



**SAPOA**  
SOUTH AFRICAN PROPERTY  
OWNERS ASSOCIATION

# REVIEW **2023**

THE SAPOA ANNUAL CONVENTION & PROPERTY NETWORKING

BUILDING FOR THE FUTURE

19-21 SEPTEMBER 2023 > SUN CITY RESORT





# THE SAPOA ANNUAL CONVENTION AND PROPERTY NETWORKING 19-21 SEPTEMBER 2023 > SUN CITY RESORT

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# SAPOA holds one of its most successful and well-attended conventions

The South African Property Owners Association (SAPOA) successfully held one of its most well-attended conventions under the theme “Build for the Future”. The Annual Convention & Property Networking was held in Sun City from 19-21 September 2023, with more than 830 delegates in attendance. They included SAPOA members, commercial property investors, industry experts, business leaders and the media. The key focus of the discussions was on industry challenges, growth prospects as well as the macro-economic environment.

Nozipho Tshabalala, Chief Executive Officer, The Conversation Strategists and conference Programme Director, welcome the delegates. The outgoing SAPOA president Malose Kekana gave his valedictory address, which focused on a wide range of issues affecting SAPOA members. Nedbank’s Group Economist Nicky Weimar, set the scene with an in-depth discussion on the solutions to South Africa’s challenges, highlighting the macro-economic challenges, such as high inflation and interest rates, which was followed by a question-and-answer session.



Nozipho Tshabalala, Programme Director



Nicky Weimar, Group Chief Economist, Nedbank



Nozipho Tshabalala - Programme Director & JP Landman - Political & Economic Analyst - SA



# SAPOA supports efforts to grow the economy

Given the central role that commercial property owners play in boosting investment across the country, SAPOA is now part of the economic recovery plan being spearheaded by Business for South Africa, which has established work streams focusing on five key priority areas of energy, rail and port

infrastructure, water, investment in infrastructure and crime and corruption. SAPOA nominated its members to serve on these work streams, demonstrating the sector's commitment to the implementation of reforms and interventions to transform and grow the economy.



Malose Kekana, Group Chief Executive Officer, Pareto Ltd;  
Renee Savage, President of IREM (Institute of Real Estate Management)

## SAPOA collaborations

In his presentation, the immediate past SAPOA president Malose Kekana informed the convention of an agreement reached with the mayors of various municipalities to commit to a partnership comprising the public and private sectors to collaborate on areas such as precinct development, municipal service infrastructure, land use management and building plan procedures, land use management in rural areas, annual municipal budgets, rate and tariff increases, and new and pending city planning projects.

Furthermore, SAPOA had submitted comments on the draft integrated development plans (IDPs) released by several municipalities. The IDP serves as the longer-term strategic plan for municipalities and indicates the strategic goals and initiatives they will address in

the coming years. In addition, SAPOA is researching precinct management nationally to gain a holistic understanding of the industry's contribution to the effective delivery of services at the municipal level.

Of concern to SAPOA was the socio-impact of rates and taxes across various municipalities. This was revealed by a study commissioned by SAPOA which revealed that the continuously excessive increases of rates and taxes by the major metropolitan municipalities from 2010 until 2021 were unsustainable for the industry, and were having a negative impact on growth and employment.

Meanwhile, SAPOA is engaging with other industry associations to establish an umbrella association or property council similar to the Mining Council, which would ensure that the sector speaks with one voice on property industry and other related matters.



## Eskom's incentive schemes for landlords

Other topics of discussion included Eskom's incentive schemes for landlords called the Distribution Demand Management Programme (DDMP) which is an incentive-based programme to allow customers to consider Energy Efficient and Demand Side Management projects that they would otherwise not consider in the short term. The overall aim is to assist in the reduction of load shedding, while enabling customers to lower their energy costs.



Trevor Naicker, Integrated Demand Programme Manager, Integrated Demand Management (IDM) CoE Eskom - Distribution

## Revolutionary Panel



Left - Right: Xolisa Philip, Ex- Communication Officer at BUSA & Freelance Writer; Executive Deputy Mayor, Alderman Eddie Andrews, Cape Town; The Honorable Mayor, Cllr Pieter Teixeira, Executive Mayor of Midvaal Local Municipality; Prof. Anthony Turton, Chairman of the Board of Gurumanzi and Water Strategy Specialist; Prof Hamanth Kasan, Director, Utility Partnerships, ROCKBlue; Jan Van Schalkwyk, Executive, Auditor-General-South Africa; Chris Campbell, Chief Executive Officer, CESA

Revolutionary approaches to infrastructure generated interesting discussions, with debate on how the infrastructure crisis can provide the ideal landscape to introduce world-first solutions to bring South Africa to the forefront of African growth and development. Panellists also engaged on which city is the top contender for investment and insights into which city is doing things differently and attracting major investment.



