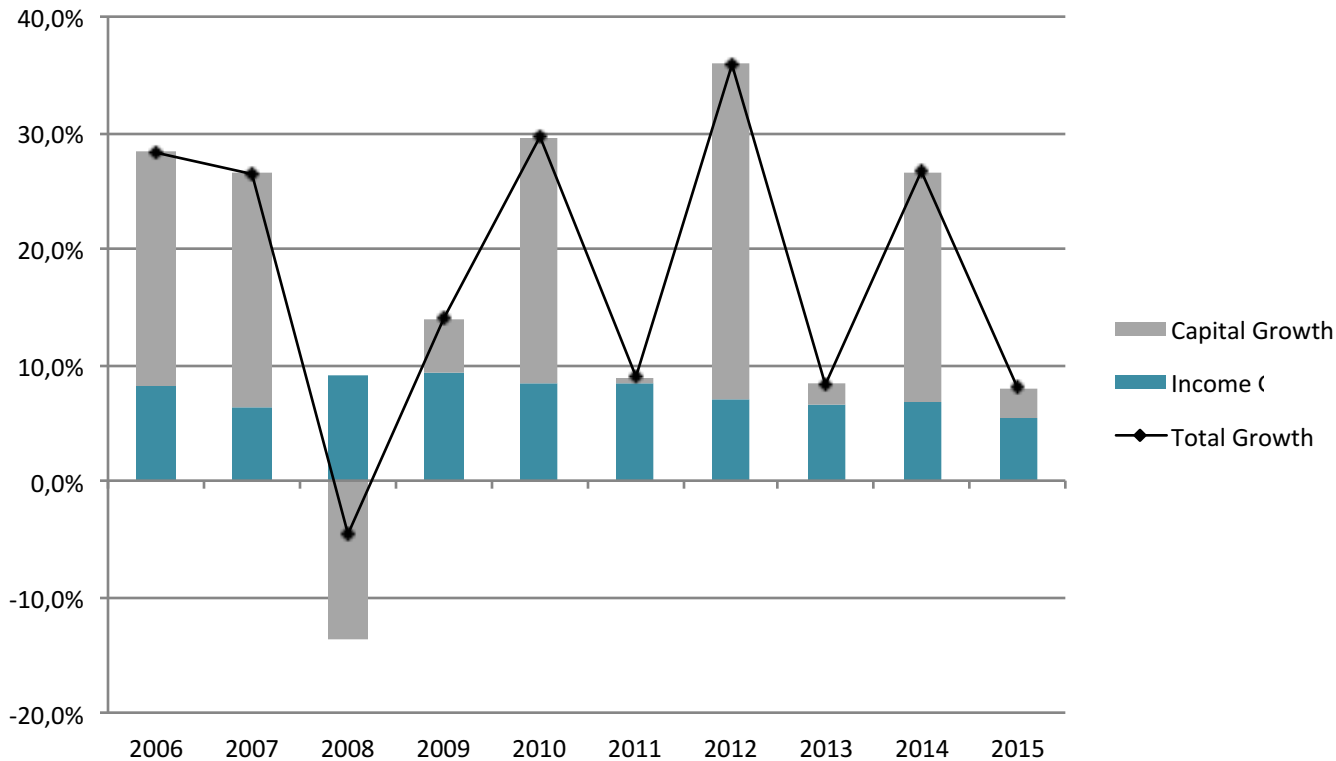


SA Listed Property Sector Total Returns

Income and Capital

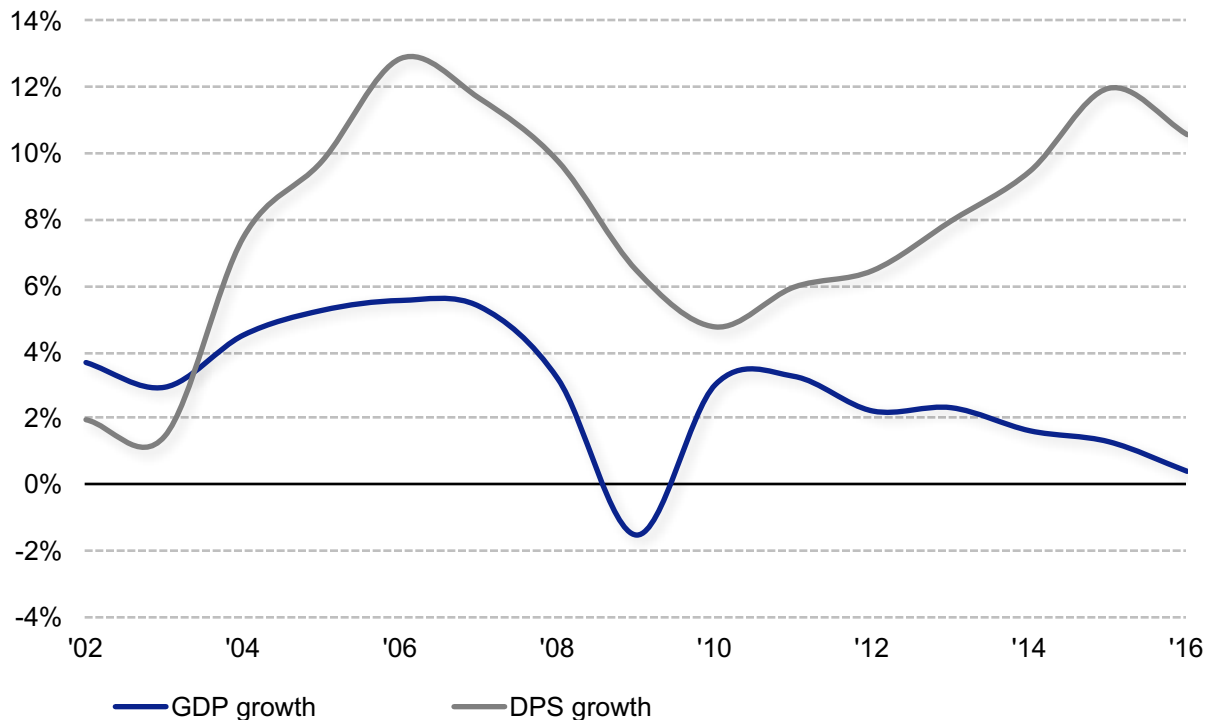


