



Leading Research Technologies



**INCORPORATING
NEW GIS MAPPING
TECHNOLOGY FOR
ADVANCED
GEO-SPATIAL
ANALYSES**

Market Studies

- Retail Studies
- Centre Repositioning
- Hearings & Tribunals

Special Projects

- Mixed Use Developments
- Inclusionary Housing Projects
- Economic Impact Assessments

Africa & Far East

- Site-specific Real Estate Feasibility Studies
- Economic Assessments
- Socio-Economic Surveys
- Impact Assessments

HEAD OFFICE (Gauteng)

Tel +27 12 460 7009
Fax +27 12 346 5883
Cell +27 82 898 8667
hein@demacon.co.za
www.demacon.co.za

Gauteng • Western Cape
Free State • North West

Meet the Councillors

Dumisane Malinga

Managing Director: Motseng Property Services

Dumisane has 14 years of leasing management, retail development, business and general management experience.

He joined Motseng Property Services in 2006 as the Executive Director responsible for Property Management. In 2009, after the restructuring of Motseng Investment Holdings, he was promoted to the position of Managing Director, where his role includes the comprehensive executive management and leadership of Motseng Property Services.

Prior to joining Motseng he was a Property Sales and Leasing Manager at

Dijalo Property Services from 2004-2006. Before joining Dijalo Property Services, he was with the Airports Company of South Africa during 2000 to 2004 in the Property Portfolio Management, Retail Consultancy and the Airport Ground Operations.

Prior to joining the Airports Company, he was with the Department of Public Works' Leasing Division in several capacities from 1997 to 2000.

Dumisane is a member of several committees and structures within the property industry including the SACSC and the SAPOA Gauteng Provincial Council.



Dumisane holds several qualifications including Financial Management, Business Administration, Leadership and General Management.

Marius Muller

CEO: Pareto

Since 1993, Marius has functioned in various roles and responsibilities in the retail, commercial and industrial property sectors. Initially he had exposure to the built environment whilst working in the office of a Professional Quantity Surveyor. He then worked as a Property Researcher and subsequently as an Investment Analyst at Old Mutual Properties. From 1996 onwards, Marius engaged in a variety of activities in the property industry, which ranged from investment broking, debt financing, project management and property development.

In 2002, while engaged at Kagiso Trust Investments' property division, he became involved with NIB Corporate Finance in listing Resilient Property Income Fund on the JSE. On listing, Marius served as an Alternate Director to JJ Njeke (MMI Holdings: Deputy Chairman) and in 2006 he joined Resilient on a full-time basis. At that time, Resilient embarked on a host of corporate activities, which resulted in him serving, at various times, as an

Executive Director of listed property companies Diversified, Monyetla, Siyathenga and Pangbourne, as well as the Managing Director of i-Four Properties. All these property funds have over time been delisted and/or merged in one form or another to constitute the existing listed Capital Property Fund.

Over his professional career, Marius has actively served in various capacities on a number of industry bodies such as the RICS, SAIBPP, ASAQS and SAIB. He currently serves on the National Board of SAPOA and the National Council of the SACSC, as well as the Departmental Construction Economics Advisory Board at the University of Pretoria.

On 1 May 2010 Marius took up the reigns as Chief Executive Officer at Pareto Limited. Pareto is a shopping centre owning property company with a market capitalisation of about of R15 billion. It has a relatively small, yet highly skilled team of 20 people who provide asset management services to the portfolio. The portfolio, with a gross lettable area of nearly over 1 000 000 m², comprising of the following properties, namely: Cavendish Square and Cavendish



Connect, Cresta Shopping Centre, Menlyn Shopping Centre, Mimosa Mall, The Pavilion, Sandton City (including three office towers, three hotels and the Sandton Convention Centre), Southgate Mall and Southgate Value Centre, Tyger Valley Centre and Westgate Regional Mall.

Pareto is currently involved in an intensive programme of recapitalising its investments by way of refurbishments, renovations and additions. Pareto's medium-term programme involves significantly enlarging most of its centres and simultaneously introducing complementary mixed-use precincts at the various properties. Pareto is also exploring the acquisition of existing, as well as the development of various green field regional shopping centres throughout the country.

Dr Dirk Prinsloo

Urban Studies

After a career in the academic and corporate business world, Dirk established Urban Studies in 1990, specialising in urban market and property research. Urban Studies is recognised as one of the best known urban market research companies in South Africa according to Mr. Raymond Ackerman's "A sprat to catch a Mackerel", 2010, p. 208.

The company has completed more than 2 500 urban market surveys over the last 20 years, most of which were conducted throughout southern Africa and the Middle East.

Primary market research has been conducted at more than 220 different shopping centres. The rest of the studies focused on retail, residential, office, conference, hotels, casinos and mixed use developments as well as site selection for various retailers.



nurturing

south africa's retail network

Lisa Skinner

Senior Portfolio Manager – Retail: Old Mutual Property



Career

Lisa has been involved in the retail and retail property industry for just shy of 20 years. Her career started with Coreprop Limited where I was first exposed to the principals and science of managing retail shopping centres. In addition she has six years general management experience in the retail industry at Woolworths and over 13 years' experience in the retail and broader property industry across centre

management, retail portfolio management, stakeholder and tenant relations, national retail leasing and other property disciplines.

She started with Woolworths as a trainee manager and is a graduate of their one year trainee management programme. She managed many food markets, food stores, and finally managed combined food and textile stores during her time with them. She was responsible for introducing Ww foods to Bloemfontein and to build the loyalty and market in Bloemfontein.

Thereafter Lisa joined Old Mutual Property in 1999 and has been with them for over 12 years. I have held many different positions with Old Mutual Property. She started as a centre manager, followed by roles of retail operations manager, national operations manager, national tenant relations and retail leasing manager and more recently

she moved from Cape Town back to Johannesburg and took up the position of senior retail portfolio manager, accountable for Old Mutual Properties' entire retail portfolio in Gauteng. Having grown up in Jozi and having all her family and most of her friends here it's been fantastic to be welcomed back into the fold and experience Jozi's energy.

International and African exposure:

She have also been involved, in the course of her career, in some of the markets in Africa namely Ghana and Zambia and/or consulted in several international emerging markets namely India, the Ukraine, and Poland.

The combination of retail knowledge gained from her time within an internationally recognised retailer like Woolworths, and the exposure to the retail and general property market over the last 12 years

working for a property asset management industry leader like Old Mutual Property, have enabled her to build a vast and sound knowledge of the property industry, retail principles, trends and markets which has culminated in a valuable and unique perspective and experience base.

Awards and industry body roles

Nominee and runner up in the Old Mutual South Africa Female Entrepreneur Role-model award in 2007

Vice-Chairperson of the Western Cape Chapter of the South African Council of Shopping Centres (2007/2008)

Committee member of Western Cape Chapter of the South African Council of Shopping Centres (2009)

Committee member of the Woman's Property Network

committee in the Western Cape (2005/2006) National councillor of South African Council of Shopping Centres (2011)

Interests

Being a free and independent spirit Lisa cannot survive without change and new experiences. So she travel's extensively and has been to 19% of the world's surface (by country count) and plans to do the rest over the years to come. She is driven by ravel and experiencing new cultures and experiences. She has my eyes set on visiting India next to do a tiger safari and along the way hopefully buy a gorgeous carpet . . .

Future aspirations

She cannot imagine not being involved in the retail property industry, and sees herself adding value to an already awesome industry.

Exceptional

Property Media Management

www.imedia.co.za