

Mozambique file July '89

## **South Africans to Manage Polana Hotel?**

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Karos-Hotel, the South African chain, is interested in managing Maputo's best hotel, the Polana, a source in the Secretary of State for Tourism has confirmed to AIM.

A source from Mozambique's Secretary of State for Tourism told AIM that any partner would be welcome since it would result in the remodelling of the hotel and improvement in its management.

The Polana is the only five-star hotel in Maputo, and has been run by the state since independence in 1975. Because its rates are established in foreign exchange and there is a continual flow of business people, diplomats and international officials visiting the country, the hotel makes an impressive income. Its occupancy rate is more than 80 per cent.

*Business Day* says that Stan Hoffman, one of the directors of Karos, whose family was the owner of the hotel until independence, felt the negotiations with the Mozambican authorities for a management contract to be at an advanced stage. He added, however, that Mozambique had still not announced its decision.

"We would like to renovate the Hotel Polana and we're prepared to invest 20 million rands in its upgrading in order to include it under the flag of the Karos Hotel," Stan Hoffman told Johannesburg's *Sunday Times* in May.

The Mozambican source spoke of Karos as one of several interested chains and also mentioned the Sheraton. According to the South African press, there are petitions from a number of other hotel chains, including Protea Hotels.