

HOUSING FINANCE COURSE for Sub-Saharan Africa (HFCSSA) 5 - 11th October 2014



Housing is critical to the social and economic welfare of households and society alike. However, due to the need to consume housing now and the capital intensive nature of housing, housing finance systems are required that enable households to realise their housing needs in the short term, while paying for them in the long term. Since housing is needed at a mass scale in Sub-Saharan African urban areas, housing finance products have to be able to be delivered at scale, yet be simple and diverse enough to cater for a range of household types and circumstances.

In response to this the HFCSSA offers a comprehensive overview of the elements of housing finance systems and identifies the issues and constraints that prevent most housing finance systems in Sub-Saharan Africa from reaching their potential. The course identifies the preconditions for the success of housing finance systems and different housing finance products such as mortgages, pension-backed finance, installment sale finance and housing micro-finance. It looks at how governments can improve the functioning of housing finance systems and how targeted interventions such as state subsidies can improve access of lower income households to housing finance.

The objective of the course is therefore to give participants the analytical tools to assess housing finance systems in their country and become constructive partners, whether from the private or public sector, in efforts to improve these systems and make them more responsive to the needs of the people.

FULL COLOUR THINKING



Participants may be from private housing finance institutions, government housing and finance agencies, and academic and international development institutions from both emerging market and established economies.



The course is run in partnership between the University of Cape Town and the Wharton School of Business of the University of Pennsylvania and is sponsored by the Centre for Affordable Housing Finance in Africa



This is a credit-bearing short course affording 5 University of Cape Town Professional Development credits (50 notional hours of work) at a National Qualification Framework level 8 to successful delegates.

APPROVED

* Education venue and format

The programme will be held at the University of Cape Town's Graduate School of Business Breakwater Campus located at the V&A Waterfront. Lectures will follow a structured lesson plan but will allow for open discussion between participants, presenters and discussion

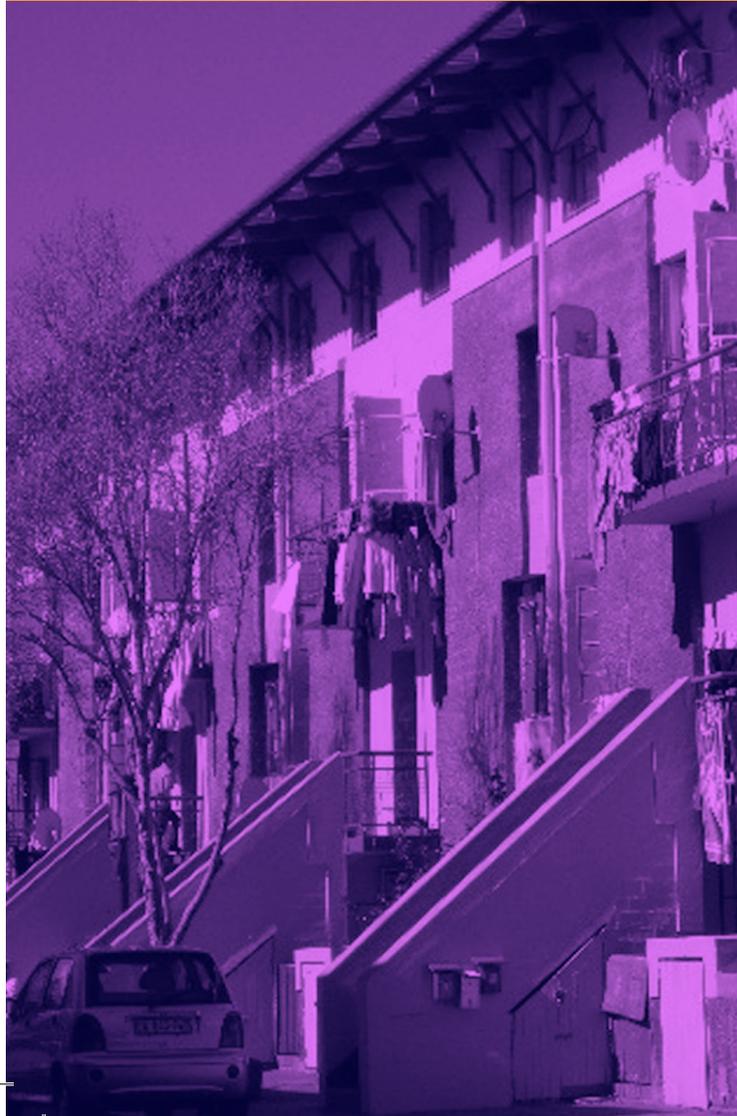
leaders. The course blends academic principles with practical, real-life applications. Case studies will be used where appropriate. Each participant will receive an electronic copy with reading material and hard copies of lecture notes for all parts of the programme.



* Instructors

The teachers and presenters in the programme are recognised leaders in the housing and real estate field, and have experience in housing finance system development and transformation. Instructors are drawn from the Wharton School, UCT Department of Construction Economics and Management and Department of Finance and Tax and the Centre for Affordable Housing

Finance in Africa. In addition, a number of highly qualified industry specialists will participate in the programme. Core instructors in the programme are: Drs. Marja Hoek-Smit of the Wharton School, Mr Phillip De Jager, Mr Kanshukan Rajaratnam and Mr Robert McGaffin from UCT and Ms Kecia Rust from the Centre for Affordable Housing Finance in Africa.



★ Part 1

An overview of key financial concepts needed to understand housing finance systems

★ Part 2

Why housing and housing finance is important

- The importance of housing from both a household and societal perspective

★ Part 3

Understanding housing and housing finance markets

- The housing value chain
- The operation of housing markets
- The context, state and current trends in housing and housing finance markets in Sub-Saharan Africa

★ Part 4

The elements and operation of a housing finance system

- What needs to be in place for a housing finance system to work
- The design of mortgage and non-mortgage-based housing finance products
- The underlying legal and financial requirements of a housing finance system
- How to understand the customer and develop a long-term relationship with them

★ Part 5

The business model of housing finance systems

- Investing in housing finance products
- Funding models - how to get money to fund housing finance products
- Risk and pricing – how to deal with the risks faced by the lender, including credit risk, interest rate risk and liquidity risk
- Safety and soundness of the housing finance system - the role of regulation

★ Part 6

Financing selected elements of the housing value-chain

- Infrastructure
- Rental housing

★ Part 7

Overview and assessment of selected housing finance products such as mortgages, housing micro-finance, pension-backed finance and installment sale finance

★ Part 8

An overview of the government interventions such as state subsidies needed to make housing and housing finance systems more accessible to lower income households

★ Part 9

Visit to housing sites in Cape Town



* Cost of the programme

Standard Rate: R 18, 000

Notes:

- **10%** AUHF (African Union for Housing Finance) Members (This discount is only applicable for the Housing Finance Programme)
- **15%** Organisations sending more than 2 delegates on a programme. (This discount is applied to each additional delegate [over initial 2] but is limited to a maximum of 2 delegates)
- A limited number of subsidised places are available on application. Applicants for the subsidy will be assessed on a needs and merit basis.

Included in the programme fees are all course materials, lunches, refreshments at morning and afternoon breaks and the farewell dinner. Participants are responsible for their own hotel accommodation and other meals. Preferential booking rates are available to participants at hotels in close proximity to the education venue. See the website link for more information.

* For further information & applications, contact:

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FULL COLOUR THINKING

