

BCMM Investment Conference 2019

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SINGER GROUP ORGANOGRAM



Gardens Centre Holiday Apartments

44 units Since 1994 Own and manage

Dolphin Beach Hotel

40 units Since 1997 Own and manage

Island Club Hotel and Apartment

26 units Since 2004 Developed, own and manage

Colosseum Luxury Hotel

70 units Since 2007 Developed, own and manage

Montagu Springs Holiday Resort

96 units Since 2010 Manage

De Bakke Santos Holiday Resort

46 units 378 sites Since 2016 Lease and manage

Aquarius Luxury Suites

56 units Since 2018 Manage

It should be noted that the Singer Group of Companies comprises in excess of 29 seprate legal entities (eg companies, close corporations, and trusts).



XL Embassy Travel

Since 1962 Own and manage

Embassy Meetings and Incentives

Since 2001 Own and manage

Amazing Holidays

Since 2009 Own and manage

Izani Travel

Since 2010 Joint venture, Own and manage



Blowfish

Since 2001 Own and manage

Island Club Café

Since 2004 Own and manage

CinCin

Since 2007 Own and manage



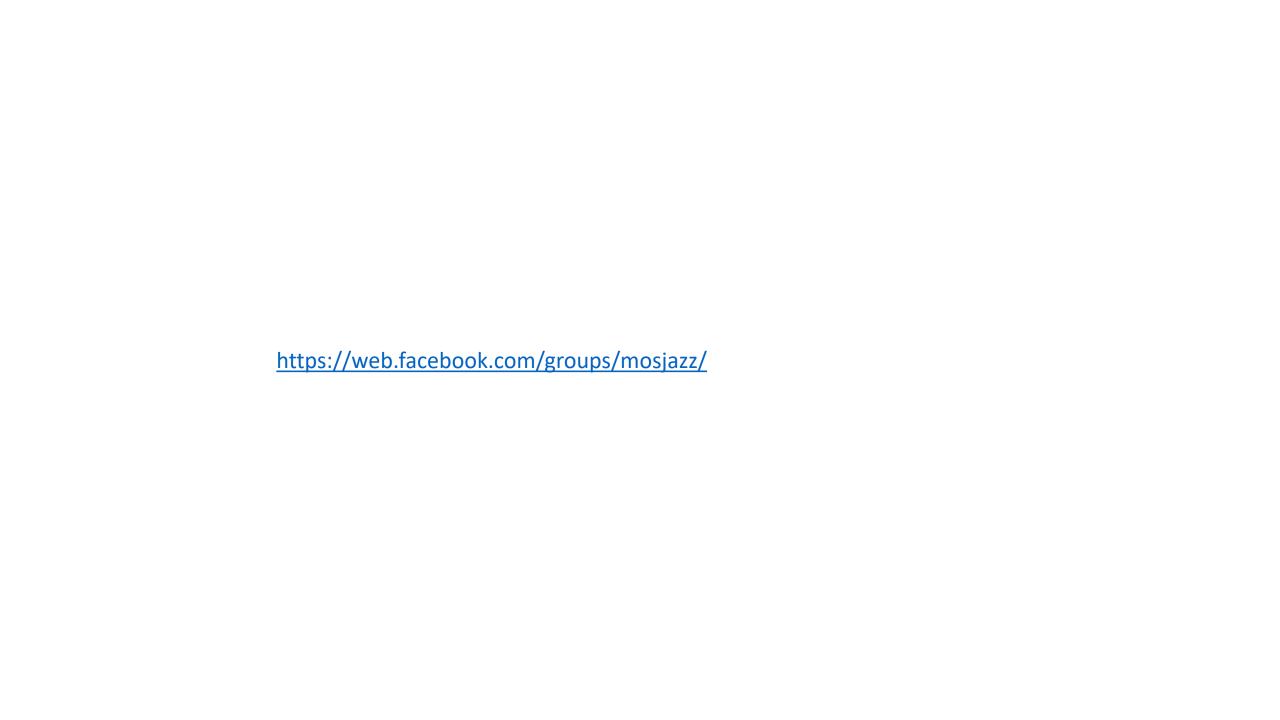
















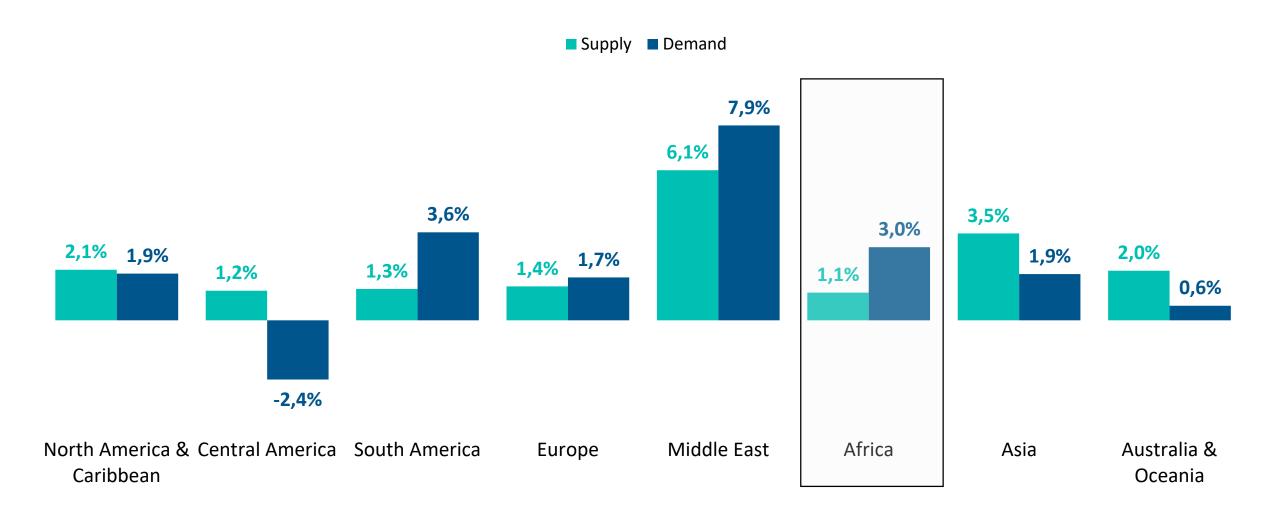




Significant demand growth across the world, except Central America



Global Supply & Demand % Change, September 2019 YTD



Africa Top 16 Parent Companies Supply as on 9 October 2019.....

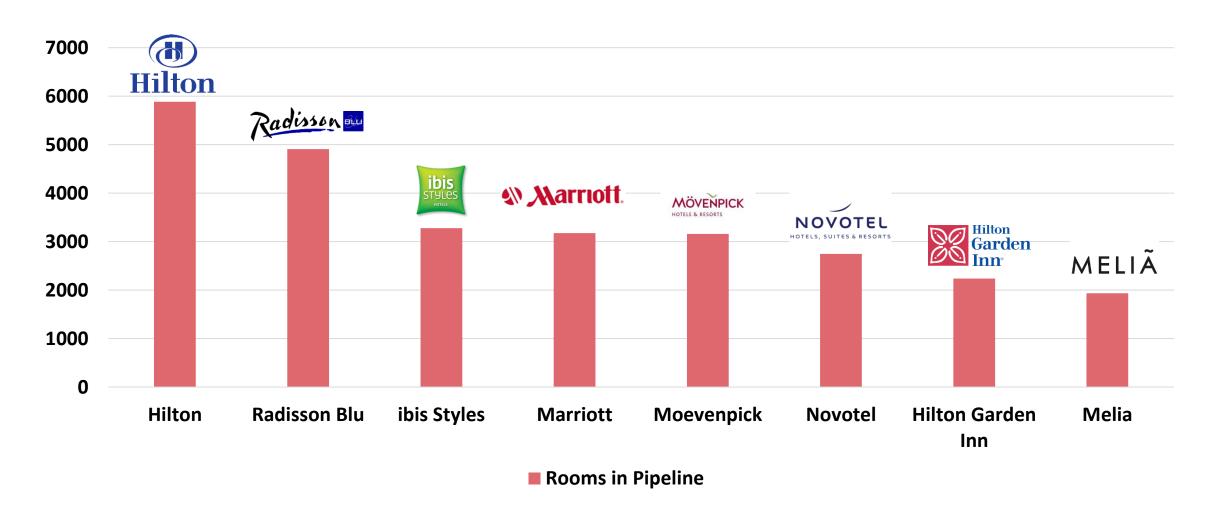


		Rooms			Rooms
1.	ACCOR	24,569	9.	RĨU	6,616
2.	Marriott .	24,505	10.	IHG®	6,424
3.	(W) TSOGO SUN	13,459	11.	DEUTSCHE HOSPITALITY	4,470
4.	Hilton	11,290	12.	Sun International	3,850
5. \$	RHG RADISSON HOTEL GROUP	8,821	13.	IBEROSTAR HOTELS & RESORTS	3,680
6.	Tui	8,103	14.	DOMINA HOTEL GROUP	3,132
7.	Louvre Hotels GROUP	7,743	15.	AZW.	3,037
8.	CITY LODGE	7,566	16.	J-G JAZ HOTEL GROUP	2,935
					@ 2010 CTD All D:~

