



**UNDERSTANDING OCCUPIER
PREFERENCE IN ZIMBABWE**



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STATE

ONCE UPON A TIME

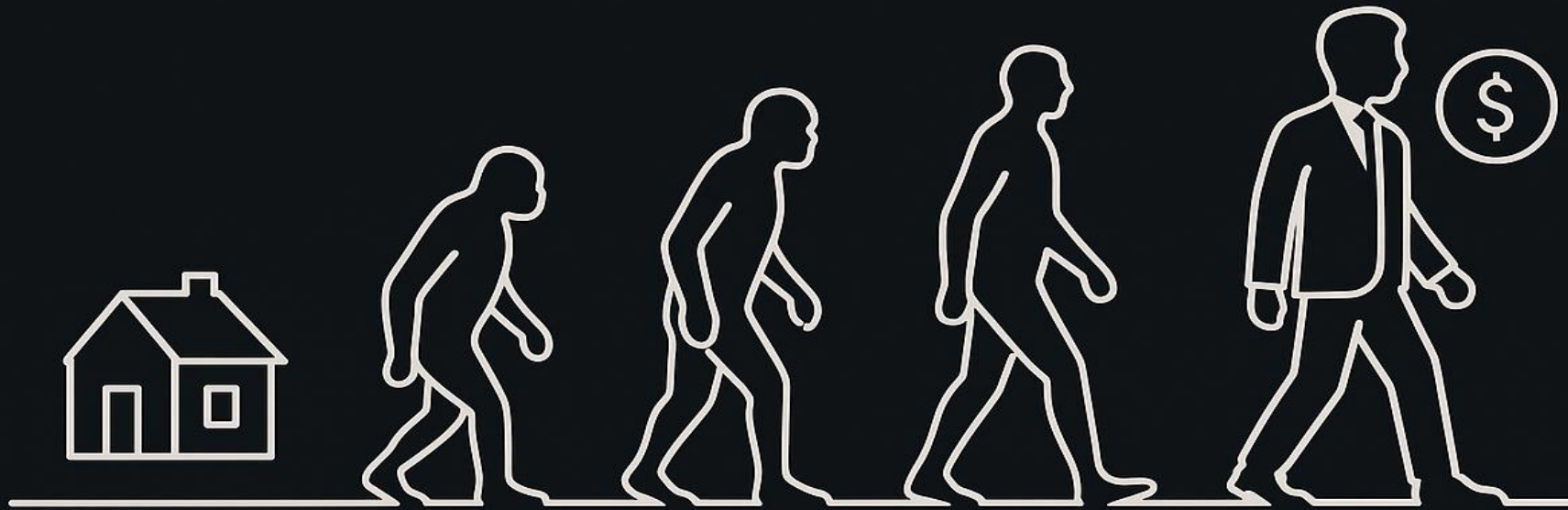




•Now:

- BORROWDALE VILLAGE
- POMONA SHOPPING CENTRE
- POMONA INDUSTRIAL COMPLEX
- MADOKERO
- MEYRICK PARK
- RIVERSIDE WALK
- HATFIELD
- HIGHLAND PARK
- WESTGATE

The Evolution of the Landlord



Traditional
Landlords

Institutional
Landlords

THE PARTNERSHIP TEST

IF YOU WANT GREAT TENANTS, ASK YOURSELF...

Share risk or rent holidays in hardship? ✓

Co-invest in activation or fit-out? ✓

Attend site regularly and engage directly? ✓

Market the property and the tenant's success? ✓


Adapt leases to actual business realities? ✓

Tell me what you want, what you really really want:

 Electricity


 Water

 Real Marketing


 Good tenant mix

 Human interaction

 Security

 Good tenant mix

 Destination

 Transparent Op costs

Quo vadis?