## Future of Real Estate

There was also a panel discussion on the evolving future of the real estate, exploring strategies for adaptation and diversification considering changing market conditions; analysing how the pandemic has affected property demand, pricing, investments and trends; as well discussions on the long-term implications and opportunities arising from the changing market dynamics.



*Left - Right:* Stefano Migliore, CEO, WeWork; Phill Mashabane, Principal & Owner, Mashabane Rose Architects; Melinda Isaacs, Development Executive, Liberty2Degrees; Claire D'Adorante, Director, Paragon Interface; Zinon Marinakos, CEO, DSA Architects International

## Innovative PropTech 2.0



*Left - Right:* Peter Levett, Joint Chief Executive, iShack Ventures; Ryan Reddy, Head of Information Systems, Redefine Properties; Dr. Puleng Makhoalibe, Chief Executive Officer, Alchemy; Peter Clark, Founder & Managing Partner, ReDimension Capital

Another panel discussion that generated spirited debate was on how early adopters of Innovative PropTech can break away from the competition. This comes against the background of a growing trend of industry players adopting PropTech solutions to catch up with their global counterparts. With over 150 PropTech companies currently serving the South African market, the breadth of innovative products has grown substantially, according to a recent report released by SAPOA.



## The power of diversity

The power of diversity and its impact on enhancing stakeholder value also came up for discussion, based on findings by Women's Property Network whose research has revealed that there was still a long way to go to achieve transformation in the sector, particularly as it relates to female representation in executive roles. There is need for greater industry commitment to support the empowerment of females towards senior and executive roles and an equally stronger need for organisations to adopt cultures that promote inclusivity in the workplace.



Lerato Semenya, Managing Director, Chromatic Consulting



Left - Right: Mike Arbuthnot, Chief Executive Officer, Catalyst Fund Managers; Eileen Andrew, Vice President, Client Coverage, Real Estate, MSCI; Renske Coetzee, Chief People Officer, Redefine; Janine Palm, Social Executive, Attacq Limited; Portia Tau-Sekati, Chief Executive Officer, Property Sector Charter Council; Thuli Mpuntshe, National Chair, Women's Property Network (WPN); Lerato Semenya, Managing Director, Chromatic Consulting

## Load shedding and energy sustainability

The impact of load shedding was discussed during the convention, so were initiatives by the sector to implement energy sustainability issues. The sector is aware of its sustainability and climate change obligations, such as reducing emissions for new developments and major refurbishments, driving energy optimisation across existing assets and new developments, maximising the capacity of on-site

renewable energy, where and when possible, to buy-in/wheel energy from 100% renewable sources.

The convention heard that despite the economic disruption caused by load shedding, the energy crisis also presented an opportunity for the sector to invest in renewable energy sources in order to reduce dependence on the national grid.



# The current state and outlook for the South African listed property sector

An interesting presentation was made on the current state and outlook for the South African listed property sector, so was another session on how to mitigate risk in the current environment.



*Left - Right:* Naeem Tilly, Portfolio Manager & Head of Research, Sesfikile Capital - Listed Property Investments; Laurence Rapp, Chief Executive, Vukile Property Fund; Estienne de Klerk, Chief Executive Officer, Growthpoint Properties (SA) & Chair of SAREIT; Andrew Wooler, Chief Executive Officer, Investec Property Fund; Mweishö Nene, Equity Analyst, SBG Securities; Keillen Ndlovu, Independent Property Analyst

## Macro-economic environment impact on the sector

The convention was held against the background of low economic growth, the electricity crisis, high interest and concern about infrastructure bottlenecks as well as service delivery issues in some metros.

Despite this somewhat downbeat background, the mood among the delegates was one of guarded optimism tempered by the realization that SAPOA should continue to play its role to collaborate with other stakeholders to not only grow the sector, but also provide solutions to the various challenges facing the wider economy.

