



ACCELERATE

PROPERTY FUND

2018

NOTICE OF ANNUAL  
GENERAL *Meeting*

for the year ended 31 March 2018

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# LETTER TO *Shareholders*

Dear shareholder,

On behalf of the board of directors (board), you are invited to attend the fifth (5th) annual general meeting (AGM) of Accelerate Property Fund Limited (Accelerate) to be held at Cedar Square Shopping Centre, Management Office, 1st Floor, Cnr Willow Avenue and Cedar Road, Fourways, Johannesburg on Wednesday, 25 July 2018 at 10:00.

The detailed notice of the AGM and supporting documentation accompanies this letter. Explanatory notes setting out the reasons for the notice and the effects of all the proposed ordinary and special resolutions is contained in the notice of AGM. The full integrated report is available on the company's website at [www.acceleratepf.co.za](http://www.acceleratepf.co.za).

If you are not able to attend the AGM, you may vote by proxy in accordance with the instructions on the annual general meeting notice and form of proxy.

Yours sincerely



---

**Mr Tito T Mboweni**  
Accelerate Property Fund Ltd  
Chairman  
20 June 2018

# NOTICE OF ANNUAL GENERAL *Meeting*

ACCELERATE PROPERTY FUND LIMITED  
(Incorporated in the Republic of South Africa)  
(Registration No 2005/015057/06)  
JSE code: APF ISIN code: ZAE000185815

THIS DOCUMENT IS IMPORTANT AND REQUIRES YOUR IMMEDIATE ATTENTION.

**If you are in any doubt as to the action you should take, please consult your Central Securities Depository Participant (CSDP), broker, banker, legal advisor, accountant or other professional advisor immediately.**

Notice is hereby given that the fifth AGM of shareholders of Accelerate Property Fund Ltd (Accelerate or the company) will be held at Accelerate's registered office, in the main boardroom, Cedar Square Shopping Centre, Management Office, 1st Floor, Cnr Willow Avenue and Cedar Road, Fourways, Johannesburg on Wednesday, 25 July 2018 at 10:00 (AGM notice).

The following business will be transacted and the ordinary and special resolutions proposed, with or without modification, as set out in this notice.

Accelerate shareholders are advised that they or their proxies may participate in (but not vote at) this AGM by way of telephone conference and, if they wish to do so, they:

- must contact the company secretary, **TMF Corporate Service (South Africa) (Pty) Ltd** by email: joanne.matisonn@tmf-group.com before 10:00 on Tuesday, 24 July 2018 to receive dial-in instructions for the conference call;
- will be required to provide reasonable satisfactory identification, as described below; and
- will be billed separately by their own telephone service providers for their telephone call to participate in the AGM.

Please note that, while it is possible to participate in the AGM through this medium, there is no facility for electronic voting and, accordingly, Accelerate's shareholders are required to submit their forms of proxy to the transfer secretaries, as described below.

## **PROOF OF IDENTIFICATION REQUIRED**

Please note that in terms of section 63(1) of the Companies Act, 71 of 2008, as amended (the Companies Act), any shareholder or proxy who intends to attend or participate at the AGM is required to provide reasonably satisfactory identification before or at the meeting (including participants via telephone conference). A green bar-coded identification document or smart ID card issued by the South African Department of Home Affairs, a driver's licence or a valid passport will be accepted at the AGM as sufficient identification.

## IMPORTANT DATES AND TIMES

| <b>Important dates to note:</b>   | <b>Date</b>             |
|---|-------------------------|
| Record date for receipt of notice of AGM  | Friday, 15 June 2018    |
| Integrated report posted on <a href="http://www.acceleratepf.co.za">www.acceleratepf.co.za</a>            | Thursday, 21 June 2018  |
| Post AGM notice and summarised annual financial statements  | Friday, 22 June 2018    |
| Last day to trade in order to be eligible to participate in and vote at the AGM                           | Tuesday, 10 July 2018   |
| Record date to determine which Accelerate shareholders are entitled to participate in and vote at the AGM | Friday, 13 July 2018    |
| Last day to lodge forms of proxy for the AGM  | Tuesday, 24 July 2018   |
| AGM to be held at 10:00   | Wednesday, 25 July 2018 |
| Results of AGM released on SENS   | Wednesday, 25 July 2018 |

## ORDINARY BUSINESS

### **Consolidated annual financial statements**

Simultaneously with the posting of this notice of the AGM, the full consolidated annual financial statements (AFS) and integrated report of Accelerate have been published on the company's website at [www.acceleratepf.co.za](http://www.acceleratepf.co.za) and are also available at the registered office of Accelerate and on request from the company secretary.

Presentation of the audited AFS of the company, as approved by the board of directors of the company, including the directors' report, the independent external auditor's report and the report of the audit and risk committee of the company for the year ended 31 March 2018 as required in terms of section 30(3)(d) of the Companies Act.

### **Social, ethics and transformation committee**

In accordance with Companies' Regulation 43(5)(c) of the Companies Act, the chairman of the social, ethics and transformation committee, or in her/his absence, any member of the social, ethics and transformation committee, will verbally report to shareholders at the AGM on matters within its mandate.

## NOTICE OF ANNUAL GENERAL MEETING (continued)

### ORDINARY RESOLUTIONS

Ordinary resolutions 1 to 6 and 8 require the support of more than 50% of the voting rights exercised on the resolution. Ordinary resolution 7 requires 75% approval of the voting rights exercised to be adopted.

#### Ordinary resolutions number 1.1 and 1.2: Election of directors

In accordance with the company's memorandum of incorporation (MOI), one third of the non-executive directors must retire from office at each AGM and may, if eligible and willing, offer themselves for re-election. Mr Timothy J Fearnhead and Ms Kolosa Madikizela will retire from office at the AGM and have confirmed their willingness to continue to serve as members of the board. Brief résumés of these two directors and the remaining members of the board are detailed on pages 28 and 29 of this AGM notice.

#### Ordinary resolution number 1.1

"Resolved that Mr Timothy J Fearnhead be and is hereby re-elected as an independent non-executive director of the company."

#### Ordinary resolution number 1.2

"Resolved that Ms Kolosa Madikizela be and is hereby re-elected as an independent non-executive director of the company."

#### Ordinary resolutions number 2.1 to 2.4: Election of the audit and risk committee members

In terms of section 94(2) of the Companies Act, a public company must elect an audit committee comprising at least three members who are independent non-executive directors and who meet the criteria of section 94(4) of the Companies Act at each AGM. Regulation 42 to the Companies Act specifies that one third of the members of the audit committee must have appropriate academic qualifications or experience in the areas listed in this Regulation.

The board of directors of the company is satisfied that the proposed members of the audit and risk committee meet all relevant statutory requirements, including being independent non-executive directors as defined in paragraph 28 of the Report on Corporate Governance for South Africa, 2016 (King IV).

Brief résumés of the independent non-executive directors offering themselves for re-election as members of the audit and risk committee of the company are detailed on page 28 and 29 of this AGM notice.

#### Ordinary resolution number 2

"Resolved that subject to the passing of ordinary resolutions 1.1 and 1.2 above, an audit and risk committee comprising independent non-executive directors in terms of section 94(4) of the Companies Act, as set out below, be and are hereby re-appointed by way of separate resolutions to hold office until the conclusion of the next annual general meeting:

- 2.1 Mr Timothy J Fearnhead (chairman)
- 2.2 Dr Gert C Cruywagen
- 2.3 Ms Kolosa Madikizela
- 2.4 Mr John RP Doidge"

### **Ordinary resolution number 3: Appointment of independent external auditor**

The company's audit and risk committee has nominated the re-appointment of Ernst & Young Inc. as the company's independent auditors, to hold office until the conclusion of the next annual general meeting.

"Resolved that, as nominated by the company's audit and risk committee, Ernst & Young Inc. represented by Mr Rohan Baboolal as the audit partner, be and is hereby appointed as the independent registered auditor of the company to report on the financial year ending 31 March 2019, meeting the requirements of section 90(2) of the Companies Act, until the conclusion of the next AGM."

### **Ordinary resolution number 4: Non-binding advisory vote on the company's remuneration philosophy and implementation report**

The JSE Listings Requirements require the company to submit its remuneration philosophy and implementation report every year to shareholders for consideration to provide shareholders with an opportunity to indicate should they not support the material provisions of the remuneration philosophy and policy of the company and the implementation thereof. Shareholders are referred to the remuneration review as set out on pages 32 to 39 of this AGM notice.

#### **Ordinary resolution 4.1**

"Resolved that the remuneration philosophy and policy, included on pages 32 to 37 of the notice of the AGM, be and is hereby approved by way of a non-binding advisory vote, as required by 3.84(k) of the JSE Listings Requirements."

#### **Ordinary resolution 4.2**

"Resolved that the remuneration implementation report, included on pages 32 to 39 of the notice of the AGM, be and is hereby approved, by way of a non-binding advisory vote, as required by 3.84(k) of the JSE Listings Requirements."

### **Ordinary resolution number 5: To place the unissued authorised ordinary shares of the company under the control of the directors**

In terms of the company's MOI, shareholders of Accelerate must approve the placement of the unissued authorised ordinary shares under the control of the directors.

Note: no issue will be made that could effectively transfer control of the company without the prior approval of shareholders at a general meeting.

"Resolved that the unissued authorised ordinary shares of no par value in the company be and are hereby placed under the control and authority of the directors of the company who are authorised (subject to the relevant Provisions of the Companies Act, the company's MOI and the JSE Listings Requirements) until the next AGM, provided that it shall not extend beyond 15 months from the date of passing this resolution, to allot and issue any such shares at their discretion, provided that in all instances (save in respect of an offer of unissued shares to existing shareholders pro rata to their shareholdings), the following requirements are complied with:

- The number of shares that may be allotted and issued in aggregate, is limited to 10% (representing 98 936 434 shares) of the company's issued shares at the date of posting the notice of AGM.
- The maximum discount permitted will be 5% of the weighted average traded price of the shares in question, measured over the three business days prior to the date of each issue of new shares or the three business days prior to the date the directors resolve to issue such new shares or the 30 business days prior to the date the directors resolve to issue such new shares."

## NOTICE OF ANNUAL GENERAL MEETING (continued)

### **Ordinary resolution number 6: Specific authority to issue shares to afford shareholders distribution re-investment alternatives**

"Resolved that, subject to the provisions of the Companies Act and the JSE Listings Requirements, the directors be and are hereby authorised, by way of a specific standing authority, to issue ordinary shares of no par value (ordinary shares) as and when they deem appropriate, for the exclusive purpose of affording shareholders of Accelerate opportunities, from time to time, to elect to re-invest their distributions in new ordinary shares of the company."

### **Ordinary resolution number 7: Approval of proposed amendments to conditional share plan**

The conditional share plan (CSP) was approved by shareholders at the company's AGM held on 26 July 2014. Since then, the company has significantly increased its asset value and market capitalisation. In line with the best practice the CSP provides that no more than 5% of the issued share capital of Accelerate can be issued (either by way of a fresh issue of shares or by the use of treasury shares) in settlement of awards made under the CSP. In addition, no participant can acquire more than 1,5% of the issued share capital of Accelerate by way of participation in the CSP. Since the adoption of the CSP the issued share capital of the company has increased from 638 916 920 to 989 364 344. The company therefore seeks to increase the existing limits of the CSP with reference to the current number of shares in issue. The percentages will not change. The CSP limit of 5% will equate to 49 468 217 shares, and the individual limit of 1,5% will equate to 14 840 465 shares. The manner in which the limits are computed will remain unchanged and previously settled awards will be included in the computation of the limit. Accordingly, paragraphs 4.1.1 and 4.2 of the CSP need to be amended.

