



La Place is the heart of the upcoming development of Gros Bois into a smart city.

Real Estate

Our activities under the real estate segment include the following:

- Mixed use property development in the regions of Moka, Gros Bois and Bel Ombre;
- Officea, a property fund that specialises in the development and management of office spaces; and
- Ascencia, a retail asset fund specialising in the development, management, and operation of shopping malls through Enatt, property and asset manager.

Cap 23 Ambition

Sustain the value creation model, create trendsetting products, and maintain market leadership

Operating Context

In a period where risks are abundant, real estate maintained its position as a safe investment. The segment has sustained its robust performance despite the combined effect of rising construction costs and the increasing number of competitors on the market which put our margins under pressure.

Link to risks

- Top group risks (pages 66 to 67)
- Rising costs of construction and squeeze of purchasing power may affect sales momentum and trading density

Property Development

Strategic Objectives

Moka – Maintain position as the leading smart city in Mauritius and be a destination of choice for businesses and lifestyle

Gros Bois – Be the smart and integrated village of reference in the South

Bel Ombre – Be the reference in the Indian Ocean in terms of sustainable development

Operating Context

Despite the robust demand for residential land and built products, the segment was challenged by the following:

- The closure of national borders as a result of the prolonged COVID-19 crisis impacted access to regional markets;
- Administrative disruptions caused by the lockdown delayed sales; and
- Potential buyers delayed the completion of their purchases to the next financial year to avail of the tax government incentives applicable in FY22.



Performance

Moka Smart City

Sales of residential and commercial units in Moka remained buoyant, owing to consistent interest from local buyers. We signed the first deeds of sale in Telfair and successfully launched residential land sales at L'Avenir, Helvétia and Courchamps. The completion of infrastructure works and the obtention of relevant development permits allowed us to realise additional sales at Les Promenades d'Helvétia, and Bagatelle Commercial, as well as launch a new development phase at Vivéa Business Park. In parallel, we maintained focus on the overall improvement of customer experience.

Development works in the city maintained a steady pace. We improved the connectivity and accessibility of Moka through the completion of a second bridge at Bagatelle, and a partnership with Government for the M3 interchange at Verdun will further fluidify the traffic when completed. We also launched Les Kocottes to foster social and cultural entrepreneurship.

Rs 1.5 bn
debt successfully raised
for Moka Smart City

225
residential units developed
and sold over past 3 years

Gros Bois

We made significant investments in public infrastructure projects to fuel Gros Bois' growth momentum. Inter alia, we

- Invested Rs 80 million in an international school, and so in partnership with West Coast International School; the school started operating in February 2022;
- Created La Place du Village, a development that was heartily welcomed by the local community; and
- Put freehold land up for sales in the newly created neighbourhood of Les Jardins. The plots were rapidly sold out.

Bel Ombre

Despite the economic environment, Heritage Villas Valriche was able to improve its operating cash flow and gearing ratios thanks to better than anticipated land sales.

Priorities for the next financial year

- Moka
 - Achieve Cap 23 land sales target with the launch of several projects in Helvétia, L'Avenir and Telfair
 - Begin the Telfair project by January 2022 to achieve sufficient critical mass to create the vibrancy of a city centre
 - Continue running the Moka'mwad program
 - Improve transport connectivity in the region
- Gros Bois
 - Obtain the Smart City certification
 - Develop new apartments, small offices, and paramedical facilities
- Bel Ombre
 - Commence infrastructure works for the Second Golf Course Road and the Morcellement Ouest over 101 arpents of sloping land on Agria's west border

Offices

Strategic Objectives

Position Officea as the leading brand for offices in Mauritius

Operating Context

The last two years have required offices to adapt to new work habits, employee safety having remained top priority all throughout the pandemic. Officea has been able to deliver fitted out offices to customers, all the while developing its own brand of workspitality related services.

30,000 m²
of offices

96%
occupancy rate

Performance

Moka has confirmed its position as a recognised business destination on the island. Officea is performing in line with its target as set out in Cap 23, its three-year business plan. Most office rentals have been renewed and tenants who left have been easily replaced. There has been little to no break in occupancy and the average occupancy rate stood at 96%.

Priorities for the next financial year

- Start operations of Les Fascines, a LEED certified building
- Launch of the co-working offering at Les Fascines with a renowned South African strategic partner
- Implement the workspitality concept with the launch of meeting rooms and a conciergerie
- Launch the construction of some 20,000m² of offices at Telfair

Retail

Strategic Objectives

Enhance customer experience, optimise management of malls through use of technology and implement circular economy initiatives

Operating Context

Ascencia's shopping malls demonstrated resilience: the second lockdown had minimal impact on its operations, with most tenants resuming their trades immediately post-lockdown, excepting leisure offerings.

Post 30 June, Ascencia has transitioned from the Development and Enterprise market to the Official market of the Stock Exchange of Mauritius (SEM) and was admitted on SEM's Sustainability Index.

Performance

The performance of the retail asset fund has been beyond expectations in the current context of the global health crisis. The extension of Bagatelle Mall was well received by the market, and so was the opening of Decathlon in May 2021. The safety of shoppers, tenants and other stakeholders remained the priority. During the year,

Ascencia has managed to implement the Safe Asset Group's #SafeShopping Protocol to maintain a safe shopping environment for customers. This has proven to be valuable as the footfall and trading densities have demonstrated resilience. Two relief plans were introduced to support tenants through facilities like rental concessions, safe shopping expenditure and additional marketing spend. These relief plans were welcomed by tenants.

Priorities for the next financial year

- Development of a metro station at Phoenix Mall
- Launch of the new digital operations platform Infraspak which will also involve change management
- Creation of an Operational Excellence function

2.7%
vacancy level

Rs 9,085
trading density