

IHC SECTOR INTELLIGENCE

The Real Estate Investment Trusts (REITs) Landscape In Zimbabwe

As it stands right now, the REIT structure in Zimbabwe works. The first vehicle has declared twelve consecutive dividends and lifted its portfolio to US\$58 139 459 by paying for property in its own units. The constraint is not the structure but the secondary market, where REIT turnover fell 32.21 per cent in United States dollar terms in 2025 while equity turnover on the same exchange rose 70.74 per cent.

SECTOR
Real Estate

FOCUS MARKET
Zimbabwe

CONTENTS

Contents

Contents	2
What A Real Estate Investment Trust (REIT) Is	3
The Four Tests	3
Zimbabwe Has No REIT Act (Yet, Probably)	4
What The Structure Does For Each Side Of The Table	5
The Market As It Stands.....	6
Institutional Money Is Already In Property.....	6
The Secondary Market Went The Wrong Way	7
The Four Vehicles	7
What A Zimbabwean REIT Charges	8
How A Zimbabwean REIT Actually Grows.....	9
The Acquisition Was Bought Above The Portfolio Yield	9
The Effect On The Vehicle	10
The Wrapper Does Not Make The Asset.....	10
The Offer Told You First	11
And The Exchange Is Losing Property Companies As It Gains REITs	11
The Regional Frame.....	11
What A Mature Regime Looks Like.....	12
Investment Implications.....	12
Key Takeaways	13
About Investor Hosting Centre	13

What A Real Estate Investment Trust (REIT) Is

A company or trust that owns income-producing real estate, is required by law to pay most of its earnings out to its holders and is taxed once rather than twice. It turns buildings into securities.

The structure was created in the United States by the Cigar Excise Tax Extension of 1960, signed by President Dwight D. Eisenhower on 14 September 1960. Its stated purpose was, in the words of the legislation, "to give all investors the opportunity to invest in large-scale, diversified portfolios of income-producing real estate". Before it, a shopping centre was available only to whoever could buy a shopping centre.

Nareit records that 42 countries and regions have since adopted the approach, and that 1021 listed REITs with a combined equity market capitalization of approximately US\$2.04 trillion were in operation worldwide as of 2024. Those countries represent 85 per cent of global gross domestic product, against 9 per cent in 1990. The European Public Real Estate Association surveyed 48 jurisdictions in its 2025 Global REIT Survey.

The Four Tests

Every REIT regime works the same way. The vehicle accepts binding constraints on what it may own, what it may earn, how much it must pay out and who may own it. In exchange, it is relieved of tax at the entity level, so income is taxed in the holder's hands rather than twice. Zimbabwe's thresholds are set out below against the United States original.

TEST	ZIMBABWE	UNITED STATES
Income From Real Estate	At least 80 per cent	At least 75 per cent
Taxable Income Distributed Each Year	At least 80 per cent	At least 90 per cent
Minimum Holders After The First Year	100	100
Maximum Held By Any Five Persons	50 per cent	50 per cent
Listing On A Stock Exchange	Required	Not required
Where The Rules Sit	Third Schedule to the Income Tax Act [Chapter 23:06]	Internal Revenue Code, sections 856 to 859

Table 1 — Qualifying tests. Zimbabwe demands more of the income test and less of the distribution test than the United States, and unlike the United States it will not recognise an unlisted REIT.

Sources: Finance (No. 2) Act, 2020 (No. 10 of 2020), section 17; Nareit, How to Form a REIT; United States Securities and Exchange Commission, Investor Bulletin: Real Estate Investment Trusts.

DATA PROVENANCE

Zimbabwe Legal Framework: Finance (No. 2) Act, 2020 (No. 10 of 2020), section 17; Finance Act, 2021 (No. 7 of 2021), section 13; Income Tax Act [Chapter 23:06], Third Schedule; Collective Investment Schemes Act [Chapter 24:19]; Statutory Instrument 134 of 2019 (Zimbabwe Stock Exchange Listings Requirements); Statutory Instrument 28 of 2022.