"Resolved that the proposed amendments to the CSP, as set out below, be and are hereby approved:

#### **"4. CSP limits**

##### **4.1 Overall company limit**

4.1.1 Subject to Rule 4.3, the aggregate number of shares at any one time which may be Allocated under the CSP shall not exceed 49 468 217 (forty-nine million, four hundred and sixty-eight thousand, two hundred and seventeen) shares, which equates to 5% of the number of issued shares at the date of the last audited AFS of the company, being 31 March 2018. In the event of a discrepancy between the number of shares and the percentage it represents, the number will prevail."

##### **"4.2 Individual limit**

Subject to the provisions of Rule 10, the maximum number of shares allocated to any single participant under this CSP in respect of all awards (both vested and unvested) shall not exceed 14 840 465 (fourteen million, eight hundred and forty thousand, four hundred and sixty-five) shares, which equates to 1,5% of the number of issued shares at the date of the last audited AFS of the company, being 31 March 2018. In the event of a discrepancy between the number of shares and the percentage it represents, the number will prevail."

**In order for ordinary resolution number 7 to be adopted, in terms of the JSE Listings Requirements, the support of at least 75% (seventy-five per cent) of votes cast by shareholders present or represented by proxy at the meeting is required.**

### Ordinary resolution number 8: Signing authority

"Resolved that any director of the company be and is hereby authorised to sign all such documents and do all such things as may be necessary for or incidental to the implementation of the ordinary and special resolutions proposed and duly passed at this AGM."

### SPECIAL RESOLUTIONS

Special resolutions 1 to 4 to be adopted at this annual general meeting require approval from at least 75% of the voting rights exercised on the resolution to be adopted.

#### Special resolution number 1: Non-executive directors' fees

In terms of sections 66(8) and 66(9) of the Companies Act, companies may pay remuneration to directors for their services as directors unless otherwise provided by the MOI and on approval of a special resolution of shareholders. Executive directors are not specifically remunerated for their services as directors, but as employees of the company and as such, the resolution as included in the AGM notice requests approval of the remuneration paid to non-executive directors for their services as directors of the company.

#### Special resolution number 1

"Resolved that the determination of the non-executive directors' fees with effect from the conclusion of this AGM until the conclusion of the 2019 AGM on the basis set out below be and is hereby approved in terms of section 66(9) of the Companies Act:

| Name                       | Proposed 2018/<br>2019 retainer | Percentage<br>increase |
|----------------------------|---------------------------------|------------------------|
| Mr Tito T Mboweni          | 980 000                         | Nil                    |
| Dr Gert C Cruywagen        | 414 000                         | Nil                    |
| Mr John RP Doidge          | 400 000                         | Nil                    |
| Mr Timothy J Fearnhead     | 430 000                         | Nil                    |
| Ms Kolosa Madikizela       | 360 000                         | Nil                    |
| Ass Prof Francois M Viruly | 360 000                         | Nil                    |

## NOTICE OF ANNUAL GENERAL MEETING (continued)

### **Special resolution number 2: Financial assistance to purchase or subscribe for securities and financial assistance to a related or inter-related company or corporation**

“Resolved that:

(i) for purposes of section 44 of the Companies Act, the directors of the company, at any time and from time to time during the period of 2 (two) years commencing on the date of this special resolution, be and are hereby authorised (subject to compliance with the requirements of the company’s constitutional documents and the Companies Act, each as presently constituted and as amended from time to time) to grant financial assistance, as contemplated in section 44 of the Companies Act, to any person or entity for the purpose of, or in connection with, the subscription of any securities issued or to be issued by the company or a related or inter-related company, or for the purpose of any securities of the company or a related or inter-related company, on such terms and conditions as the directors of the company deem fit; and

(ii) for the purposes of section 45 of the Companies Act, the directors of the company, at any time and from time to time during the period of 2 (two) years commencing on the date of this special resolution, be and are hereby authorised (subject to compliance with the requirements of the company’s constitutional documents and the Companies Act, each as presently constituted and as amended from time to time) to grant direct or indirect financial assistance, as contemplated in section 45 of the Companies Act, to a related or inter-related (as defined in section 1 of the Companies Act) company or corporation or to a member of a related or inter-related corporation or to a person related to any such company or corporation on such terms and conditions as the directors of the company deem fit.”

**Reason for and effect of this special resolution:** To the extent necessary under sections 44 and 45 of the Companies Act, to authorise the directors of the company to provide financial assistance as contemplated under section 44 of the Companies Act in connection with the issuance of any securities issued or to be issued by the company or any related or inter-related company and to authorise the directors of the company to provide financial assistance as contemplated under section 45 of the Companies Act to a related or inter-related (as defined in section 1 of the Companies Act) company or corporation or to a member of a related or inter-related corporation or to a person related to any such company or corporation.

The board will not authorise any financial assistance in terms of sections 44 or 45 above unless it has considered all reasonably foreseeable financial circumstances of the company at that time and is satisfied that:

(i) the company will, immediately after providing the financial assistance to related or inter-related companies, satisfy the solvency and liquidity test as required in terms of the Companies Act; and that:

- a. the assets of the company (fairly valued) would equal or exceed the liabilities of the company (fairly valued); and
- b. it appears that the company will be able to pay its debts as they become due in the ordinary course of business for a period of 12 (twelve) months after the date of granting the financial assistance as contemplated in sections 44 and 45 of the Companies Act.

(ii) in terms of sections 44(3)(b)(ii) and 45(3)(b)(ii) of the Companies Act, the terms under which any financial assistance is proposed to be given are fair and reasonable to the company; and

(iii) any conditions or restrictions in respect of the granting of any financial assistance as set out in the company’s MOI have been met.

### **Special resolution number 3: Authority to repurchase ordinary shares**

"Resolved that, the company be and is hereby authorised, by way of a general approval, to acquire ordinary shares issued by the company, in terms of the Companies Act, the company's MOI and the JSE Listings Requirements, being that:

- any such acquisition of ordinary shares shall be implemented on the open order book of the JSE and without any prior arrangement;
- this general authority shall be valid until the company's next AGM, provided that it shall not extend beyond 15 months from the date of this special resolution;
- an announcement will be published as soon as the company or any of its subsidiaries has acquired ordinary shares constituting, on a cumulative basis, 3% of the number of ordinary shares in issue prior to the acquisition, pursuant to which the aforesaid 3% threshold is reached, and for each 3% in aggregate acquired thereafter, containing full details of such acquisitions;
- acquisitions of ordinary shares in aggregate in any one financial year may not exceed 20% of the company's ordinary shares in issue as at the date of passing of this special resolution or 10% of the company's ordinary shares in issue in the case of an acquisition of ordinary shares in the company by a subsidiary of the company;
- in determining the price at which ordinary shares issued by the company are acquired by it or any of its subsidiaries in terms of this general authority, the maximum premium at which such ordinary shares may be acquired will be 10% of the weighted average of the market value at which such ordinary shares are traded on the JSE over the five business days immediately preceding the date of repurchase of such ordinary shares;
- the company is duly authorised by its MOI to acquire ordinary shares it has issued;
- at any point in time, the company may only appoint one agent to affect any repurchase of ordinary shares on the company's behalf;
- the board authorises the acquisition, the company passes the solvency and liquidity test and that, from the time that test is done, there are no material changes to the financial position of the company;
- the company shall remain in compliance with the minimum shareholder spread requirements of the JSE; and
- the company and/or its subsidiaries do not repurchase any shares during a prohibited period in accordance with the JSE Listings Requirements, unless they have in place a repurchase programme where the dates and quantities of the securities to be traded during the relevant period are fixed (not subject to any variation) and have been submitted to the JSE in writing prior to the commencement of the prohibited period. The company must instruct an independent third party, which makes its investment decisions in relation to the company's securities independently of, and uninfluenced by, the issuer, prior to the commencement of the prohibited period to execute the repurchase programme submitted to the JSE."

**Reason for and effect of this special resolution:** To permit the company or any of its subsidiaries, by way of a general approval, to acquire ordinary shares in the company as and when suitable opportunities to do so arise.

# NOTICE OF ANNUAL GENERAL MEETING (continued)

**Note:** Although no acquisition of ordinary shares is contemplated at the time of this notice, the directors, having considered the effects of an acquisition of the maximum number of ordinary shares in terms of the foregoing general authority, are of the opinion that for a period of 12 (twelve) months after the date of this notice of AGM:

- the company will be able, in the ordinary course of business, to pay its debts;
- the assets of the company, fairly valued in accordance with IFRS, will exceed the liabilities of the company; and
- the company's ordinary share capital, reserves and working capital will be adequate for ordinary business purposes.

The following additional information, which appears in this AGM notice, is provided in terms of section 11.26 of the JSE Listings Requirements of the JSE, for purposes of the general authority:

- Major shareholders – page 31.
- Share capital of the company – page 41.

## **Special resolution number 4: Issue of shares to directors**

"Resolved that, subject to the approval of ordinary resolution number 5, in terms of section 41(1)(a) of the Companies Act, the issue of ordinary shares to directors of the company (in terms of the general authority granted to the directors of the company by ordinary resolution number 5 to issue ordinary shares in terms of a vendor consideration placement), be and is hereby authorised, to the extent that this approval is required."

### **Additional information in respect of special resolution number 4**

The reason and effect of the special resolution is to approve the issue of ordinary shares to a director of the company, in terms of section 41(1)(b) of the Companies Act. Subject to certain exceptions, section 41(1)(a) requires the approval by way of a special resolution of share issues to directors of the company and to persons related to directors of the company in the event that directors choose to participate in a vendor consideration placement.

## **DIRECTORS' RESPONSIBILITY STATEMENT**

The directors, whose names appear on pages 28 to 29 of this AGM notice, collectively and individually accept full responsibility for the accuracy of the information pertaining to this special resolution and certify that, to the best of their knowledge and belief, there are no facts that have been omitted which would make any statement false or misleading, and that all reasonable enquiries to ascertain such facts have been made and that the special resolution contains all information.

## **MATERIAL CHANGES**

Other than the facts and developments reported on in the AFS, there have been no material changes in the affairs or financial position of the company and its subsidiaries since the date of signature of the audit report and up to the date of this notice of the AGM.

## **INTENTIONS**

The directors have no specific intention, at present, for the company to acquire any of its ordinary shares, but consider that such a general authority should be put in place should an opportunity present itself to do so during the year which is in the best interests of the company and its shareholders.

