NOVO IMPACT FUND NPC

DevelopABLE

Development. Packaging. Simplified.

David Gardner

Shark Tank

AUHF Conference (Zanzibar 2024)

MEET THE DEVELOPERS

Cape Town's Largest housing delivery sector. >50% of all units up to 2040

R10-bn ($500-m) pa sector

Annual delivery: 4 500 units+

10-year growth: 42 000 units (157%)

Construction Impact R380-m ($22-m) pa

Sonti (Street trader)

Homeowner Developer

Subsidized Homeowner

Aim: Primary income





Rezoning
Building Plans
Struc Engineer
Contractor
Finance
Approval

4 Yrs & $35 000



Kgosi (Construction)

Micro-Developer

Purchased Site

Aim: Secondary Income





Rezoning
Building Plans
Struc Engineer
Contractor
Finance
Approval

1.5 Yrs & $30 000

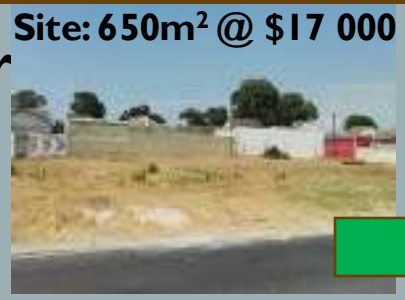


Camron (Police officer

Small Developer

Invested in large Site

Aim: Property Entrepreneur





Rezoning
Building Plans
Struc Engineer
Contractor: Too Expensive
Finance
Approval

3 Yrs & $51 000



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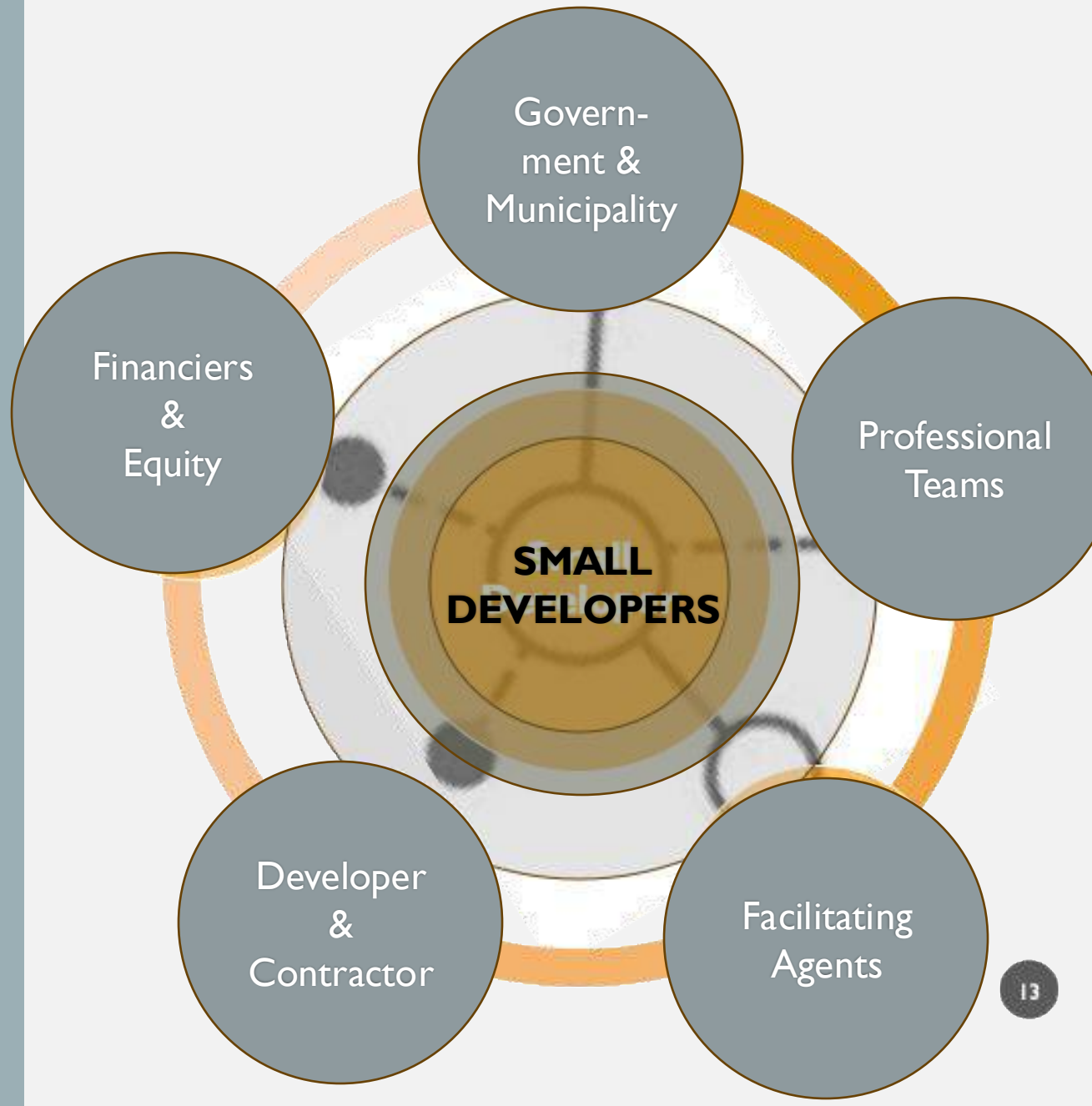
Development. Packaging. Simplified.