Market Data: Securities and Exchange Commission of Zimbabwe, 2025 Annual Report, published July 2026; Securities and Exchange Commission of Zimbabwe, press release on the listing of Revitus REIT.

Company Filings: Tigere REIT circular and abridged circular to unitholders, 20 October 2025; Tigere REIT pre-close statement, 15 December 2025; Tigere REIT trading updates and dividend notices, 2023 to 2025; Revitus REIT results of the initial public offer, 18 December 2023, and quarterly trading updates; Eagle REIT Pre-Listing Statement, 5 May 2025; Mashonaland Holdings abridged results and annual report for the year ended 31 December 2025; First Mutual Properties abridged results and annual report for the year ended 31 December 2025, and delisting notice, 31 July 2026.

International: Nareit; United States Securities and Exchange Commission; European Public Real Estate Association Global REIT Survey 2025; Nigerian Exchange; Nairobi Securities Exchange; Capital Markets Authority of Kenya; Ghana Stock Exchange; South African Revenue Service; Hyprop Investments, Vukile Property Fund and Growthpoint Properties published results.

SECTION 02

Zimbabwe Has No REIT Act (Yet, Probably)

There Is No Real Estate Investment Trust Act In Zimbabwe, And No Reit Chapter In The Listings Requirements. The Asset Class Exists Because The Income Tax Act Stopped Taxing It.

Statutory Instrument 134 of 2019, the Zimbabwe Stock Exchange Listings Requirements, contains no REIT chapter. Its nearest provisions are Part XIV, which governs property companies and property unit trusts at sections 321 to 334. Statutory Instrument 28 of 2022, gazetted 18 February 2022, mentions REITs only in a schedule of listing fees. The instrument that actually creates the asset class is a tax statute.

INSTRUMENT	WHAT IT DOES
Finance (No. 2) Act, 2020, section 17	Inserts subparagraph (k) into paragraph 3 of the Third Schedule to the Income Tax Act [Chapter 23:06], exempting the income of a qualifying real estate investment trust.
Income Tax Act [Chapter 23:06], Third Schedule, paragraph 3(k)	Defines a qualifying REIT and carries every test it must meet: principal object of owning, managing and investing in real estate; at least 80 per cent of income from real estate investment; at least 80 per cent of taxable income distributed annually; a minimum of 100 shareholders after the first year; not more than 50 per cent held by any five individuals; and a listing on a stock exchange.
Collective Investment Schemes Act [Chapter 24:19]	The register the vehicle must be entered on. The tax exemption is available only to an entity "registered as such" under this Act, which is what makes the Securities and Exchange Commission of Zimbabwe the licensing authority.
Finance Act, 2021, section 13	Adds the proviso that one or more pension funds may hold all or any proportion of the units, disapplying the five-person concentration limit for them. This is what made a pension fund sponsored REIT possible.

Table 2 — The legal chain. Four instruments, none of them a REIT law.

Zimbabwe's REIT market was created by a tax exemption, not by a securities law. Every vehicle on the exchange qualifies through the Third Schedule to the Income Tax Act.

This matters in two directions. It is why Zimbabwe moved quickly: no new Act had to pass Parliament, and the first vehicle was constituted within two years of the exemption. It is also why the market has no common reporting standard, no prescribed gearing limit and no defined ratios, all of which a dedicated REIT chapter normally supplies. South Africa, by contrast, has both a tax provision, section 25BB of its Income Tax Act, and an industry reporting standard, the SA REIT Best Practice Recommendations, which define a common loan-to-value, net asset value per share, cost-to-income ratio and funds from operations per share. Zimbabwean REITs define their own.

SECTION 03

What The Structure Does For Each Side Of The Table

A REIT is useful to an investor and to an opportunity owner for opposite reasons. The investor wants a small, liquid, income-paying claim on property. The owner wants to convert a building into capital without selling it for cash or borrowing against it.