## VOTING AND PROXIES:

1. A shareholder entitled to attend and vote at the AGM is entitled to appoint one or more proxies to attend and vote in his/her stead. A proxy need not be a shareholder of the company. Notwithstanding the appointment of a proxy by a shareholder who is a natural person, such member may attend the AGM in person and vote thereat, to the exclusion of the appointed proxy.
2. A form of proxy is attached to this AGM notice. Additional forms of proxy may be obtained from the company's share transfer secretaries, Computershare Investor Services (Pty) Ltd, or may be reproduced by photocopying the form of proxy provided.
3. The record date for the meeting in terms of section 62(3)(a) of the Companies Act, shall be on Friday, 13 July 2018.
4. All forms of proxy or other instruments of authority must be deposited with the transfer secretaries, Computershare Investor Services (Pty) Ltd, Rosebank Towers, 15 Biermann Avenue, Rosebank, 2196 (PO Box 61051, Marshalltown, 2107) so as to be received not less than 24 hours before the appointed time for the holding of the meeting (excluding Saturdays, Sundays and public holidays).
5. If you are a certificated Accelerate shareholder or an own-name dematerialised Accelerate shareholder and are unable to attend the AGM of Accelerate shareholders to be held at Accelerate's registered offices, in the main boardroom, Cedar Square Shopping Centre, Management Office, 1st Floor, Cnr Willow Avenue and Cedar Road, Fourways, Johannesburg on Wednesday, 25 July 2018 at 10:00, but wish to be represented thereat, you are required to complete the form of proxy attached hereto in accordance with the instructions therein and return it to the transfer secretaries, Computershare Investor Services (Pty) Ltd, Rosebank Towers, 15 Biermann Avenue, Rosebank, 2196 (PO Box 61051, Marshalltown, 2107) so as to be received by no later than 10:00 on Tuesday, 24 July 2018 for administrative purposes or thereafter to the company by no later than the commencement of the meeting, being 10:00 on Wednesday, 25 July 2018.
6. If you are a beneficial owner of dematerialised Accelerate ordinary shares and are not an own-name dematerialised Accelerate shareholder, then you may instruct your CSDP or broker as to how you wish to cast your vote at the AGM in order for them to vote in accordance with your instructions.
7. If you are a beneficial owner of dematerialised Accelerate ordinary shares and wish to attend the Accelerate AGM in person, please request your CSDP or broker to issue the necessary letter of representation to you. This must be done in terms of the agreement entered into between the dematerialised Accelerate shareholder (who is not an own-name dematerialised Accelerate shareholder) and the CSDP or broker.

By order of the board



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**TMF Corporate Services (South Africa) (Pty) Ltd**  
Secretaries  
**per: JR Matisson**  
Company secretary  
20 June 2018

**Computershare Investor Services (Pty) Ltd**  
Transfer secretaries

# ANNEXURE 1: CONSOLIDATED FINANCIAL *Statements*

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

|  | Note(s) | 31 March 2018<br>R'000 | 31 March 2017<br>R'000 |
|--|---------|------------------------|------------------------|
| <b>ASSETS</b>                            |         |                        |                        |
| <b>Non-current assets</b>                |         | 12 533 952             | 11 900 199             |
| Investment property                      |         | 12 515 562             | 11 860 689             |
| Derivatives                              | 1       | 17 371                 | 38 134                 |
| Property, plant and equipment            |         | 1 019                  | 1 376                  |
| <b>Current assets</b>                    |         | 649 579                | 483 688                |
| Current tax receivable                   |         | 5 534                  | 9 881                  |
| Derivatives                              |         | 1 887                  | -                      |
| Trade and other receivables              | 1       | 565 237                | 340 189                |
| Cash and cash equivalents                | 1       | 76 921                 | 133 618                |
| <b>Investment property held for sale</b> |         | 27 000                 | -                      |
| Non-current assets held for sale         |         | 27 000                 | -                      |
| <b>Total assets</b>                      |         | 13 210 531             | 12 383 887             |
| <b>EQUITY AND LIABILITIES</b>            |         |                        |                        |
| <b>Equity</b>                            |         | 7 861 866              | 7 352 992              |
| Ordinary share capital                   |         | 5 103 067              | 5 156 011              |
| Other reserves                           |         | 25 923                 | 52 944                 |
| Non-controlling interest                 |         | 14 519                 | 12 421                 |
| Retained income                          |         | 2 718 357              | 2 131 616              |
| <b>Total equity</b>                      |         | 7 861 866              | 7 352 992              |
| <b>Non-current liabilities</b>           |         | 3 682 224              | 3 887 257              |
| Borrowings                               | 1       | 3 654 607              | 3 887 257              |
| Derivatives                              |         | 27 617                 | -                      |
| <b>Current liabilities</b>               |         | 1 666 441              | 1 143 638              |
| Trade and other payables                 | 1       | 173 526                | 151 619                |
| Derivatives                              |         | 385                    | -                      |
| Borrowings                               | 1       | 1 492 530              | 992 019                |
| <b>Total equity and liabilities</b>      |         | 13 210 531             | 12 383 887             |

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

|   | Note(s) | 31 March 2018<br>R'000 | 31 March 2017<br>R'000 |
|---|---------|------------------------|------------------------|
| Revenue, excluding straight-line rental revenue adjustment  |         | 1 160 620              | 1 062 999              |
| Straight-line rental revenue adjustment   |         | 45 819                 | 36 958                 |
| <b>Revenue</b>  |         | <b>1 206 439</b>       | <b>1 099 957</b>       |
| Property expenses   |         | (306 516)              | (286 314)              |
| <b>Net property income</b>  |         | <b>899 923</b>         | <b>813 643</b>         |
| Operating expenses  |         | (77 334)               | (74 022)               |
| <b>Operating profit</b>   |         | <b>822 589</b>         | <b>739 621</b>         |
| Fair value adjustments  | 4       | 542 984                | 469 463                |
| Unrealised gains/(losses)   |         | 8 612                  | (47 367)               |
| Other income  |         | 6 552                  | 5 529                  |
| Finance income  |         | 37 228                 | 34 094                 |
| <b>Profit before debt interest and taxation</b>   |         | <b>1 417 965</b>       | <b>1 201 340</b>       |
| Finance costs   |         | (334 768)              | (299 032)              |
| <b>Profit before taxation</b>   |         | <b>1 083 197</b>       | <b>902 308</b>         |
| Taxation  |         | 4 549                  | (423)                  |
| <b>Profit for the year</b>  |         | <b>1 087 746</b>       | <b>901 885</b>         |
| <b>Other comprehensive income that may be reclassified to profit and loss in subsequent periods</b> |         |                        |                        |
| Exchange differences on translation of foreign operations   |         | 6 127                  | (1 439)                |
| <b>Total comprehensive income</b>   |         | <b>1 093 873</b>       | <b>900 446</b>         |
| <b>Profit attributable to:</b>  |         |                        |                        |
| Shareholders of the parent  |         | 1 085 816              | 898 372                |
| Non-controlling interest  |         | 1 930                  | 3 513                  |
|   |         | <b>1 087 746</b>       | <b>901 885</b>         |
| <b>Total comprehensive income:</b>  |         |                        |                        |
| Shareholders of the parent  |         | 1 091 775              | 900 446                |
| Non-controlling interest  |         | 2 098                  | -                      |
|   |         | <b>1 093 873</b>       | <b>900 446</b>         |
| <b>EARNINGS PER SHARE</b>   |         |                        |                        |
| Basic earnings per share (cents)  |         | 110,81                 | 101,47                 |
| Diluted earnings per share (cents)  |         | 109,13                 | 99,96                  |
| <b>DISTRIBUTABLE EARNINGS</b>   |         |                        |                        |
| <b>Profit after taxation attributable to equity holders</b>   |         | <b>1 085 816</b>       | <b>898 372</b>         |
| Straight-line rental revenue adjustment   |         | (45 819)               | (36 958)               |
| Fair value adjustments (excluding non-controlling interest)   |         | (542 316)              | (466 398)              |
| Unrealised losses   |         | 28 532                 | 55 804                 |
| Year end - distribution from reserves   |         | -                      | 36 999                 |
| Profit on sale of property  |         | -                      | (1 107)                |
| Amortisation of leases  |         | 7 000                  | -                      |
| <b>Distributable earnings</b>   |         | <b>533 213</b>         | <b>486 712</b>         |

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

|  | Other<br>reserves<br>R'000 | Foreign<br>currency<br>translation<br>reserve<br>R'000 | Share<br>capital<br>R'000 | Retained<br>income<br>R'000 | Non-<br>controlling<br>interest<br>R'000 | Total<br>equity<br>R'000 |
|--|----------------------------|--|---------------------------|-----------------------------|--|--------------------------|
| <b>Balance at 1 April 2016</b>   | 20 045                     |  | 4 105 211                 | 1 646 710                   |  | 5 771 966                |
| <b>Profit for the year</b>   | -                          | -  | -                         | 898 372                     | 3 513                                    | 901 885                  |
| <b>Other comprehensive income</b>  | -                          | (1 439)  | -                         | -                           | -  | (1 439)                  |
| <b>Total comprehensive income</b>  | -                          | (1 439)  | -                         | 898 372                     | 3 513                                    | 900 446                  |
| Issue of shares  | -                          | -  | 1 050 800                 | -                           | -  | 1 050 800                |
| Distribution paid  | (22 353)                   | -  | -                         | (413 466)                   | -  | (435 819)                |
| Conditional share plan reserve   | 11 264                     | -  | -                         | -                           | -  | 11 264                   |
| Antecedent distribution reserve*   | 45 427                     | -  | -                         | -                           | -  | 45 427                   |
| Non-controlling interest   | -                          | -  | -                         | -                           | 8 908                                    | 8 908                    |
| <b>Total contributions by and distributions to owners of company recognised directly in equity</b> | <b>34 338</b>              |  | <b>1 050 800</b>          | <b>(413 466)</b>            | <b>8 908</b>                             | <b>680 580</b>           |
| <b>Balance at 31 March 2017</b>  | <b>54 383</b>              | <b>(1 439)</b>   | <b>5 156 011</b>          | <b>2 131 616</b>            | <b>12 421</b>                            | <b>7 352 992</b>         |
| <b>Profit for the year</b>   | -                          | -  | -                         | 1 085 816                   | 1 930                                    | 1 087 746                |
| <b>Other comprehensive income</b>  | -                          | 5 959  | -                         | -                           | 168                                      | 6 127                    |
| <b>Total comprehensive income</b>  | -                          | 5 959  | -                         | 1 085 816                   | 2 098                                    | 1 093 873                |
| Issue of shares  | -                          | -  | 2 850                     | -                           | -  | 2 850                    |
| Repurchase of shares   | -                          | -  | (63 150)                  | -                           | -  | (63 150)                 |
| Issue of treasury shares to directors (in terms of the conditional share plan)                     | -                          | -  | 7 356                     | -                           | -  | 7 356                    |
| Distribution paid  | (36 999)                   | -  | -                         | (499 075)                   | -  | (536 074)                |
| Conditional share plan reserve   | 4 019                      | -  | -                         | -                           | -  | 4 019                    |
| <b>Total contributions by and distributions to owners of company recognised directly in equity</b> | <b>(32 980)</b>            |  | <b>(52 944)</b>           | <b>(499 075)</b>            |  | <b>(584 999)</b>         |
| <b>Balance at 31 March 2018</b>  | <b>21 403</b>              | <b>4 520</b>   | <b>5 103 067</b>          | <b>2 718 357</b>            | <b>14 519</b>                            | <b>7 861 866</b>         |

\* This reserve relates to the antecedent distribution portion of the capital raised.

