Introduction text

Out of The Box Developments is a company that has spawned from over 4 decades of experience the founding directors have in the property development and Investment Industry – in both the European and South African market places.

We have experienced, first hand, some fundamental shifts in the property market place throughout our tenure in the industry. The 1990's saw a very strong shift in the residential property market in the UK – a surge in demand for inner city living coupled with a strong appetite for the conversion of period commercial building stock into contemporary urban living units. Lace Market Management, the British arm of our business, were well ahead of the curve in acquiring and developing a number of such schemes, predominantly in the East Midlands and North London areas of the UK. We saw great success in such developments – Economically, Socially and Environmentally.

Some twenty years on, we strongly believe another fundamental market shift is now upon us. Driven by the need for sustainability, green appreciation & greater ethical awareness.

Such topical issues are gaining momentum, support and credence by the day, and quite rightly so. We are keenly aware that as property developers and investors we can help action 'green' change in what we do. Essentially adding an additional component to our bottom line, one of environmental consciousness. Green building, including energy efficient construction is an extremely significant element in some of the growing environment issues we face. We also see such issues as market opportunities – buyers and tenants of properties are becoming much more discerning and sensitive to environmental and sustainability issues. Thay are now looking for and demanding products that reflect and offer effective sustainable traits and good green stewardship.

It is with this in mind that we are now genuinely committed to acquiring, developing and supporting such property schemes that have sustainable and green elements to their offering. Our most recent developments certainly have an eco-friendly and environmental conscious perspective to them. However, we want to push the design and build envelope event further with our future work and attributes such as strong environmental performances of our properties will form a cornerstone feature of our business model.

The core focus of our firm is to source and acquire unique green and brown field sites that are suitable for development into high end turn key residential and mixed use schemes for sale/lease. Both in South Africa and the Uk within the context as set out above.

Our experience and strengths lie in:

- Assessing suitable locations and then further more detailed assessment of potential sites within that locale.
- Compilation of feasibility reports/studies – Broadly evaluating initial financial exposure and projected returns of each scheme at their embryonic stages.
- Due diligence process – Covering all interfacing planning and design issues, evaluating and developing an appropriate financing structure to secure the site and fund construction costs and professional fees. Simultaneously confirming the presence of a target market audience for the scheme in hand. At this point we will look to further consolidate and firm up the initial financial feasibility of the scheme.

- Sales selection process – Developing and forging relationships with real estate agencies who are best positioned in the market place to represent and dispose of the units we develop out.
- Professional team selection process – including assessing the best method of construction procurement for each scheme.
- Hands on management of the construction phase – whether on a traditional contract route or on a full project management basis.
- Co-ordinating final unit sales/leases with real estate agents and drawing down on an established list of personal clients we have forged a successful relationship with, both here in South Africa and also in the United Kingdom.
- We continually look to improve the developmental performance of our properties under management through the introduction of new green building technology andsustainable service enhancements. Promptly dealing with environmental management issues within the built context will clearly translate to long term bottom line fiscal enhancement by default.