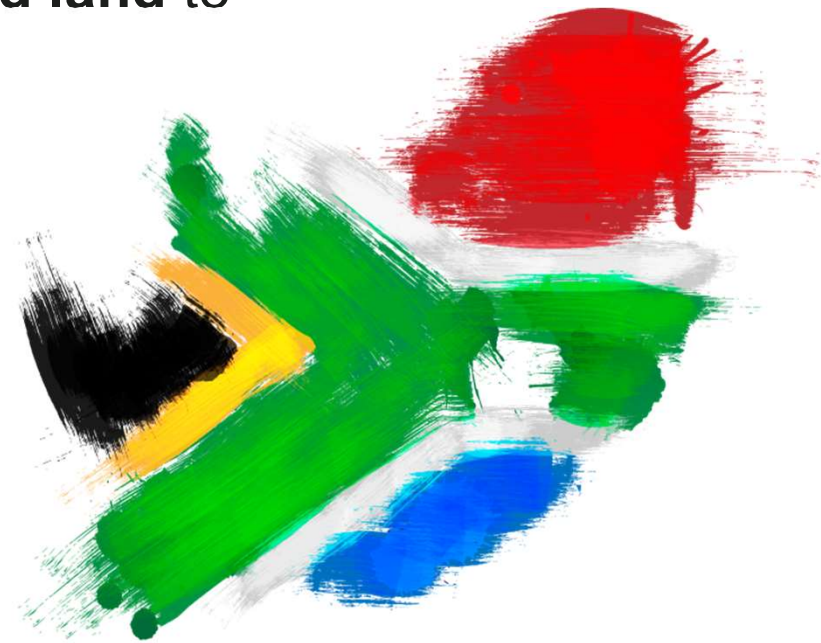
*Kwa-Zulu Natal  
Company Launch  
Presentation*

16 August 2019

# *Our Vision*

---

Accelerating the delivery of **serviced land** to  
South Africans



## *Our Mission*

---

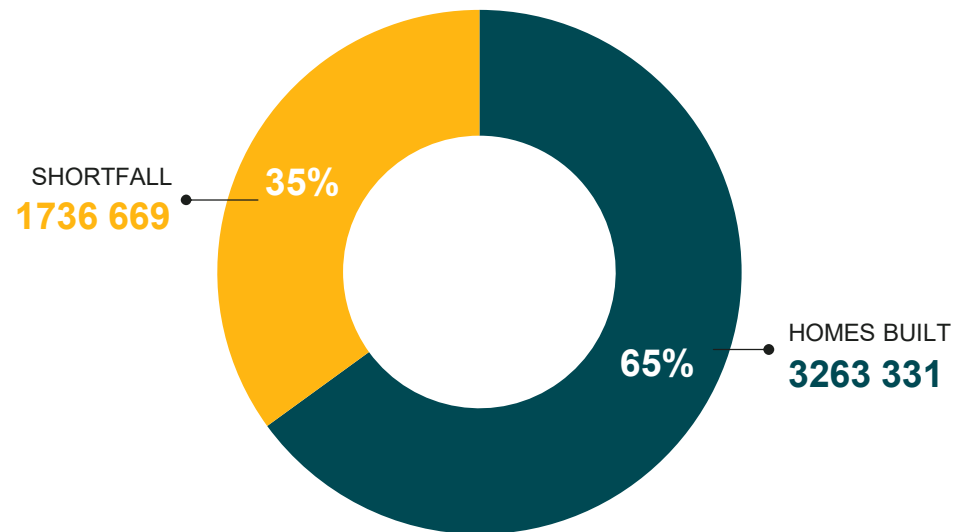
SAHIF is acquiring vacant and unused land near the centres of towns and cities for conversion it into zoned and serviced stands. This enhances the speedy delivery of these serviced stands for the poor and working class to build their own homes close to shops, parks, schools and clinics, public transport and places of work.

