



P O BOX 61674,
MARSHALLTOWN, 2107, SOUTH AFRICA
WEB: www.auhf.co.za
TEL: +27 11 447 9581 • FAX: 086 518 3579
E-MAIL: Lorraine@housingfinanceafrica.org

Dear

MEMBERSHIP TO THE AFRICAN UNION FOR HOUSING FINANCE (AUHF)

As an important stakeholder in the housing sector in Africa we would like to include your organisation in our growing network and introduce the work of the African Union for Housing Finance (AUHF) to you.

Established in 1984, the AUHF is a member-based association of mortgage banks, micro-finance institutions, developers, housing corporations, non-profit organisations and other organisations / individuals involved in the mobilisation of funds for shelter and housing on the African continent. The AUHF currently comprises 54 members from 19 countries across the continent. This diversity creates a richness of engagement that we believe contributes to deepening stakeholders' understanding of the dynamics of Africa's housing finance sector, which itself will contribute to an enabling environment and an increase in investment in affordable housing. We aim to increase this diversity and reach across the continent so that we can more effectively bring about change and increase impact.

The need for affordable housing across Africa is great as is evidenced in informal and inadequate housing conditions all across the continent. In addition African cities have the highest urbanisation and population growth rates in the world which means that these conditions will be exacerbated unless urgent action by all stakeholders is taken.

As the primary representative body for Africa's housing sector, the AUHF has a critical role to play in supporting market development towards improved efficiencies, better practices, streamlined engagement and effective interventions to address the myriad problems and challenges that undermine working housing markets in Africa. In this, the AUHF is not only a representative of its membership, but a key focal point for engagement with Development Finance Institutions (DFIs), governments and other sector-support bodies and initiatives at the local, national and regional and international levels. To drive Africa's community of practice in affordable housing the AUHF has partnered with the Centre for Affordable Housing Finance in Africa (CAHF) since 2010. The CAHF provides Secretariat support to the AUHF, but has also brought significant other benefits to the partnership. By joining our network, not only do you make an impact on the bigger housing related issues facing our continent, but your organisation itself will receive many direct benefits.

Benefits to Stay Informed

- Your organisation will receive a monthly AUHF newsletter highlighting recent housing related developments, opportunities, legislative requirements, housing policy reforms or housing investments on the continent.
- Your organisation will be invited to attend upcoming housing related events and conferences on the continent, often at a discounted price for AUHF members.
- Through our partnership with the Centre for Affordable Housing Finance (CAHF) your organisation will have access to credible housing related research and data from the continent. Importantly CAHF publishes the "Housing Finance in Africa: A review of Africa's housing finance markets" annually which includes a country profile for each of the 55 countries in Africa, linked to a set of key indicators. The yearbook also provides regional profiles.
- Access to housing finance analysis will enable strategic decision making within your country / region / continent.

- Through AUHF social media services your organisation will be alerted to new information and will be able to share any of your newsworthy news across the platforms.
- Importantly CAHF has a Francophone programme and through this programme much of CAHF research material is available in French. CAHF also has a French speaking Regional Manager and Research Manager to support Francophone countries.

Benefits to Advance Your Business

- The AUHF and CAHF has considerable networks, internationally and across the continent and through your association, you will be able to access new opportunities and showcase your organisation to the wider public and investment community.
- Through AUHF networking engagements, as well as by accessing our extensive body of knowledge built over many years, deals between members and our partners / development finance institutions can be facilitated.
- There are considerable marketing opportunities for your organisation through membership. The AUHF will include a profile of your organisation with links to your website on the AUHF website (currently being updated) and incorporate your company logo on all AUHF branded material.
- Your organisation will be invited to present at our annual AUHF Conference. The annual AUHF Conference is known as the premier affordable housing conference on the African continent, attracting local and international delegates, all specialists in affordable housing. Each year the conference is held in a different country in Africa.
- Member write ups of case studies will be undertaken by CAHF.
- Becoming a member means linking your business to a trusted organization on the continent (AUHF) and a trusted source of information and data on the continent (CAHF). This brings increased credibility to your organization through association with two well regarded brands.

Benefits to Build Professional Capacity in Your Business

- Through a series of seminars / webinars and regionally workshops on housing finance issues hosted by CAHF and a local in-country AUHF member professional knowledge of the sector is advanced.
- The AUHF secures scholarships and discounts to accredited housing finance courses for AUHF members.
- Member study tours and information exchanges are facilitated.
- The AUHF negotiates for discounts to external conferences on behalf of members.

Benefits to Access Technical Assistance

- The AUHF has a long history of working on the continent and has built a considerable body of institutional knowledge and goodwill in the sector. This can be accessed by members.
- CAHF has Research Managers for all the regions with which members are encouraged to connect with to develop regional responses to affordable housing.

Benefits to Shape the Future

- Becoming a signatory to our annual declaration to express our commitment to realising housing affordability across the African continent.
- Through the AUHF's lobbying and advocacy agenda we are putting together a joint position on how African financial institutions can best adapt to meet the requirements of Basel III and IFRS 9.
- Macro-economic policy support of the affordable housing sector.
- Engagement with regional bodies such as the African Union and UN-Habitat.
- The development of a community of housing finance practitioners so that a collective voice for the sector is built.

- Through participation and collective effort bringing innovation in the housing finance sector to the forefront.
- Through participation and collective effort building a body of knowledge around key issues in the sector related to gender and resilience.
- Participation in the AUHF Board and Sub-Committees.

Please refer to the accompanying application form for details on member categories, pricing and special offers. After Board approval of your application and receipt of your fees you will be issued with a member certificate and welcomed to the AUHF officially through all our communication channels. Please note that our membership fees are due annually in July and that the annual membership term is from July to June.

Sincerely,



Andrew Chimphondah
Chairperson | African Union for Housing Finance
MD | Shelter Afrique