



NEWS RELEASE FROM GROWTHPOINT PROPERTIES

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Growthpoint launches new trading and development division

Growthpoint Properties, the leading international property company with assets on three continents and the largest South African REIT on the JSE, announced today it has formed a dedicated trading and development business unit. This new, specialised division will play a key role in creating excellent business opportunities for the company and world-class premises for its clients.

The team behind Growthpoint's trading and development has established a sterling track record of creating assets and value for Growthpoint over the years. Until now, these in-house skills were held within each sector of Growthpoint's portfolio - office, retail and industrial. Its new trading and development business unit, however, combines and integrates its cross-sector development and trading expertise to optimise its business strengths.

Estienne de Klerk, CEO of Growthpoint South Africa, says: *"Growthpoint's trading and development team is a key part of our business. It has played a significant role in building Growthpoint's own portfolio. Now, this enables us to provide our clients with an extra service that meets their needs. Besides providing existing buildings we can create new buildings for them that meet their very specific, bespoke requirements."*

Consistent with its prudent and sustainable business model, Growthpoint's goal is to generate consistent, recurring income from third-party development fees and trading profit that total no more than 1.0% to 2.0% of its distributable income.

Heading the talented and specialised team is Rudolf Pienaar, Growthpoint's new Chief Investment and Development Officer.

Pienaar says: *"Development plays a key role in Growthpoint's South African investment strategy with tailor-made assets designed to enhance our portfolio and retain and attract quality clients. In working closely with our clients, however, we have found that some of their needs go beyond a simple tenancy - their company policy may require them to own certain types of properties, they might need to dispose of a property asset in order to become a tenant of Growthpoint, or they could require specialised premises that can only be custom developed. Our trading and development team is now able to assist with a full suite of property and consulting solutions and can offer a full spectrum of development services."*

Growthpoint has grown a respected reputation for delivering prestigious, quality and custom-built development projects - with a long list of happy clients and a trophy case overflowing with awards for innovation and excellence as a testament to this.

It specialises in creating high-performance workspaces and is respected as the leader in green building for the commercial property sector in South Africa, which benefits the environment, the properties, and their occupiers. Growthpoint also has a portfolio of strategic land holdings comprising prime undeveloped sites in key nodes that secure prominent future positions for clients.



This sector-leading business applies best practice standards and development guidelines. For Growthpoint, this includes undertaking responsible developments that consider their social and environmental impacts. Also, when suitable, it can deliver solutions that extend beyond the buildings themselves, by adding or improving public infrastructure around developments.

In addition to its exceptional variety of in-house skills, Growthpoint works closely with a strong and established network of leading construction and built-environment professionals to deliver holistic, tailor-made, end-to-end solutions.

Besides turnkey new developments, redevelopments, and refurbishments, its partnerships and joint ventures achieve specific strategic outcomes ranging from de-risking mega-developments to enabling empowerment transactions and both short- and long-term joint holdings with Growthpoint.

In addition, its trading services focus on creating and unlocking investment value. Drawing on Growthpoint's esteemed experience in property transactions, its solutions are designed to realise investment potential.

Pienaar explains: "Our aim is to be the leading partner of choice for value-creating property investment and superior, smart, and sustainable development. We have gained a lot of experience over the years providing property solutions tailored to the needs of our clients. We are excited to leverage this understanding to meet the unique business needs and future growth of our partners across the office, industrial, retail, residential, hospitality, healthcare and mixed-use property sectors."

Growthpoint provides space to thrive with innovative and sustainable property solutions. It is an international property company with assets on three continents and the largest South African primary REIT (Real Estate Investment Trust) listed on the JSE. It owns and manages a diversified portfolio of property assets, locally and internationally. Growthpoint is a Top 10 constituent of the FTSE EPRA/NAREIT Emerging Index. It is also a constituent of the FTSE/JSE Top 40 Index and the FTSE4Good Emerging Index and has been included in the FTSE/JSE Responsible Investment Index for eight years running. Growthpoint is a Founding Member of the Green Building Council South Africa and a member of the GBCSA's Green Building Leader Network. It owns and co-owns the largest portfolio of certified green buildings of any company in South Africa.

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