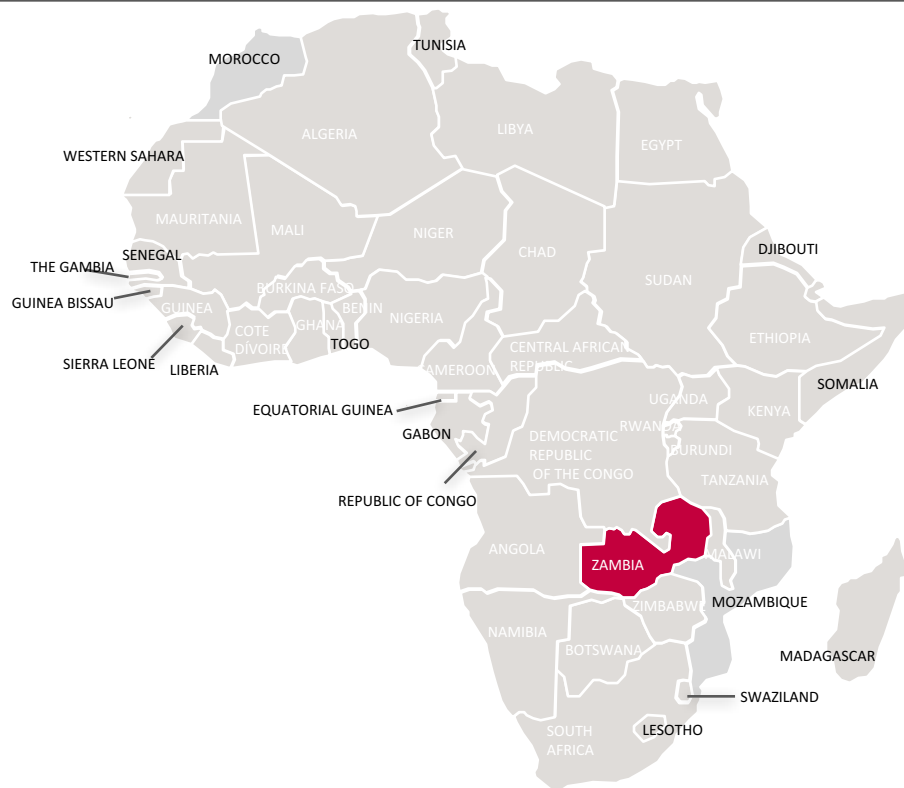


TIM WARE

# ZAMBIA'S RISE TO PROMINENCE

API CONFERENCE 2016



# COUNTRY OVERVIEW



ZAMBIA POPULATION **15 MILLION**

ZAMBIA POPULATION FORECAST, 2025 **22 MILLION**

LUSAKA POPULATION **2.5 MILLION**

LUSAKA POPULATION FORECAST, 2025 **3.5 MILLION**

ZAMBIA GDP GROWTH, 2015 **5%**

ZAMBIA GDP GROWTH FORECAST, 2016 **4%**

ZAMBIA GDP (PPP) PER CAPITAL, 2014 **US\$4,064**

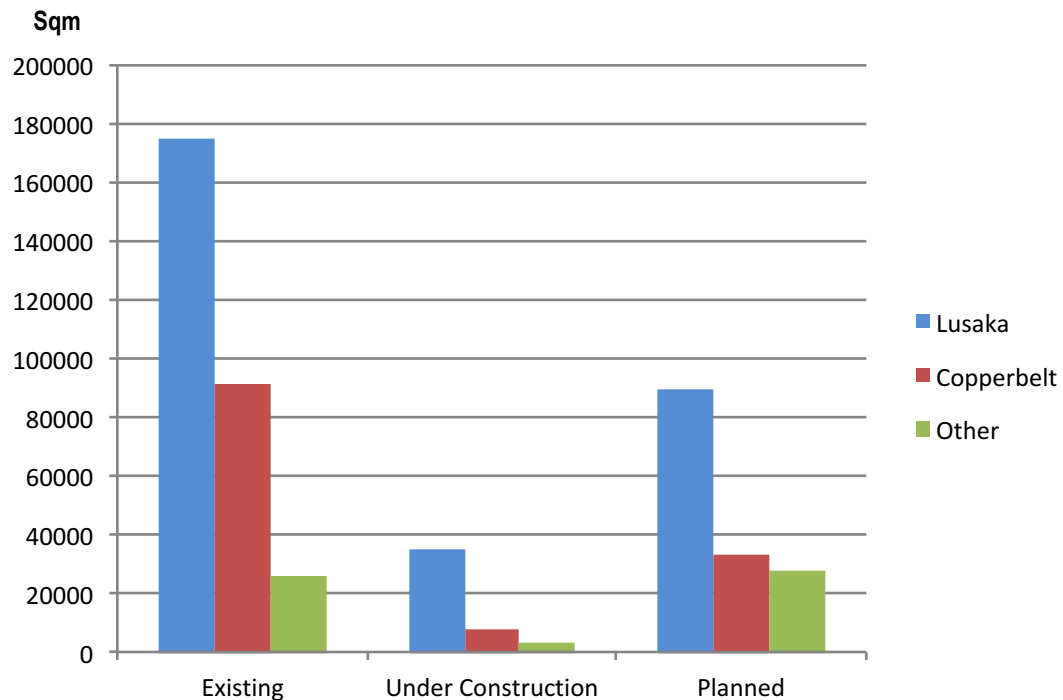
URBANISATION RATE **40%**

## MARKET HIGHLIGHTS

- Zambia is a politically stable country with a fast-growing economy, which is primarily driven by its large copper industry.
- The country's geographical position makes it an important gateway between Central, Eastern and Southern Africa.
- Lusaka is a growing commercial hub, with rising office space demand coming from the financial and communication sectors.
- Zambia is a major target for South African retailers' expansion plans; Shoprite, for example, now has 22 Zambian stores.
- Lusaka's newest shopping mall, Cosmopolitan Mall opened in 2016, joining existing centres such as Manda Hill, Arcades, Levy Junction and East Park.
