



Muma Business Profile

Background

Muma started in 2006 as a construction company offering design and building packages to clients. Founder Dandy Matamela is a company builder at heart, a self-starting entrepreneur and an architectural practitioner with a BAS degree in architecture (Wits University).

In 2007 Muma construction collaborated with CorpMD consulting forming COMU properties for their 1st multi-residential development “Villa Savoy” in Polokwane. Dandy was also instrumental in getting COMU properties through the Gauteng Partnership Fund (GPF) In 2011, Muma expanded creating a property development arm Muma Investments (PTY) Ltd. In 2013 Muma Investments secured its 1st property development project entailing the development of 53 units in Pretoria North worth R21M. Muma has an estimated property asset value of R109M with the recent successful acquisition of 125 Village Hub. To date- MUMA has an R1bn development pipeline.

Muma already enjoys a great partnership with NSFAS through Tshwane University of Technology (TUT) in accommodating their NSFAS funded students, we are expanding this partnership by adding another 4656 beds to the current. We are developing 5 (five) new modern-design student accommodation developments in Tshwane and the City of Johannesburg. The total capital cost is the developments are estimated at R926 973 694, 49 all-inclusive and it is planned to take the next 24 months to complete.

All the developments are located closer to the universities and well-positioned in the heart of the city both in Johannesburg and Tshwane, the economic hubs of the country. This provides the students with easy access to the Universities, transport, and vital amenities that the cities provide.

In four of the developments, Muma has collaborated and partnered with other developers within the student accommodation space. Muma still retains the majority control and /or 20% preferential shares in these developments. In line with the company's vision, the developments will contribute toward urban regeneration following the Cities' plans to rejuvenate the inner cities.

A competent team of professionals has been engaged bringing with a useful diverse experience befitting a development of this magnitude. The team led by Muma development



consultants, includes KPH quantity surveyors, Tshedza consulting engineers, GKB Group on mechanical and electrical and Square Roots consulting engineers on civil works.

Muma’s strategy is aimed at raising a minimum of 10% equity either of its own or through equity partnerships and approaches the development of funding institutions for debt and social impact private equity. Given the progressive history of Muma which has enjoyed funding support from the Gauteng Partnership Fund (GPF), the National Empowerment Fund (NEF) and First National Bank (FNB) amongst others, we are confident that we should be able to attract solid investments needed for this development.

Existing Projects

Muma boasts over 15 years of experience in the design, implementation and management of affordable rental housing and student accommodation, with a current portfolio of over R100m historical value. This project forms part of Muma’s growth trajectory towards building a billion-rand property portfolio by 2023.

<u>Project Name</u>	The Dawn Village, Pretoria North	125 Village Hub, Pretoria Central	The Opal Naturena (10% Equity)	Dawn Capital 2022
<u>Project Value</u>	R22m	R74m	60m	R38m
<u>Business Valuation</u>	65m	R27m	157m	R75m
<u>Units</u>	53 units 208 Beds	212 Units 592 Beds	94 Units 376 Beds	45 Units 232 Beds

Financial Analysis

S12J Funds raised

The above-mentioned company has raised funds via the S12J SARS-approved funding mechanism. Below is the table of the funds raised and expected returns via SARS The return rate via SARS has been 80% and more to date.

Dates	Nominal
2022	49,1 Million



Pipeline and Prospective Business

Project Name	No of beds	Target Market	Construction Cost	Business Value
The Celestial	1120	University Students	R244 647 476,00	R464 400 000
SARM Residency/ Elnita	648	University Students	R109 153 057,00	R294 838 543
NT Development	1019	University Students	R166 926 126,00	R441 908 126
Newton Hub	1613	University Students	R366 888 844,00	R686 545 454
Villa City	256	University Students	R39 358 191,49	R94 720 000
TOTAL	4656	University Students	R926 973 694,49	R1 518 012 123