Technology-driven, process guided, professional-facilitated development preparation, packaging and approval application.

PropTech Application built on iBuild Platform and accessible on desktop & mobile phone.

Small project preparation, design, estimating and pricing technology that connects all partners.

Quick and cost-effective generation of outputs for client signoff, financial close and municipal approval.



NOVO IMPACT FUND NPC

Novo is a small impact fund that researches and invests in innovative ideas and institutions to drive inclusive housing solutions in unexplored ways.

Board:

Jill Strelitz (Chair)

Tumi Mohulatsi

John Weaver

Anthony Fletcher

Willie Els (Executive)

Consultant:

David Gardner

Tech Developer:

Lew Shulman

Team has 200+ years collective experience

- Policy change, research & development
- Innovation & market making
- Pioneering housing delivery social enterprises
- Housing & entrepreneur financing innovation
- Inclusive Housing Fund (R40-m)
- Small Scale Rental & SMME policy, strategy and change

Housing Development: TOTAL — **125 684 units, 236 projects**

Low-Income Development

- In-Situ Upgrading
- Site & Service (46 494 sites)
- Owner-Managed (10 900 units)
- Mortgage Housing (27 993 units)

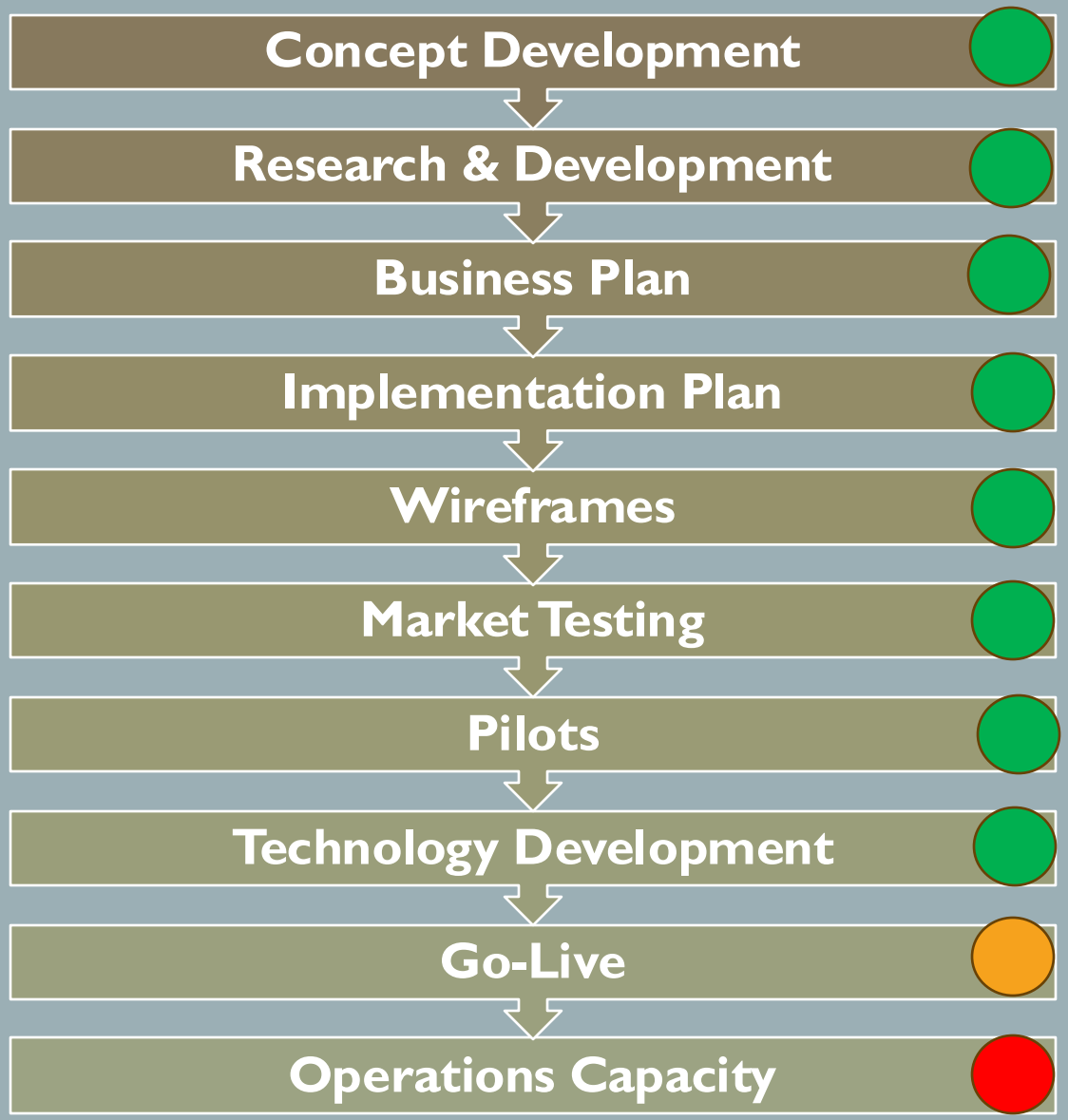
84 698 units, 52 projects

Affordable Housing Development

- Social Housing
- Credit-Linked (7 375 units)
- Sectional Title (31 193 units)

38 518 units, 99 projects

OUR FINANCING ASK



We require $350 000 to gear NOVO's $150 000 investment to date to take DevelopABLE to Market

Investment Committed: $150 000

NOVO: $120 000 & Mukhalu: $30 000.

Development Progress: to 'Go Live'

Concept, business plan, implementation plan, wireframes & pilot complete.

Now: Tech Development

iBuild appointed to develop technology to "Go Live" (March 2025).

New Finance: Operations Capacity for 18 months

6-month preparation phase (to March 2025).

12-month launch phase (to March 2026).

Additional feature development.