# STATEMENT OF CASH FLOWS

|   | 31 March 2018<br>R'000 | 31 March 2017<br>R'000 |
|---|------------------------|------------------------|
| <b>Cash flows from operating activities</b>               |                        |                        |
| Cash generated from operations                            | 594 840                | 560 720                |
| Finance income  | 37 228                 | 34 094                 |
| Distribution paid   | (499 075)              | (413 466)              |
| Tax received/(paid)                                       | 8 896                  | (1 035)                |
| <b>Net cash from operating activities</b>                 | <b>141 889</b>         | <b>180 313</b>         |
| <b>Cash flows from investing activities</b>               |                        |                        |
| Purchase of property, plant and equipment                 | (214)                  | (1 066)                |
| Purchase of investment property                           | (267 844)              | (2 951 540)            |
| Contingent purchase                                       | -                      | (27 276)               |
| Proceeds from disposal of investment property             | 253 337                | 144 902                |
| Proceeds of non-current assets held for sale              | -                      | 55 000                 |
| <b>Net cash from investing activities</b>                 | <b>(14 721)</b>        | <b>(2 779 980)</b>     |
| <b>Cash flows from financing activities</b>               |                        |                        |
| Proceeds on share issue                                   | -                      | 1 050 800              |
| Shares repurchased  | (63 150)               | -                      |
| Long-term borrowings raised                               | 1 332 925              | 2 414 371              |
| Long-term borrowings repaid                               | (1 078 910)            | (527 356)              |
| Finance cost  | (334 768)              | (299 032)              |
| Antecedent distribution                                   | (36 999)               | 23 074                 |
| <b>Net cash from financing activities</b>                 | <b>(180 902)</b>       | <b>2 661 857</b>       |
| <b>Total cash movement for the year</b>                   | <b>(53 734)</b>        | <b>62 190</b>          |
| <b>Cash at the beginning of the year</b>                  | <b>133 618</b>         | <b>71 428</b>          |
| <b>Effect of exchange rate movements on cash balances</b> | <b>(2 963)</b>         | <b>-</b>               |
| <b>Total cash at the end of the year</b>                  | <b>76 921</b>          | <b>133 618</b>         |

## DISTRIBUTION ANALYSIS

|   | Year ended<br>31 March 2018<br>R'000 | Year ended<br>31 March 2017<br>R'000 |
|---|--------------------------------------|--------------------------------------|
| Distributable earnings  | 533 213                              | 486 712                              |
| Less: Interim distribution from profits (excludes interim distribution from reserves) | 266 037                              | 217 301                              |
| <b>Final distribution</b>   | <b>267 176</b>                       | <b>269 411</b>                       |
| <b>Shares qualifying for distribution</b>   |                                      |                                      |
| Number of shares at year-end  | 989 364 344                          | 986 372 706                          |
| Less: Bulk ceded shares to Accelerate <sup>#</sup>                                    | (51 070 184)                         | (51 070 184)                         |
| Less: Shares repurchased  | (9 567 404)                          | -                                    |
| <b>Shares qualifying for distribution</b>   | <b>928 726 756</b>                   | <b>935 302 522</b>                   |
| <b>Distribution per share</b>   |                                      |                                      |
| Final distribution per share (cents)  | 28,76799                             | 28,80469                             |
| Interim distribution per share made (cents)   | 28,77713                             | 28,76627                             |
| <b>Total distribution per share for the year (cents)</b>                              | <b>57,54512</b>                      | <b>57,57096</b>                      |

<sup>#</sup> The cession on these shares relates to bulk in the Fourways area acquired by Accelerate at listing. These shares will only be eligible for distributions at the earlier of the development/sales of the bulk or December 2021.

## EARNINGS PER SHARE

|  | Year ended<br>31 March 2018<br>R'000 | Year ended<br>31 March 2017<br>R'000 |
|--|--------------------------------------|--------------------------------------|
| Basic earnings per share (EPS) amounts are calculated by dividing profit for the year attributable to ordinary equity holders of Accelerate by the weighted average number of ordinary shares outstanding during the year. |                                      |                                      |
| <b>Reconciliation of basic/diluted earnings to headline earnings</b>   |                                      |                                      |
| Profit attributable to shareholders of the parent  | 1 085 816                            | 898 372                              |
| Fair value adjustment  | (589 861)                            | (501 350)                            |
| Capital gains on sale of non-current assets held for sale  | (4 846)                              | (7 038)                              |
| <b>Headline profit attributable to shareholders of the parent</b>  | <b>491 109</b>                       | <b>389 984</b>                       |
| Basic earnings per share (cents)   | 110,81                               | 101,47                               |
| Diluted earnings per share (cents)   | 109,13                               | 99,96                                |
| Headline earnings per share (cents)  | 49,36                                | 44,05                                |
| Diluted headline earnings per share (cents)  | 50,12                                | 43,39                                |
| Shares in issue at the end of the year   | 979 796 940                          | 986 372 706                          |
| Weighted average number of shares  | 979 876 156                          | 885 350 951                          |
| Shares subject to the conditional share plan   | 15 115 467                           | 13 377 341                           |
| Weighted average number of deferred shares   | 15 115 467                           | 13 377 341                           |
| <b>Total diluted weighted average number of shares in issue</b>  | <b>994 991 623</b>                   | <b>898 728 292</b>                   |

## SEGMENTAL ANALYSIS

The individual properties are aggregated into segments with similar economic characteristics such as nature of the property and the occupier market it serves. Management considers that this is best achieved by aggregating properties into office, industrial and retail and European retail.

Consequently, the company is considered to have four reportable operating segments, as follows:

- Office segment: acquires, disposes, develops and leases offices
- Industrial segment: acquires, disposes, develops and leases warehouses and factories
- Retail segment: acquires, disposes, develops and leases shopping malls, community centres as well as retail centres; and
- European single-tenant retail segment: acquires, disposes, develops and leases single-tenant space backed by long-term leases

Group administrative costs, profit/loss on disposal of investment property, finance revenue, finance costs, income taxes and segment liabilities are reported on a total basis, as it is considered that the segmental split would add no value.

There are no sales between segments.

### For the year ended 31 March 2017

|  | Office<br>R'000 | Industrial<br>R'000 | Retail<br>R'000 | European<br>single<br>tenant<br>retail<br>R'000 | Total<br>R'000   |
|--|-----------------|---------------------|-----------------|---|------------------|
| <b>Statement of comprehensive income 2017</b>              |                 |                     |                 |   |                  |
| Revenue, excluding straight-line rental revenue adjustment | 280 523         | 65 124              | 688 509         | 28 843  | 1 062 999        |
| Straight-line rental adjustment                            | 21 685          | 3 043               | 12 230          | -   | 36 958           |
| Property expenses  | (70 333)        | (6 761)             | (206 417)       | (2 803)   | (286 314)        |
| <b>Segment operating profit</b>                            | <b>231 875</b>  | <b>61 406</b>       | <b>494 322</b>  | <b>26 040</b>                                   | <b>813 643</b>   |
| Fair value adjustments on investment property              | 86 143          | 3 585               | 372 233         | 42 454  | 504 415          |
| <b>Segment profit</b>                                      | <b>318 018</b>  | <b>64 991</b>       | <b>866 555</b>  | <b>68 494</b>                                   | <b>1 318 058</b> |
| Other operating expenses                                   |                 |                     |                 |   | (74 022)         |
| Other income   |                 |                     |                 |   | 5 529            |
| Fair value loss on financial instruments                   |                 |                     |                 |   | (34 952)         |
| Unrealised losses  |                 |                     |                 |   | (47 367)         |
| Finance income   |                 |                     |                 |   | 34 094           |
| Long-term debt interest                                    |                 |                     |                 |   | (299 032)        |
| <b>Profit before tax</b>                                   |                 |                     |                 |   | <b>902 308</b>   |

For the year ended 31 March 2018

|  | Office<br>R'000 | Industrial<br>R'000 | Retail<br>R'000  | European<br>single<br>tenant<br>retail<br>R'000 | Total<br>R'000   |
|--|-----------------|---------------------|------------------|---|------------------|
| <b>Statement of comprehensive income 2018</b>              |                 |                     |                  |   |                  |
| Revenue, excluding straight-line rental revenue adjustment | 317 984         | 69 841              | 672 700          | 100 095   | 1 160 620        |
| Straight-line rental adjustment                            | 31 095          | 991                 | 13 733           | -   | 45 819           |
| Property expenses  | (69 021)        | (11 803)            | (190 335)        | (35 357)  | (306 516)        |
| <b>Segment operating profit</b>                            | <b>280 058</b>  | <b>59 029</b>       | <b>496 098</b>   | <b>64 738</b>                                   | <b>899 923</b>   |
| Fair value adjustments on investment property              | 158 497         | (116 567)           | 529 375          | 18 544  | 589 861          |
| <b>Segment profit</b>                                      | <b>438 555</b>  | <b>(57 538)</b>     | <b>1 025 485</b> | <b>83 282</b>                                   | <b>1 489 784</b> |
| Other operating expenses                                   |                 |                     |                  |   | (77 334)         |
| Other income   |                 |                     |                  |   | 6 552            |
| Fair value loss on financial instruments                   |                 |                     |                  |   | (46 877)         |
| Unrealised losses  |                 |                     |                  |   | 8 612            |
| Finance income   |                 |                     |                  |   | 37 228           |
| Long-term debt interest                                    |                 |                     |                  |   | (334 768)        |
| <b>Profit before tax</b>                                   |                 |                     |                  |   | <b>1 083 197</b> |

## SEGMENTAL ANALYSIS (continued)

For the year ended 31 March 2017

|  | Office<br>R'000  | Industrial<br>R'000 | Retail<br>R'000  | European<br>single<br>tenant<br>retail<br>R'000 | Total<br>R'000    |
|--|------------------|---------------------|------------------|---|-------------------|
| <b>Statement of financial position extracts at 31 March 2017</b> |                  |                     |                  |   |                   |
| <b>Assets</b>  |                  |                     |                  |   |                   |
| Investment property balance 1 April 2016                         | 1 942 277        | 637 996             | 5 973 229        |   | 8 553 502         |
| Acquisitions   | 1 180 000        |                     | 365 000          | 1 166 560                                       | 2 711 560         |
| Capitalised costs  | 46 445           | 5 917               | 144 922          | 42 696  | 239 980           |
| Disposals/classified as held for sale                            |                  |                     | (185 726)        |   | (185 726)         |
| Investment property held for sale                                |                  |                     |                  |   | -                 |
| Straight-line rental revenue adjustment                          | 21 685           | 3 043               | 12 230           | -   | 36 958            |
| Fair value adjustments   | 86 143           | 3 585               | 372 233          | 42 454  | 504 415           |
| <b>Segment assets at 31 March 2017</b>                           | <b>3 276 550</b> | <b>650 541</b>      | <b>6 681 888</b> | <b>1 251 710</b>                                | <b>11 860 689</b> |
| <b>Other assets not managed on a segmental basis</b>             |                  |                     |                  |   |                   |
| Derivative financial instruments                                 |                  |                     |                  |   | 38 134            |
| Equipment  |                  |                     |                  |   | 1 376             |
| Current asset  |                  |                     |                  |   | 483 688           |
| <b>Total assets</b>  |                  |                     |                  |   | <b>12 383 887</b> |