The STR 500 – largest brand pipelines in Africa



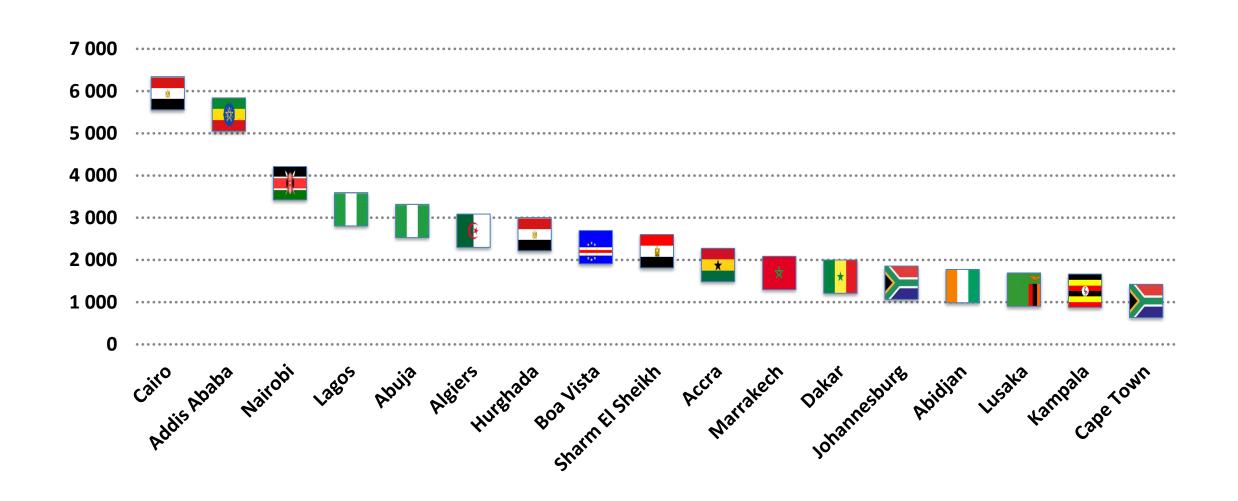
African pipeline by brand from STR 500, number of rooms, Sept 2019



