

**International  
Housing Solutions**

A  **HUNT** COMPANY

# IHS PILLAR TOOLS FEEDBACK WEBINAR 29 JUNE 2023

PRESENTED BY MELISA MCLEAN  
SENIOR INVESTMENT MANAGER

[www.IHSinvestments.co.za](http://www.IHSinvestments.co.za)



# BACKGROUND TO IHS

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- Affordable Housing private equity Asset Manager
- Established in 2008- First Fund raised
- Developed thus far approx. 30 000 units
- Rental portfolio of approx. 12000 units
- 2700 Social housing rental units
- Have sold approx. 20 000 units
- Own Property Management business unit
- Invested in countries –South Africa , Botswana, Namibia and Kenya
- Investors in our funds are global, from local DFI's ,banks to international impact investors
- *Myself- Senior Investment Manager– responsible for deal structuring, assessing the viability from a technical , social sustainability, market depth and affordability and financial feasibility point of view and presentation to credit committees for approval. Deal closure and fulfillment of CPs.*

# CONTEXT IHS INVOLVEMENT-PILLAR TOOLS

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- INVOLVEMENT IN PILOT TESTING OF THE BUSINESS ASSESSMENT AND SOCIAL SUSTAINABILITY TOOLS IN SOUTH AFRICA.
- APPROACHED THREE BIG AND WELL-KNOWN DEVELOPERS AND THEY FORMED PART OF THE EXERCISE
- IDEA WAS TO LEVERAGE OFF THEIR EXPERIENCE IN THE MARKET AND INTERNAL BUSINESS PRACTICES TO FORMULATE A STRONG BASE CASE WHICH CAN BE APPLIED ACROSS OTHER PROJECTS IN SOUTH AFRICA FOR BOTH TOOLS.
- **BUSINESS ASSESSMENT-** THIS GAVE US GOOD INSIGHT INTO THE FINANCIAL MANAGEMENT, BUSINESS MANAGEMENT, PROJECT OPERATIONS AND ORGANIZATIONAL MANAGEMENT ASPECTS OF THEIR BUSINESSES. THE ASSESSMENTS CONDUCTED BOTH RAPID AND COMPREHENSIVE SHOWED SIGNIFICANTLY USEFUL RESULTS TO DETERMINE THE STATUS OF THESE AREAS. ALSO ALLOWED THE DP TO ASSESS THEIR PERCEPTION OF THEIR STANDING AGAINST THE ACTUAL RESULTS.

# CONTEXT IHS INVOLVEMENT-PILLAR TOOLS

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- **SOCIAL SUSTAINABILITY ASSESSMENT**
- THROUGH PILOT TESTING THIS TOOL WITH OUR DP'S, IT ALIGNED WELL WITH OUR BUSINESS PRACTICE, AS PART OF OUR DD, SPENDS A LOT OF TIME ON THE IA OF A PROJECT, THE LOCATION, SOCIAL SUSTAINABILITY, TOWNPLANNING STATUS, INCLUSIVE COMMUNITIES WITH ACCESS TO SERVICES AND AMENITIES
- SS- MAJOR FOCUS AREA AND CREATING SUSTAINABLE LIVING ENVIRONMENTS FOR END USERS NOT ONLY RENDERS THE PRODUCT MORE APPEALING BUT ALSO MORE COST EFFECTIVE IN TERMS OF GREENING INITIATIVES AND PROVIDING CONVENIENT ACCESSIBILITY TO CRITICAL SERVICES AND AMENITIES- SCHOOLS, RETAIL, JOBS, TRANSPORT ETC.
- CRITICAL PART OF VALUE PROPOSITION

# CONCLUSION

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- FORWARD LOOKING
- INTEND TO APPLY THE USE OF THE TOOLS IN SOUTH AFRICA ON A LARGER SCALE
- THE NEW KENYA FUND- HAVE ALREADY APPLIED THE RAPID BUSINESS ASSESSMENT TO ONE EMERGING DEVELOPER AND FOUND THE RESULTS VERY INFORMATIVE.
- KEEN TO USE ON OTHER KENYA PROJECTS
- POSSIBILITY OF TAILORING THE TOOLS USE IN KENYA

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# THANK YOU

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