Source: Bloomberg, STANLIB Research, September 2016



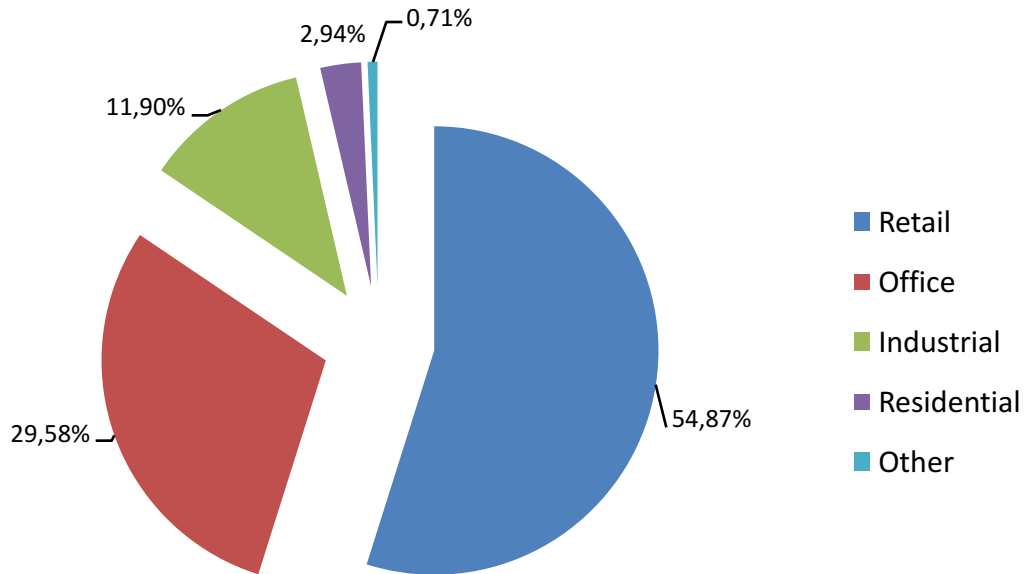
Strong Income Growth from the Listed Property Sector