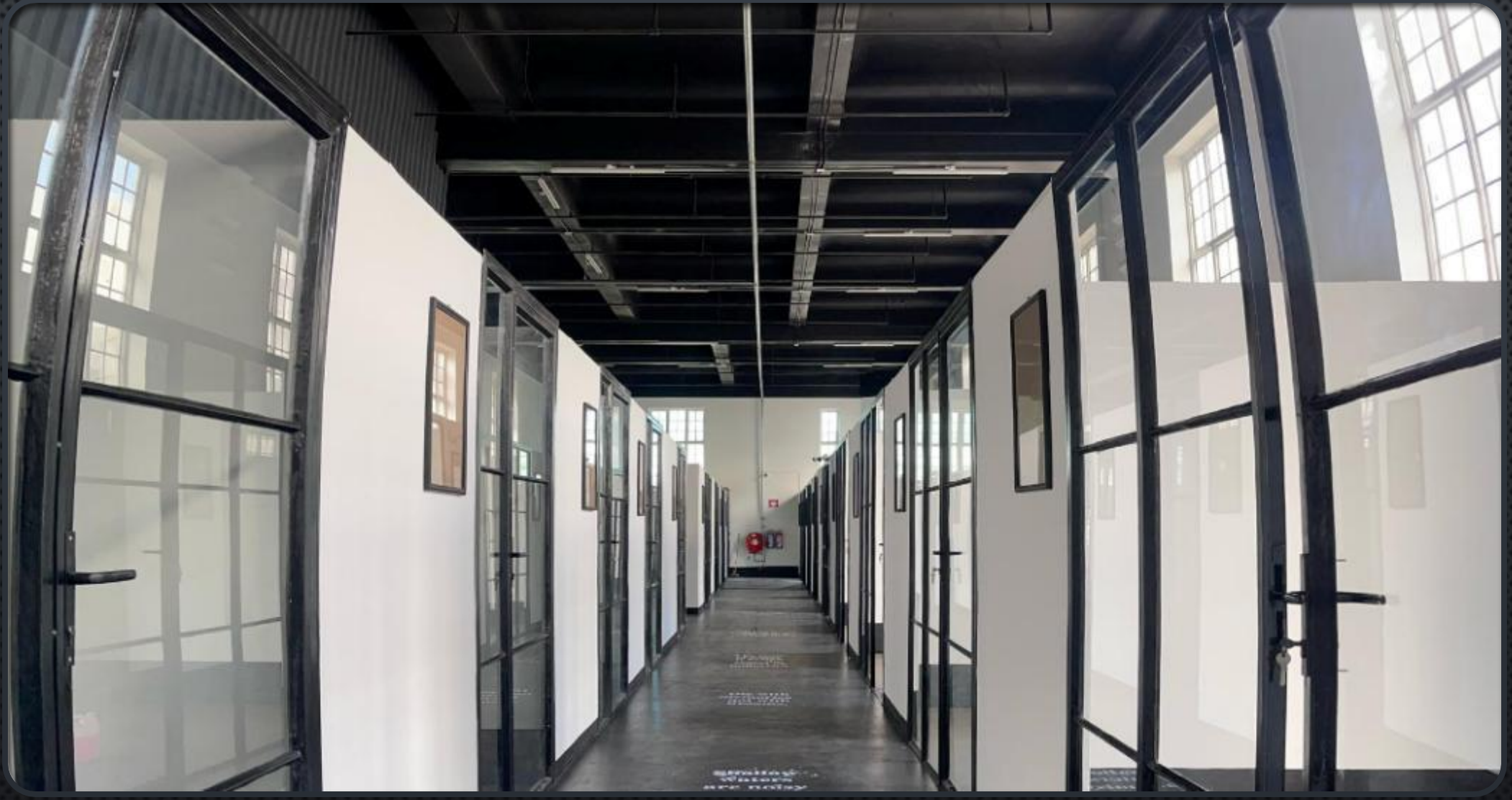



MBARR
GRILLS



FLEXWORKS
BY  **UIU**





MEIKLES MARKET



18-MONTH OUTLOOK



SHORT-TERM STRESSORS

Currency risk,
tenant churn,
cost of debt



OPPORTUNITIES

Nodes with latent
demand, adaptive re-
use, green buildings



TENANT PRIORITIES

Stability,
predictable ops
costs, real
marketing