FOR THE INVESTOR

Divisibility: Tigere REIT reported a net asset value of US 3.18 cents per unit at 30 June 2025. That is the price of a share of Zimbabwean retail property.

Mandatory Income: At least 80 per cent of taxable income must be distributed each year. Tigere has declared twelve consecutive dividends since listing, the last eight paid fully in United States dollars.

Single Taxation: Income is taxed in the holder's hands, not in the vehicle and then again in the holder's.

An Exit: The units are listed, which no direct property holding is.

FOR THE OPPORTUNITY OWNER

Payment In Paper: Tigere settled a US\$25 129 225 acquisition by issuing 770 500 000 new units, 41.8 per cent of the enlarged capital. No cash left the vehicle and no debt was raised.

A Price For The Asset: The units were issued at an implied US 3.26 cents, a premium of 2.536 per cent to the net asset value per unit.

Independent Valuation: Knight Frank Zimbabwe values the Tigere portfolio, which gives a vendor an arm's length reference rather than a negotiated one.

Continuing Participation: A vendor paid in units keeps exposure to the asset it sold, and to everything else in the portfolio.

Sources: Tigere REIT circular and abridged circular to unitholders, 20 October 2025; Tigere REIT pre-close statement, 15 December 2025.

SECTION 04

The Market As It Stands

At 31 December 2025 the Securities and Exchange Commission of Zimbabwe recorded 48 listings on the Zimbabwe Stock Exchange, comprising 42 equity listings of which 38 were active, four exchange traded funds and two REITs; and 17 listings on the Victoria Falls Stock Exchange, comprising 13 equity instruments of which 11 were active, two depositary receipts, one debt instrument and one REIT. Market capitalisation was US\$3.527B on the Zimbabwe Stock Exchange, up 33.35 per cent, and US\$2.131B on the Victoria Falls Stock Exchange, up 66.50 per cent.

Institutional Money Is Already In Property

Collective investment schemes held ZWG 98.16 billion under management across 92 registered funds at the end of 2025, up 8.34 per cent. Property was the second largest allocation after quoted equities, at 33.25 per cent of assets, and the Commission separately reports asset managers as holding ZWG 32.626 billion in property. The demand side of a REIT market is therefore not hypothetical. It is already holding property, directly and illiquidly.

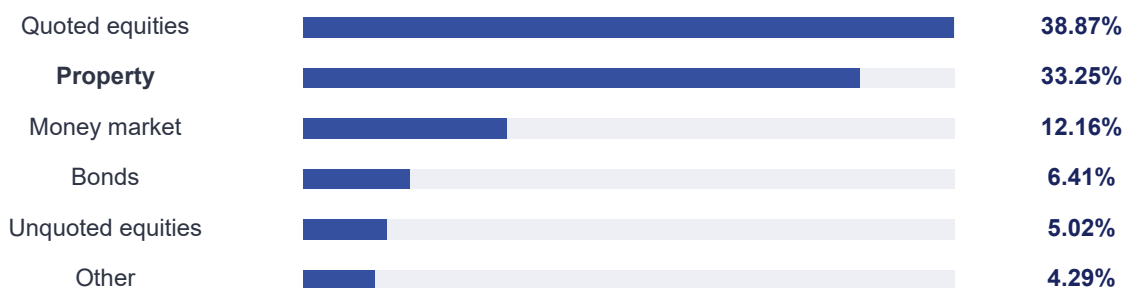


Figure 1 — Collective investment scheme asset allocation at 31 December 2025, share of ZWG 98.16 billion under management. Components sum to 100.00 per cent.

Sources: Securities and Exchange Commission of Zimbabwe, 2025 Annual Report.

The Secondary Market Went The Wrong Way

In 2025 the value of REIT units traded on the Zimbabwe Stock Exchange fell to US\$7 321 589 from US\$10 799 833, a decline of 32.21 per cent in United States dollar terms. In the same year, on the same exchange, equity turnover rose 70.74 per cent to US\$203 699 082. This is a very important number. Zimbabwe has solved the structuring problem and has not solved the trading problem.