---

# Introduction

## Why SAHIF?

Housing Target of 5 million homes



SAHIF aims to fill the shortfall on both serviced sites released to South Africans as well as provision of land for development of homes

*\* All information on this slide extracted from Africa Check report (16/04/19) and Department of Human Settlements*





# SAHIF

---

SOUTH  
AFRICAN  
HOUSING &  
INFRASTRUCTURE  
FUND

---

*Our honourable President has also recently shared similar thoughts*

 **Cyril Ramaphosa** 🇿🇦 @CyrilR... · 48m  
#FactoftheDay In the last five years, government has built 447,000 new houses for South Africans across the country, providing more than 1.5 million people with a proper roof over their head.  
#GrowSouthAfrica



117 62 240

 **Rali Mampeule** @RaliMampeule · 30m  
Great News Mr President- we launching on the 30th May a land fund \$1B that will yield 98 000 service stands over a 3 year period as private sector in support of speeding up delivery of rapid land release for South Africans to have land & build their own homes

 **Cyril Ramaphosa** 🇿🇦 @CyrilRamaphosa

Working together, we will turn vacant and unused land near the centres of cities and towns into affordable housing for the poor and working class, close to shops and parks, schools and clinics, public transport and places of work.  
#GrowSouthAfrica



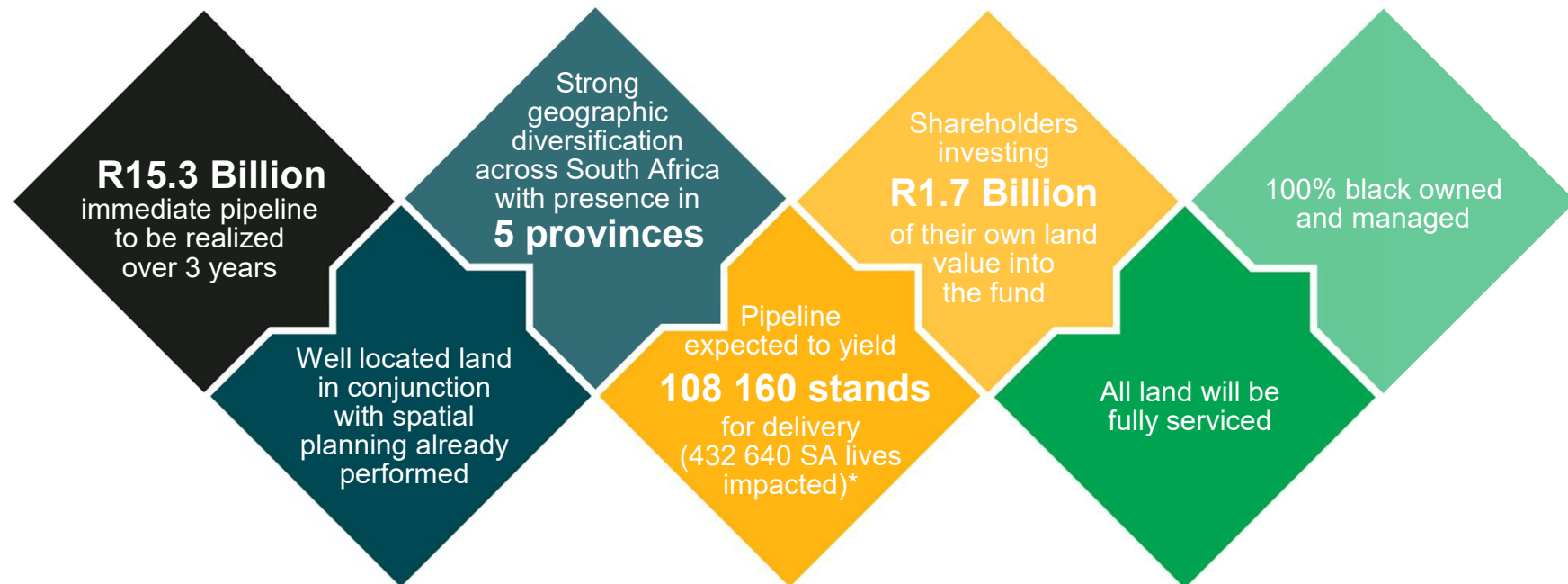
19:45 · 2019/04/25 · Twitter for iPhone

*\*\*Twitter (25/04/19)*



---

## *SAHIF highlights*



*\*Calculated on an average of 4 people per household based on LSM 1-4 households*

