

Share in the success of a
World-class holiday Resort



MELIÀ
HOTELS
INTERNATIONAL



Purchasing a property at one of our world-class holiday resorts



The right location

LOCATION
Why Cape Verde?



The Cape Verde checklist:



Stability



Climate



Demand



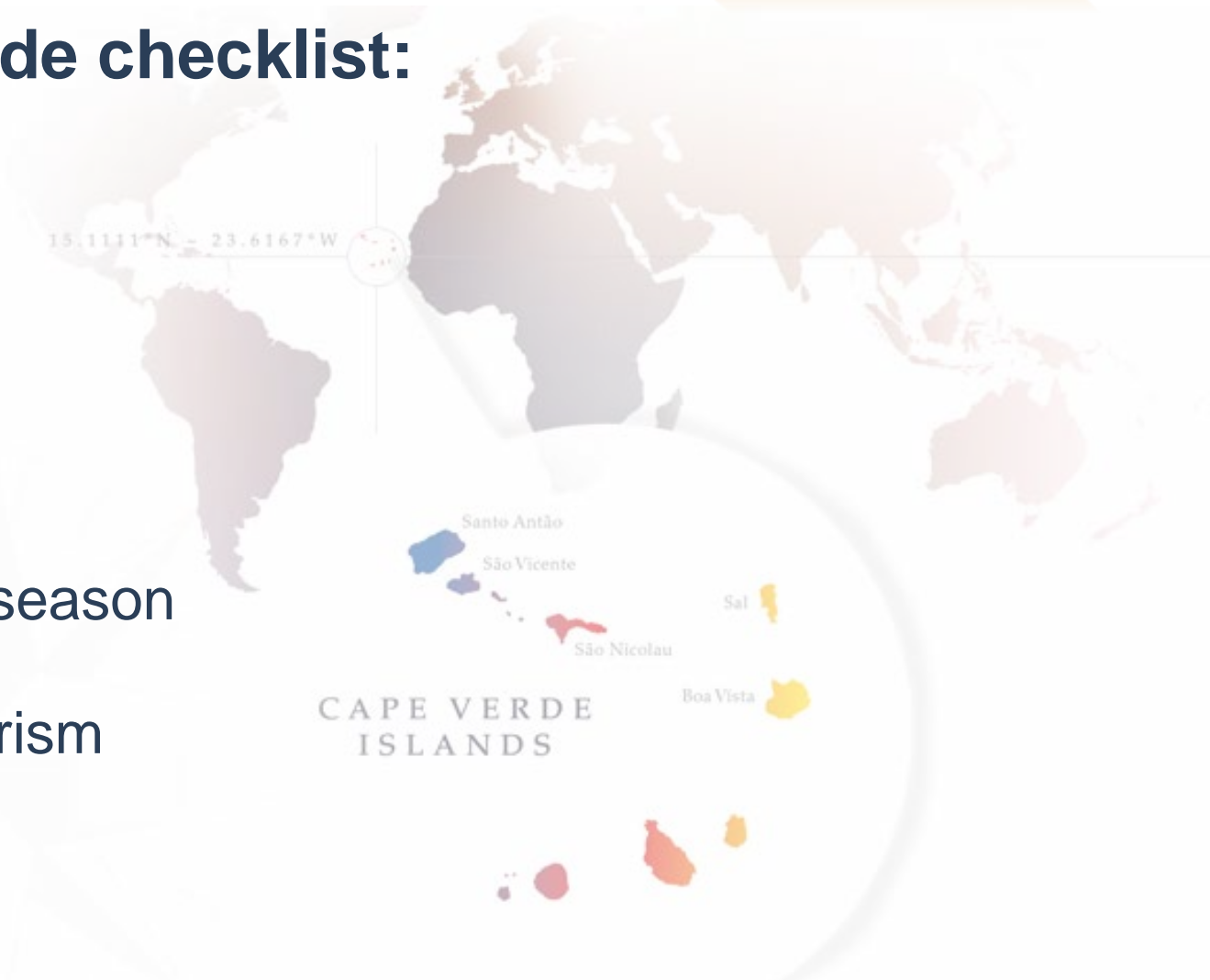
Year-round season



Growing tourism



Longevity





How stable is the country, the reputation of other overseas destinations have suffered recently