For the year ended 31 March 2018

|  | Office<br>R'000  | Industrial<br>R'000 | Retail<br>R'000  | European<br>single<br>tenant<br>retail<br>R'000 | Total<br>R'000    |
|--|------------------|---------------------|------------------|---|-------------------|
| <b>Statement of financial position extracts at 31 March 2018</b> |                  |                     |                  |   |                   |
| <b>Assets</b>  |                  |                     |                  |   |                   |
| Investment property balance 1 April 2017                         | 3 276 550        | 650 541             | 6 681 888        | 1 251 710                                       | 11 860 689        |
| Acquisitions   | 48 000           | -                   | -                | -   | 48 000            |
| Capitalised costs  | 12 314           | 1 775               | 205 755          |   | 219 844           |
| Disposals  | (81 945)         | -                   | (194 462)        | -   | (276 407)         |
| Investment property held for sale                                | -                | -                   | 27 000           | -   | 27 000            |
| Straight-line rental revenue adjustment                          | 31 095           | 991                 | 13 733           | -   | 45 819            |
| Foreign exchange gains   | -                | -                   | -                | 27 756  | 27 756            |
| Fair value adjustments   | 158 497          | (116 567)           | 529 387          | 18 544  | 589 861           |
| <b>Segment assets at 31 March 2018</b>                           | <b>3 444 511</b> | <b>536 740</b>      | <b>7 263 301</b> | <b>1 298 010</b>                                | <b>12 542 562</b> |
| <b>Other assets not managed on a segmental basis</b>             |                  |                     |                  |   |                   |
| Derivative financial instruments                                 |                  |                     |                  |   | 17 371            |
| Equipment  |                  |                     |                  |   | 1 019             |
| Current assets   |                  |                     |                  |   | 649 579           |
| <b>Total assets</b>  |                  |                     |                  |   | <b>13 210 531</b> |

For the year ended 31 March 2017

|  | South Africa<br>R'000 | Austria<br>R'000 | Slovakia<br>R'000 | Total<br>R'000   |
|--|-----------------------|------------------|-------------------|------------------|
| <b>Statement of comprehensive income 2017</b>              |                       |                  |                   |                  |
| Revenue, excluding straight-line rental revenue adjustment | 1 034 156             | 21 632           | 7 211             | 1 062 999        |
| Straight-line rental adjustment                            | 36 958                | –                | –                 | 36 958           |
| Property expenses  | (283 511)             | (2 102)          | (701)             | (286 314)        |
| <b>Segment operating profit</b>                            | <b>787 603</b>        | <b>19 530</b>    | <b>6 510</b>      | <b>813 643</b>   |
| Fair value adjustments on investment property              | 461 961               | 31 841           | 10 613            | 504 415          |
| <b>Segment profit</b>                                      | <b>1 249 564</b>      | <b>51 371</b>    | <b>17 123</b>     | <b>1 318 058</b> |
| Other operating expenses                                   |                       |                  |                   | (74 022)         |
| Other income   |                       |                  |                   | 5 529            |
| Fair value loss on financial instruments                   |                       |                  |                   | (34 952)         |
| Unrealised losses  |                       |                  |                   | (47 367)         |
| Finance income   |                       |                  |                   | 34 094           |
| Long-term debt interest                                    |                       |                  |                   | (299 032)        |
| <b>Profit before tax</b>                                   |                       |                  |                   | <b>902 308</b>   |

For the year ended 31 March 2018

|  | South Africa<br>R'000 | Austria<br>R'000 | Slovakia<br>R'000 | Total<br>R'000   |
|--|-----------------------|------------------|-------------------|------------------|
| <b>Statement of comprehensive income 2018</b>              |                       |                  |                   |                  |
| Revenue, excluding straight-line rental revenue adjustment | 1 060 525             | 75 071           | 25 024            | 1 160 620        |
| Straight-line rental adjustment                            | 45 819                | –                | –                 | 45 819           |
| Property expenses  | (271 159)             | (26 517)         | (8 840)           | (306 516)        |
| <b>Segment operating profit</b>                            | <b>835 185</b>        | <b>48 554</b>    | <b>16 184</b>     | <b>899 923</b>   |
| Fair value adjustments on investment property              | 571 317               | 13 908           | 4 636             | 589 861          |
| <b>Segment profit</b>                                      | <b>1 406 502</b>      | <b>62 462</b>    | <b>20 820</b>     | <b>1 489 784</b> |
| Other operating expenses                                   |                       |                  |                   | (77 334)         |
| Other income   |                       |                  |                   | 6 552            |
| Fair value loss on financial instruments                   |                       |                  |                   | (46 877)         |
| Unrealised losses  |                       |                  |                   | 8 612            |
| Finance income   |                       |                  |                   | 37 228           |
| Long-term debt interest                                    |                       |                  |                   | (334 768)        |
| <b>Profit before tax</b>                                   |                       |                  |                   | <b>1 083 197</b> |

## SEGMENTAL ANALYSIS (continued)

For the year ended 31 March 2017

|  | South Africa<br>R'000 | Austria<br>R'000 | Slovakia<br>R'000 | Total<br>R'000    |
|--|-----------------------|------------------|-------------------|-------------------|
| <b>Statement of financial position extracts at 31 March 2017</b> |                       |                  |                   |                   |
| Investment property balance 1 April 2016                         | 8 553 502             | –                |                   | 8 553 502         |
| Acquisitions   | 1 545 000             | 874 920          | 291 640           | 2 711 560         |
| Capitalised costs  | 197 284               | 32 022           | 10 674            | 239 980           |
| Disposals/classified as held for sale                            | (185 726)             |                  |                   | (185 726)         |
| Investment property held for sale                                | –                     |                  |                   | –                 |
| Straight-line rental revenue adjustment                          | 36 958                |                  | –                 | 36 958            |
| Fair value adjustments   | 461 961               | 31 840           | 10 614            | 504 415           |
| <b>Investment property at 31 March 2017</b>                      | <b>10 608 979</b>     | <b>938 782</b>   | <b>312 928</b>    | <b>11 860 689</b> |
| <b>Other assets not managed on a segmental basis</b>             |                       |                  |                   |                   |
| Derivative financial instruments                                 |                       |                  |                   | 38 134            |
| Equipment  |                       |                  |                   | 1 376             |
| Current assets   |                       |                  |                   | 483 688           |
| <b>Total assets</b>  |                       |                  |                   | <b>12 383 887</b> |

For the year ended 31 March 2018

|  | South Africa<br>R'000 | Austria<br>R'000 | Slovakia<br>R'000 | Total<br>R'000    |
|--|-----------------------|------------------|-------------------|-------------------|
| <b>Statement of financial position extracts at 31 March 2018</b> |                       |                  |                   |                   |
| Investment property balance 1 April 2017                         | 10 608 979            | 938 782          | 312 928           | 11 860 689        |
| Acquisitions   | 48 000                | –                | –                 | 48 000            |
| Capitalised costs  | 219 844               | –                | –                 | 219 844           |
| Disposals/classified as held for sale                            | (276 407)             |                  |                   | (276 407)         |
| Investment property held for sale                                | 27 000                |                  |                   | 27 000            |
| Straight-line rental revenue adjustment                          | 45 819                | –                | –                 | 45 819            |
| Foreign exchange gains/(losses)                                  | –                     | 20 817           | 6 939             | 27 756            |
| Fair value adjustments   | 571 317               | 13 908           | 4 636             | 589 861           |
| <b>Investment property at 31 March 2018</b>                      | <b>11 244 552</b>     | <b>973 507</b>   | <b>324 503</b>    | <b>12 542 562</b> |
| <b>Other assets not managed on a segmental basis</b>             |                       |                  |                   |                   |
| Derivative financial instruments                                 |                       |                  |                   | 17 371            |
| Equipment  |                       |                  |                   | 1 019             |
| Current assets   |                       |                  |                   | 649 579           |
| <b>Total assets</b>  |                       |                  |                   | <b>13 210 531</b> |

# NOTES TO THE FINANCIAL STATEMENTS

## **Corporate information**

The condensed consolidated financial statements of Accelerate for the year ended 31 March 2018 were authorised for issue in accordance with a resolution of the directors passed on 18 June 2018. Accelerate is a public company incorporated and domiciled in South Africa and its shares are publicly traded on the JSE. The registered office is located at Cedar Square Shopping Centre, corner Cedar Road and Willow Avenue. The principal activities of Accelerate are acquisition, disposal, development and leasing of properties. The functional and presentation currency of Accelerate is South African rand. All figures are rounded off to R'000 except where otherwise stated.

## **Basis of preparation**

These condensed consolidated financial statements for the year ended 31 March 2018 are prepared in accordance with the framework concepts and the measurement and recognition requirements of International Financial Reporting Standards (IFRS), contain the minimum information required by IAS 34 Interim Financial Reporting, the SAICA Financial Reporting Guides as issued by the Accounting Practices Committee, the Financial Reporting Pronouncements as issued by Financial Reporting Standards Council, the requirements of the Companies Act, 71 of 2008, as amended and the JSE Listings Requirements.

The accounting policies applied in the preparation of these condensed consolidated financial statements are in terms of IFRS and are consistent with those applied in the previous financial period, except for the new and amended IFRS that became effective during the 31 March 2018 reporting period, none of which had any material impact on Accelerate's financial results.

These condensed consolidated financial statements have been prepared under the historical cost convention except for investment properties which are measured at fair value.

The fair value of investment properties is determined by directors with reference to market-related information, while other financial liabilities are valued with reference to market-related information and valuations as appropriate. All investment properties are valued by independent external valuers on a three-year rolling cycle.

These condensed consolidated financial statements were prepared under the supervision of Mr Dimitri Kyriakides (CA)SA in his capacity as chief financial officer.

This abridged report is extracted from audited information, but is not itself audited. The auditors, Ernst & Young Inc. have issued their unmodified opinion on the audited consolidated financial statements for the year ended 31 March 2018 and a copy of the audit opinion, together with the underlying audited consolidated financial statements are available for inspection at the company's registered address.

## NOTES TO THE FINANCIAL STATEMENTS (continued)

### 1. Fair value of financial assets and liabilities

31 March 2018

| Financial assets                      | Carried at fair value<br>R'000 | Amortised cost <sup>#</sup><br>R'000 | Total<br>R'000     |
|---------------------------------------|--------------------------------|--------------------------------------|--------------------|
| Trade and other receivables           |                                | 565 235                              | 565 235            |
| Derivatives*                          | 19 258                         | –                                    | 19 258             |
| Cash and cash equivalents             |                                | 76 921                               | 76 921             |
| <b>Total financial assets</b>         | <b>19 258</b>                  | <b>642 156</b>                       | <b>661 414</b>     |
| <b>Financial liabilities</b>          |                                |                                      |                    |
| Derivatives*                          | (28 002)                       |                                      | (28 002)           |
| Long-term interest-bearing borrowings |                                | (3 654 607)                          | (3 654 607)        |
| Trade and other payables              |                                | (165 401)                            | (165 401)          |
| Current portion of long-term debt     |                                | (1 492 530)                          | (1 492 530)        |
| <b>Total financial liabilities</b>    | <b>(28 002)</b>                | <b>(5 312 538)</b>                   | <b>(5 340 540)</b> |

31 March 2017

| Financial assets                      | Carried at fair value<br>R'000 | Amortised cost <sup>#</sup><br>R'000 | Total<br>R'000     |
|---------------------------------------|--------------------------------|--------------------------------------|--------------------|
| Derivatives*                          | 38 134                         |                                      | 38 134             |
| Trade and other receivables           |                                | 340 187                              | 340 187            |
| Cash and cash equivalents             |                                | 133 618                              | 133 618            |
| <b>Total financial assets</b>         | <b>38 134</b>                  | <b>473 805</b>                       | <b>511 939</b>     |
| <b>Financial liabilities</b>          |                                |                                      |                    |
| Long-term interest-bearing borrowings |                                | (3 887 257)                          | (3 887 257)        |
| Trade and other payables              |                                | (137 324)                            | (137 324)          |
| Current portion of long-term debt     |                                | (992 019)                            | (992 019)          |
| <b>Total financial liabilities</b>    |                                | <b>(5 016 600)</b>                   | <b>(5 016 600)</b> |

\* The values of the derivative financial asset shown at fair value are based on inputs other than quoted prices that are observable in the market for the assets and liabilities, either directly (i.e. as prices) or indirectly (i.e. derived from prices) - level 2. The value of the swaps is determined as the discounted value of the future cash flows to be received from the swap assets. For the valuation, current Jibar was used as an indication of future Jibar.

