



# MALL *Profile*

Situated in KwaZulu-Natal on the east coast of South Africa, La Lucia Mall lies within a stone's throw of the Umhlanga beachfront and offers a convenient retail shopping experience for the discerning shopper.

When La Lucia Mall first opened its doors in 1974, it had 45 stores. As of 2020, the mall boasts over 130 retailers. Attracting 5 million shoppers annually, La Lucia Mall provides an upmarket shopping destination for the local Durban North, La Lucia and Umhlanga communities and tourists.

The shopping centre offers approximately 1000 free open parking bays and over 600 undercover parking bays, 5 exhibition courts as well as ample parking facilities for disabled shoppers and parents of young children.

In 2019 the mall completed a major upgrade that has modernised and reimagined its entire retail space and, unlike many other 40-plus-year-old buildings, it now sets the bar for contemporary mall design trends.

## LEASING GUIDE

|                                   |   |
|-----------------------------------|---|
| <b>GLA (gross lettable area):</b> | 37 300m <sup>2</sup>  |
| <b>No. of Stores:</b>             | >130  |
| <b>Owner:</b>                     | Growthpoint Properties Limited.<br>Reg no. 1987/004988/06   |
| <b>Managing Agent:</b>            | Growthpoint Management Services (Pty) Ltd<br>Tel: 031 584 5100 · Fax: 031 584 5110/1<br>Email: info@growthpoint.co.za<br>4th Floor, Lincoln on the Lake, 2 High Street, Umhlanga Ridge, Durban, South Africa<br>Centre Management, Shop 114 La Lucia Mall, 90 William Campbell Drive, La Lucia 4051, PO Box 1330, Umhlanga Rocks, 4330<br>Tel: 031 562 8420 |
| <b>Centre Manager:</b>            | Vanessa Blevins<br>vblevins@growthpoint.co.za   |
| <b>Leasing Manager:</b>           | Nazrana Premall<br>npremall@growthpoint.co.za   |
| <b>Marketing Manager:</b>         | Cindene Sheasby<br>csheasby@growthpoint.co.za   |
| <b>Operations Manager:</b>        | Donovan Solomon<br>dsolomon@growthpoint.co.za   |
| <b>Property Administrator:</b>    | Pamela Hira<br>phira@growthpoint.co.za  |

## TENANTS

### National Major Tenants/Sub Tenants:

Clicks, Dis-Chem Pharmacies, Food Lovers Market, Foschini Group, Mr Price Home, Mr Price Weekend, Old Khaki, Pick 'n Pay, Poetry, Truworths and Woolworths.

### International Retailers:

Falco Milano, Havaianas, Le Creuset, L'Occitane en Provence, Pandora and Sunglass Hut.

### Banks/ATMs/Forex/Services:

AA Travelex, ABSA, Bidvest Bank, Capitec, FNB, Nedbank, SA Post Office, Postnet and Standard Bank plus ATMs - ABSA, FNB, STD Bank, Nedbank, Capitec.

### Eateries:

Amici, Europa Food Emporium, Kauai Juice Company, Mugg & Bean, Nando's, Nouriti, refresh (at Food Lovers Market), Vida e Caff , Wimpy and Woolworths Caf .

### Customer Services:

Gift cards, baby changing stations, parking for parents with prams, disabled and elderly customers, pause area and satellite TV (outside Woolworths), WIFI (30mins or 50mb's free wifi), and wheelchairs at customer care desk.

## TRADING HOURS

|                                   |                 |
|-----------------------------------|-----------------|
| Monday to Friday:                 | 9:00am - 6:00pm |
| Saturday:                         | 8:30am - 5:00pm |
| Sunday:                           | 9:00am - 5:00pm |
| Non-religious public holidays:    | 9:00am - 5:00pm |
| Religious public holidays:        | Optional        |
| *Subject to change without notice |                 |

## SHOPPER DEMOGRAPHICS\*

|                |     |
|----------------|-----|
| • Male:        | 29% |
| • Female:      | 71% |
| • Average Age: | 49  |
| • LSM 10:      | 54% |
| • LSM 9:       | 18% |
| • LSM 7-8:     | 11% |
| • LSM 6:       | 8%  |
| • LSM 1-5:     | 9%  |

## FOOT TRAFFIC

|                      |                      |
|----------------------|----------------------|
| Foot Traffic (2019): | > 5 million shoppers |
| Dwell Time:          | 45 - 60 minutes      |

## PRIMARY CATCHMENT AREAS\*

La Lucia, Umhlanga, Durban North, Glenashley, Glen Anil, Mount Edgecombe, Phoenix, Sunningdale  
\*Based on market research conducted by Urban Studies, June 2016

## REQUIREMENTS FOR PROSPECTIVE TENANTS

### 1. TENANT APPLICATION FORM. 2. FICA DOCUMENTS. 3. YOUR BUSINESS PLAN, INCLUDING:

- Profile and background (including CV) of applicant
- Concept and type of business
- Proposed store design and layout (including artist's impression of visuals)
- Product range and price points
- Marketing strategy (target market, market research, marketing plan, competitor analysis, advertising and communication strategies)
- Photos of existing stores and merchandise
- Financials (capital cost to set up and financing thereof, forecast of estimated annual income and expenditure, cashflow projections, current financials of existing business/es)

## CONTACT INFORMATION

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**LLM**  
LA LUCIA MALL

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