As an impact investor, NOVO is open to equity investment and regional licensing

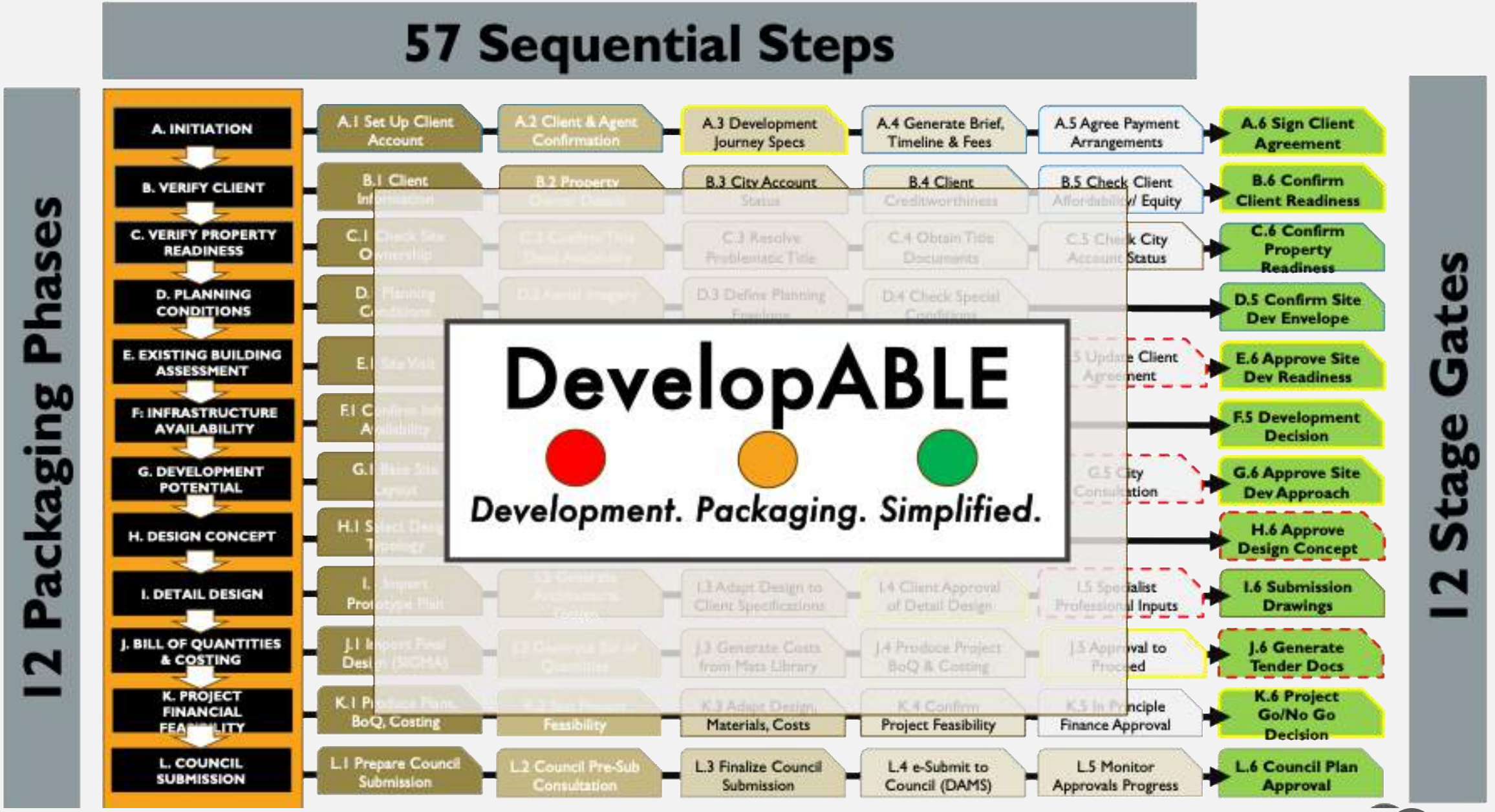
57 Sequential Steps

12 Packaging Phases



12 Stage Gates

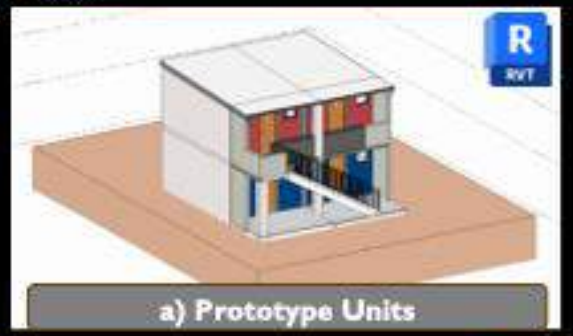
57 Sequential Steps



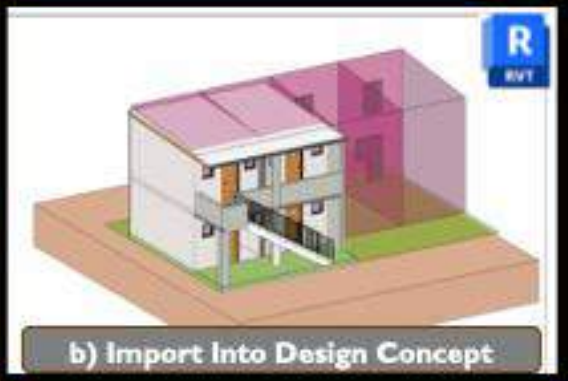
14 Amandel Street, Delft South, 7100, Cape Town, Western Cape

Typology: SSRU Type 1A. **Descr**: Small Rental Unit. **Unit**: Studio (20m²) **Height**: 1 or 2 story

