



API **TRAINING**

Property Asset Management & Development Masterclass

29 & 30 November 2018

GIBS Business School

Powered by API Events, in conjunction with API Training & DiverCity Property Solutions



ABOUT

As the leading annual event for Africa's growing property sector, the African Property Investment (API) Summit will be offering an exclusive, high-value two-day learning workshop: The Asset Management and Development Finance Masterclass.

PROPERTY ASSET MANAGEMENT & DEVELOPMENT MASTERCLASS.

Powered by API Events, the host of the API Summit 2018 and African-focused real estate training service providers, Divercity Property Solutions, the two-day masterclass is a C-Suite level tailored learning experience by the continent's leading academics for investors, developers and property practitioners. Designed to give you an edge in business, the course also features special guest lectures by accomplished industry leaders; a free pass to the insider only API Site Tour; learning materials; a two-week post course correspondence period and a unique networking experience with likeminded professionals from a range of specialties.

“ The Masterclass Approach: Two days of C-suite level, practical learning modules and discussions with African Property's current and future thought leaders ”

BE TAUGHT BY THE BEST

Designed by one of Africa's leading property economist's and thought leaders, Prof. Francois Viruly, Associate Professor at the University of Cape Town (UCT), and a fellow of the Royal Institute of Chartered Surveyors (RICis), the masterclass is interactive and utilises practical case studies and informed by the latest thinking in real estate while considering an African emerging market context. As a strategic partner of API Events, Divercity Property Solutions is founded by one of the continent's emerging property thought leaders, Sean Godoy, who has extensive and cutting-edge African and global real estate teaching experience. Having run courses in multiple markets in partnership with Prof. Viruly, for the first time in partnership with API Events, they will help transform your business.

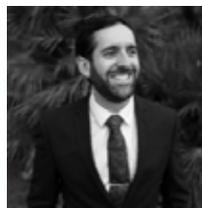
TOP BENEFITS OF THE MASTERCLASS APPROACH

- Focused discussion on development topics
- Course notes
- Interactive learning experience with top African experts, both academia & industry
- Unique African & emerging market context throughout this course
- Two-week post masterclass correspondence period
- Unique networking experience
- Site Tour to Discovery Place, Maboneng CBD & Melrose Arch



Prof. Francois Viruly

Associate Professor at the University of Cape Town (UCT), and a fellow of the Royal Institute of Chartered Surveyors (RICis)



Sean Godoy

A strategic partner of API Events, Divercity Property Solutions is founded by one of the continent's emerging property thought leaders



Patrick Katabua

Patrick is Account Director and SADC Hub Lead in the Occupier Services Division at Broll Property Group (Pty) Ltd.

HOW THIS COURSE WILL DISTINGUISH YOU

You'll be equipped with the latest global academic trends tailored to the African property market realities. Earn an endorsement from one of Africa's foremost thought leaders as evidence of your ability to fully grasp an assortment of real estate components including management, investment and development

PRICE: \$350

MASTERCLASS WORKSHOP

PROPERTY ASSET MANAGEMENT & DEVELOPMENT MASTERCLASS

DAY ONE – THURSDAY 29 NOVEMBER 2018

07h30	REGISTRATION AND BREAKFAST
09h00 – 12h30	<p>Property Asset Management And Market Trends</p> <ul style="list-style-type: none"> • What is next in the property sector • Fundamentals & emerging market context • Monitoring property returns • The listed property sector • Developing an effective asset management strategy • Identifying key market trends using a SSA/emerging market context • International best practice & emerging trends
12h30 – 13h30	NETWORKING LUNCH
13h30 – 17h00	<p>Property Valuation And The Feasibility Of Property Developments</p> <ul style="list-style-type: none"> • Key valuation approaches discounted cash flow, residual land value & comparison method • Valuation for property development - residual land value • International best practice & emerging trends • Development feasibilities • Case study: Value a commercial property
DAY TWO – FRIDAY 30 NOVEMBER 2018	
09h00- 12h30	<p>Property Development</p> <ul style="list-style-type: none"> • Initiating development ideas • Developing commercial and residential developments • The development process in the emerging market context • Undertaking Development Projects in SSA • Case study: <ul style="list-style-type: none"> • Applying the development process • Applying a SWOT analysis • Conducting a development feasibility study/appraisal
12h30 – 13h30	NETWORKING LUNCH
13h30 - 17h00	<p>Raising Debt And Equity For Developments</p> <ul style="list-style-type: none"> • Funding a property development or investment <ul style="list-style-type: none"> • Types of finance, traditional and alternative • Macro-influences – economic & institutional • Emerging market considerations • The lender's perspective <ul style="list-style-type: none"> • The 5 C's of Credit • Requirements & testing • The investor's perspective <ul style="list-style-type: none"> • Selecting the right finance product • Positive leverage

WHY IS THIS COURSE FOR YOU?

Our students come from three broad professional groups:

Property Professionals, Built Environment Professionals and the Professional Services that work for clients' within the sector.

Due to the rigorous nature of the platform, our candidates normally possess a minimum of three to five years of experience.

PROPERTY PROFESSIONALS

Asset Managers, Property Managers, Brokers, Leasing Agents

Aspects of our course material may be familiar; however, the discussion format, latest research and diverse student profiles will expand and deepen your understanding of what drives investment decisions.

BUILT ENVIRONMENT PROFESSIONALS

Architects, Quantity Surveyors, Project Managers, Engineers

Professionals work in the broader property industry, and who will gain a greater understanding of what investors and developers need to consider before investing in a project.

PROFESSIONAL SERVICE PROVIDERS

Lawyers, Accountants, Risk Consultants, Tax Advisors

Professionals who can develop a more holistic understanding of their clients' projects, risk factors and provide more informed decisions due to their enhanced perspective.



API Events (Pty) Ltd.

Tel: +27 (0) 11 250 2260
info@apievents.com

231 Oxford Road
Cnr. Hurlingham & Oxford Road
Illovo
2196

Contacts

Kfir Rusin
Managing Director
kfir@apievents.com

Chad Angel
Head of Sales & Commercial
chad@apievents.com