Despite slowing GDP growth



SA Listed Property Exposure

Sector exposure by value



Tough and competitive office market



Competitive retail environment and increasing supply



Demand for retail space driven by international and local brands



Strong appetite for listed property

New equity raised over the last few years

Year	Amount Raised
2011	R16bn
2012	R11bn
2013	R18bn
2014	R40bn
2015	R36bn
2016 so far	R26bn
TOTAL	R147bn

Recent Listings

Hammerson

EPP

GTC

Listings coming up

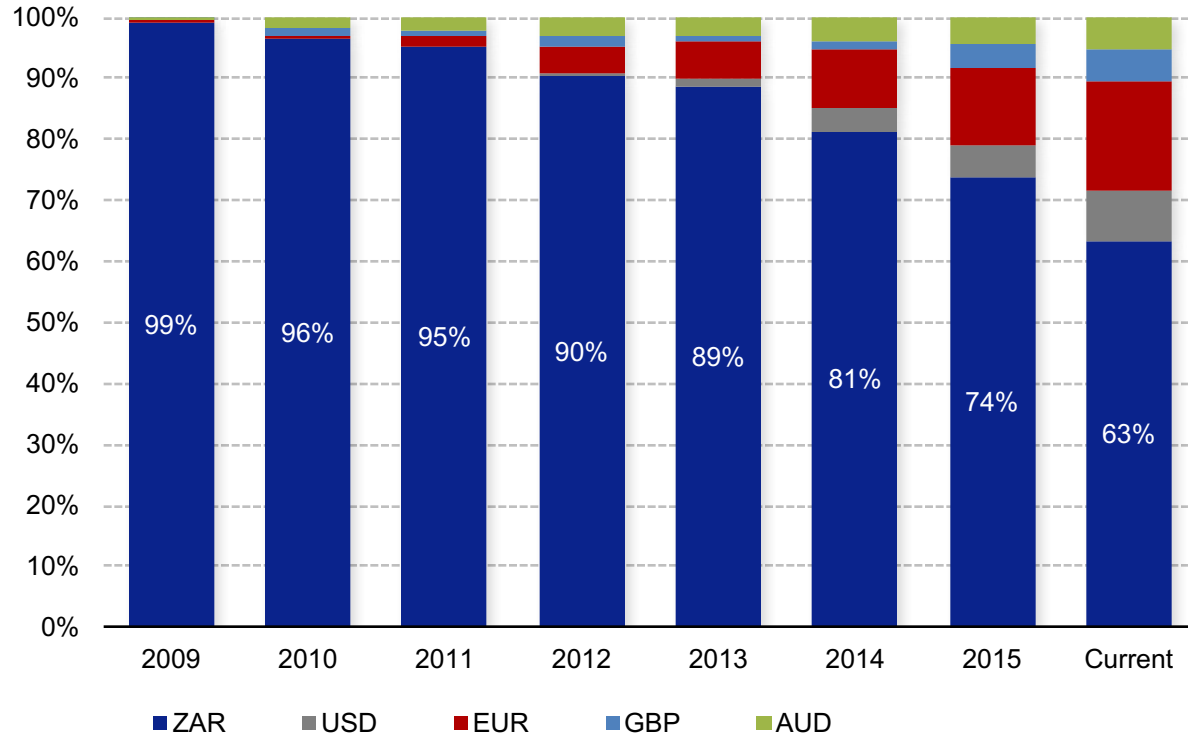
Liberty Two Degrees

Spear Properties

Student Housing?