---

## *Fund overview*





# SAHIF

SOUTH  
AFRICAN  
HOUSING &  
INFRASTRUCTURE  
FUND

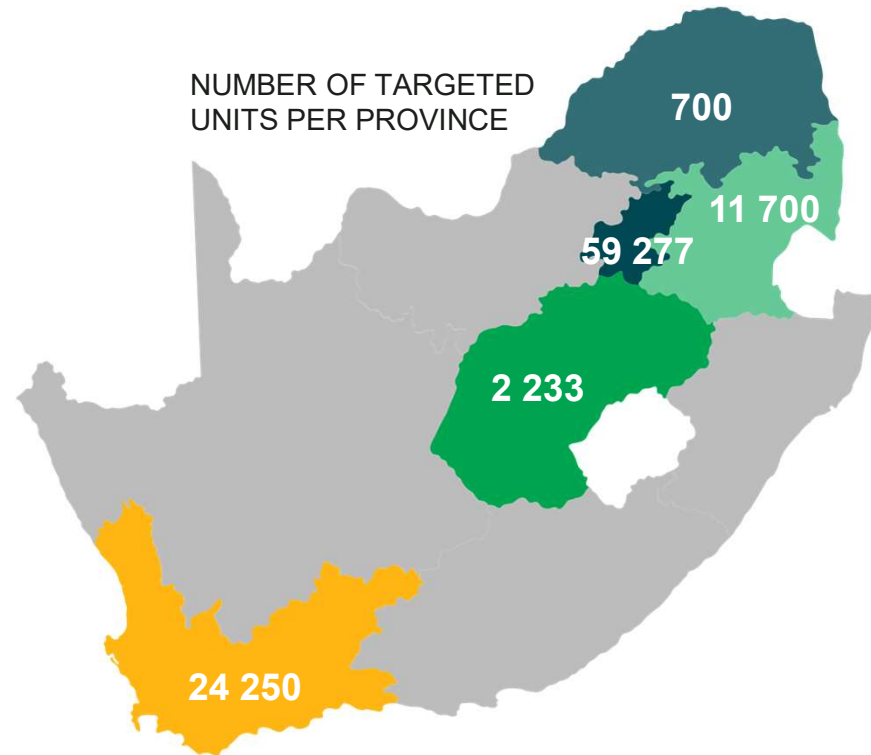
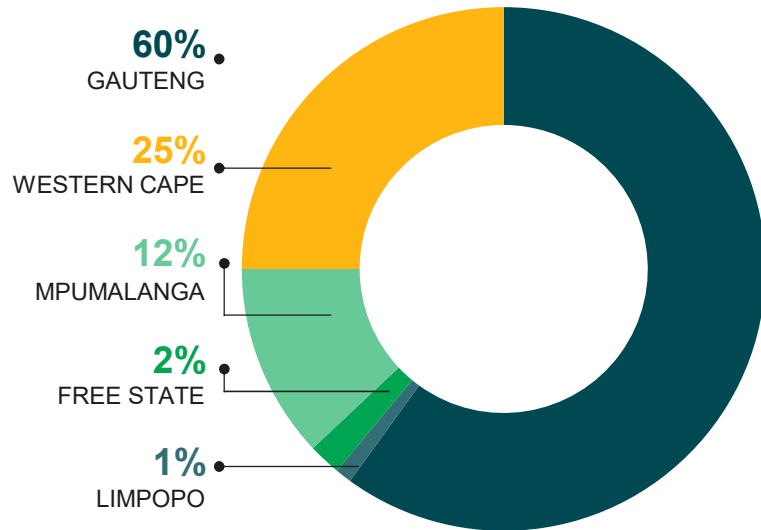