Figure 2 — Change in turnover during 2025, United States dollar equivalent, by instrument. Bars are measured from a single zero line, so length is directly comparable. Every percentage re-derives from the underlying 2024 and 2025 turnover figures.

Sources: Securities and Exchange Commission of Zimbabwe, 2025 Annual Report, Table 20.

SECTION 05

The Four Vehicles

Zimbabwe had three listed REITs at the end of 2025 and has four now. Each was constituted differently, and the differences are instructive. As in, one was promoted by a property developer, one by a pension fund, one by an insurance group and one by a restaurant operator.

VEHICLE	EXCHANGE	LISTED	HOW IT CAME TO MARKET	REIT MANAGER
Tigere Property Fund	Zimbabwe Stock Exchange	2022	Public offer. Constituted as the Tigere Real Estate Investment Trust, registered in the Deeds Office on 11 August 2022 under Deed MA 1675/2022.	Terrace Africa Asset Management (Pvt) Ltd
Revitus REIT	Zimbabwe Stock Exchange	2023	Public offer of 121 378 791 units at ZWL 400, raising ZWL 48 551 516 400. Trading from 20 December 2023.	CBZ Asset Management (Private) Limited
Eagle REIT	Victoria Falls Stock Exchange	2025	Listing by introduction of 137 553 752 units. No offer, no raise. Anchored by Zimre Holdings Limited.	Fidelity Life Asset Management Company (Private) Limited
Pfuma REIT	Victoria Falls Stock Exchange	2026	Private placement followed by listing. Prospectus lodged 16 December 2025, results of subscription announced 29 January 2026.	Not disclosed in an exchange filing

Table 3 — The four listed REITs. The Tigere Real Estate Investment Trust was registered on 11 August 2022 and listed in the same year; the Securities and Exchange Commission records Revitus as the second REIT to list.

Sources: Tigere REIT circular, 20 October 2025; Revitus REIT results of the initial public offer and listing press release, 18 and 19 December 2023; Securities and Exchange Commission of Zimbabwe press release on the listing of Revitus REIT; Eagle REIT Pre-Listing Statement, 5 May 2025; Victoria Falls Stock Exchange corporate announcements.

Revitus was the first REIT licensed in Zimbabwe, in 2021, and the first sponsored by a pension fund, a structure the proviso added by the Finance Act, 2021 had made possible twelve months earlier. Tigere listed first and remains the only vehicle to have published a full set of pro forma transaction effects. Pfuma, the newest, has lodged a prospectus, a result of subscription and a listing announcement with the Victoria Falls Stock Exchange, and its manager is named in none of them. Disclosure in this market is a selection criterion, not a formality.

What A Zimbabwean REIT Charges

Only one vehicle has put its fee schedule on the public record. The Eagle REIT Pre-Listing Statement discloses the manager’s fee, the trustee’s fee and an aggregate cap. It is reproduced below because it is the only published benchmark an investor or an opportunity owner currently has.

CHARGE	BASIS	RATE
REIT Manager	Total market value of the REIT, per annum	Not exceeding 1 per cent
Trustee	Total market value of the REIT, per annum	0.01 per cent
Manager & Trustee Combined	Value of the property of the REIT	Not to exceed 8.5 per cent in aggregate
Auditor	Agreed between the manager and the auditor	Not stated

Table 4 — Eagle REIT fee schedule. The manager and trustee together charge 1.01 per cent of market value a year.

Sources: Eagle REIT Pre-Listing Statement, 5 May 2025.

SECTION 06

How A Zimbabwean REIT Actually Grows

In November 2025 Tigere bought two retail properties and paid for neither of them in cash. It issued units instead, and its portfolio grew by three quarters.

