



LETTING PROPOSAL – MAY 2020

12-16 Old Main Road, Hillcrest



Highlights 2015 - 2019

- Centre was 99.5% let for 2015, 97.5% let in 2016; 98% Let in 2017; 97% Let in 2018; 98.5% let for 2019.
- Anchored by one of the Largest Woolworths convenience food stores by sqm and the second highest grossing Woolworths in Kwazulu-Natal, and a large Clicks complete with pharmacy and clinic.
- Car Traffic Count has averaged over 91,000 cars per month, achieving closer to 100,000 cars in December.
- Traffic to centre consistent for all 7 days of Week
Using March 2018 - Feb 2019 Figures (Average cars entering centre per day): Mon (2618), Tues (3058), Wed (2986), Thurs (3063), Fri (3323), Sat (3001), Sun (2450).
- Over 70% of GLA let to tenants until 2022 or later. Our retention % remains extremely high on renewal.
- Centre underwent a MAJOR upgrade in 2018/19; resulted in the expansion of Woolworths including a Woolworths coffee shop; the expansion of Clicks; the addition of a new parking garage and 2 new lifts installed into the centre, both creating more convenient access to shopping and to parking; a beautiful roof top garden, brand new tiling, water features, stunning landscaping and more!!
- Our restaurants are trading well!
- The excellent security record in the centre remains intact.

Welcome to Lillies Quarter, your shopping destination of choice...



Lillies Quarter is an A-Grade 9900sqm Retail centre, with its main clientele in the LSM 7-10 group. Ideally situated on Old Main Road, Hillcrest and servicing four large residential areas, Lillies Quarter has a well balanced mix of Upmarket tenants, ranging from the largest convenience Woolworths Food store in KZN, a large Clicks with Pharmacy, to home and décor, arts, crafts & hobbies, gifting, health & beauty to name a few. The wide range of stores are complimented by the fine dining connoisseur and those seeking a unique coffee shop experience. Lillies Quarter has become established in people's minds as the neighbourhood centre to the Highway area – their first stop whether it's purchasing groceries, that special gift for a loved one or even renovating, refreshing or reinventing their homes.

The centre offers tenants 24-hour on site security, with an excellent security track record, and contracted cleaning services from 6am to 10pm daily. All the retail and office premises are fully air conditioned, with cold water supply and independent electricity supply. The light/service industrial units have exclusive use, internal ablutions and 3-phase 60Amp electricity supply.

If the stunning architecture isn't incentive enough, we also offer prime visibility along over 200m of Old Main Road frontage, and effortless access from both ends of Builder's Way to ample parking

all around each of the three blocks, the tenants are assured of further enhanced visibility and accessibility.

We have an on-site centre management and maintenance team, to ensure a clean, secure, well run, well maintained shopping centre at all times. We take pride in the high standards which we endeavour to continually maintain. Every effort is made to market the centre and its tenants regularly and effectively, using various advertising channels.

The landlord is very selective when sourcing tenants. As such, there are a few exclusions to mention:

- ❖ No sports bars, cigar lounges, night clubs or the like.
- ❖ The centre has no zoning approval for retailers of motorised merchandise.
- ❖ No Gym's

Lastly, although not all of our tenants have exclusivity, it is always our intention to avoid duplicating upon our current tenant mix.

For ease of reference, we have included aerial photographs, as well as site plans indicating each of the premises highlighted in this presentation. This should provide you with a clearer understanding of the positioning of the various premises.

In the following presentation, you will find a description and detailed rental breakdown for each of the premises, as well as an individual site plan indicating the space in question. For retail space, it bears mentioning that water and refuse removal costs are recovered separately via the monthly rent invoice. However, every retail tenant will be liable for their own electricity use. With the Ethekwini Municipality's policy change, all Landlords will have the electricity account in their name, and therefore the Landlord will bill the tenant according to their metered use. The structure differs slightly on office space, where the same principle applies with regards water and refuse, but electricity is included in the quoted rental. Also, office tenants are not obligated to contribute to the centre's marketing fund. That being said, this excludes them from the centre's advertising and marketing ventures. The light/service industrial units will also be required to pay for their electricity use, and the Landlord will bill them accordingly (as mentioned above). For light/service industrial units, water and refuse removal costs are recovered separately via the monthly rent invoice.

You are cordially invited to visit Lillies Quarter. It would be our pleasure to show you around our beautiful home.

For any further queries, please do not hesitate to contact Lillies Centre Management on landline 031 765 4037 or mobile 082 777 7684.