---

# SAHIF

## Pipeline diversification

Pipeline of land opportunities achieves geographic diversification across 5 Provinces of South Africa



*Geographic split is based on targeted number of units in the SAHIF pipeline*

---

## *Government budget for human and urban settlements*

	<b>Service delivery outputs</b>	<b>2018/2019</b>	<b>2019/2020</b>
Human Settlements Development Grant	Houses completed and sites serviced	R18 266 647	R18 779 815
Urban Settlements Development Grant	Bulk infrastructure installed	R11 306 137	R12 045 386
<b>TOTAL</b>		<b>R29 572 784</b>	<b>R30 825 201</b>

The national budget assigned for houses completed and sites serviced is in excess of R18.3bn for 2018/2019 and R18.8bn for 2019/2020 highlighting key focus for delivery by government

---

## *History and track record*



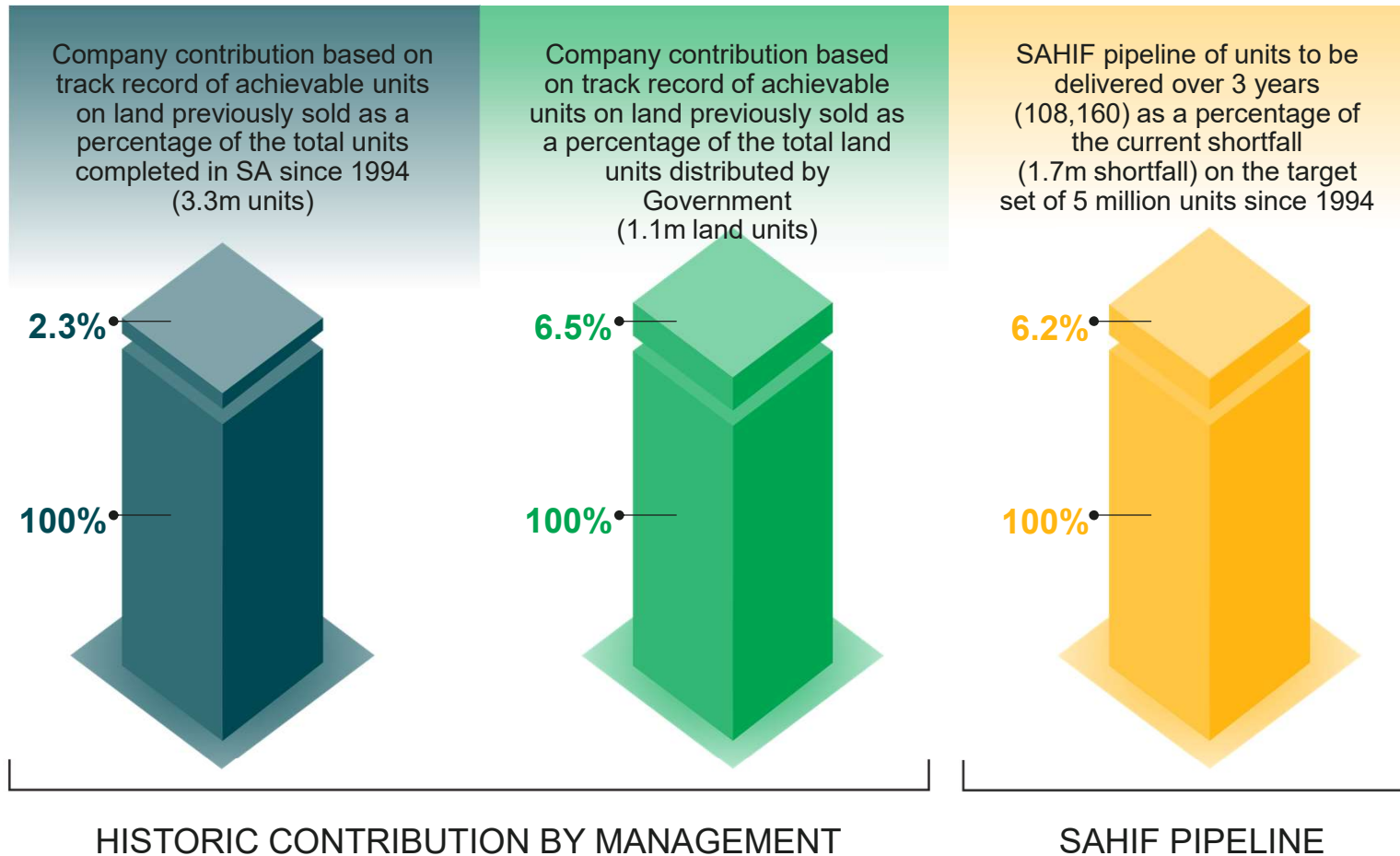
*\*Not all land was sold serviced*

*\*\*Calculated on an average of 4 people per household based on LSM 1-4 households*



---

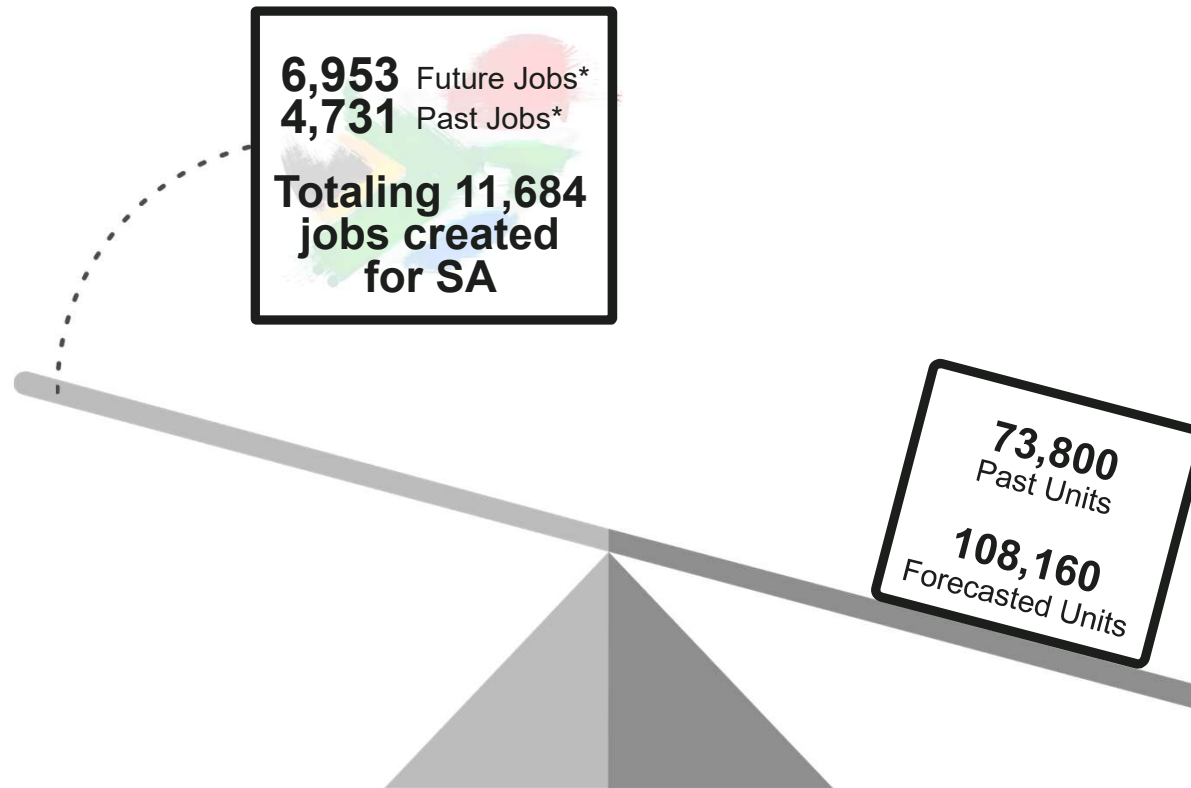
## *SAHIF contribution to SA's total RDP housing units (past & planned)*