Tigere acquired a 100 per cent leasehold interest in Greenfields Retail Centre, with 31 years remaining on an initial 33-year lease, and a 100 per cent freehold interest in Zimre Park Phase 1 Drive-Thru. The total consideration was US\$25 129 225, comprising an agreed purchase price of US\$24 780 500 plus US\$546 116 in cash and less tenant deposits of US\$197 391. It was settled entirely by issuing 770 500 000 new units at an implied US3.26 cents, a premium of 2.536 per cent to the net asset value per unit of US3.18 cents at 30 June 2025.



Figure 3 — Tigere units in issue. The new units are 41.8 per cent of the enlarged capital. Bars are measured from a common zero baseline.

Sources: Tigere REIT circular and abridged circular to unitholders, 20 October 2025.

The Acquisition Was Bought Above The Portfolio Yield

Both properties were acquired on net initial yields above the yield the existing portfolio was producing, which is why the transaction lifted returns rather than diluting them. Greenfields came in at 9.20 per cent and Zimre Park at 7.74 per cent, against an existing investment property yield of 6.19 per cent.

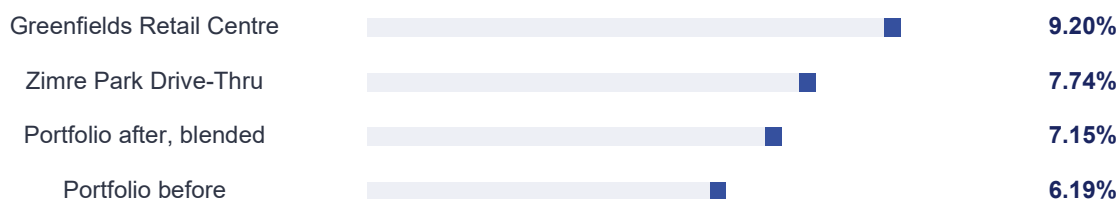


Figure 4 — Net initial yields on acquisition against the portfolio yield before and after. Each marker sits at its value, measured from a common zero baseline.

Sources: Tigere REIT pre-close statement, 15 December 2025; Tigere REIT abridged circular, 20 October 2025.

The Effect On The Vehicle

MEASURE	BEFORE	AFTER
Net Income	US\$2 058 660	US\$4 156 042
Investment Property	US\$33 260 000	US\$58 139 459
Investment Property Yield	6.19%	7.15%
Net Asset Value	US\$34 058 956	US\$59 188 181
Net Asset Value Yield	6.04%	7.02%
Basic And Diluted Earnings Per Unit	US 0.1923 cents	US 0.2257 cents

Table 5 — Pro forma financial effects of the November 2025 acquisition. The net asset value figures reconcile exactly: US\$34 058 956 plus the US\$25 129 225 consideration is US\$59 188 181.

Sources: Tigere REIT abridged circular to unitholders, 20 October 2025.

The vehicle also guided to a fall in its operating expense ratio from 23.2 per cent in the 2024 financial year to between 16.5 and 18.5 per cent in 2025, upgraded its 2025 net income yield on net asset value guidance from 6.04 to 6.21 per cent, and set a 2026 target of a minimum dividend of US\$1M a quarter against a distributable income yield on net asset value of 6.8 to 7.1 per cent.

CORE INSIGHT

The Zimbabwean REIT structure does what it is supposed to do. It converted US\$25.13M of property into listed paper without cash or debt and raised the portfolio yield by 96 basis points in doing so.

SECTION 07

The Wrapper Does Not Make The Asset

Two Zimbabwean REITs hold the same tax status, list on the same exchange and answer to the same regulator. They report occupancy 56.7 percentage points apart.

Tigere, Highland Park Phase 1, Sep 2025		98.7%
Mashonaland Holdings, portfolio, FY2025		89%
First Mutual Properties, average, FY2025		84.15%
Revitus, portfolio, Mar 2025		42%

Figure 5 — Reported occupancy across Zimbabwe's listed property vehicles. The basis differs by vehicle and is stated on each bar: Tigere reports a single property, the others report portfolios.

Sources: Tigere REIT trading update for the quarter ended 30 September 2025; Revitus REIT trading update for the quarter ended 31 March 2025; Mashonaland Holdings abridged results for the year ended 31 December 2025; First Mutual Properties abridged results for the year ended 31 December 2025.