LOCATION:

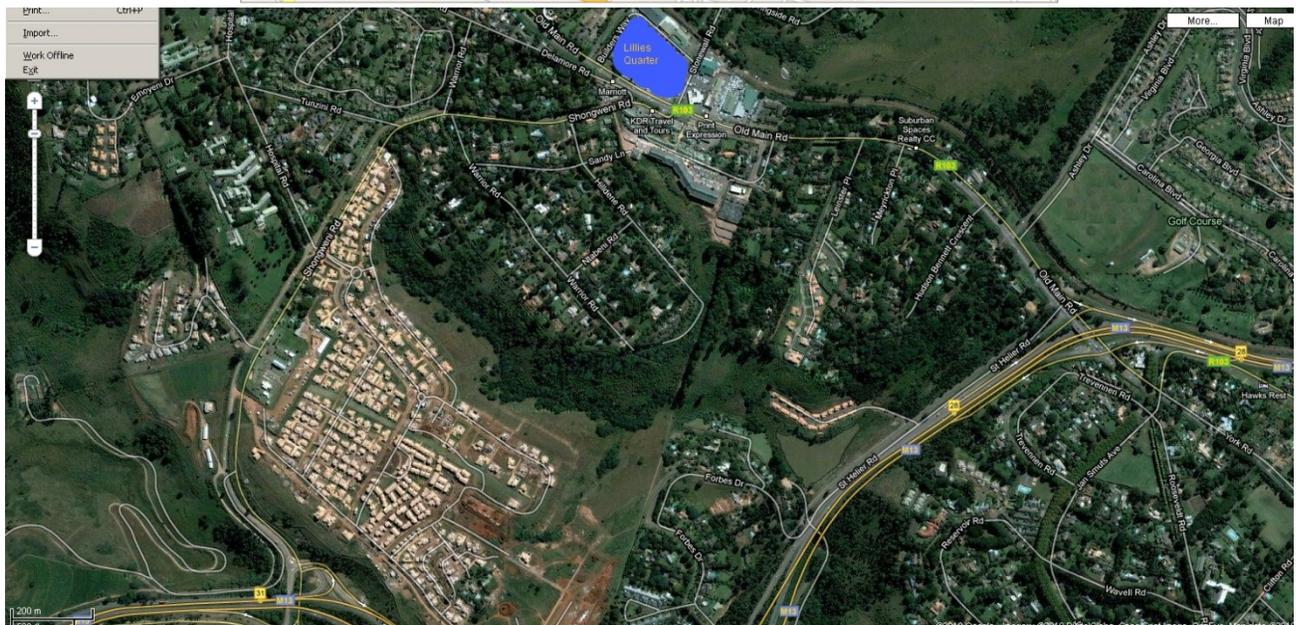
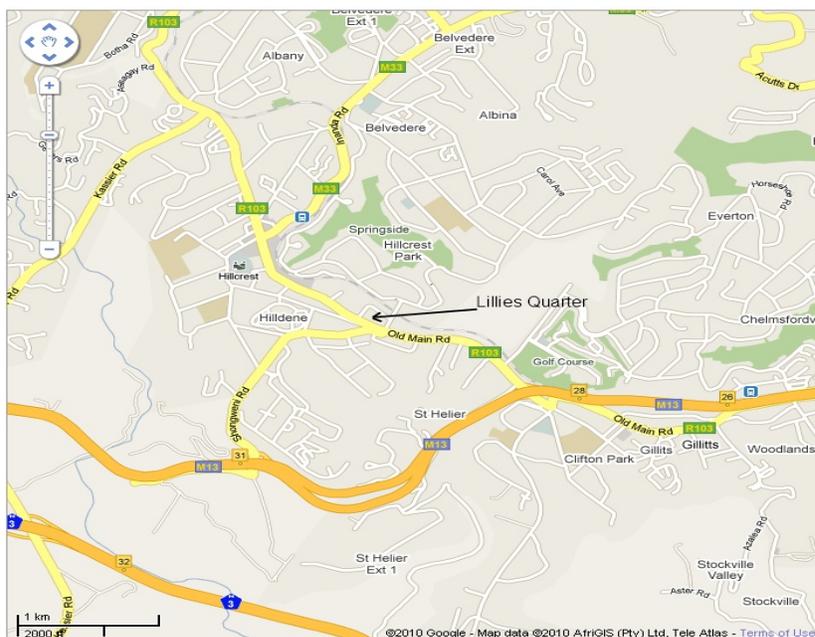
Situated on the corner of the main arterial roads to 4 large residential areas:

1. Hillcrest Park-via Stonewall Road
2. Hillcrest (Plantations Area)-Via Shongweni Road
3. Gillitts/Everton/Winston Park-Via Old Main Road
4. Bothas Hill/Assagay/Westridding –Via Old Main Road

With the new off-ramp on M13/Shongweni Road and the upgrade on Old Main Road, easy access from further afield and on high traffic routes in and out of Hillcrest, close to School runs and on the main access routes to large suburbs.