Create Full Site Design



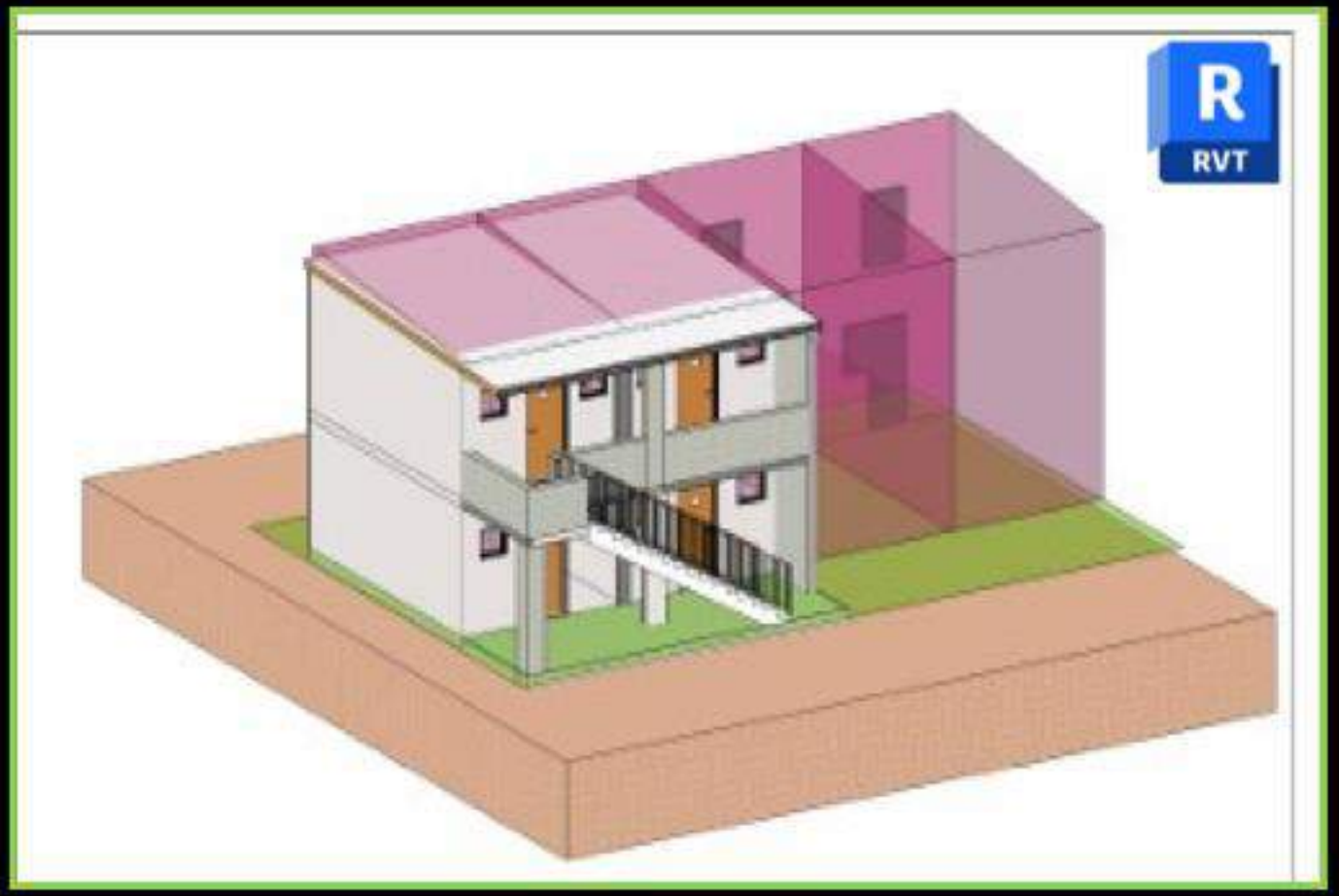
a) Prototype Units



b) Import Into Design Concept



c) Complete Base Detail Design



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JOIN NOVO TO BRING CUTTING-EDGE "LEAPFROG" PropTech TO THE MARKET THAT NEEDS IT THE MOST

LARGE MARKET - Potential across Africa.

EXISTING INTEREST – Two Financiers, a Municipality, Eight Small Developers.

DevelopABLE WORKS - Key modules developed and tested, pilot project success.

PROVEN TECH PARTNER – iBuild platform, market expertise and tech development capacity.

$350 000 IS A MODEST INVESTMENT FOR A LARGE AND SCALABLE REAL RETURN AND IMPACT AT THE LOW END OF THE FORMAL RENTAL MARKET

Proprietary Functionality

Client Readiness & Onboarding (Prop)

API: Home affairs citizenship ; Ai : Affordability assessment, API: Credit score & Rehabilitation; DA:: Automated contract: stages, time and costs

Site development potential

Virtual Site assessment; API: Digital site cadastre API; API: Title Deeds; API; City planning information API; Site zoning & servitudes API; Soil conditions TBC; Service connections TBC; DA: Site configuration

Architectural Design