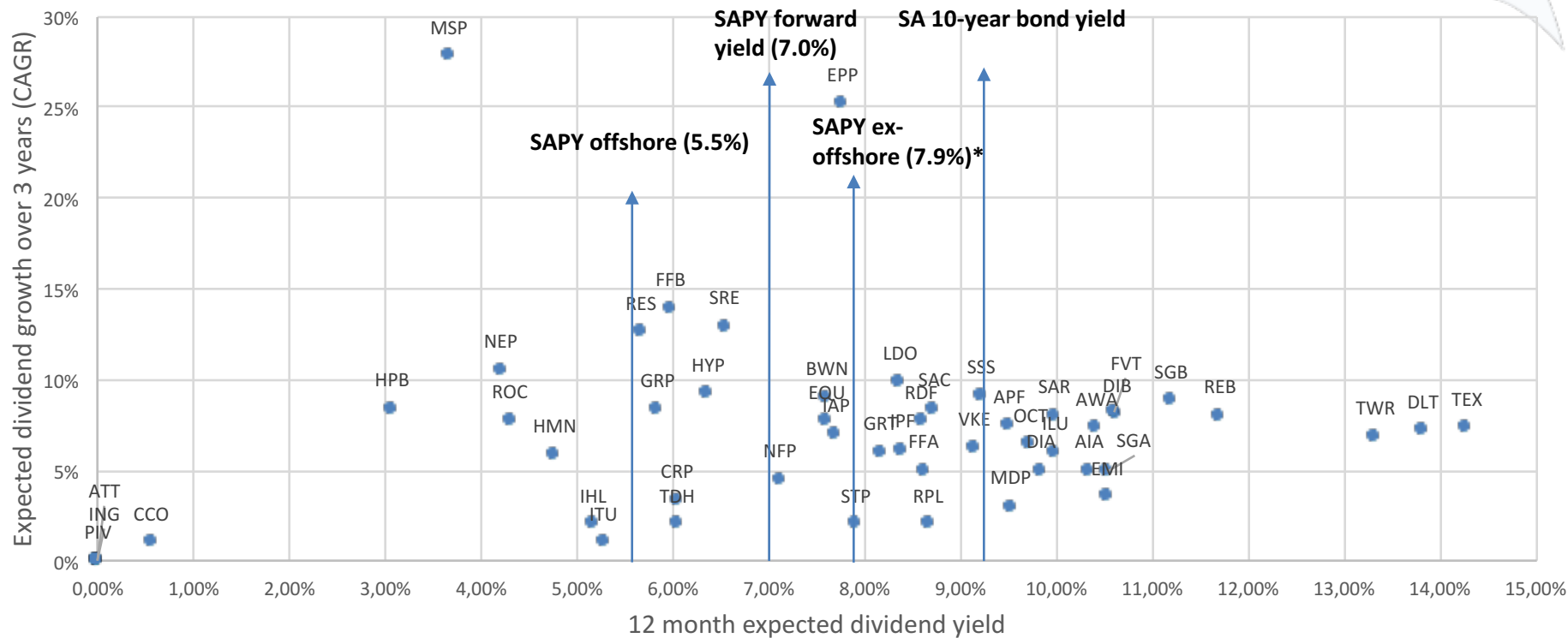
Increased offshore exposure in the SA Listed Property Index

37% exposure to offshore properties



South African Listed Property Sector

Forward Yield and Income Growth



* EXCLUDING RES, NEP, FFA, FFB, IPF, ROC, STP, MSP (THESE TOGETHER EQUATE TO 48% OF THE SAPY MARKET CAP)