Site has full plan approval, has parking spaces in excess of requirements and has an excellent record of security and maintenance. Majority of client base is LSM 7-10.

With 250m road frontage and 3 traffic lights on Old Main Road.



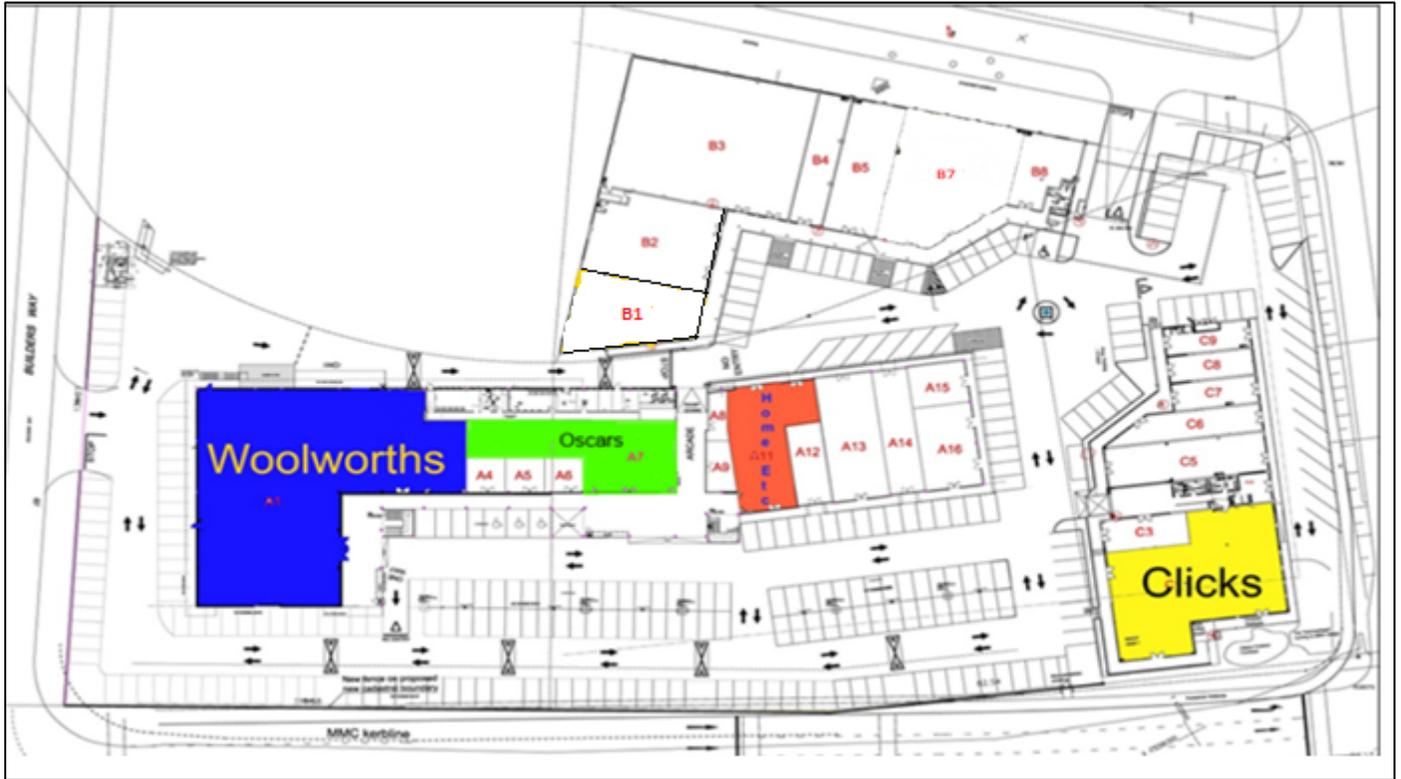
TRAFFIC FLOW TO LILLIES QUARTER:

