

### CHECKLIST AND SCORECARD FOR THE LOCATION OF YOUR NEW OFFICE SPACE

NR	DESCRIPTION	WEIGHTING	ILLOVO GREEN SCORE	% COMPLIANCE ILOVO GREEN	COMMENTS ON THE ILOVO GREEN DEVELOPMENT	SECTION
1	Lifestyle entertainment services easily accessible	15	15	100%	Illovo Green will offer excellent, easily accessible lifestyle facilities in a well-designed, modern, open air high street environment with ample parking. This sustainable, environmentally friendly development will become increasingly sought after.	ENABLING PRODUCTIVITY
2	Access to Gautrain	15	12	80%	The site is equidistant from the Sandton and Rosebank stations and five to six minutes' drive respectively. There are two Gautrain bus stops within easy walking distance.	
3	Easily, quickly accessible with less exposure to peak traffic in surrounding areas	15	15	100%	Complies perfectly. Multiple access routes and directions from which Illovo Green can be approached. Good access to public transport.	
4	Building must be new, modern, efficient and green (orientation, environment, materials, lighting, HVAC), leading to increased productivity	15	15	100%	Complies perfectly	PROGRESSIVE DESIGN
5	Each office must have openable windows facing out and giving access to fresh air	15	15	100%	Complies perfectly	
6	Floor sizes should be at least 1200 sqm and a maximum of 16.8m deep to ensure natural light and ventilation	15	15	100%	Complies perfectly, with floor plate size of 1850-1450sqm	
7	Floors must be able to interconnect internally at a minimal cost	15	15	100%	Complies perfectly - floors can be interconnected	
8	The depth of the floors must not exceed 16.8m, as all employees should have access to natural light and ventilation	15	15	100%	Complies perfectly. Illovo Green floor depth is between 16.8m	
9	A standalone, self contained building is preferable. For multi-tenanted buildings, a stand-alone effect can be achieved via interfloor stairs creating an internal link between the floors exclusive to your company	5	5	100%	The building can be dedicated to your company (depending on size, with around 3 500sq m being the smallest)	
10	Each office should be able to control its own airconditioning, or temperature can be controlled on a zonal basis. (See detailed HVAC specifications)	5	5	100%	HVAC system to be based on a flexible model so that temperature can be controlled on a zonal or individual basis. This will be part of the Product Definition process, as there are material cost variations.	

11	Must be able to deliver a standalone building of 5000-15000sq m within the next 15 to 36 months	10	10	100%	Complies, subject to a timely commitment from the tenant.	<b>SIZE AND DELIVERY CAPABILITY</b>
12	Various sizes or configurations of offices ranging from 150 to 15 000 sqm should be available	15	15	100%	Complies perfectly	
13	Tenants have significant input into the product definition (what is required in terms of quality, building management system, the way the building functions and control of the end product and internal finish)	5	5	100%	Complies perfectly - see attached schedule setting this out	
14	Expansion Capability (of 1200 - 2800 sqm)	5	5	100%	Expansion is split into two phases:  - Pre-occupation: tenants will be able to increase take-up of space by 1450sq m for 12 - 15 months after commitment.  - Post-occupation: we can enter into short-term leases of five years or less on 1450sq m. Tenants will have first right of refusal to take up additional space over time.	
15	Commencement of construction should not be depend on external factors beyond your company's control (e.g. the requirement for additional tenants to take up space before construction can commence)	5	5	100%	Complies perfectly. We are ready commence construction of a 10 000sq m building in the second or third quarter of 2016.	
16	The building should be Wi-Fi enabled with excellent fibre optic internet	5	5	100%	Complies perfectly	<b>CONNECTIVITY &amp; TENANT INSTALATION ALLOWANCE</b>
17	Tenant Installation Allowance: transparency of the TI to show what is included (quality & type, plus available alternative and pricing thereof).	5	5	100%	Complies perfectly	
18	Lease Specifics	10	10	100%	Lease terms will be market related and competitive (Future rates are based on Current Estimates of Net Rental being R165-R195 /sqm; Escalation 8.5%; Lease term 10-15 years; parking ratio either 4/100 or 5/100; parking bays @R900- R1050 / bay) based on our assumptions of the base build and tenant specification which needs to be confirmed)	<b>COMMERCIAL VIABILITY</b>