- The Manda Hill mall has been acquired by AttAfrica, a Sub-Saharan property fund owned by South Africa investors Hyprop, Attacq and Atterbury.

Property Market Data		
	Prime Rents	Prime Yields
Office	US\$22/sq m/month	10%
Retail	US\$35/sq m/month	9%
Industrial	US\$7/sq m/month	12%
Residential (4 bed executive house)	US\$3,500/month	11%

# ■ RETAIL CENTRES - ZAMBIA



# ■ DEVELOPMENTS

---



Manda Hill Mall – 1999



Levy Business Park in Lusaka – 2012

## ■ DEVELOPMENTS

---



East Park Mall in Lusaka – 2014



Mukuba Mall in Kitwe – 2015

# ■ DEVELOPMENTS

---

P|Y|L|O|S  
unseen spaces



NOVARE<sup>®</sup>  
  
REAL ESTATE  
AFRICA

SHOP THE EXPERIENCE



Cosmopolitan Mall – 2016

---



# RETAILERS

LEGiT

  
You always WIN

FOSCHINI

SHOPRITE

  
It's the way you like it.®

@home  
THE HOMEWARE STORE

  
the difference

Bata

Pick n Pay  
Inspired by you

  
vodafone

  
Pizza Hut

STERNS  
— THE JEWELLER —

SPAR 

SAMSUNG

  
WAREHOUSE

HOME CORP  
MEGA STORE • MEGA SAVINGS

Ocean Basket

FOOD  
LOVER'S  
MARKET

  
HiFi Corp

  
Mr Price

WIMPY

max

SUBWAY  
eat fresh.®

  
HUNGRY  
LION

  
Steers

  
MUGG & BEAN

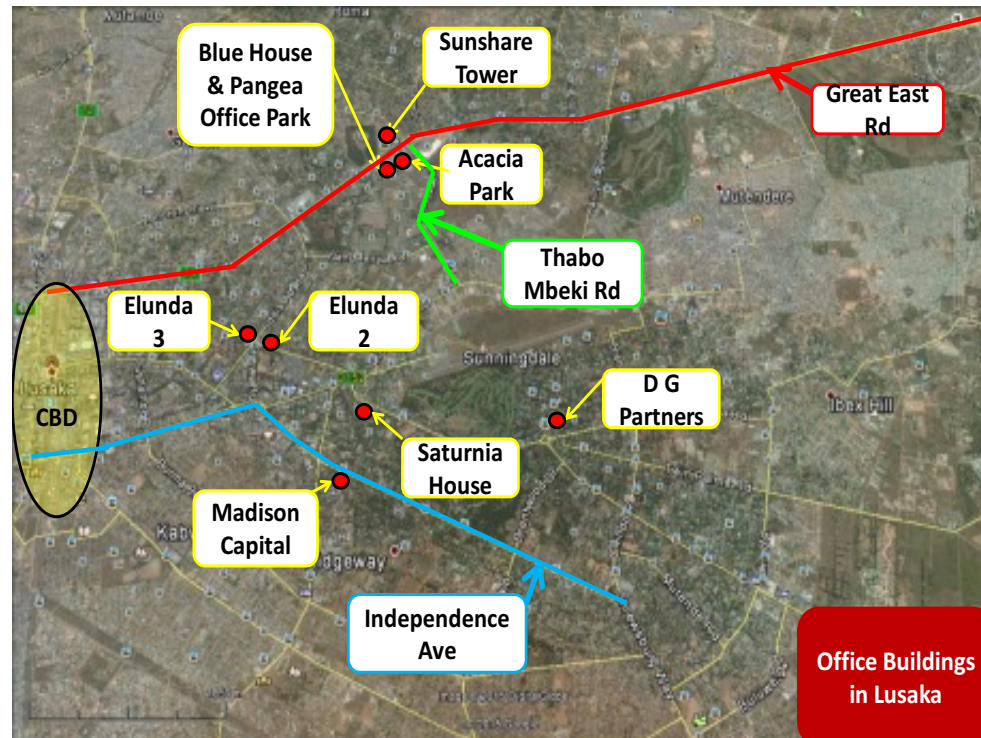
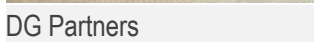
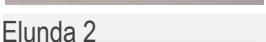
Rhapsody's

