

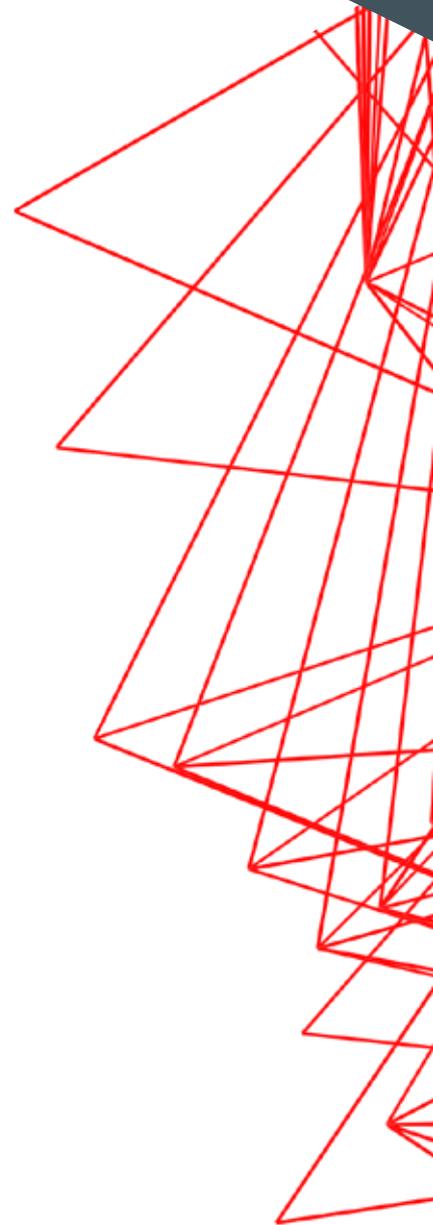
OUTLOOK: EMBRACING A GLOBAL FUTURE

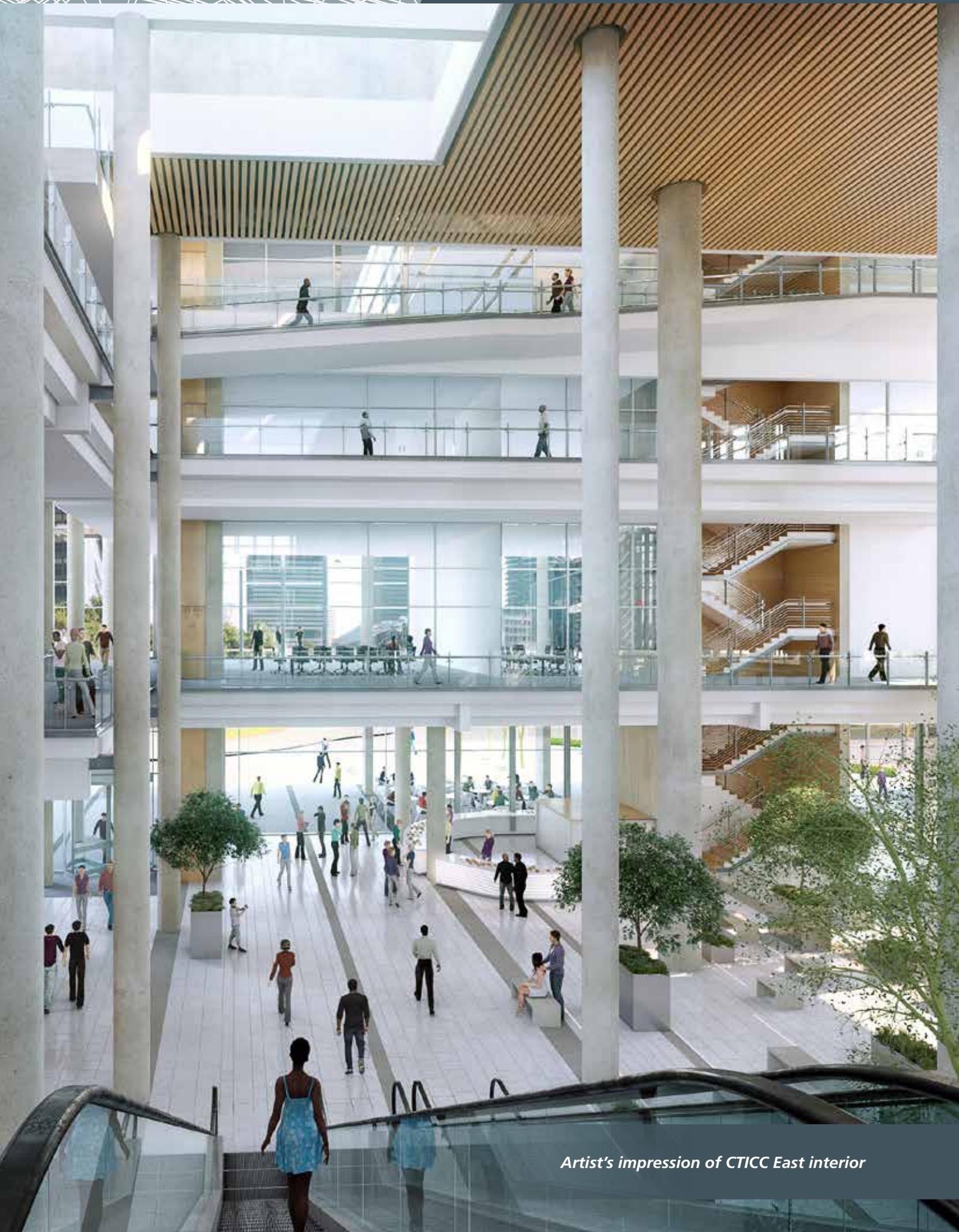
A HEALTHY FORWARD BOOK: A LOOK INTO THE FUTURE

The global events environment is highly competitive and increasingly so each year as an ever-growing number of convention centres and event providers open for business all over the world. We work constantly and diligently to position ourselves in this tough environment. And although we may be fortunate in our location at the popular southern tip of Africa, we cannot afford to be complacent. A vital tool in our quest for long-term business sustainability is our ability to populate a healthy forward book, which we manage to do primarily by winning bids and tenders for large international association conferences.