Cairo, Addis, Nairobi, Lagos – largest pipelines across Africa

str

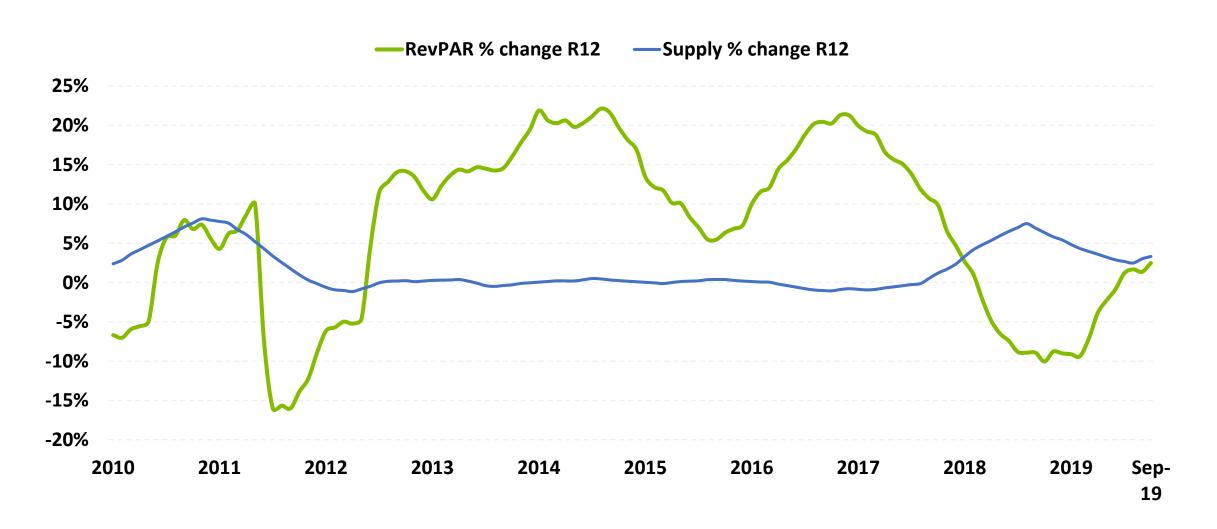
Pipeline by room count, Sept 2019



Supply spike combined with water shortage hurts RevPAR

str

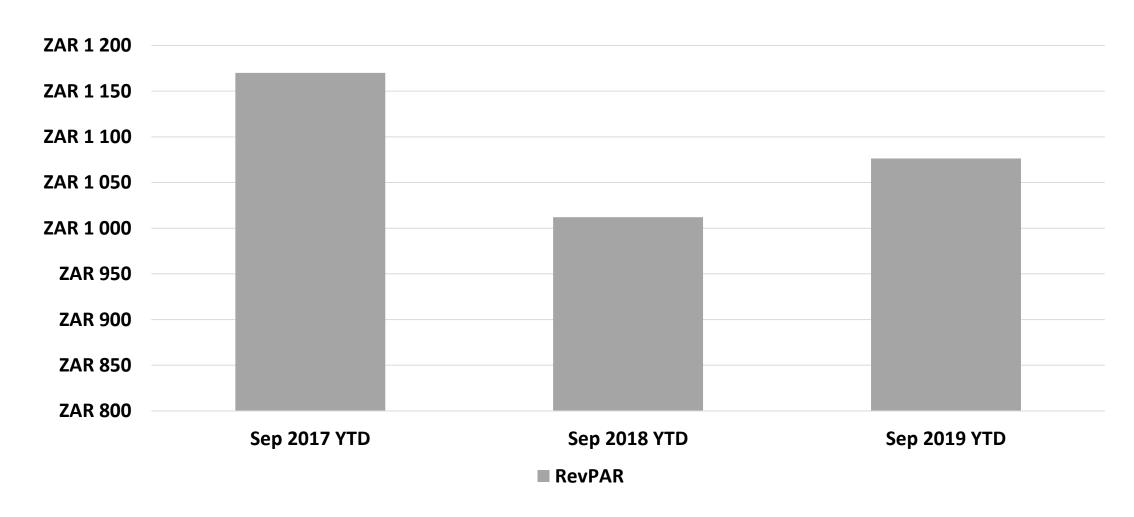
Cape Town – RevPAR % Change, Local Currency, Jan 2010 – Sep 2019



Cape Town still has not reached pre water crisis RevPAR



Cape Town – RevPAR Actual, Local Currency, Sep YTD 2017-2019



As always Africa has enjoyed highs, always mitigated by a reminder of the challenges that remain.

Highs:

Direct flights to the US from Kenya and South Africa

Ethiopian Airlines is now the largest carrier to the continent

Opening up new and expanding air routes throughout Africa will aid the economic growth of numerous countries, which in turn will increase demand for hotels

Lows:

Natural challenges remain with the **Ebola virus** proving resilient to the fight against it.

Whilst the drought affecting Cape Town is over, other parts of South Africa remain devastated by a lack of water.

Political instability across the continent

In 2019 there have been a number of exciting announcements, each demonstrating the increasing confidence investors and hotel operators have in the continent.

Kasada Capital Management closed their initial fund with over US\$500M raised for investment in hotels across Africa.

Valor Hospitality signed a master developer agreement with InterContinental Hotel Group (IHG) for multiple franchised hotels across all IHG brands. The agreement runs for 10 years.

Aleph Hospitality signed a master developer agreement with IHG in September. This is for 10 franchised hotel in the midscale and upscale segments.

The growth in franchising opportunities is something many brands have been considering and the signing of these agreements could signal the start of the next period of growth in the African hotel industry.

Africa is a large and complex continent so if local franchisees can deliver the growth the brands want this could be the next step towards a truly sustainable African hotel market.



On 16 December 2019, we will welcome the New York to Cape Town direct flight that could bring 24 000 new travellers from the USA.

I am particularly excited about the estimated R154 million in direct tourism spending that could be generated in the first year.

Additionally, of note, is that a year-long flight could potentially generate nearly 900 jobs.

If this is what just one new direct flight can achieve, imagine what we could look forward to in the coming years.