



PAJE SQUARE

Residences

MANAGED BY



Seamlessly delivering premium living experiences and exceptional community management.

TOC IS A LEADING PROPERTY AND COMMUNITY MANAGEMENT COMPANY IN ZANZIBAR SPECIALIZING IN THE OPERATION OF RESIDENTIAL AND MIXED-USE DEVELOPMENTS. OUR FOCUS IS ON OPERATIONAL EXCELLENCE, VIBRANT COMMUNITY LIFE, AND SAFEGUARDING LONG-TERM VALUE FOR BOTH RESIDENTS AND INVESTORS.

TOWN OPERATIONS COMPANY (TOC)

WHO WE ARE

TOC is a full-service property and community management company, driven by excellence, innovation, and a passion for creating memorable living experiences. We provide comprehensive management solutions that ensure operational efficiency, resident satisfaction, and sustainable value across residential, mixed-use, and lifestyle developments. Our portfolio includes:

- Fumba Town – Zanzibar, Tanzania
- The Burj Zanzibar – Zanzibar, Tanzania
- The Soul Paje - Zanzibar, Tanzania
- Paje Square Residence – Zanzibar, Tanzania







WHAT THIS MEANS FOR YOU

VISION + MISSION



Our mission is to create exceptional living experiences through attentive service, meticulous operations, and community-centered solutions.

We are dedicated to protecting and enhancing property value while ensuring residents, guests, and owners enjoy a seamless, worry-free lifestyle.

Our vision is to redefine property and community management in East Africa by setting a new standard of quality, reliability, and resident experience—building vibrant, well-run communities that people are proud to call home.





WHAT THIS MEANS FOR YOU

TOWN OPERATIONS COMPANY (TOC)

SERVICES & OWNER BENEFITS

Town Operations Company (TOC) provides a comprehensive, end-to-end management solution for Paje Square Residence.

Our services cover every aspect of the property's operational needs — from daily upkeep and technical maintenance to the administration of both short-term and long-term rental programs.

As an owner, you benefit from:

- A fully managed investment with seamless returns
- Professionally maintained common facilities, ensuring the long-term value and appreciation of your apartment
- Rental management across both short-stay and long-stay schemes
- Full transparency and real-time oversight through a digital property management system
- A fair, audited, and evenly distributed revenue-sharing model
- The added advantage of TOC's growing regional marketing and distribution network





PROJECTIONS

1-14 DAYS PROJECTIONS

SHORT TERM



	Studio	1 Bed A	2 Bed A	1 Bed B	2 Bed B
ROOM SIZE	19,5m ² - 28,5m ²	35m ²	45m ²	50m ²	59m ²
ROOMS REVENUE (ANNUAL)	\$10,925.00	\$17,261.00	\$17,418.00	\$18,987.00	\$26,345.00
ADR (PER UNIT PER NIGHT EXCL VAT)	\$61.00	\$86.00	\$119.00	\$95.00	\$131.00
OCCUPANCY	49%	55%	40%	55%	55%
APARTMENT OPERATIONAL COSTS	\$9.10	\$9.10	\$18.80	\$9.10	\$18.80
BUSINESS COMPLIANCE & IT COSTS	\$5.80	\$5.80	\$5.80	\$5.80	\$5.80
MARKETING & DISTRIBUTION COSTS	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50
TOTAL	\$19.40	\$19.40	\$29.10	\$19.40	\$29.10
MANAGEMENT FEES	\$15.00	\$21.00	\$29.00	\$24.00	\$33.00
NETT REVENUE (PER NIGHT)	\$27.00	\$46.00	\$61.00	\$52.00	\$69.00
NETT REVENUE (ANNUAL)	\$4,798.00	\$9,171.00	\$8,941.00	\$10,340.00	\$13,916.00

Please note that:

1. The projections are estimated and are exclusive of taxes.
2. These are indicative projections based on current market trends and occupancy rates in similar buildings and are not in any way guaranteed by the appointed operator and/or the developer.

14-90 DAYS PROJECTIONS

LONG STAY



	Studio	1 Bed A	2 Bed A	1 Bed B	2 Bed B
ROOM SIZE	19,5m ² - 28,5m ²	35m ²	45m ²	50m ²	59m ²
ROOMS REVENUE (ANNUAL)	\$6,956.00	\$16,319.00	\$22,643.00	\$17,951.00	\$24,908.00
ADR (PER UNIT PER NIGHT EXCL VAT)	\$49.00	\$69.00	\$95.00	\$76.00	\$105.00
OCCUPANCY	39%	65%	65%	65%	65%
APARTMENT OPERATIONAL COSTS	\$2.00	\$2.00	\$4.00	\$2.00	\$4.00
BUSINESS COMPLIANCE & IT COSTS	\$5.80	\$5.80	\$5.80	\$5.80	\$5.80
MARKETING & DISTRIBUTION COSTS	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50
TOTAL	\$12.30	\$12.30	\$14.30	\$12.30	\$14.30
MANAGEMENT FEES	\$12.00	\$17.00	\$23.00	\$19.00	\$26.00
NETT REVENUE (PER NIGHT)	\$25.00	\$40.00	\$58.00	\$44.00	\$64.00
NETT REVENUE (ANNUAL)	\$3,522.00	\$9,448.00	\$13,745.00	\$10,553.00	\$15,279.00

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90+ DAYS PROJECTIONS

LONG TERM



	Studio	1 Bed A	2 Bed A	1 Bed B	2 Bed B
ROOM SIZE	19,5m ² - 28,5m ²	35m ²	45m ²	50m ²	59m ²
ROOMS REVENUE (ANNUAL)	\$2,716.00	\$7,167.00	\$9,945.00	\$7,884.00	\$10,939.00
ADR (PER UNIT PER NIGHT EXCL VAT)	\$19.00	\$26.00	\$36.00	\$29.00	\$40.00
OCCUPANCY	40%	75%	75%	75%	75%
MANAGEMENT FEES	\$3.70	\$5.20	\$7.30	\$5.80	\$8.00
NETT REVENUE (PER NIGHT)	\$14.90	\$20.90	\$29.10	\$23.00	\$32.00
NETT REVENUE (ANNUAL)	\$2,172.00	\$5,734.00	\$7,956.00	\$6,307.00	\$8,751.00

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Residences

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