

# UNLOCKING IDLE & DIASPORA CAPITAL FOR ZIMBABWE'S HOUSING FUTURE

**GGF AFRICA Housing Facility (GHF)**

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# HOUSING IN ZIMBABWE

### DEMAND

- Estimated shortage housing units Huge demand evidenced by informal developments
- Huge demand from the estimated +2m Zimbabweans in Diaspora

### COST OF HOUSING

- High density serviced stand cost +USD45/$m^2$
- Superstructure development USD150/$m^2$

### RENTAL MARKET

- 47.8% of population live in rented accommodation
- High yields in high density areas



### DEVELOPERS/ PROMOTERS

- Experienced and equipped developers
- Limited access to working capital

### FUNDING

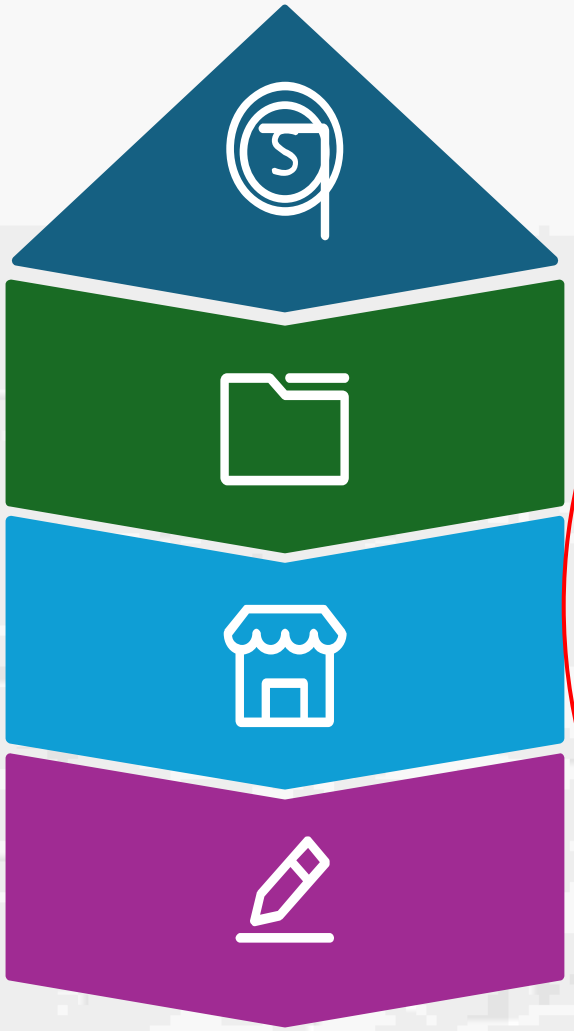
- Short term funding <12 months
- High cost >20% p.a.
- Limited <USD2m per facility

### QUALITY OF DEVELOPMENTS

- Constrained infrastructure- water, sewer, etc
- Limited public sector investments in public infrastructure