The CTICC expansion will be open for business during 2017 and we have seen keen interest in our expanded facilities and services from prospective national and international clients. We have already won our first international bid in this regard, and will host the World Ophthalmology Conference in 2020. This event will see both CTICC West and East simultaneously occupied by 15 000 delegates, which simply would have been beyond our capacity before.

During the year under review, we built on our established success, securing international association meetings and at the time of reporting there are 23 international congresses secured.





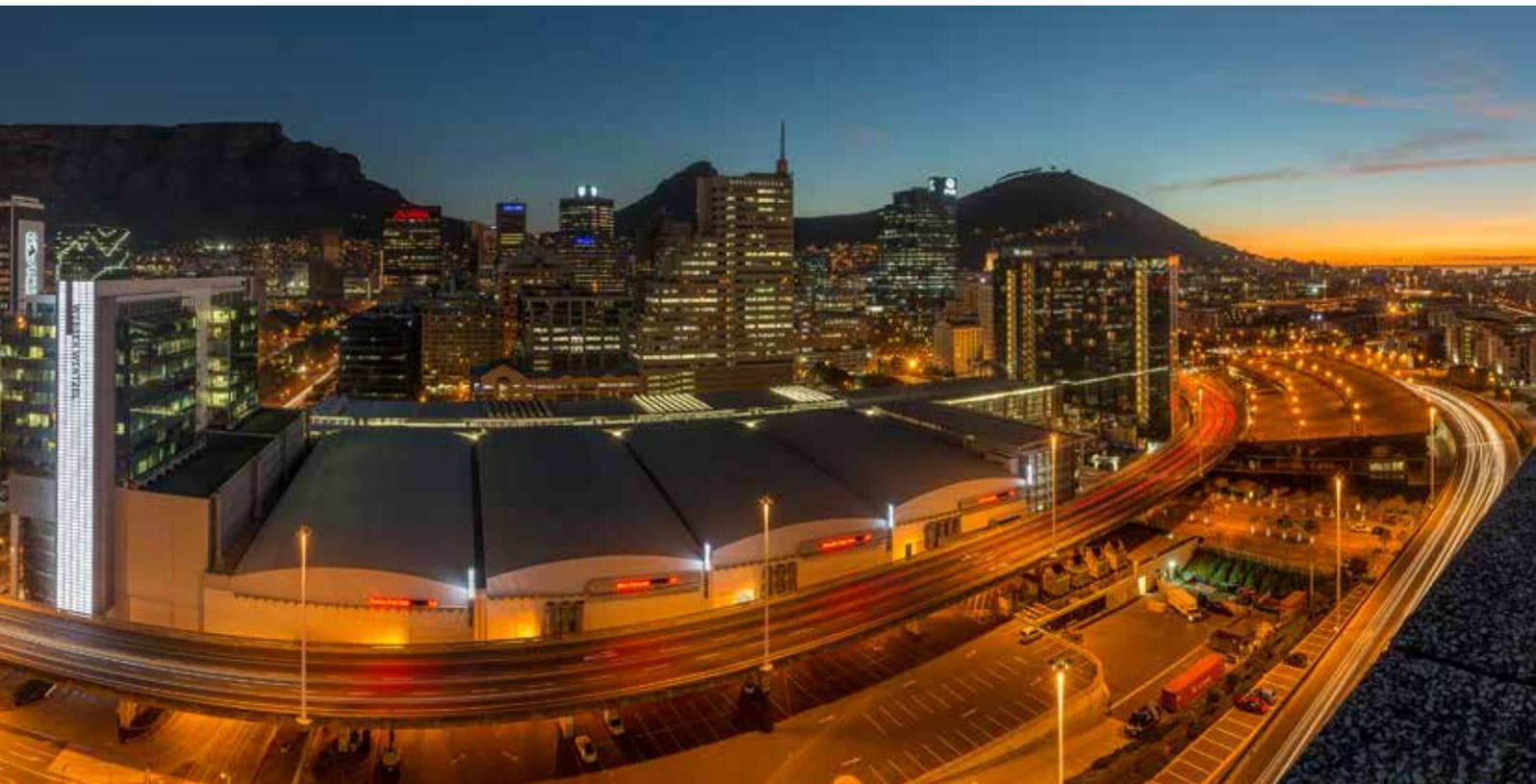
Artist's impression of CTICC East interior