The sector is slowly recovering from the disruption caused by the Covid-19 pandemic, which saw a significant shift in office usage by businesses, owing to the work-from-home mandates imposed in response to government lockdowns. While there has been a gradual increase in the number of workers returning to office, the sector is also aware of the need to adapt to new office accommodation trends, where tenants are optimizing space in order to save on costs, while others are now preferring mixed-use buildings which offer staff amenities such as restaurants and recreational facilities.

The financial health of the sector was still robust despite the low growth environment, while some SAPOA members were restructuring their balance sheets to reduce debt through asset disposals.



**Keillen Ndlovu, Independent Property Analyst**



**Naeem Tilly, Portfolio Manager & Head of Research, Sesfikile Capital - Listed Property Investments;**  
**Estienne de Klerk, Chief Executive Officer, Growthpoint Properties (SA) & Chair of SAREIT**



# AWARDS 2023

## THE SAPOA ANNUAL CONVENTION & PROPERTY NETWORKING

As is traditional, there were three awards presented at the convention: the SAPOA Property Awards in Innovative Excellence; the 2023 SAPOA Journalism Awards for Excellence and the SAPOA Lifetime Industry Achievements Award, which was given to property pioneer Ian Watt for his contributions to the real estate industry.

### JOURNALISM AWARDS FOR EXCELLENCE 2023



The overarching theme for this year's awards is: *Authentic journalism is good business practice. It is the art of taking information and adding value to it.*

The awards seek to identify well-informed, researched and credibly presented in-depth reporting, that makes a difference and reports objectively on the property industry, applauding local media who use their words boldly to tell the truth and challenge the status quo.

### Property News Journalist of the Year



**Runner Up:** Joan Muller, Property Editor, Financial Mail



**Winner:** Londiwe Buthelezi, Financial Journalist, News24 Business (received in absentia)

## Property Feature Journalist of the Year



**Winner:** Alistair Anderson , Property Writer,  
Business Day and Financial Mail

## Property Wheel - Property News Website of the Year



**Runner Up:** Real Estate Investor Magazine



**Winner:** Property Wheel

## Property Publication of the Year



**Winner:** +Impact Magazine



## PROPERTY DEVELOPMENT AWARDS FOR INNOVATIVE EXCELLENCE

Recognizing development excellence within the real estate industry, the entries for The SAPOA PROPERTY AWARDS IN INNOVATIVE EXCELLENCE was once highlighted at the conference.

These prestigious awards gave each professional, from the real estate industry a stage that continues to shine a spotlight onto their work, which highlights the ingenuity of their vision, passion and dedications in this modernized industry.



### Commercial Office Development



**Winner:** 110 Oxford



### Corporate Office Development



**Winner:** 8 Merchant Place





## Industrial Developments



**Winner:** Pick 'n Pay Super DC, Eastport Logistic Park

## Innovative Awards



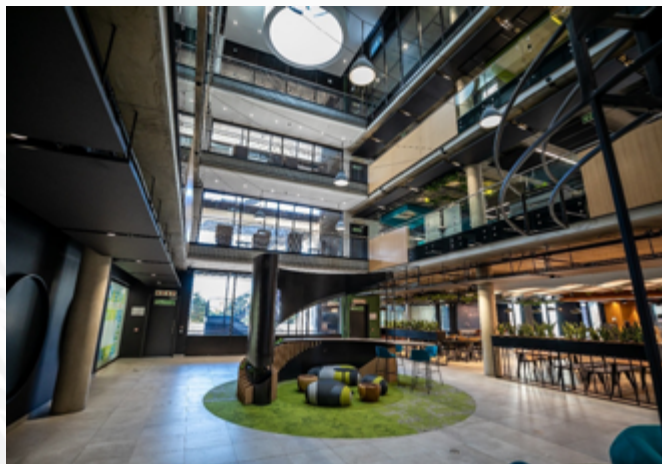
**Runner Up:** Oceans Science Campus Extensions NMU