DA: Existing regularisation; DA: Rapid Massing Concept ; DA: Prototype Typology & modular unit plans; DA: council and professional assessed.

Quantities and Costs

DA: HCB Elemental Breakdown (AAQS); DA: Automated BoQ (Sigma); DA: Stage Drawdown Materials Lists; DA: Automated Dev Costing (Cost Library)

Council Sunbmiasiom:

Pre consultation

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KGOSI'S TIMELINE

- B. VERIFY CLIENT
- C. VERIFY PROPERTY READINESS
- D. PLANNING CONDITIONS
- E. EXISTING BUILDING ASSESSMENT
- F: INFRASTRUCTURE AVAILABILITY
- G. DEVELOPMENT POTENTIAL
- H. DESIGN CONCEPT
- I. DETAIL DESIGN
- J. BILL OF QUANTITIES & COSTING
- K. PROJECT FINANCIAL FEASIBILITY
- L. COUNCIL SUBMISSION

- A.6 Sign Client Agreement — 1 day
- B.6 Confirm Client Readiness — 1 day
- C.6 Confirm Property Readiness — 2 days
- D.5 Confirm Site Dev Envelope — 1 day
- E.6 Approve Site Dev Readiness — N/A
- F.5 Development Decision — 1 day
- G.6 Approve Site Dev Approach — 1 day
- H.6 Approve Design Concept — 1 day
- I.6 Submission Drawings — 1 day
- J.6 Generate Tender Docs — TBA
- K.6 Project Go/No Go Decision — 1 day
- L.6 Council Plan Approval — 1 day

