



## LEASING GUIDE

Situated on the East Coast of Kwa-Zulu Natal, within a stone's throw of Umhlanga beach front, La Lucia Mall offers exclusive shopping for the shopping elite.

When La Lucia Mall first opened its doors in 1974 it had 45 stores. The Mall now boasts over 130 international and local retailers; from health and beauty, to fashion, decor, food, lifestyle and service related stores, as well as anchor tenants Pick n Pay, Foodlovers Market, Woolworths, Edgars, Stuttafords and Dischem. Some of the international brands include Accessorize, Le Creuset, Crabtree & Evelyn, The Body Shop, Pandora and Sunglass Hut.

Attracting 6.2 million shoppers annually La Lucia Mall provides an upmarket shopping destination for the local North Durban, La Lucia and Umhlanga communities and tourists. It offers convenience shopping in an exclusive environment that is in keeping with the upmarket residential and commercial nodes of the surrounding La Lucia / Umhlanga Ridge areas.

The Mall has undergone 6 refurbishments and extensions since opening and offers 1400 free parking bays, 780 undercover pay parking bays, spacious exhibition courts, chill out zones, as well as sufficient parking and facilities for disabled shoppers and mother's of young children.

Come to La Lucia Mall, where your shopping pleasure awaits.

### mall profile

GLA (gross lettable area): 36 343m<sup>2</sup> (±130 stores)

Owner: Growthpoint Properties Limited. Reg no. 1987/004988/06

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### 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

### foot traffic

Foot Traffic (2011): 6.2 million shoppers

Dwell Time: ± 45 - 60 minutes

### tenants

National Major Tenants/ Sub-Major Tenants:

Clicks, Dischem Pharmacies, Edgars, Food Lover's Market, Foschini Group, Mr Price Home, Mr Price Weekend Material, Pick n Pay, Stuttafords, Truworths and Woolworths.

International Retailers:

Accessorize, Crabtree & Evelyn, Le Creuset, Pandora and Sunglass Hut.

Banks / ATM's / Forex / Services:

FNB, Standard Bank, Nedbank, ABSA, Bidvest Bank, AA Travellex and Postnet.

Eateries:

Delicious, Europa Food Emporium, Hans Vrolijk Bakery, Maxi's, Mugg & Bean, Nando's, reFresh, Taste Coffee Shop and Woolworths Café.

Customer Services:

Gift cards, baby changing stations in all restrooms, parking for parents with prams, disabled and elderly customers, pause area and satellite tv (outside Woolworths) and wheelchairs at the customer care centre.

### shopper demographics\*

Female: 72% Male: 28% Average Age: 49

LSM: LSM 1-5: 9% LSM 6: 8% LSM 7-8: 11% LSM 9: 12% LSM 10: 55%

### primary catchment area\*

La Lucia, Umhlanga, Durban North, Glen Ashley, Glen Anil, Sunningdale

\* Based on market research conducted by Urban studies - September 2010

### 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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