iStore

  
Premium  
Reseller

CHOPPIES  
VALUE FOR YOUR MONEY!

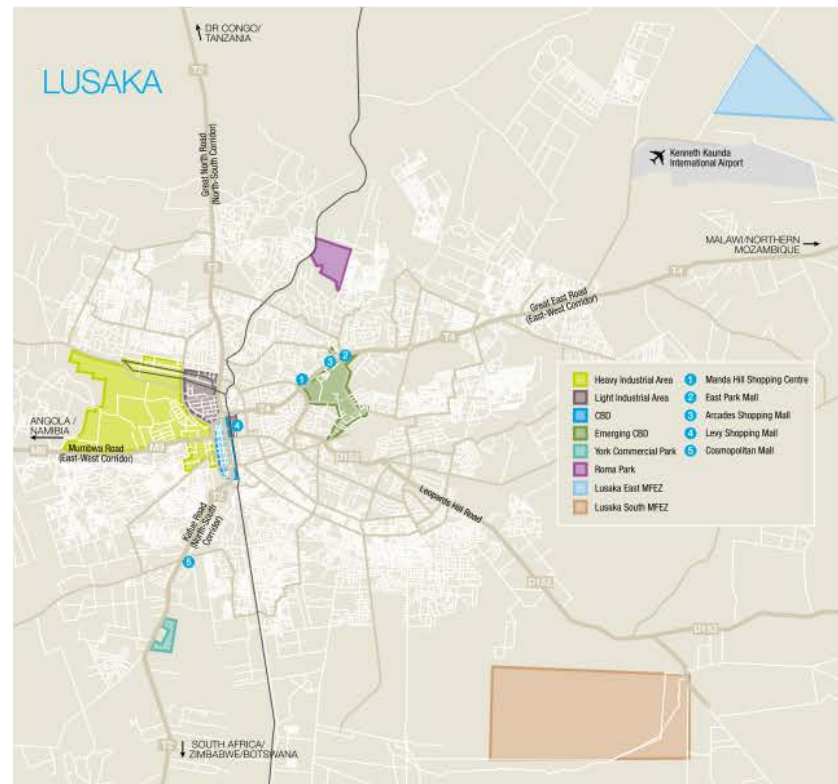




# OFFICE OCCUPIERS



# LOGISTICS



# INVESTMENT MARKET





# OTHER MARKETS

## Residential

- Housing deficit
- Dominated by self build
- Increased infrastructure development creating new suburban areas



## Farms & Estates

- Some of the best wilderness, wildlife and agriculture in Africa.
- Unique range of lodge and agricultural opportunities.
- Government encourages investment in commercial farming.



UNIVERSITY  
OF  
LUSAKA



MONASH University



CAVENDISH  
UNIVERSITY  
ZAMBIA



## Medical and Education

- Opportunity for new health infrastructure.
- Growing and predominately young population seeking higher education.

# RECENT MARKET – LEADING PUBLICATIONS



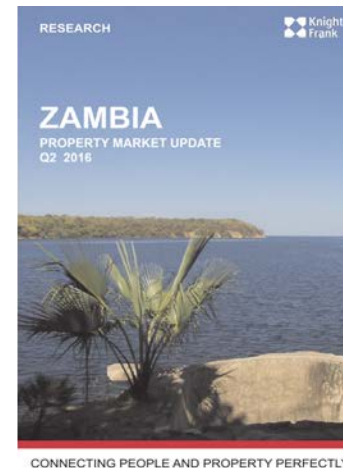
Africa Report  
2015/16



Logistics Africa  
2016



Shop Africa  
2016



Zambia Property Update  
Q2 2016