*Calculated based on information extracted from Africa Check report (16/04/19) and Department of Human Settlements*

---

## *Number of jobs created (past and planned)*

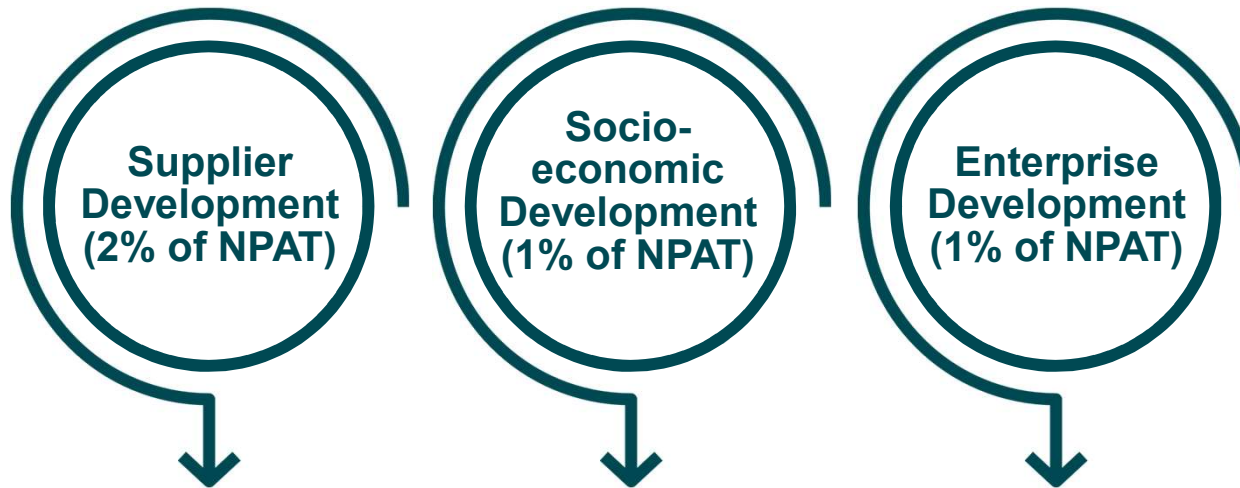


**\*Calculation based on the following formula (construction jobs only):**

- Number of Units expected to be created (108,160) or previously developed on land sold (73,800) x Average Cost to build an RDP home (R170,000) = Total cost of development
- Payroll cost average percentage applied to total development cost divided by average construction salary (Stats SA, Quarterly employment statistics Dec 2018)

---

## *Socio-economic, supplier and enterprise development*



- SAHIF is committed to meeting the targets set in the Amended Property Sector Code\*
- The company has budgeted as part of its three year forecast to allocate a total of 4% of Net Profit After Tax (NPAT) towards socio-economic, supplier and enterprise development
- Initiatives identified (but not limited to) include:
  - ✓ Financial contribution to the developer of RDP homes on land sold
  - ✓ Supporting young black property professionals in sponsorship of their studies within this sector
  - ✓ Financial contribution to Black owned SME's within the property space requiring capital for their businesses
  - ✓ Partnering and developing Black suppliers in delivery of the fully serviced land

*\*Allocations against NPAT taken from Amended Property Sector Code issued by the Department of Public Works on 9 June 2017 (No.560)*

