



S A P O A

THE VOICE OF COMMERCIAL PROPERTY



UCT
GRADUATE
SCHOOL OF
BUSINESS

UNIVERSITY OF CAPE TOWN



PDP

PROPERTY DEVELOPMENT PROGRAMME

15 AUGUST – 27 AUGUST 2010

Proudly sponsored by



Standard Bank



NEIL GOPAL

Chief Executive Officer

ABOUT SAPOA

SAPOA (South African Property Owners Association) was established in 1966 by the leading and large property investment organisations to bring together all role players in the commercial property field and create a powerful platform for property investors. SAPOA is recognised as the representative body and official voice of the commercial and industrial property industry in South Africa, with a combined portfolio in excess of R150 billion.

SAPOA members control \pm 90% of all commercial and industrial property in SA. The association is held in high esteem by relevant sectors of government and is, accordingly consulted on all matters pertaining to the property industry. SAPOA enjoys representation on all the South African bodies which are key to the country's property development. Having established close working relationships with a number of similar bodies internationally.

SAPOA members and the association benefit from worldwide networking on a variety of issues and arrange appropriate visits and meetings.

Neil Gopal

Chief Executive Officer: SAPOA

ABOUT UCT GSB

The University of Cape Town (UCT) has a track record of 180 years of academic excellence. The oldest university in South Africa, UCT is one of Africa's leading teaching and learning institutions. Established in 1966, the Graduate School of Business (GSB) is anchored in the substantial reputation of the UCT – widely believed to be the strongest research university in Africa. It uses this base – and its own track record - as a solid and effective platform from which to innovate.

The School has been at the forefront of leadership in South Africa in recent years, pioneering new methodologies in executive development that are part of an international movement towards more flexible, creative teaching and action learning at this level. For over four decades, the GSB has been successfully developing leaders and managers who consistently go on to achieve significantly in local and international arenas. The School continually pushes the boundaries and challenges students on every level to ensure that they grow both personally and professionally. The GSB is infused with the spirit of internationalism. From an international faculty, student and alumni body to an international quality label and exchange programme, the School is firmly oriented to the global environment. The GSB is taking the lead in South Africa in developing a business school that is adapted to the circumstances of a country and continent where the imperatives are democratisation, international competitiveness and economic growth.

Executive Education, the fastest-growing area of the School, is increasingly using the innovative education methods pioneered at the school to provide radically new types of value to companies and individuals competing in our globalising, diverse and complex environment. Executive Education is one of the cornerstones of the GSB. It offers delegates the opportunity to be continuously at the edge of their own learning and growth.

Initiated in 1969, this is more than thirty of the extremely popular Property Development Programme (PDP) which is presented jointly by the University of Cape Town Graduate School of Business and SAPOA. We extend a warm welcome to all of you who have been selected to attend this prestigious course and hope the learnings and friendships you have made here will be long lasting and meaningful.

Elaine Rumboll

Director of Executive Education
UCT GSB



Elaine Rumboll

Graduate School of
Business UCT
Director
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Tanya Jeffrey

Chairperson
PDP Committee

ABOUT PDP

“A successful man is one who can lay a firm foundation with the bricks others have thrown at him” (David Brinkley). Over the following two weeks, you will share knowledge with some of the country’s leading lecturers and individuals in the property industry, enhance your technical abilities, and gain understanding and appreciation of the roles and responsibilities each discipline assumes within the broad spectrum of property development. You will forge friendships with your esteemed colleagues, which will endure not only the challenges presented by this course, but also present opportunities for working together in the future.

This year we are pleased to have Professor Francois Viruly on board as Programme Director. We have also focused on bringing into the programme and our panel discussion such topical matters as ‘going green’ in construction, tackled the burning issues surrounding development initiatives in Africa, expanded on the aspects of property finance and specifically hedging interest rates, and provided you with insights into how to determine the optimal development mix with Sybrandt Strauss. I trust that you will enjoy the revamps and look forward to your feedback.

The SAPOA PDP Committee, together with its partner in GSB, is proud to welcome you to this years PDP, and challenges you to rise to the occasion, gain knowledge, grow from the experience and have fun in the process.

Tanya Jeffrey

Chairperson – PDP Committee

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ABOUT THE SPONSOR

Congratulations...

Congratulations on your selection to this year's programme. The Property Development Programme (PDP) attracts outstanding participants each year and it is a fantastic achievement to have been selected – well done.

Your experiences and learnings over the two weeks will be invaluable as you move forward in your career. But even more important are the experiences you will share as a team and the friendships that you will build. These are the true legacies of the programme - use the opportunity to its fullest.

Finally, thank you to the team at SAPOA. This is a programme of the highest quality and Standard Bank is extremely proud to be associated with the PDP.

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Director, Property Finance
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