



Experiences and challenges in Africa with Financial Development Modelling Techniques: A QS Firm's Perspective

By Gerhard de Leeuw

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OUR FIRM'S BACKGROUND

2

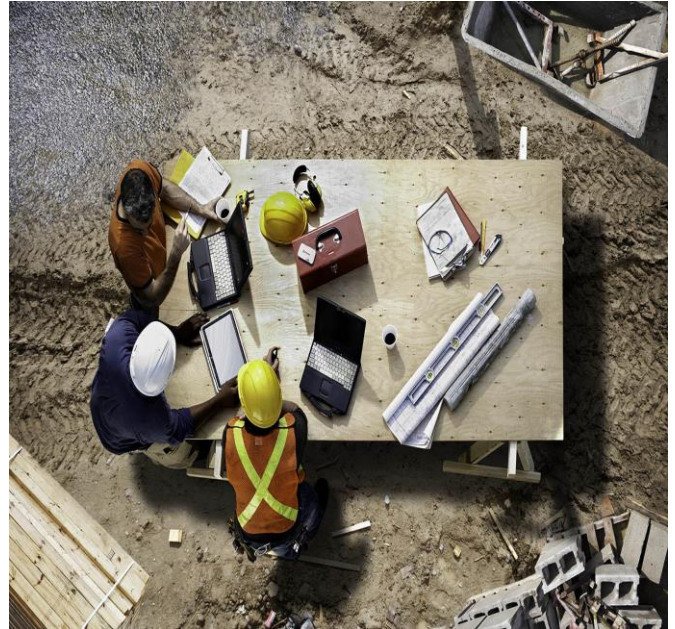
IMPORTANCE OF AAQS

3

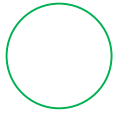
FINANCIAL VIABILITIES IN AFRICA

4

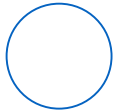
CLOSING THOUGHTS



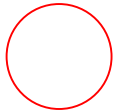
OUR FIRMS BACKGROUND



STARTED LATE 2000



TWO OFFICES IN SOUTH AFRICA IN JOHANNESBURG AND PRETORIA



EARLY IN EXISTENCE INVOLVED WITH PROJECTS IN AFRICA



MAINLY COMMERCIAL PROJECTS – OFFICES, RETAIL, HOTELS



IMPORTANCE OF AFRICA ASSOCIATION OF QUANTITY SURVEYORS

WWW.AAQS.ORG

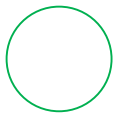
**PROVIDES
PLATFORM FOR
ALL QUANTITY
SURVEYORS**

**PROMOTES
INDUSTRY**

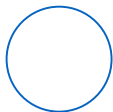
**MODEL
DOCUMENTATION**

**IMPROVES
COMMUNICATION**

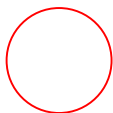
**EXCHANGE OF
IDEAS AND BEST
PRACTICE**



COMMON PRACTICE IN SOUTH AND SOUTHERN AFRICA – NOT IN REMAINDER OF AFRICA



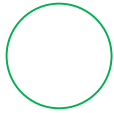
**FOUND IN AFRICA, DEVELOPERS EITHER DO: OWN FINANCIAL VIABILITIES
GET SOMEONE LIKE AN AUDITOR
NOT IDEAL**



QUANTITY SURVEYOR BEST SUITED TO CREATE A BANKABLE DOCUMENT

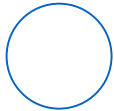


**PREPARING A FINANCIAL VIABILITIES REQUIRES DETAILED INPUTS FROM THE
QUANTITY SURVEYOR, DESIGN CONSULTANTS, SPECIALIST CONSULTANTS,
LEASING AND ESTATE AGENTS, DEVELOPER**

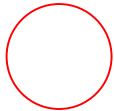


ADVANTAGES OF QUANTITY SURVEYOR PROVIDING FINANCIAL VIABILITY SERVICES:

- BECOME INVOLVED WITH PROJECTS AT AN EARLY STAGE
- BROADENS THE RANGE OF SERVICES
- BECOMES THE CLIENTS "RIGHT HAND MAN"



OUR VIEW THAT THE QUANTITY SURVEYOR SHOULD BE THE CLIENTS "RIGHT HAND MAN" WHEN IT COMES TO FINANCIAL AND CONTRACTUAL MATTERS



QUANTITY SUREYOR BEST SUITED TO CREATED A "BANKABLE" DOCUMENT



PREPARING A FINANCIAL VIABILITIES REQUIRES DETAILED INPUTS FROM THE QUANTITY SURVEYOR, DESIGN CONSULTANTS, SPECIALIST CONSULTANTS, LEASING AND ESTATE AGENTS, DEVELOPER

SOURCES OF INFORMATION:

- **AAQS WEBSITE – TALK ON PRESENTATION OF FINANCIAL VIABILITIES**
- **DOCUMENT BY THE ASAQS – GUIDE TO CO-ORDINATED ECONOMIC VIABILITY STUDIES FOR COMMERCIAL PROPERTY INVESTMENT 2016**
- **SEVERAL PROGRAMS AVAILABLE. RECOMMENDED – VIABLE**
- **CORNER STONE OF A FINANCIAL VIABILITY IS ACCURATE ESTIMATES OF CONSTRUCTION COST**
 - **REFER TO GUIDE TO ELEMENTAL COST ESTIMATING AND ANALYSIS FOR BUILDING WORKS 2016**
 - **USE SOFTWARE SUCH AS DIMX, COSTX, WINQS, QSPLUS**

OTHER THOUGHTS



USE
TECHNOLOGY
TO BE MORE
PRODUCTIVE

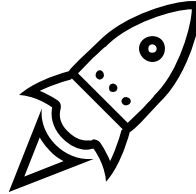
DEVELOP
SYSTEMS

ALL QS'S MUST
PROVIDE HIGH
QUALITY
SERVICE

PARTNERING

CONSTANT
IMPROVEMENT

THANK YOU



THANK YOU!