Our forward book is growing into our expanded offering



International bids awarded up to 2022

Start Date	End Date	Description	Forecast Attendance
27/11/16	02/12/16	International Conference of Drug Regulatory Authorities (ICDRA) 2016	500
05/07/17	08/07/17	Mid-Year Meeting of the International Neuropsychological Society (INS) 2017	500
28/08/17	02/09/17	Joint Assembly Cape Town 2017 (IAPSO – IAMAS – IAGA) 2017	1 300
03/09/17	06/09/17	International Heavy Haul Railway Conference (IHHA) 2017	1 000
10/09/17	16/09/17	International Cochrane Colloquium Global Evidence Summit 2017	1 000
30/09/17	02/10/17	International Round Square Conference (RSIC) 2017	1 500
07/03/18	11/03/18	World Conference on Tobacco or Health (WCTOH) 2018	3 000
23/05/18	26/05/18	Congress of the World Federation of Occupational Therapists (WFOT) 2018	2 500
02/07/18	06/07/18	International Congress of Linguists (ICL) 2018	1 000
05/09/18	08/09/18	Congress of the Liga Medicorum Homoeopathica Internationalis (LMHI) 2018	1 000
17/09/18	19/09/18	Conference of the International Society for Trenchless Technology – NO DIG (ISTT) 2018	150
19/10/18	22/10/18	World Congress of Internal Medicine (WCIM) 2018	6 000
28/10/18	01/11/18	World Congress of Audiology (WCA) 2018	1 500
01/12/18	05/12/18	International Congress of Endocrinology (ICE) 2018	5 500
18/03/19	19/03/19	INSOL International Annual Regional Conference 2019	500
03/09/19	06/09/19	African Regional Conference of the International Society for Soil Mechanics and Geotechnical Engineering (ISSMGE) 2019	300
27/05/20	30/05/20	World Congress of Neurorehabilitation 2020	2 000
06/06/20	11/06/20	ISF World Seed Congress 2020	1 500
26/06/20	30/06/20	World Ophthalmology Congress (WOC) 2020	15 000
16/09/20	19/09/20	International Congress of Dietetics (ICD) 2020	1 500
01/03/21	13/03/21	International Congress of Human Genetics (ICHG) 2021	7 000
08/08/22	12/08/22	International Heat Transfer Conference (IHTC) 2021	1 200
09/10/22	13/10/22	Congress of the International Fiscal Association (IFA) 2022	2 000



SEEKING SECTORS OF FUTURE GROWTH

We see potential for growth in a number of sectors, African and global – most notably agro-processing, energy, technology, tourism and healthcare. These hold great value for Africa and we wish to partner with our stakeholders in concretising that promise.

Finally, we are of course looking at new and, in particular, repeat clients and we are promoting the potential of CTICC East and West to them. Already events such as the Cape Town International Jazz Festival and AfricaCom have expressed keen interest in our expanded offering.

INNOVATING FOR THE FUTURE

We believe technology and sustainability hold the joint keys to the future, the one ably assisting the other to be realised. As an example, the CTICC East expansion will have a fully integrated state-of-the-art building management system (BMS)

that will allow us effective control over utility use, harnessing technology to save costs and resources. Essentially, CTICC East will be a very smart building and an altogether more extraordinary client experience in every way.

We are also constantly following and adapting food and beverage trends in our extensive catering offering. As food trends evolve, our clients demand innovative and delicious catering concepts to enhance their events. This needs to be balanced, of course, by sourcing in a sustainable way and we love the creative challenge this brings with it.

In addition, we are convinced our ongoing investment in the training and development of our own people and communities will pay further dividends. Finally, we seek to expand our already loyal client base via a greater connection with our rising continent and the ever-changing world beyond. This is our promise going into 2017, when our expansion comes on stream, we wish to:

Extend our reach, embrace Africa and welcome the world.

