



the start of something big...

“Presentation on sector dynamics
and the potential areas of
partnership”

**Locking the partnerships for mutual
benefit**

Frankly, I'd rather prefer to speak
about **how** our organisation is
moving from.....

FIFTY SHADES
OF GREY



50shadesofHDA



But I don't want to loose my job, so
I'll stick to the
topic...



Disclaimer!

“this presentation might offend or shock supporters of **bureaucracy**, **lazy** government officials, **greedy** developers and funders and those **not interested in transformation**”



But that's okay.....

“because its our mandate is to positively change and disrupt the industry...”

**and it will hopefully make our boss
happy.....**



luckily he is not my
boss.....



And we don't intend building any big walls between ourselves and industry...



In fact, we rather want to break them
down...like he did...



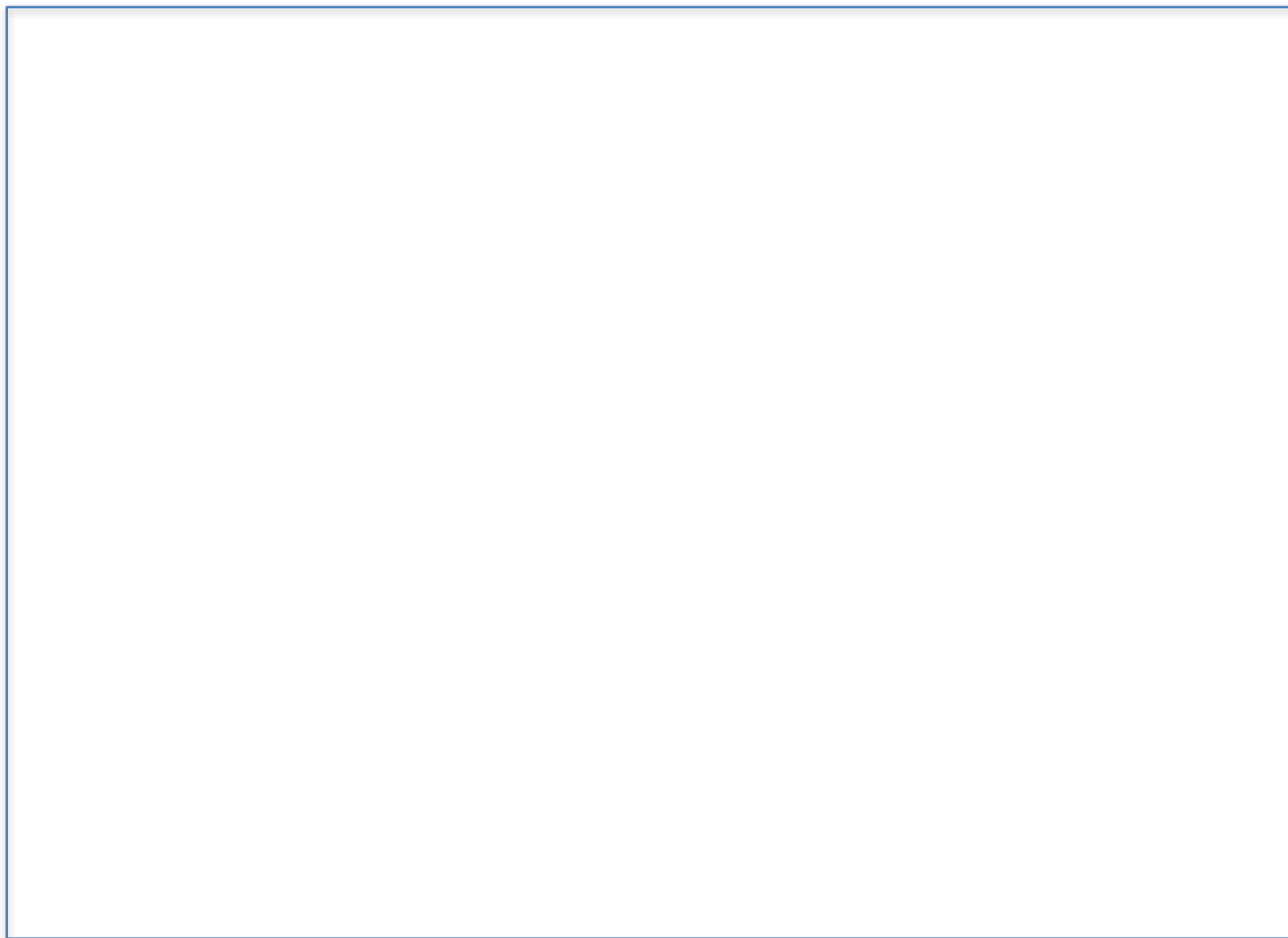
“Presentation on <sector dynamics>
and the potential areas of
partnership”

**“Locking the partnerships for
mutual benefit”**

#sector dynamics

currently our private sector property
development market is mainly...





with only a few options
(developers) available...



in a potentially **HUGE** market...



currently our *financial (funding)*
market is mainly...