**Winner:** Hasso Plattner d-school Afrika



## Interiors Award



**Winner:** The Ridge: Portwood Precinct, V&A Waterfront

## International Development



**Winner:** Radisson Blu Mosi-Oa-Tunya Livingstone Resort

## Mixed Use Development



**Winner:** Oceans Umhlanga



## Other Developments & Transformation Award



**Winner:** Dr Pixley Ka Isaka Seme Memorial Hospital

## Refurbishments



**Winner:** Boardwalk Mall

## Residential Developments



**Winner:** Ellipse Waterfall



## Retail Developments



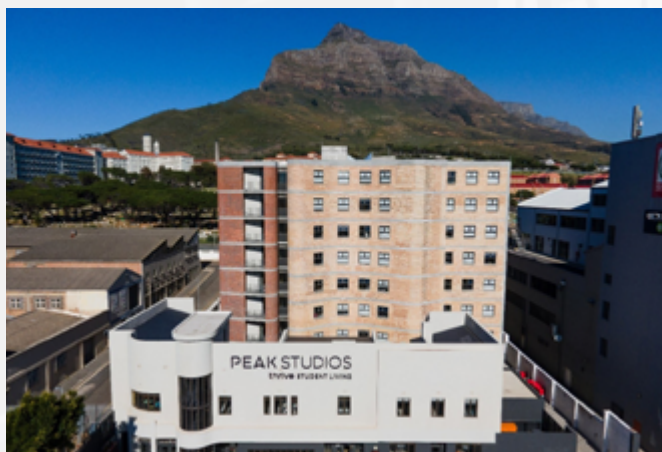
**Winner:** Merino Mall

## Student Accommodation Award



**Winner:** Apex Studios

## Overall Heritage Award



**Winner:** Peak Studios



## Sustainability & Overall Winner



**Winner:** Hasso Plattner d-school Afrika

## THE SAPOA LIFETIME INDUSTRY AWARDS



**LIFETIME  
INDUSTRY  
ACHIEVEMENT  
AWARD**

The objective of this Award was to honour and celebrate the exceptional contributions made by an individual who has changed the face of the Commercial Property Sector in South Africa

Our nominees were judged on the following criteria:

- Their sustained leadership in the industry
- Their contribution and service on any of SAPOA structures as well as Affiliated structures of SAPOA
- Also, for outstanding achievements to the South African Property Industry and the Community as a whole



*Left - Right:* Nei Gopal – CEO, SAPOA; Ian Watt – Winner; Amelia Beattie, Chief Executive, Liberty2Degrees; Kevin Roman, CEO, DeeKey Properties (Pty) Ltd



## Change of leadership

At the convention, Attacq Chief Executive Officer Jackie van Niekerk was announced as the new SAPOA president. Van Niekerk has over 14 years of experience in the property industry and prior to joining Attacq, she was the CEO of Pivotal Property Fund. At the end of 2016, she successfully concluded the merger between Pivotal Property Fund and Redefine Properties.

Van Niekerk says that despite the property industry facing tailwinds, the sector remains resilient and encouraged by South African's resilience and tenacity.

"SAPOA continues to ensure that the industry has the right voice and is at the right table, lobbying on behalf of the industry to improve policy, supported by excellent research.

It is imperative that we help our businesses navigate the current landscape with the right messages. Education and training remain close to my heart. It remains a powerful means for building a better future for South Africa. Hence, we must invest in education and training. We thank Malose and the board for their stewardship of SAPOA."



SAPOA, which celebrates 57 years since its launch in 1966, also named its elected board members - Chief Executive Officer Neil Gopal, Pareto CEO Malose Kekana, Redefine CEO Andrew König, Fortress Managing Director Steven Brown, Vukile Property Fund Managing Director Itumeleng Mothibeli, Equites Chief Financial Officer Leila Razack, SA Corporate Chief Operating Officer Nomzamo Radebe and Dipula Income Fund Financial Director Sudesh Moodley.



**Jackie van Niekerk**  
Chief Executive Officer  
Attacq  
SAPOA President



**Neil Gopal**  
Chief Executive Officer  
SAPOA



**Malose Kekana**  
Group Chief Executive Officer  
Pareto Ltd  
Immediate Past President



**Andrew König**  
Chief Executive Officer  
Redefine Properties



**Steven Brown**  
Chief Executive Officer  
and Managing Director  
Fortress



**Laila Razack**  
Chief Financial Officer  
Equites Property Fund



**Nomzamo Radebe**  
Chief Operating Officer  
SA Corporate



**Sudesh Moodley**  
Financial Director  
Dipula Income Fund



**Itumeleng Mothibeli**  
Managing Director,  
Southern Africa  
Vukile Property Fund Ltd  
President-Elect

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**[www.sapoa.org.za](http://www.sapoa.org.za)**

South African Property Owners Association NPC t/a SAPOA  
T: (011) 883 0679 Email: [reception@sapoa.org.za](mailto:reception@sapoa.org.za)

Physical: WeWork Offices | The Link  
173 Oxford Road, Rosebank, Johannesburg  
Postal: PO Box 78544, Sandton 2146