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# THE CHALLENGE: WHY TRADITIONAL HOUSING FINANCE ISN'T WORKING



**RETURN**

Up to 20%

**PROFESSIONAL FEES**

Up to 15%

**CONSTRUCTION COSTS**

Up to 40%

**LAND CONTRIBUTION**

20-30% of cost

Prefunded with debt @ up to 20% p.a

# THE SOLUTION: GGF AFRICA HOUSING FACILITY (GHF)

**Attract Diaspora Funds**

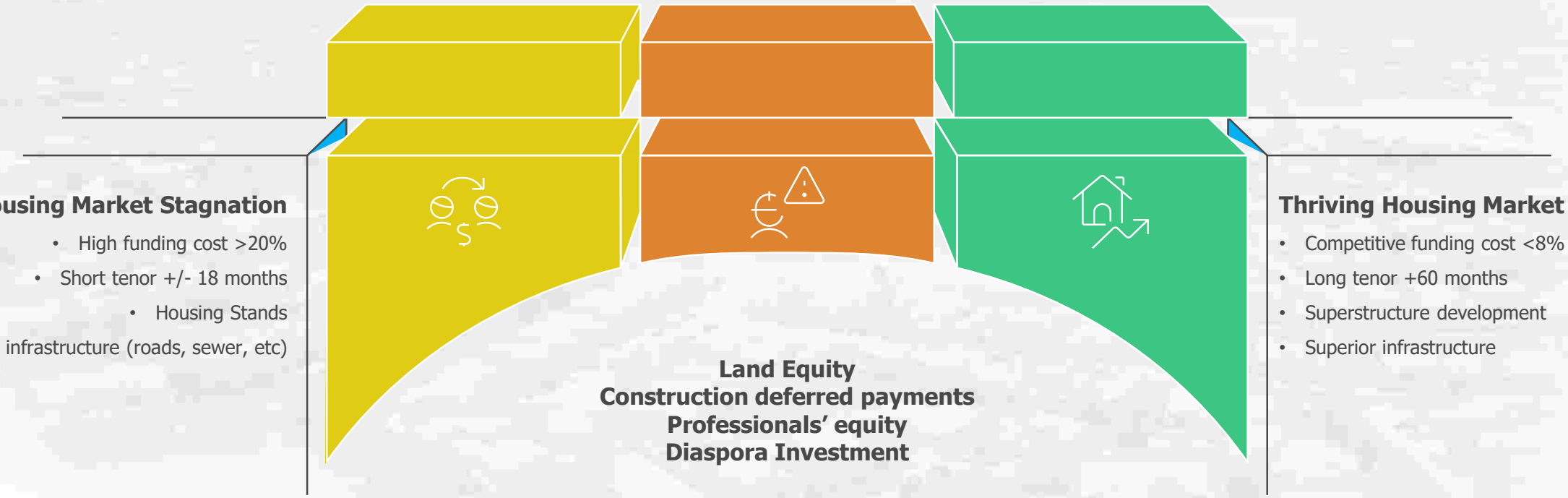
Offer secure investment channels

**Mitigate Currency Risk**

Accept foreign currency payments

**Provide Long-Term Funding**

Encourage diaspora-backed mortgages



**Housing Market Stagnation**

- High funding cost >20%
- Short tenor +/- 18 months
- Housing Stands
- Inferior infrastructure (roads, sewer, etc)

**Land Equity**
**Construction deferred payments**
**Professionals' equity**
**Diaspora Investment**

**Thriving Housing Market**

- Competitive funding cost <8%
- Long tenor +60 months
- Superstructure development
- Superior infrastructure

# HOW IT WORKS: STRUCTURE & FINANCIAL IMPACT

Traditionally, housing projects rely on two layers: cash equity and debt. We are reimagining the capital stack as value layers, not just money layers. This approach transforms risk allocation, reduces cost, and builds investor confidence.

- **Common Equity** – Landowners (~30%): Land contributed as equity reduces upfront cash needs and aligns landowner interests.
- **Quasi-Equity** – Contractors (~40%): Plant and equipment contributions are treated as deferred payment or in-kind equity, reducing financing pressure.
- **Risk Capital / Sweat Equity** – Professionals (~15%): Technical services are provided at risk, de-risking project preparation and improving feasibility.
- **Presales Revenue** – Locals & Diaspora: Acts as mezzanine or quasi-debt, generating liquidity early.
- **Senior Debt** – International Financiers: Long-tenor, low-cost debt secured against presales receivables.

# HOW IT WORKS: STRUCTURE & FINANCIAL IMPACT



**Presales to Diaspora & locals**

- Activation of central presales platform
- Developers pre-sell housing stands/units to the diaspora, who pay in foreign currency.



**Creating a "Presales Book"**

- Transform the presales to forward sales contracts are aggregated into a secure, predictable "Presales Book."



**Blending with International Capital**

- Presales Book is then used as collateral to attract international Development Finance Institutions ("DFIs") and impact investors.




**Disbursement to developers**

- Disbursements are done to qualifying developers linked to the specific projects

**Key Mechanism 1: De-risking for International Funders**

- The Presales Book provides a secure, forex-denominated revenue stream.
- This collateral significantly reduces the perceived country and currency risk for international investors, making them willing to participate.

**Key Mechanism 2: Unlocking Concessional Terms**

- The involvement of patient, international capital allows the Facility to offer:
  - **Longer Tenors:** Loans to developers can be extended from 24 months to **60 months or more.**
  - **Lower Interest Rates:** Blended capital reduces the overall cost of funds, leading to more competitive lending rates for developers.