Tigere holds purpose-built modern convenience retail let mainly in United States dollars. Revitus holds central business district office blocks in Harare and Bulawayo, seeded by the National Railways of Zimbabwe Contributory Pension Fund. Both are REITs. The tax exemption did nothing for the offices.

Occupancy at the two Zimbabwean REITs differs by 56.7 percentage points. The difference is not the structure. It is the building.

The Offer Told You First

Revitus offered 121 378 791 units at ZWL 400 in December 2023. Investors took 22 172 691 of them. The underwriter, the sponsoring pension fund, absorbed the other 99 206 100. A take-up of 18.27 per cent is not a market clearing an offer; it is a pension fund moving its own buildings onto an exchange.



Figure 6 — Revitus REIT initial public offer, December 2023. Units allotted sum exactly to the 121 378 791 offered.

Sources: Revitus REIT results of the initial public offer, 18 December 2023; Securities and Exchange Commission of Zimbabwe press release on the listing of Revitus REIT.

And The Exchange Is Losing Property Companies As It Gains REITs

While REITs were arriving, a listed property company was leaving. First Mutual Properties, holding a portfolio valued at US\$136.08M by Knight Frank Zimbabwe with total assets of US\$140.07M, delisted from the Zimbabwe Stock Exchange with effect from 2 July 2026, shareholders having approved the voluntary termination of its listing on 2 June 2026. It reported a rental yield of 6.19 per cent for 2025, against 6.05 per cent in 2024, and average occupancy of 84.15 per cent. Mashonaland Holdings remains listed, with investment property of US\$94.7M, revenue of US\$8.1M and occupancy of 89 per cent for 2025.

SECTION 08

The Regional Frame

MARKET	HOW REITS ARE ENABLED	LISTED REITS
Zimbabwe	Income Tax Act Third Schedule exemption, with registration under the Collective Investment Schemes Act. No dedicated REIT statute.	Three as at 31 December 2025, four as at September 2026
Nigeria	Investments and Securities Act, administered by the Securities and Exchange Commission.	Four in the Nigerian Exchange real estate investment trust sector
Kenya	Capital Markets (Real Estate Investment Trust) (Collective Investment Schemes) Regulations, as amended in 2023.	Three in the Nairobi Securities Exchange REIT sector
Ghana	No REIT segment among the Ghana Stock Exchange market segments.	None

Table 6 — African REIT regimes. Kenya's Finance Act 2026 exempts transfers of property into a registered REIT from both capital gains tax and stamp duty, a measure Zimbabwe has not adopted.

Sources: Securities and Exchange Commission of Zimbabwe, 2025 Annual Report; Nigerian Exchange listed companies by sector; Nairobi Securities Exchange listed companies; Capital Markets Authority of Kenya, Capital Markets Soundness Report, quarter four of the 2025/26 financial year; Ghana Stock Exchange.

What A Mature Regime Looks Like

South Africa's REITs report a common loan-to-value ratio defined by the SA REIT Best Practice Recommendations, which is why the three below can be set beside one another at all. No equivalent standard exists in Zimbabwe, so no two Zimbabwean REITs currently report the same set of measures.



Figure 7 — Loan-to-value at three South African REITs. Hyprop and Vukile are stated on the SA REIT basis; Growthpoint reports a group loan-to-value.

Sources: Hyprop Investments results booklet for the year ended 30 June 2026; Vukile Property Fund supplementary information for the year ended 31 March 2026; Growthpoint Properties results announcement for the year ended 30 June 2026.