Site Visit

8 hours

Submission Drawings

$7 600
(~25% less)
+PM
+QS
+Cost
+ Approval



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Thank You

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OPERATIONAL REQUIREMENTS

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ibuild

EMPOWERING THE WORLD TO BUILD

Operations Capacity (South Africa)

- Management
- Operations
- Financial management
- Marketing & Sales
- Customer Support
- Quality Management
- Training & Development
- Stakeholder Management

Tech Development

- Build DevelopABLE
- Regional Customization
- Feature Pipeline Development

Technical Functions

- Host and Deploy (Fee)
- Operate & Maintain
- ***Technical 'Helpdesk'***
- Performance Reporting 'back end'

Corporate Clients (White Label)

- Financial Inst
- Developer
- City Govt

Professional Clients (License)

- Architect Practise
- Town Planner

Service Provider (Savage & Dodd)

- Developer
- Developer
- X8 Inerest

New Regions

(Market Growth)

WHAT ARE THE PROBLEMS FACING MICRO AND SMALL DEVELOPERS?

Developer Skills: First development disadvantage.

- **No Experience**: First-time developers- inexperience.
- **Single Development:** Most develop only once, with no experience.
- **Market Intelligence:** Limited empirical market knowledge.
- **Project Feasibility:** Development feasibility and operational stability. Meeting financing criteria / hurdles

Regulatory / Compliance Hurdles: Compliance morass.

- **Go it Alone:** Lack of understanding, willingness and ability to engage legal and regulatory requirements.
- **Institutional Arrangements:** What type of entity? Sole Proprietor, Company, Company Light, Trusts, Partnerships, etc. What do financiers, CCT need?
- **Legal Compliance**: CIPC & other Statutory registrations and requirements.
- **City Accounts:** Outstanding rates & taxes.
- **Complexities**: SARS, Tax, VAT, other statutory registrations, Audits / Management Accounts.

Procedural Difficulties: Reasons for and use of CoCT regulatory processes.

- **Support:** Access to City information & procedural guidance during development packaging.
- **City Fortress:** Difficulty, time and cost of city engagements.
- **Planning Approval:** CoCT land use approval process.
- **Building Plans:** CocT building plan approval process
- **DAMS "Black Box":** Internal differences in interpretation.

City Compliance Burden: Cost and exposure risks.

- **Rates & Taxes:** Arrears and future cost burden.
- **Admin Penalties:** Regularization.
- **Plan Submission Fees**: Additional cost.
- **Approvals & Occupancy:** Time, cost and quality.
- **Development Charges:** Large cost burden on fragile.

WHAT ARE THE PROBLEMS FACING MICRO AND SMALL DEVELOPERS?

Professional Team Skills: Lack of professional training, registrations, limited skills & experience.

- **Cost over Quality:** Inability to secure quality service.
- **Professional Competence:** Unqualified & poorly skilled Town Planners, architects, structural engineers QSs.
- **Shoddy Applications:** Poor quality land use and building approval applications.
- **Contracting:** Legal contracts, experience, quality and reliability of (small) contractors.
- **Construction Management:** Construction management problems.

Operational Understanding: Ability to efficiently operate a SSR development.

- **Securing Tenants:** Marketing**,** credit checks, references, contracts.
- **Tenant Management**: Daily and monthly management.
- **Maintenance**: Manage Asset.

x

User Groups	Empowering Small Developers	Technology Adoption	Process Management	Simplification:	Value Addition: Time & Cost	Risk Management / Mitigation	Sales & Marketing: Visibility in Market	Systems Understanding
1. Property Owners & Buyers	●		●	●	●	●		●
2. Small Developers	●	●	●	●	●	●	●	●
3. City Administration	●	●	●	●	●	●	●	●
4. Builders and Contractors		●		●	●		●	
5. Facilitative Entities	●	●	●	●	●	●	●	●
6. Built Environment Professionals	●		●	●	●		●	
7. Materials Suppliers		●					●	
8. Property Financiers		●	●	●	●	●	●	●
9. Subsidy Authorities	●	●	●	●	●	●	●	●
10. National & Provincial Government			●					●