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# CREATING SHARED VALUE ACROSS THE HOUSING ECOSYSTEM

**Diaspora Buyers:**

Affordable payment plans (24–60 months)

Secure, trusted investment channels

Hard-currency asset ownership in Zimbabwe

**Local Developers:**

Competitive, long-tenor capital access

Improved sales velocity and scale

Stronger project bankability and investor confidence

**Local Market:**

Lower stand prices and increased affordability

Potential spillover into superstructure financing

Expansion of formal housing supply

**Investors & Lenders:**

Hard-currency repayment streams

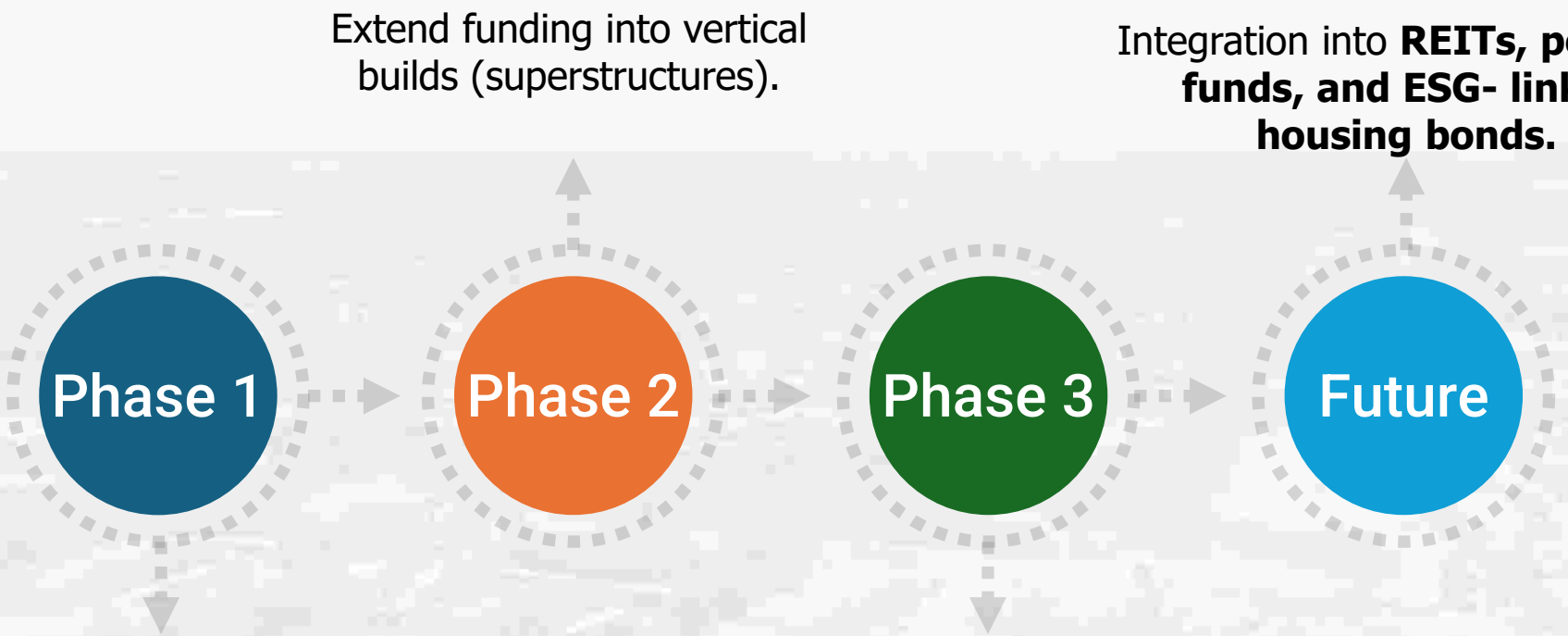
Diversified African housing exposure

Securitised asset base and predictable returns

- With **USD 2 billion** in annual remittances, even **5% redirected** into structured housing finance could deliver **20,000+ homes per year**.
- **Multiplier effect** on developers and promoters who can now invest additional capital into other projects
- **Job creation** along the construction value chain
- Improve project IRRs from <12% to +20%
- Create a vibrant housing market in Zimbabwe

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# SCALING THE MODEL: FROM STANDS TO CITIES




**PROJECTS IN PIPELINE:**

- Chishawasha Land Project
- Sunway City
- Hope Estate
- Malinga Rise
- Campion City

# JOIN US IN BUILDING THE FUTURE OF URBAN ZIMBABWE




## IMPLEMENTATION ROADMAP

- **Structuring (Q4 2025):** Finalise facility design, legal framework, IFSC registration and presales platform.
- **Pilot (2026):** Launch initial projects with diaspora presales and discounted funding.
- **Scale (12+ months):** Expand across multiple developments and introduce superstructure finance.

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