

MBANO MANOR HOTEL LIMITED (MAURITIUS)

(Incorporated in the Republic of Mauritius)

A division of Matizimunda Investments Ltd (Zimbabwe Reg. 3537/2016)

EXECUTIVE SUMMARY

1. Introduction

Mbano Manor Hotel Ltd (Mauritius) is the investment arm of Matizimunda Investments Ltd, a hotel development company registered in Zimbabwe.

The company is inviting interested investors to inject a combination of equity and debt amounting to USD7million, to fund the construction and development of a boutique hotel called **Mbano Manor Hotel in Victoria Falls, Zimbabwe**. The proposed investment offers a return of more than 20% per annum over a 7-year investment period.

2. Purpose of the offer

The purpose of the offer is to provide members of the public with an investment in Mbano Manor Hotel Ltd (Mauritius) and, as a consequence, raise USD7 million, which will ultimately be utilised to provide capital for the construction and development of a 5-star luxury hotel at the Victoria Falls, in Zimbabwe.

3. Details of the offer

| | |
|--|-----------------|
| Total number of ordinary shares to be placed pursuant to the offer | 650,000 |
| Issue price per offer share | US\$10.00 |
| Total amount to be raised | US\$6.5-million |
| Total Loan equity to be raised (at 6% interest) | : US\$500 000 |

The cost is divided between US\$4 million for the construction of the accommodation units and US\$3million for the funding of the remaining aspects of the project.

4. The hotel: Mbano Manor Hotel, Victoria Falls

- Location: Old Kazungula road, Victoria Falls Zimbabwe. 4km from entrance to the Victoria Falls
- Area: 17 042 m². Adjacent to Zambezi National Park. Zoned for hotel development
- Hotel Architectural Style: Colonial chic
- 18 luxury suites plus a Presidential suite, reception, restaurant, lounge, spa, swimming pool, offices. and back of house area

5. Shareholding and Management

The Mbano Manor project is led by the two company shareholders – Mati and Norman Nyazema. Mati Nyazema is the project leader and sponsor

The hotel will be managed through a joint venture agreement between Mati Nyazema and Norman Wallace. Mati was previously a Director at Tsogo Sun Group and managed the Sandton Convention Centre in Johannesburg. Norman Wallace is the former Tsogo Sun Director of Operations for Africa region. The partnership offers cumulative over 60 years of tourism and hospitality experience, including involvement in hotel openings and operations in several African countries.

6. Opportunity

- Investing in a growing and key sector in Zimbabwe.
- In the past 3 years, 4 and 5-star hotels in Victoria Falls have achieved growing occupancies, supported by regional and international demand.
- In 2016, the new international airport opened at Victoria Falls, resulting in increased airline capacity as additional airlines (Kenya Airways, Ethiopian Airways, SA Airlink, Rwanda air, Fastjet) now fly into the destination. SAA (wide-bodied), BA, Air Namibia, Air Botswana and Air Zimbabwe already service the route.

7. Key Strategy Pillars

- A **strategic marketing alliance** will be concluded with a reputable brand already operating in the niche safari space
- Average selling price of the suites will be USD1400 per room per night
- Incomes are anticipated to grow from a forecast revenue of US\$1,5-million (2019), increasing to over US\$4.7million, by year 5.
- Focus on high-end discerning tourists, niche marketing, strong brand, strategic marketing relationships
- Strong operational and financial performance, experienced leadership and empowered staff.

8. Investment Proposal: Additional information

Working with an expert team from Southern Africa, the project status as at August 2017 is as follows:

- Authority obtained from the Reserve Bank of Zimbabwe for exchange control and foreign investment
- Hotel architectural plans, Environmental Impact Assessment, Bill of Materials completed
- The hotel brand and brochure, website, and marketing strategy is available.
- Letters of support received from Zimbabwe Tourism and Victoria Falls authorities
- A due diligence and company valuation was conducted by an independent company
- Acquisition of regulatory and construction approvals is almost complete.

In summary, the 18-suite Mbanomanor Hotel will fill a much-needed niche in the Victoria Falls product offering, and will deliver superior returns to investors. It is anticipated that the construction of the hotel will be completed over a period of 12 months. Detailed information is available from our website – mbanomanorhotel.com

9. Financial advisors and Investment inquiries:

Lindi van den Berg, Director: Global Capital Solutions +2783 344 9050 lindi@globalcap.co.za
www.globalcap.co.za

Presented by Martha Matifadza Nyazema, Executive Director Matizimunda Investments (Zimbabwe).
mati.nyazema@gmail.com; +2782 80 53278 /+263 785 750 348. Aug 2017. www.mbanomanorhotel.com