# SAHIF

---

SOUTH  
AFRICAN  
HOUSING &  
INFRASTRUCTURE  
FUND





---

## Management Team

**SAHIF** —  
SOUTH  
AFRICAN  
HOUSING &  
INFRASTRUCTURE  
FUND



**RALI MAMPEULE**  
Chief Executive Officer

- Rali is currently the CEO of Rali Properties and has over 15 years experience in the Real Estate Industry.
- Rali won the 2008 Africa Heritage Society (AHS) "Emerging Entrepreneur of the year"
- Winner of the 2006 South African "Nedbank Property Professional of the year award"
- In 2005 he was also awarded the "Nedbank Young Lion Award"
- He also served on the disciplinary committee of the Estate Agents Affairs Board (EAAB)
- Holds a BCom degree and a Sectional Title Specialist Certificate
- Rali is currently studying at Harvard University towards an advanced management development programme in Real Estate
- He holds the CEA certificate from EAAB
- In 2005, Rali created the Rali Mampeule Learnership Programme (RML). His purpose was to fast track the entry of previously disadvantaged individuals (PDI's) into the industry. "Bringing new blood into the old vein"

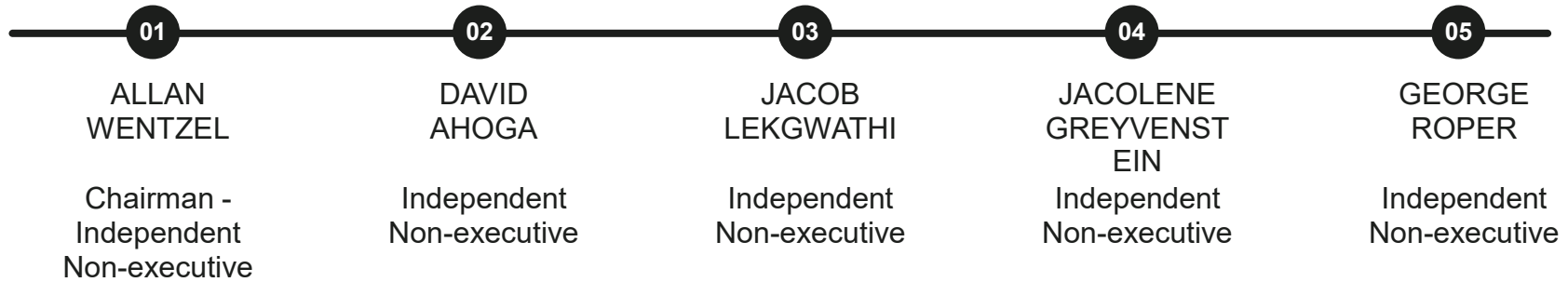


**KAMEEL KESHAV**  
Chief Financial Officer

- Diverse experience that extends across the Financial Services, Consulting, FMCG and Mining industries all with global listed entities. Focus on property in the last 7 years
- Co-founder and Chief Executive Officer of Inkunzi Student Accommodation Fund
- Served as Group Chief Financial Officer and executive director of Rebosis Property Fund Limited
- Served as Chief Executive Officer of Ascension Properties Limited
- Also served on the board of New Frontier Properties in the UK as a non-executive director and chairman of the investment committee
- Led the structuring, negotiation, and execution of over R15 billion of listed property investments including the listing of 2 companies on the JSE and SEM

---

# *Board of Directors*



*Geographic split is based on targeted number of units in the SAHIF pipeline*

---

# *Contents*

---

<b>SAHIF</b>	<b>MOBILE</b>	<b>EMAL</b>
Rali Mampeule	+27 72 029 0459	ralebala@icloud.com
Kameel Keshav	+27 83 324 590	kameelkeshav@gmail.com

A nighttime photograph of a city, likely Cape Town, South Africa, viewed from an elevated position. The city lights are visible in the foreground and middle ground, with the dark silhouettes of mountains in the background under a dark blue sky with some clouds. The text 'SAHIF' is overlaid on the left side, followed by a horizontal line and the full name of the fund.

SAHIF ———

SOUTH  
AFRICAN  
HOUSING &  
INFRASTRUCTURE  
FUND

*Thank you*