Today, tomorrow, together.



FNB

First National Bank



Standard Bank



NEDBANK





human settlements

Department:
Human Settlements
REPUBLIC OF SOUTH AFRICA



CITY OF CAPE TOWN | ISIDEKO SASEMAPA | STAD KAAPSTAD

THIS CITY WORKS FOR YOU



**PROVINCIAL GOVERNMENT
PROVINCE OF KWAZULU-NATAL**



Interesting resemblance....



To be a developer or funder in the
Human Settlements world , you
currently need...

lots of balls...



lots of patience...



deep pockets...



BUT...

sometimes developers are very very
naughty...





as they have mastered the art of...

telling interesting stories...



claiming poverty



and...



all whilst using **billions** from
government to fund their own
projects

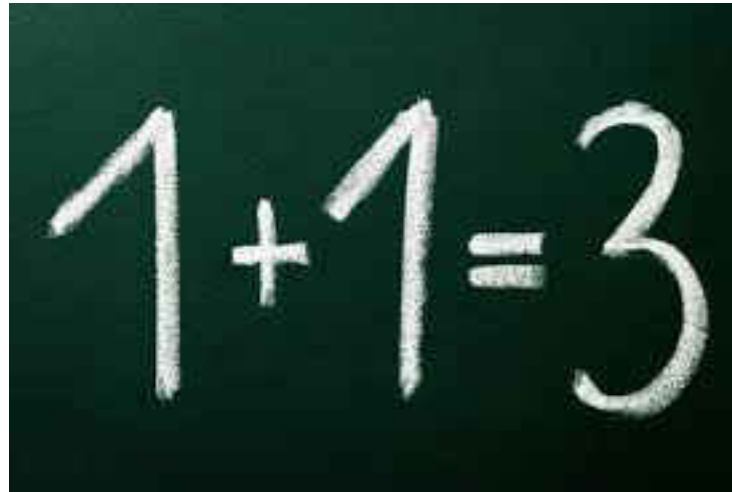
and thereby getting....



whilst government remains thinly
spread....



somewhere, something is **wrong**
with this partnership...



1+1=3







“Presentation on sector dynamics
and the <potential areas of
partnership>”

**Locking the partnerships for mutual
benefit**

**#potential areas of
partnership**

LET'S GET
DOWN TO 
Business



we have land...

do you?



we're raising money...

do you want to invest?



we are transforming...

are you?

do you have a vision?



to turn this...



into this...





do you have a track record?

then I challenge you to come talk
to us...





what we don't like at the HDA...

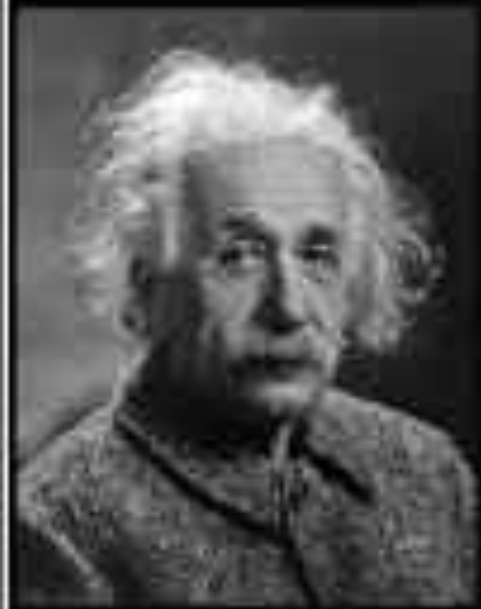




I'm not lazy...



**I'm just highly motivated
not to do anything!**



Bureaucracy is the death of all sound work.

(Albert Einstein)

what we like

MOST



GETTING

THINGS

DONE

moving from chaos...



to structure



*so can the HDA become your
partner??*



Yes!

but how?



attitude!



strategy!



capacity!



the right project



funding





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