<sup>#</sup> The carrying value of financial assets and liabilities carried at amortised cost is considered to approximate the fair value of those financial assets and liabilities. There have been no significant changes in valuation techniques or transfers between fair value hierarchy levels.

## 2. Directors' remuneration

|   | Year ended<br>31 March 2018<br>R'000 | Year ended<br>31 March 2017<br>R'000 |
|---|--------------------------------------|--------------------------------------|
| <b>Total guaranteed package</b>                   |                                      |                                      |
| M Georgiou  | Nil                                  | Nil                                  |
| A Costa   | 3 993                                | 3 534                                |
| D Kyriakides                                      | 2 815                                | 2 206                                |
| JRJ Paterson                                      | 3 064                                | 2 553                                |
| <b>Short-term incentive payment</b>               |                                      |                                      |
| M Georgiou  | Nil                                  | Nil                                  |
| A Costa   | Nil                                  | 4 600                                |
| D Kyriakides                                      | Nil                                  | 1 200                                |
| JRJ Paterson                                      | Nil                                  | 3 000                                |
| <b>Non-executive directors' fees</b>              |                                      |                                      |
| TT Mboweni  | 975                                  | 1 131                                |
| GC Cruywagen                                      | 412                                  | 439                                  |
| TJ Fearnhead                                      | 424                                  | 400                                  |
| JRP Doidge  | 388                                  | 350                                  |
| K Madikizela                                      | 358                                  | 350                                  |
| F Viruly  | 358                                  | 350                                  |
| <b>Share options exercised (number of shares)</b> | <b>Year ended<br/>31 March 2018</b>  | <b>Year ended<br/>31 March 2017</b>  |
| A Costa   | 2 122 826                            | 455 927                              |
| D Kyriakides                                      | 719 283                              | 227 964                              |
| JRJ Paterson                                      | 1 410 928                            | 607 903                              |

## NOTES TO THE FINANCIAL STATEMENTS (continued)

### 3. Related-party transaction

#### Relationships

M Georgiou and A Costa are directors of both Accelerate Property Fund Ltd and Accelerate Property Management Company (Pty) Ltd. Both directors' total remuneration is paid by Accelerate Property Fund. M Georgiou owns 100% of Fourways Precinct (Pty) Ltd through The Michael Family Trust and also owns 100% of Accelerate Property Management Company.

|  | Year ended<br>31 March 2018 | Year ended<br>31 March 2017 |
|--|-----------------------------|-----------------------------|
|  | R'000                       | R'000                       |
| <b>Related-party transactions and balances</b>   |                             |                             |
| <b>RELATED-PARTY BALANCES</b>                    |                             |                             |
| <b>Loan accounts</b>                             |                             |                             |
| Fourways Precinct (Pty) Ltd                      | 39 646                      | 11 458                      |
| The Michael Family Trust                         | 62 142                      | 55 602                      |
| <b>Vacancy guarantee</b>                         |                             |                             |
| Fourways Precinct (Pty) Ltd                      | 17 038                      | 15 921                      |
| <b>Development guarantee</b>                     |                             |                             |
| Fourways Precinct (Pty) Ltd                      | 105 629                     | 39 288                      |
| <b>RELATED-PARTY TRANSACTIONS</b>                |                             |                             |
| <b>Vacancy guarantee</b>                         |                             |                             |
| Fourways Precinct (Pty) Ltd                      | -                           | 7 502                       |
| <b>Development guarantee</b>                     |                             |                             |
| Fourways Precinct (Pty) Ltd                      | 58 972                      | 28 101                      |
| <b>Interest charged</b>                          |                             |                             |
| Interest charged on outstanding amounts:         |                             |                             |
| Fourways Precinct (Pty) Ltd                      | 7 803                       | 2 001                       |
| The Michael Family trust                         | 4 073                       | 3 472                       |
| <b>Accelerate Property Management costs</b>      |                             |                             |
| Fourways Precinct (Pty) Ltd                      | (3 745)                     | (4 396)                     |
| Accelerate Property Management Company (Pty) Ltd | (6 156)                     | (4 857)                     |
| <b>Letting commission paid</b>                   |                             |                             |
| Fourways Precinct (Pty) Ltd                      | (6 604)                     | (25 886)                    |
| <b>Financial guarantees</b>                      | (37 144)                    | (8 438)                     |

### 4. Fair value adjustments

|  | Year ended<br>31 March 2018 | Year ended<br>31 March 2017 |
|--|-----------------------------|-----------------------------|
|  | R'000                       | R'000                       |
| <b>Fair value adjustments</b>          |                             |                             |
| Investment property (Fair value model) | 589 861                     | 504 415                     |
| Marked to market movement on swap      | (46 877)                    | (34 952)                    |
|  | 542 984                     | 469 463                     |

**5. Capital commitments**

In terms of Accelerate's budgeting process, R79,4 million (2017: R77,5 million) was allocated to Accelerate's planned capital expenditure. As such, Accelerate views this amount as authorised and not contracted.

**6. Financial guarantee**

During December 2016 an executive buy-in structure was initiated in order to ensure that the executive directors of Accelerate are adequately incentivised and aligned with interests of the company and its shareholders in the long-term. Special-purpose vehicles (SPVs) funded through bank debt from RMB can acquire shares up to a maximum of R205 million in Accelerate at market-related share prices. The interest on bank debt in the SPVs will be serviced by the distributions received from APF. RMB will have cession over these shares and the directors will only have an unconditional right to the shares in the SPVs once the bank debt has been settled. Accelerate guarantees to RMB the performance of each SPV of its obligation. The maximum liability Accelerate may have under the guarantees is the equivalent of 63,5% of the total drawn commitment to the extent that losses incurred by RMB are not settled by the sale of the shares RMB has cession over including additional collateral pledged by the directors. At 31 March 2018, R189,5 million of the RMB facility has been drawn down. At 31 March 2018, a liability of R45,5 million was recognised for this guarantee provided.

**7. Subsequent events**

Highway Gardens was sold by Accelerate on 26 April 2018 for a price of R27 million.

**DIRECTORS' RESPONSIBILITY STATEMENT**

The directors of Accelerate assume full responsibility for the preparation of the condensed financial statements and that they have been correctly extracted from the underlying consolidated audited annual financial statements.

# ANNEXURE 2: BOARD OF *Directors*

## NON-EXECUTIVE DIRECTORS

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**1 Mr Tito Titus Mboweni (59)**

*Chairman*

**Appointed:** 1 June 2013

**Committees:** RemCo, NomCo (Chair), IC

**Qualifications:** BA, MA

**Expertise:** Corporate governance, finance, remuneration

**2 Dr Gert Cruywagen (62)**

*Lead independent director*

**Appointed:** 1 June 2013

**Committees:** ARC, IC (Chair)

**Qualifications:** PhD, MSc, PMD, FIRM(SA)

**Expertise:** Corporate governance, accountancy, audit, risk management, compliance

**3 Mr John RP Doidge (69)**

*Independent director*

**Appointed:** 1 June 2013

**Committees:** RemCo (Chair), NomCo, SETCo

**Qualifications:** BProc, Attorney of the High Court of South Africa

**Expertise:** Corporate governance, legal and structured finance

**4 Mr Timothy Fearnhead (69)**

*Independent director*

**Appointed:** 1 June 2013

**Committees:** ARC (Chair), RemCo, NomCo

**Qualifications:** CTA, CA(SA), Diploma in Advance Banking

**Expertise:** Audit, corporate governance, finance, remuneration, risk management, banking, business, business and risk management, business management, compliance and strategy, financial services, insurance, investment management and personal and private banking

**5 Ms Kolosa Madikizela (38)**

*Independent director*

**Appointed:** 1 June 2013

**Committees:** ARC, SETCo (Chair)

**Qualifications:** Master of Technology Degree in Construction Management

**Expertise:** Property development, construction, facilities management and enterprise asset management

## EXECUTIVE DIRECTORS

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**A Mr Michael Georgiou (48)**

*Chief executive officer*

**Appointed:** 1 January 2013

**Committees:** IC

**Expertise:** Acquisitions, disposals, developments, property management, finance

**B Mr Andrew Costa (47)**

*Chief operating officer*

**Appointed:** 1 April 2013

**Committees:** ARC, RemCo, IC

**Qualifications:** BCom, LLB

**Expertise:** Investment banking, legal/law, finance, capital markets, acquisitions, disposals, property and property management

**C Mr John Paterson (44)**

**Appointed:** 1 January 2013

**Committees:** ARC, SETCo, IC

**Qualifications:** BA, LLB, LLM

**Expertise:** Banking, capital markets, legal, acquisitions, investment banking, law, property development, property management

**D Mr Dimitri Kyriakides (63)**

*Chief financial officer*

**Appointed:** 1 January 2013

**Committees:** ARC

**Qualifications:** CA(SA)

**Expertise:** Audit, commercial property, accountancy, property management



Detailed biographies of our leadership team can be found on <http://acceleratepf.co.za/governance/our-team/>

# ANNEXURE 3: EXECUTIVE *Management*

**Mr Michael Georgiou**

*Chief executive officer*

**Mr Andrew Costa**

*Chief operating officer; BCom, LLB*

**Mr Dimitri Kyriakides**

*Chief financial officer; CA(SA)*

**Mr John Paterson**

*Executive director; BA, LLB, LLM*

# ANNEXURE 4: SHAREHOLDER *Analysis*

| Shareholder spread                    | No of<br>shareholdings | %             | No of<br>shares    | %             |
|---------------------------------------|------------------------|---------------|--------------------|---------------|
| 1 - 100 shares                        | 218                    | 17,84         | 5 138              | 0,00          |
| 101 - 1000 shares                     | 132                    | 10,80         | 57 668             | 0,01          |
| 1001 - 50 000 shares                  | 502                    | 41,08         | 5 574 965          | 0,56          |
| 50 001 - 100 000 shares               | 84                     | 6,87          | 5 759 201          | 0,58          |
| 100 001 - 10 000 000 shares           | 263                    | 21,52         | 252 410 816        | 25,51         |
| More than 10 000 000 shares           | 23                     | 1,88          | 725 556 556        | 73,34         |
| <b>Totals</b>                         | <b>1 222</b>           | <b>100,00</b> | <b>989 364 344</b> | <b>100,00</b> |
| <b>DISTRIBUTION OF SHAREHOLDERS</b>   |                        |               |                    |               |
| Banks/brokers                         | 24                     | 1,96          | 4 163 632          | 0,42          |
| Close corporations                    | 5                      | 0,41          | 424 258            | 0,04          |
| Endowment funds                       | 23                     | 1,88          | 5 036 544          | 0,51          |
| Individuals                           | 683                    | 55,89         | 8 560 677          | 0,87          |
| Insurance companies                   | 30                     | 2,45          | 33 957 264         | 3,43          |
| Medical schemes                       | 7                      | 0,57          | 1 213 783          | 0,12          |
| Mutual funds                          | 178                    | 14,57         | 393 287 784        | 39,75         |
| Other corporations                    | 2                      | 0,16          | 13 061             | 0,00          |
| Own holdings                          | 1                      | 0,08          | 9 567 404          | 0,97          |
| Private companies                     | 38                     | 3,11          | 318 635 748        | 32,21         |
| Public companies                      | 2                      | 0,16          | 407 963            | 0,04          |
| Retirement funds                      | 173                    | 14,16         | 176 888 798        | 17,88         |
| Trusts                                | 56                     | 4,58          | 37 207 428         | 3,76          |
| <b>Totals</b>                         | <b>1 222</b>           | <b>100,00</b> | <b>989 364 344</b> | <b>100,00</b> |
| <b>PUBLIC/NON-PUBLIC SHAREHOLDERS</b> |                        |               |                    |               |
| <b>Non-public shareholders</b>        | <b>12</b>              | <b>0,98</b>   | <b>338 778 533</b> | <b>34,35</b>  |
| Directors of the company              | 11                     | 0,90          | 329 211 129        | 33,38         |
| Own holdings (treasury)               | 1                      | 0,08          | 9 567 404          | 0,97          |
| <b>Public shareholders</b>            | <b>1 210</b>           | <b>99,02</b>  | <b>650 585 811</b> | <b>65,65</b>  |
| <b>Totals</b>                         | <b>1 222</b>           | <b>100,00</b> | <b>989 364 344</b> | <b>100,00</b> |