Source: Stanlib Research Nov 2016

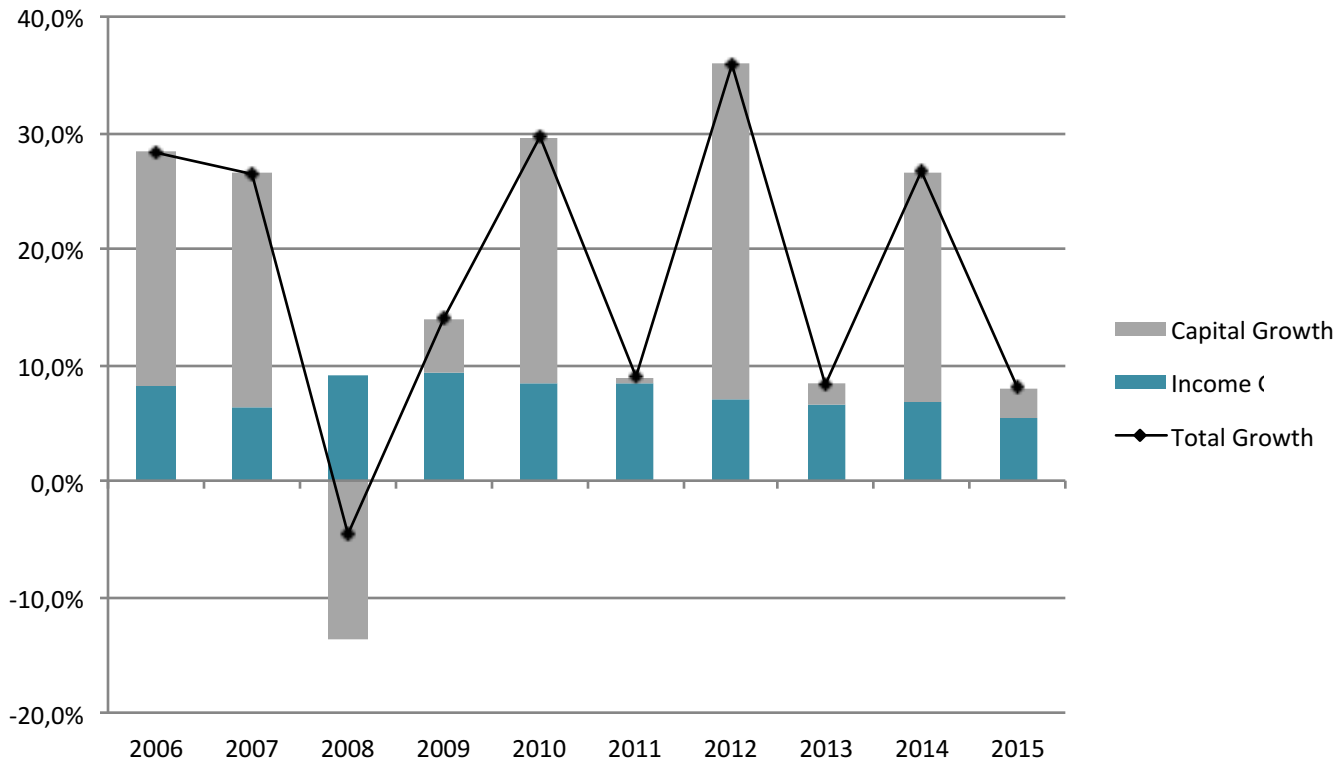
SA Listed Property Outlook

Dividend growth still reasonable

	0-12m DPS growth	12m-24m DPS growth	24m-36m DPS growth	3 Year CAGR
Dividend growth: Dividend paying companies	8.82%	7.27%	6.89%	7.66%
Dividend growth: Development companies	1.00%	1.00%	1.00%	1.00%
Dividend growth: JSAPY INDEX	9.07%	8.10%	7.92%	8.36%
Dividend growth: JSAPY INDEX (EX OFFSHORE)	7.53%	7.02%	7.09%	7.21%
Dividend growth: JSAPY INDEX (OFFSHORE)	12.11%	10.14%	9.45%	10.56%
Dividend growth: UNIVERSE	8.78%	7.23%	6.86%	7.62%