SECTION 09

Investment Implications

- The structure is proven and the tax treatment is settled. A sponsor does not need new legislation, only a trust deed, a licensed manager, a trustee and a listing.
- Asset selection decides the outcome, not the wrapper. Modern convenience retail let in United States dollars reported 98.7 per cent occupancy; central business district offices reported 42 per cent. A REIT built on the wrong stock inherits the wrong stock.
- Growth can be paid for in units. Tigere added US\$25.13M of property without cash or debt and lifted its portfolio yield from 6.19 to 7.15 per cent by buying above its own yield. This is the single most repeatable play in the market.
- The buyer base already exists. Collective investment schemes hold 33.25 per cent of ZWG 98.16 billion in property, and the Finance Act 2021 proviso removes the concentration limit for pension funds specifically.
- Liquidity is the unsolved problem. REIT turnover fell 32.21 per cent in United States dollar terms in 2025 while equity turnover rose 70.74 per cent. A holder should price the exit, not assume it.
- Underwriter take-up is the tell. An offer absorbed 81.73 per cent by its own sponsor is a transfer, not a placement, and the secondary market will reflect that afterwards.
- Disclosure is uneven and is itself a selection criterion. One vehicle publishes its fee schedule, one publishes quarterly trading updates and pro forma effects, and the others publish less. Fee load compounds: 1.01 per cent of market value a year against a net asset value yield of about 7 per cent is roughly a seventh of the return.

WHAT WOULD CHANGE THE MARKET

A Common Reporting Standard: South Africa's sector is comparable because the SA REIT Best Practice Recommendations define loan-to-value, net asset value per share, cost-to-income and funds from operations. Zimbabwe has four REITs reporting four different sets of measures, which is a solvable problem and not necessarily a legislative one.

A Transfer Tax Exemption On Seeding: Kenya's Finance Act 2026 exempts transfers of property into a registered REIT from capital gains tax and stamp duty. That is the single measure most likely to move assets off balance sheets and onto the exchange.

SECTION 10

Key Takeaways

- 1 A REIT is a property vehicle that must distribute most of its income and is taxed once rather than twice. The structure dates from the Cigar Excise Tax Extension of 1960 and now operates in 42 countries and regions, across 1021 listed vehicles worth approximately US\$2.04 trillion.
- 2 Zimbabwe has no REIT Act (yet). The asset class was created by section 17 of the Finance (No. 2) Act, 2020, which inserted subparagraph (k) into the Third Schedule to the Income Tax Act.
- 3 Zimbabwe requires 80 per cent of income to come from real estate, 80 per cent of taxable income to be distributed, at least 100 holders and a listing. The listing requirement is stricter than the United States regime.
- 4 Four REITs are listed: Tigere and Revitus on the Zimbabwe Stock Exchange, Eagle and Pfuma on the Victoria Falls Stock Exchange.
- 5 Tigere bought US\$25 129 225 of retail property in November 2025 and paid for it entirely in units, raising investment property from US\$33 260 000 to US\$58 139 459 and the portfolio yield from 6.19 to 7.15 per cent.
- 6 Revitus placed only 18.27 per cent of its offer with the public. Its sponsoring pension fund underwrote the remaining 81.73 per cent.
- 7 Occupancy across the listed vehicles runs from 98.7 per cent to 42 per cent. The determinant is the asset, not the tax status.
- 8 REIT turnover on the Zimbabwe Stock Exchange fell 32.21 per cent in United States dollar terms in 2025, to US\$7 321 589, while equity turnover rose 70.74 per cent to US\$203 699 082.
- 9 Institutional demand is in place: collective investment schemes hold 33.25 per cent of ZWG 98.16 billion under management in property, and pension funds are exempt from the concentration limit.
- 10 The two measures most likely to deepen the market are a common reporting standard and a transfer tax exemption on assets seeded into a REIT.

SECTION 11

About Investor Hosting Centre

Investor Hosting Centre is a data-driven digital investment facilitation platform connecting global investors with bankable opportunities across Africa, with a focus on Mining, Agriculture, Real Estate and more. As a one-stop shop, IHC provides end-to-end hosting services for governments, private sector players, development partners and individuals, from travel facilitation, transfers and accommodation through to meetings, conferences and events. IHC combines technology and data-driven insight to help investors make informed decisions and convert opportunities into actionable investments.

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