

Minachi Exclusive Lodge – Chalala Area

1. Executive Summary

Minachi Exclusive Lodge, established in 2017, is a premium hospitality property located in the highly sought-after Chalala Area of Lusaka. With excellent road networks and tarred access, the property enjoys both visibility and accessibility, making it a strategic location for hospitality operations.

The Lodge has historically demonstrated strong revenue generation across its diversified income streams, including apartment rentals, conference bookings, and institutional clients. However, as the property has been scheduled for sale, operations are not currently running at 100% functionality. The financials presented in this proposal are based on historical performance during full operations.

The property is being offered for sale at K20,000,000 (Twenty Million Kwacha), presenting a unique opportunity for investors to acquire a fully functional hospitality business with significant growth potential.

2. Property Details

- Location: Chalala Area – prime location with excellent tarred road network.
- Plot Size: 46m × 86m.
- Ownership: Individually owned (freehold).
- Year Established: 2017.

Facilities:

- 22 fully furnished apartments
- On-site restaurant and bar
- Modern conference facility
- Additional 3-bedroom house (for residence or rental)
- Fully operational Solar system
- 2 water pumps and tank, etc.

3. Revenue Streams

During its peak operations, Minachi Exclusive Lodge generated income from multiple channels:

1. Apartments

- 22 apartments with daily rates ranging from K350 to K550 per day.

- At historical occupancy levels, the apartments collectively generated approximately K500,000 per month.

2. Conference Facility

- Hosting fee: Minimum K10,000 per session.
- Attracted corporate events, trainings, and workshops.

3. Institutional/Group Bookings

- Long-stay contracts with football clubs, NGOs, and institutions.
- K550 per person per day for stays of one week or longer.

4. Food & Beverage Services

- Restaurant and bar operations serving in-house and external guests.
- Strong potential for expansion through marketing and branding.

4. Business Potential

The lodge's location in Chalala, a rapidly developing suburb, positions it strongly for long-term growth. Its facilities provide an excellent base for:

- Short- and long-term guest accommodation.
- Corporate conferences and retreats.
- Institutional and sports team bookings.
- Restaurant and bar expansion.

Although the lodge is currently not at full operational capacity, it retains all the infrastructure and amenities to quickly resume full operations under new ownership. Its future viability is directly tied to the buyer's marketing strategy, customer engagement, and management approach.

5. Financial Overview

- Historical Monthly Revenue Capacity: K550,000 – K650,000
- Historical Annual Revenue Capacity: K6,600,000 – K7,800,000

Note: Current revenues are reduced as operations have been scaled down in anticipation of the sale.

- Asking Price: K20,000,000

This valuation reflects the property size, location, established infrastructure, and historical earning capacity.

6. Reason for Sale

The current owner operates multiple hospitality facilities and has chosen to divest Minachi Exclusive Lodge in order to streamline operations and focus on other ventures. This provides a unique opportunity for a new investor to acquire a prime, established lodge at a realistic market price.

Conclusion

Minachi Exclusive Lodge is a strategically located, well-built hospitality property with strong historical earnings and multiple income streams. While it is not currently operating at 100% capacity due to the planned sale, all the key infrastructure and facilities are intact, ready for new ownership to restore and expand operations.

This acquisition represents a turnkey investment in Lusaka's growing hospitality market, suitable for buyers looking to capitalize on an established brand with proven profitability.

Next Steps: Interested buyers are encouraged to arrange a property viewing, review historical financial records, and engage in discussions with the owner regarding acquisition terms.