# ANNEXURE 5: REMUNERATION *Review*

## REMUNERATION REVIEW

### Letter from the remuneration committee chairman

Dear shareholder,

The board of Accelerate Property Fund Ltd and the remuneration committee are pleased to submit the remuneration report setting out the company's performance, key highlights and challenges for the year ended 31 March 2018.

In line with King IV, we have set out our remuneration report to ensure compliance.

As we operate in a highly competitive arena with an underperforming economy and difficult market conditions in general, we recognise the need to ensure that our remuneration structures retain and attract the calibre of employee Accelerate needs to realise its business strategy. In the year under review, we engaged 21st Century as independent advisors to assist us with a review of our entire remuneration philosophy, which included an in-depth benchmarking exercise for the executive and non-executive directors. The salary survey data was audited by Grant Thornton. In previous years, we had engaged PwC, but we have since considered it prudent to implement a rotation system.

Political instability and a non-performing economy have severely affected all South African-based businesses. Accelerate, although able to withstand the pressures for longer than most due to its nodal strategy, was no exception. The board approved a decision not to increase dividends for the 2018 and 2019 financial years. Unfortunately, this decision was not well received by the market.

Subsequently, more than 10 other property companies have now guided the market towards flat distributions or have gone out with negative growth guidance.

Furthermore, other actions in the REIT sector at the beginning of 2018 have justified Accelerate's conservative approach.

Substantial work was initially done on a potential acquisition of light industrial warehouses in Poland. The acquisition would have been a perfect fit for Accelerate's offshore strategy. However, in the board's opinion, Accelerate's share price did not recover to a level where the acquisition would be beneficial to the company.

Concurrently with the above, the executives focused on consolidation in terms of the South African business, concentrating on the following:

1. Completing the Fourways Mall redevelopment
2. Reducing gearing levels
3. Proactive asset management

Various non-core, smaller properties were disposed of and improvements were made to others, resulting in encouraging valuation growth.

Targets for executives' short-term incentives (STIs) and long-term incentives (LTIs) require performance for pay-out of any STI, and for vesting of long-term awards. This drives the appropriate long-term behaviour in executives to align them with the interests of stakeholders. We have endeavoured to build appropriate safeguards into the remuneration structures to discourage behaviour that exposes the group to unnecessary risk.

Shareholders approved the company's remuneration philosophy at the 2017 annual general meeting; however, not unanimously. In recognition of shareholder concerns to executives the board agreed that no STI payments would be paid in 2018, although the remuneration committee had recommended STI payments.

Accelerate values high-performance employees, especially those able to make decisions in the best long-term interest of the company. Accelerate endeavours to benchmark its executives and senior management to the upper quartile of the appropriate peer comparison group.

As a further consequence of shareholder concerns, Accelerate embarked on a comprehensive review of its remuneration philosophy with the assistance of 21st Century.

21st Century's report indicated that the executives were below the market points in terms of guaranteed package and that the retention value of LTIs was considered too low. STI payments were mostly in line with identified comparator ranges, however, some payments were above the industry standard. However, in that year, Accelerate had established a new business and strategy in Europe in addition to the business in South Africa.

Calculation of fees paid to non-executive directors was also reviewed. Non-executive directors' fees are based broadly on a retainer for board meetings and a fee per meeting for all sub-committee work. The review indicated non-executive director fees were in line with the market.

Thereafter, with the results of the review, Accelerate engaged with its major shareholders to discuss the findings and take aboard any recommendations.

Key amendments were made to the remuneration philosophy. The peer comparison group was adjusted to only include property companies, as in prior years third-party advisors had recommended certain financial services companies be included. Further, the STI grading and payout calculation was adjusted.

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**Mr John Doidge**

Chairman of the remuneration committee

18 June 2018

## REMUNERATION REVIEW (continued)

### Remuneration philosophy

#### Scope and application

This philosophy sets the guidelines for all permanent employees of the company.

#### The remuneration committee

The board of directors delegates formal terms of reference, which represent the scope of responsibility, to the committee. In turn, the committee confirms that it has discharged its functions and complied with its terms of reference.

#### Key principles of remuneration

The principles of remuneration underpin each component of the philosophy, and represent the company's remuneration approach, providing guidance for the basis upon which employees are rewarded, namely:

- remuneration policies should align closely and transparently with the agreed company strategy and be reviewed regularly in light of changes in the business strategy;
- remuneration policies should be considered in light of their affordability to the company, with particular consideration paid to the aggregate impact of employees' remuneration on the finances of the company, its capital and investment needs, and distributions to shareholders;
- remuneration policies should promote risk management and discourage behaviour which is contrary to the company's risk management strategy and which may drive excessively risky behaviour;
- remuneration policies should be transparent and easy to understand and apply;
- remuneration policies should be equitable, striking a balance between internal and external equity;
- guaranteed remuneration should be aligned to the job requirements and competence of each individual employee;
- remuneration should be strongly linked to performance, resulting in sustainable long-term benefits to the company; and
- remuneration should be delivered in the form of a balanced pay mix, which comprises the following components:
  - basic cash; and
  - variable remuneration (STI and LTI).

#### Fixed remuneration and benefits

Accelerate follows a total guaranteed package (TGP) approach to structure remuneration. The TGP includes the total benefit to the individual, and the total cost to the organisation. The TGP approach reflects employees' job worth within the company, and the package is payable for executing the expected day-to-day requirements. We believe that this approach forms the basis for Accelerate's ability to attract and retain the high-calibre skills that we require.

#### Remuneration process

##### *Annual reviews*

The purpose of the annual review process is to review where the employee's pay is in relation to the market and make necessary adjustments in line with the pay policy.

##### *Annual increases*

In order to determine an appropriate annual increase, Accelerate considers a number of factors. These factors include CPI, affordability, the financial position of the company, market movements, the employee populations' market position and the necessity to retain top talent.

The increases will be conducted in accordance with the following guidelines:

- The cost of living adjustments take into account the current CPI and other factors such as external environment and market pressures
- Market adjustment and/or parity increases, which seek to address internal inequities within the organisation by awarding an additional amount to employees who are performing and are paid below market
- The desire to reward and retain top talent in an environment of scarce skills

#### *Benchmarking and position in the market*

To ensure that the company remains competitive, all elements of remuneration are subject to regular reviews against relevant market and peer data. Reviews are performed to benchmark remuneration against an appropriate peer group of comparable companies. Benchmarking is undertaken by an external remuneration consultant. The comparator group that was utilised is detailed below:

#### **Comparator group**

|                                |                                   |
|--------------------------------|-----------------------------------|
| Attacq Properties Ltd          | Rebosis Property Fund Ltd         |
| Fairvest Property Holdings Ltd | Redefine Properties Ltd           |
| Fortress Income Fund Ltd       | Resilient Reit Ltd                |
| Growthpoint Properties Ltd     | SA Corporate Real Estate Fund Ltd |
| Hyprop Investments Ltd         | Texton Property Fund Ltd          |
| Investec Property Fund Ltd     | Vukile Property Fund              |
| Octodec Investment Ltd         |                                   |

#### **Variable remuneration**

Accelerate endeavours to ensure a strong link between strategic objectives and remuneration policies and practices. To this end, Accelerate has two plans to reward performance in the short and long term:

1. The STI plan is designed to create a performance culture and reward employees for strong annual results against pre-determined targets.
2. The LTI plan, which is a conditional share plan (CSP), is designed to attract, retain and reward participants by annually awarding shares. It provides employees with the opportunity to share in the success of the company, and it incentivises them to deliver on the business strategy over the long term. This will align key employees and shareholders.

#### *Short-term incentive*

##### **Purpose and principles of the STI**

The Accelerate STI plan is based on the following principles:

- All employees are eligible for an annual STI.
- It is limited to a maximum of 1 x TGP.
- The annual STI will be calculated on an additive basis, and will be based on both personal and business scores, determined with reference to the financial performance of the company and the achievement of personal key performance indicators or such other measures set by the committee from time to time, as follows:

The STI indicators are reviewed annually to ensure relevance.

## REMUNERATION REVIEW (continued)

| Indicator                                       | Weighting<br>% |
|---|----------------|
| <b>Business/financial indicator<sup>1</sup></b> |                |
| Achievement of financial metrics, including:    |                |
| • Loan-to-value ratio                           | 10             |
| • Debt expiry profile                           | 10             |
| • Interest rate hedging                         | 10             |
| • Hedging expiry profile                        | 10             |
| • Debt rating                                   | 10             |
|   | 70             |
| Achievement of operational metrics, including:  |                |
| • Property cost-to-income ratio                 | 5              |
| • Vacancies                                     | 5              |
| • Operating expense ratio                       | 5              |
| • Arrears (as percentage of revenue)            | 5              |
| <b>Personal indicator</b>                       |                |
| Achievement of personal KPIs, including:        |                |
| Key executive responsibilities                  | 7,5            |
| Compliance with industry best standards         | 7,5            |
| Development of people/culture/values            | 7,5            |
| Industry perception                             | 7,5            |
|   | 30             |

<sup>1</sup> Subject to adjustments approved by the remuneration committee. Such adjustments would be for instances such as acquisitions, disposals and redevelopments during the performance period.

### *Long-term incentives*

Regular annual awards of conditional shares are made in terms of the CSP on a consistent basis to ensure long-term shareholder value creation. The CSP makes shares available to executives and selected senior management of Accelerate Property Management Company (Pty) Ltd to align their interests with those of the shareholders.

The conditional shares vest on condition of continued employment and appropriate performance conditions. The performance conditions are measured over a three-year period, in line with the financial year-end of the company.