- With the new offramp off the M13 onto Shongweni Road, traffic along this road is steadily increasing and it is becoming very busy.
 - A lot of the traffic using the new offramp goes to estates along Shongweni Road:
 - Plantations, an estate of over 700 homes
 - Greenvale Village, an estate of around 150 homes
 - Manorfields, and estate of around 100 homes
 - As well as, several smaller estates in the close vicinity to the road, inter alia:
 - Howard's End: 20 homes
 - Rockford: 15 homes
 - Malden Estate: 15 homes
 - And a few other estates along the road probably making up as many as 60 homes.
 - The road is also used as a quick access into Hillcrest by traffic from further afield who shop in Hillcrest, from places as far as 15km away, inter alia:
 - Summerveld
 - Shongweni
 - Cato Ridge
 - And all the areas in between.
 - The road is also used by Hillcrest Park as a way off the M13 and onto Stonewall road.
 - The significance of the road in the future flow of traffic into Hillcrest is shown by the fact that Shongweni Road comes under the Kwazulu Natal-Department of Transport. All other roads in the area are under the Ethekweni Traffic authority supervision except for Kassier Road, Inanda Road and Old Main Road, all major traffic routes.
 - Shongweni Road meets Old Main road at a traffic light directly in front of the centre.
- Stonewall Road is the main access road for Hillcrest Park an extremely large suburb, as well as a major School route to Hillcrest High School (a school based in Hillcrest Park of approx. 1000 pupils) from people outside of Hillcrest Park.
 - Lillies Quarter is at the traffic light for the main traffic route into Stonewall road via Old Main Road.
 - Stonewall road is also used as a major shortcut for traffic to Waterfall and Westriding.
 - Hillcrest Park is not only a large established suburb but also contains several large estates including Kirtlington, Cotswold Down and Langford.
 - Further, due to the fact that between Builders Way and Stonewall road there are three traffic lights, traffic flow is starting to turn at the Old Main Road/Builders Way turnoff and to cut through to Stonewall road (this takes them straight past our entrance).
- Old Main Road is just nearing the completion of a major upgrade, showing the City's belief in the increased future traffic flows on the road.
 - Lillies Quarter has 250metres of Old Main Road frontage.
 - The site is easily accessed for traffic leaving Hillcrest via Old Main Road and for Traffic Entering Hillcrest via Old Main Road.
 - With the proliferation of office park along Old Main road, a food tenant at Lillies Quarter will be the first shop on the way home for most of office staff,
 - The centre has three traffic lights along its Old Main road frontage, ensuring that traffic will not be traveling past the centre in a hurry (Dwell times).
- The centre is also in close proximity to several large office parks (within 100m of the centre) who will shop at the centre on a daily basis.
- In summary, the centre is perfectly situated on the corner of 4 busy traffic routes, and the routes to many large built up areas. It is also on the route to large schools such as Hillcrest Primary School, Kearsney College, Highbury, Hillcrest Christian Academy and Hillcrest High School and is in an area that is becoming more densely populated every month.
- Hence, Lillies Quarter location is possibly the most convenient location for many of the suburbs in the area and in discussions with many, many local Hillcrest Residents a shop at Lillies will be their shop of choice.
 - Easy access from:
 - Hillcrest Park
 - Hillcrest Central
 - Winston Park
 - Everton/Kloof
 - Gillitts
 - Assagay/Westriding
 - Many large residential estates in the area (all high LSM).

EXTRACT FROM URBAN STUDIES RESEARCH-APRIL 2010

Micro Location Rating Lillies Quarter	Rating	Remarks
General accessibility		
Highway road access	7	Close to the N3 and M13 but not directly adjacent
Arterial roads	9	Major road (old Main Road) running pass the site
Local roads	6	A number of local roads but because of topography access difficult
Travel barriers (10 good - no barrier)	7	Difficult because of topography of the area
Availability of public transport	7	On route to major taxi destination
Motor car ownership	9	High, a good reflection of the affluent area
Visibility		
From which direction	7	Good visibility from south and north
From what distance	7	Up to 500m away from the site
Obstruction (10 good - no obstruction)	8	No major obstructions as far as the centre and its visibility is concerned
Topography (10 good - no slopes)	6	Slopes results in difficult construction
Type of location		
Metropolitan suburban	8	Surrounded by a well-established housing area
Adjoining uses		
Built-up area	6	Not fully build up with potential for further residential expansion
Complementary	8	Most of the activities around the site are residential
Competition (10 good - no competition)	4	Very strong competition all along old Main Road
Changes over time (medium term)	8	Major plans to redevelop roads and increase residential units
Site access	6	Not directly from Main Road but good enough
Passing traffic		
Traffic flows	8	High volumes using the road
Character of traffic	8	Mainly residents and business trips
Daily flows	8	High throughout the day
Average speed	7	60-80km per hour
Total % Score	71.59	

SITE PLAN (GROUND FLOOR)









For any further queries, please do not hesitate to contact Lillies Centre Management on landline 031 765 4037 or mobile 082 777 7684 or email management@lilliesquarter.co.za

