

## Behind the scenes

**The International Housing Solutions** (IHS) SA team is well equipped to ensure that all stakeholders — from investors and developers to home purchasers — benefit from the opportunities rife in the midmarket housing sector.

SA country director Elize Stroebe, who heads the team, joined the company at its inception in 2007. Prior to that she was the CEO and trustee of the Gauteng Partnership Fund. This R500m fund directed capital investments to Gauteng's social housing projects and successfully financed a number of lower-to-middle income social housing developments, in partnership with other financial institutions.

She is supported by an equally experienced development team. "Their expertise lies not only in assessing the viability of projects seeking finance, in



**The team** From left to right: Khumbulani Chikomo, Tania Pinto Correia (in front), Vuyani Msibi, Marelise de Lange, Gerhard Botha, Elize Stroebe, Willem Odendaal, Pamela Lamoreaux, Yankho Chitsime and Charles Muzi Nsibande

terms of their suitability for our target market, but also ensuring that the fundamentals of the project are sound."

Ultimately, what sets IHS apart from other finance institutions in SA is that it is the only entity that is focused on providing an equity-only solution.

"Our exposure to a multitude of deals

worldwide means that we are well positioned to provide advice on how to structure deals to the benefit of all stakeholders. We can, for example, identify ways to reduce risk or increase profit, and our global pool of knowledge serves as an advantage here," Stroebe says. ■