The essential features of the CSP are detailed below:

|                               |   |
|-------------------------------|---|
| <b>Purpose</b>                | The primary intent of the CSP is to provide an opportunity to executives and senior management to receive shares in the company, thereby aligning their interests with those of shareholders. This is done through the award of conditional shares.   |
| <b>Operation</b>              | <p>Conditional shares vest on condition of continued employment (employment condition) and appropriate performance results (performance condition(s)). The performance conditions are measured over a three-year period, in line with the financial year-end of the company.</p> <p>Regular annual awards of performance units are made in terms of the CSP on a consistent basis to ensure long-term shareholder value creation.</p> |
| <b>Participants</b>           | Selected senior employees of the company and Accelerate Property Management Company are eligible to participate, at the discretion of the remuneration committee.   |
| <b>Performance period</b>     | The performance conditions are measured over a three-year period, in line with the financial year-end of the company.   |
| <b>Maximum value of award</b> | The maximum annual face value of the LTI is based on market benchmarks obtained from independent experts.   |
| <b>Plan limits</b>            | The aggregate number of shares that may be allocated under the CSP is subject to an overall limit of 5% of the issued share capital, and an individual limit of 1,5% of the issued share capital of the company.  |
| <b>Performance conditions</b> | <p>The performance conditions are objective and include one or more of the following:</p> <ul style="list-style-type: none"> <li>• Growth in dividend per share (internal benchmark, and peer group comparison if possible/appropriate)</li> <li>• Outperformance relative to SA All Bond Index (ALBI)</li> <li>• Outperformance relative to Listed Property Index (SAPI)</li> </ul>  |

#### Non-binding vote

The remuneration philosophy is annually put to shareholders for a non-binding vote. Should 25% or more of shareholders vote against it, the following steps will be undertaken:

1. The chairman of the remuneration committee will drive an engagement process which will be conducted based on good faith and with the aim of fairly and amicably resolving differences.
2. Reasonable concerns and differences will be addressed in the most appropriate manner which may include amendments to the remuneration philosophy.

#### Implementation report

##### Non-executive directors' remuneration

Non-executive directors do not hold contracts of employment with the company and play no part in any STI or LTI. Their fees are annually reviewed by Accelerate and submitted for shareholder approval.

Non-executive directors' fees reflect the directors' roles and membership of the board and its committees. Currently, the fees comprise an aggregate of a board base fee plus additional fees for each committee a director is a member of. In the committee's view, the fees paid to non-executive directors are sufficient to attract board members with the appropriate level of skill and expertise.

## REMUNERATION REVIEW (continued)

The committee recommends the non-executive director fee structure to the board for approval and recommendation to shareholders to approve at the upcoming annual general meeting.

The committee has recommended that no change be made to non-executive director remuneration for 2018/2019.

 The resolutions relating to non-executive directors' fees for the 2018 financial year can be found on page 7 of the notice of annual general meeting.

Non-executive directors' fees for 2017 and 2018 are as follows:

|              | 31 March 2018<br>R'000 | 31 March 2017<br>R'000 |
|--------------|------------------------|------------------------|
| TT Mboweni   | 975                    | 1 131                  |
| GC Cruywagen | 412                    | 439                    |
| TJ Fearnhead | 424                    | 400                    |
| JRP Doidge   | 388                    | 350                    |
| K Madikizela | 358                    | 350                    |
| FM Viruly    | 358                    | 350                    |

### Executive directors' remuneration

Fixed pay is determined through the annual review process which considers an employee's pay rate in relation to market averages. Any adjustments to pay are made in accordance with the company's pay philosophy. The annual review commences each March, and any rate changes will become effective on 1 July.

The executive directors' TGP and STI remuneration for the 2017 and 2018 financial year are as follows:

|                                     | 31 March 2018<br>R'000 | 31 March 2017<br>R'000 |
|-------------------------------------|------------------------|------------------------|
| <b>Total guaranteed package</b>     |                        |                        |
| M Georgiou                          | Nil                    | Nil                    |
| A Costa                             | 3 993                  | 3 534                  |
| D Kyriakides                        | 2 815                  | 2 206                  |
| JRJ Paterson                        | 3 064                  | 2 553                  |
| <b>Short-term incentive payment</b> |                        |                        |
| M Georgiou                          | Nil                    | Nil                    |
| A Costa                             | Nil                    | 4 600                  |
| D Kyriakides                        | Nil                    | 1 200                  |
| JRJ Paterson                        | Nil                    | 3 000                  |

Share options outstanding at the end of the period under review, which only vest on the specified dates, if the vesting conditions have been met, are as follows:

| Director     | Performance shares |                              | Retention shares |                              | Vesting dates                  |                                |                                |
|--------------|--------------------|------------------------------|------------------|------------------------------|--------------------------------|--------------------------------|--------------------------------|
|              | Number of shares   | Accrual at 31 March 2018 (R) | Number of shares | Accrual at 31 March 2018 (R) | Vesting 31 March 2019 year-end | Vesting 31 March 2020 year-end | Vesting 31 March 2021 year-end |
| M Georgiou   | 3 864 782          | 4 448 099                    |                  |                              | 824 770                        | 1 422 386                      | 1 617 626                      |
| M Georgiou   |                    |                              | 201 244          | 729 556                      | 201 244                        | -                              | -                              |
| A Costa      | 4 331 200          | 4 938 575                    |                  |                              | 1 291 188                      | 1 422 386                      | 1 617 626                      |
| A Costa      |                    |                              | 740 533          | 2 557 244                    | 740 533                        | -                              | -                              |
| D Kyriakides | 1 352 212          | 1 594 772                    |                  |                              | 404 705                        | 422 872                        | 524 635                        |
| D Kyriakides |                    |                              | 34 807           | 131 769                      | 34 807                         | -                              | -                              |
| JRJ Paterson | 2 535 331          | 2 813 297                    |                  |                              | 645 594                        | 884 186                        | 1 005 551                      |
| JRJ Paterson |                    |                              | 649 640          | 2 140 368                    | 649 640                        | -                              | -                              |
| <b>Total</b> | <b>12 083 525</b>  | <b>13 794 743</b>            | <b>1 626 224</b> | <b>5 558 937</b>             | <b>4 792 481</b>               | <b>4 151 830</b>               | <b>4 765 438</b>               |

| Share options exercised (number of shares) | Year ended 31 March 2018 | Year ended 31 March 2017 |
|--|--------------------------|--------------------------|
| A Costa                                    | 2 122 826                | 455 927                  |
| D Kyriakides                               | 719 283                  | 227 964                  |
| JRJ Paterson                               | 1 410 928                | 607 903                  |

The maximum number of shares that may be allocated under the CSP shall not exceed 31 945 846 (thirty-one million, nine hundred and forty-five thousand, eight hundred and forty-six).

### Employees

Our employees are key to the success of our business. We believe in a high-performance culture and strive to ensure this culture filters down from the management team to each employee. We take care to select the people who display a passion for the property industry and enhance the DNA of the company.

All employees of Accelerate are annually reviewed against key performance indicators to measure their performance. These reviews are set to ensure our company's strategic objectives are met, and that employees have attained their goals.

Ongoing training as well as career path guidance ensures each employee understands their current value to the company and where a potential career path with the company can lead to.

# ANNEXURE 6: MATERIAL CHANGES *Statement*

The directors of Accelerate report that there have been no material changes in the affairs, financial or trading position of Accelerate since 31 March 2018 to 20 June 2018, other than those disclosed in the integrated report, which is available on the website, [www.acceleratepf.co.za](http://www.acceleratepf.co.za), or can be requested from the company secretary.

# ANNEXURE 7: DIRECTORS INTEREST IN *Shares*

| Director     | Number of shares | % interest |
|--------------|------------------|------------|
| M Georgiou   | 291 869 510      | 29,50      |
| A Costa      | 25 736 697       | 2,6        |
| JRJ Paterson | 11 111 118       | 1,12       |
| D Kyriakides | 493 804          | 0,05       |

# ANNEXURE 8: SHARE *Capital*

## ORDINARY SHARE CAPITAL

|   | 31 March 2018      | 31 March 2017      |
|---|--------------------|--------------------|
| <b>Authorised</b>                                 |                    |                    |
| Ordinary shares of no par value                   | 5 000 000 000      | 5 000 000 000      |
| <b>Reconciliation of number of shares issued:</b> |                    |                    |
| Opening balance                                   | 986 372 706        | 801 344 007        |
| Issue of shares                                   | 2 991 638          | 185 028 699        |
|   | <b>989 364 344</b> | <b>986 372 706</b> |

The unissued authorised ordinary shares of no par value in the company are under the control and authority of the directors of the company who are authorised to allot and issue any such shares at their discretion, subject at all times to the provisions of the Companies Act, the company's MOI and the Listings Requirements of the JSE, provided that:

- such authority to allot and issue new shares is limited to vendor settlements only;
- the number of shares that may be issued (under general authority), in aggregate in any one financial year, is limited to 10% of the total number of shares in issue at the beginning of each financial year, any other issuances require specific authority; and
- the maximum discount permitted, in respect of vendor settlement, will be 5% of the average trade price of the shares in question, measured over the 30 business days prior to the date of each issue of new shares or the 30 business days prior to the date the directors resolve to issue such new shares.







# CORPORATE *Information*

## **Accelerate Property Fund Limited**

(Incorporated in the Republic of South Africa)  
(Registration number 2005/015057/06)  
Share code: APF ISIN: ZAE000185815  
(Approved as a REIT by the JSE)

## **Registered office and business address**

Cedar Square Shopping Centre, Management Office, 1st Floor, Cnr Willow Ave and Cedar Rd, Fourways, Johannesburg, 2055  
Tel: 010 001 0790  
Web: [www.acceleratepf.co.za](http://www.acceleratepf.co.za)

## **Investor relations**

Instinctif Partners  
The Firs, 302 3rd Floor,  
Corner Cradock and Biermann Road  
Rosebank, 2196  
Tel: 011 447 3030  
Email: [lizelle.dutoit@instinctif.com](mailto:lizelle.dutoit@instinctif.com)

## **Company secretary**

TMF Corporate Services (South Africa)  
Proprietary Limited  
Represented by:  
Ms Joanne Matisonn  
3rd Floor, 200 on Main, Cnr Main and  
Bowwood Roads  
Claremont, Cape Town, 7708

## **Transfer secretaries**

Computershare Investor Services (Pty) Ltd  
Rosebank Towers, 15 Biermann Ave, Rosebank,  
Johannesburg, 2196  
PO Box 61051, Marshalltown, 2107, South Africa  
Tel: 011 370 5000  
Email: [proxy@computershare.co.za](mailto:proxy@computershare.co.za)  
Fax: 011 688 2238

## **Sponsor**

The Standard Bank of South Africa Ltd  
(Registration number 1962/000738/06)  
30 Baker Street, Rosebank, 2196  
PO Box, 61344, Marshalltown, 2107,  
Johannesburg  
Tel: 011 721 6125

## **Auditors**

Ernst & Young Inc.  
102 Rivonia Road, Sandton, Johannesburg, 2149  
Tel: 011 772 3000

## **Internal Auditors**

LateganMashego Auditors (Pty)Ltd  
(Registration number 2001/107847/07)  
Registered address:  
11 Boca Walk, Highveld, Centurion, 0157  
Email: [lindie@lateganmashego.co.za](mailto:lindie@lateganmashego.co.za)  
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## **Attorneys**

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Chief financial officer: Dimitri Kyriakides  
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[www.acceleratepf.co.za](http://www.acceleratepf.co.za)