COMPANY
INVESTMENTS

International Housing Solutions

International Housing Solutions (IHS), Fund Manager (General Partner) of **the South Africa Workforce Housing Fund ("Fund" or "SAWHF")**, invites you to consider the potential growth opportunities we offer your business.

The Fund is expected to commit $240 Million USD (about R1.9 Billion) of equity investment and will generate the creation of an estimated 50,000 homes for sale or rent, helping to meet South Africa's burgeoning demand for housing. The investments will total about R6 billion after gearing.

Who is IHS?

IHS is an international company with a solid track record spanning years of experience in local and international housing markets. **We provide equity investment in projects and to companies that develop affordable housing or provide services and products contributing to this growing market segment.**

We operate in all provinces of South Africa and neighbouring countries. The diversity of finance and real estate experience embodied in the South African and international IHS team brings valuable expertise and capital to your business.

What kind of companies will IHS invest in?

International Housing Solutions invests equity in companies that support the development and construction or other aspects of affordable housing.

The types of companies we invest in include:

- Real Estate Development Firms;
- Alternative construction technologies;
- Renewable energy; and
- Securitisation or other structured finance vehicles.

These companies can be existing or early ventures but must have well-established business models, be run by experienced management teams and demonstrate significant opportunities for future organic growth.

How much will IHS invest and under what criteria?

IHS will typically take a significant minority interest and invest between US$5 million and US$15 million - and will consider making this scale of investment should your institution meet the following criteria:

- Your business supports the development, construction, or financing of affordable housing.
- Your operation is commercially viable.
- A sound business plan is in place.
- You have done or will do a thorough feasibility study, due diligence and complete analysis of the market.
- Your business operates with transparency according to the principles of good corporate governance.
- A sound environmental policy is in place.
- There is a defined exit strategy for each investment (generally 5 - 8 years).
- You agree to IHS holding a significant minority equity interest but with sufficient minority protection rights and board representation.

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Corporate governance is stringently adhered to throughout every IHS investment to reduce conflict amongst shareholders, workers and management - as well as strengthen our business operations, build investor confidence and manage risk.

What value does IHS add as an investor?

- IHS is committed to the highest level of professionalism and our investment managers are passionate about providing value-added capacity. With IHS comes the savvy of a specialist team with experience in both local and international markets in real estate development, construction, housing finance, capital market development and private and public equity investment.
- Our experience in investing in emerging markets and our international proven track record combines to deliver excellent returns for both the companies in which we invest and for investors.
- Our team has a strong network of relationships in public and private sectors able to forge strong partnerships and create synergies among various investments.
- Our business model and specialised focus on affordable housing allows us to respond quickly to opportunities and invest successfully in a diverse range of companies.
- IHS provides value to our investment companies and their management teams through involvement during the due diligence process, our technical expertise and participation as an active board member.

Private equity provides essential capital to new and existing companies and is a major contributor to driving growth in economies, enhancing communities and creating new jobs.

How do I apply and what is the process?

If IHS fits the parameters of your business simply visit www.intlhousingsolutions.com and send us an email at infosa@intlhousingsolutions.com; or contact our Deal Team by telephone. If appropriate, an experienced Team Member will contact you and inform you of the necessary information you need to provide. Submissions are appraised as investments and decisions are made on a strictly commercial basis.

Our staff will carefully explain the due diligence and investment procedures followed to close the transaction, execute the necessary legal documentation and disburse funds to the project.

Should both parties wish to proceed, a due diligence team will carry out the required site visits and other requirements to finalize a financial model and other criteria for underwriting, investment committee approvals and closing procedures.

We look forward to hearing from you and forming a mutually beneficial long-term relationship.

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