SA Listed Property Sector Total Returns

Income and Capital

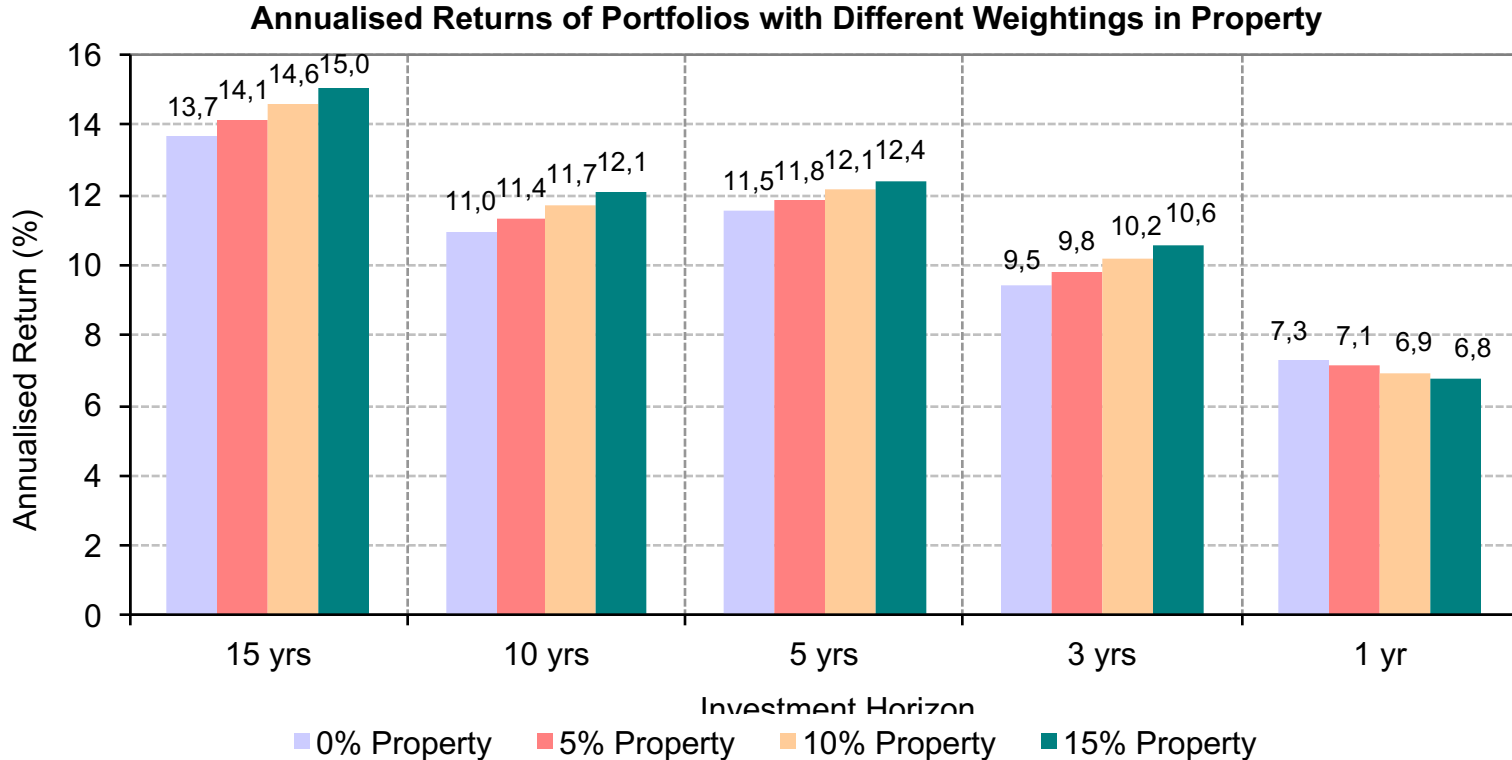


Source: Bloomberg, STANLIB Research, September 2016



Adding listed property has helped to boost returns

For local balanced portfolios



SA Listed Property Conclusion

Upside Risk

- Demand for retail space in bigger shopping centres
- Increased offshore exposure, portfolio and currency diversification
- Corporate action – mergers and take-overs

Downside Risk

- Rising bond yields
- Global markets volatility
- Increasing office vacancies
- Competitive retail landscape
- Increasing operating costs
- Low economic growth



THANK YOU



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