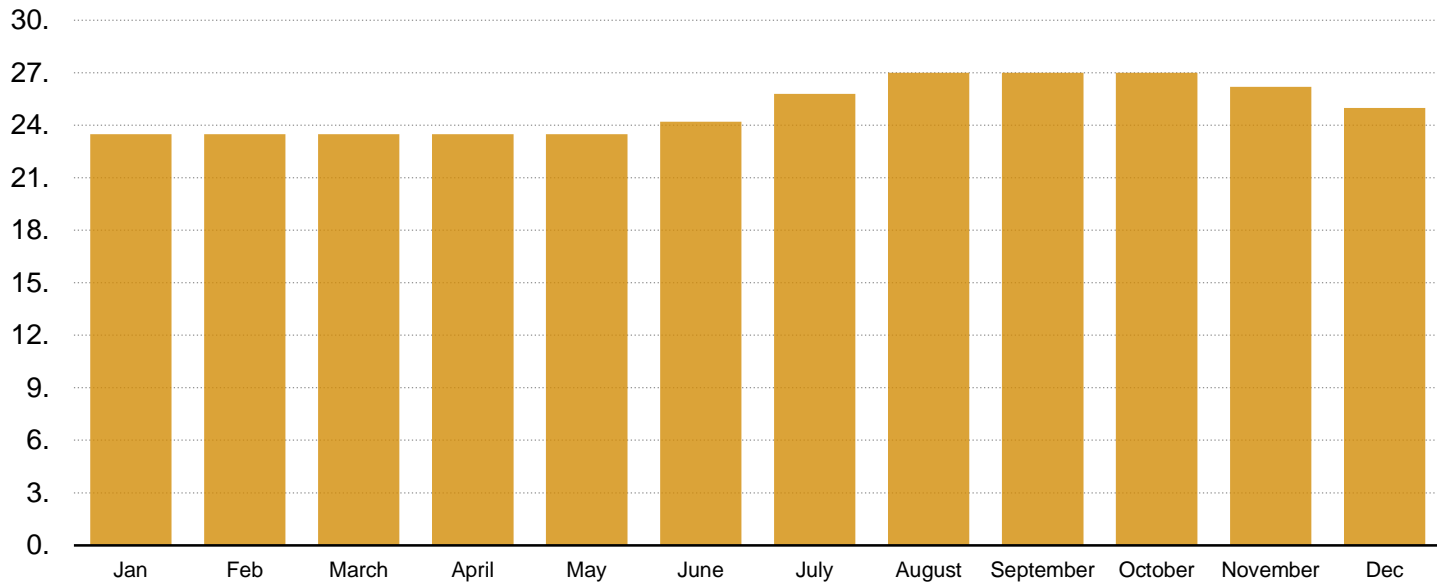
- Famous for its warm and welcoming culture – *no stress* mantra
- Cultural values ideally suited for hospitality and service
- Widely recognised as a ‘safe-haven’ holiday destination
- An established and trusted choice amongst global tour operators
- Cape Verde has a democratically elected government
- It is an independent country with excellent diplomatic relations
- There is a clear and progressive government strategy in place for long-term touristic development

Climate

LOCATION
Why Cape Verde?



Average Temperatures in Cape Verde



Cape Verde offers year round sun, which means consistent year round occupancy



Temperatures consistent at 25-28 degrees



Very stable climate - No hurricanes, rainy season, earthquakes etc.



How popular is Cape Verde, some destinations seem to be popular one year and not the next?

- ✓ Cape Verde is a sunshine beach destination
- ✓ Will always be globally popular – not a holiday fad or trend
- ✓ Proven by tourism numbers growing year on year for last 20 years
- ✓ More flights and operators every year
- ✓ Easily accessible - just south of the canaries
- ✓ No jet lag for European visitors

Demand

LOCATION
Why Cape Verde?



Increasing press coverage and awareness

Cape Verde's burgeoning appeal as a winter break destination

With a choice of direct flights, year-round balmy temperatures and a burgeoning array of resort options, *Claire Dodd* discovers how Cape Verde is bolstering its reputation as an ideal winter sun break on a trip with The Resort Group.



Job / Keywords

SEARCH REFINE

Win a Queensland holiday with Gold Medal!

Book between 15 Dec 2017 and 28 Feb 2018

5 GOLD MEDAL Queensland

Find out more here

News

NEWS | 22 JAN 2018
Adventure Travel Conference: disabled travellers have money; want adventure

NEWS | 22 JAN 2018
Tourist attractions close as US budget row rumbles on

NEWS | 22 JAN 2018
Security measures

Where to stay in Cape Verde: The Britain's Next Top Model approved hotel resort

The luxury all-inclusive hotel featured in this season's BNTM

JULY 26, 2017 - 16:40 BST BY ASHLEIGH MOORE

Cape Verde: A slice of pure paradise without having to travel to the ends of the Earth

NO STRESS is the mantra of Cape Verde – and as I lay on a pillowy sun lounger, mango daiquiri in hand wondering whether to go for a dip in the pool and what time to eat lunch – I can see why.

M Travel ▸ Africa ▸ Sunshine holidays

Why Cape Verde makes for the ultimate relaxing holiday with its rough-round-the-edges charm

The African destination never fails to dazzle visitors with its charming atmosphere and local culture...

Growing Tourism

LOCATION
Why Cape Verde?



Statistics prove Cape Verde is a global holiday hotspot, with continued growth



13% increase in touristic visitors in 2016 – *CV Institute of Statistics*



Voted the number 1 place to visit in 2018 worldwide – *CNN Travel*



The most Googled destination in 2017 – *Google Trends Report*



The largest increase in Google Searches in last 12 years, over 3000% uplift - *Global Travel Search Index*

Growing Tourism

LOCATION
Why Cape Verde?



- ✓ 112 direct flights into Cape Verde per week
- ✓ Direct flights from 32 destinations around the world
- ✓ 50 direct flights per week into Sal, from 25 destinations
- ✓ 29 direct flights per week into Boa Vista, from 19 destinations
- ✓ Direct UK flights to Cape Verde available 7 days per week
- ✓ 12 Airlines with direct flights into Cape Verde
- ✓ Flexible indirect options with daily flights from Lisbon
- ✓ Growing demand from airlines globally

Increasing flights from around the world

LOCATION
Why Cape Verde?





What about over-development, some destinations seem to have too many properties and not enough tourists.

- ✓ This is true for some destinations
 - *Caused mainly by a lack of government control*
- ✓ Cape Verde law prohibits high rise and high density resorts
- ✓ Legislation & regulation exists to protect landscape & natural beauty
- ✓ The size of the Islands further restricts level of development
- ✓ Property owners will be an exclusive group of investors
- ✓ This protects and maximises potential for capital growth

Longevity

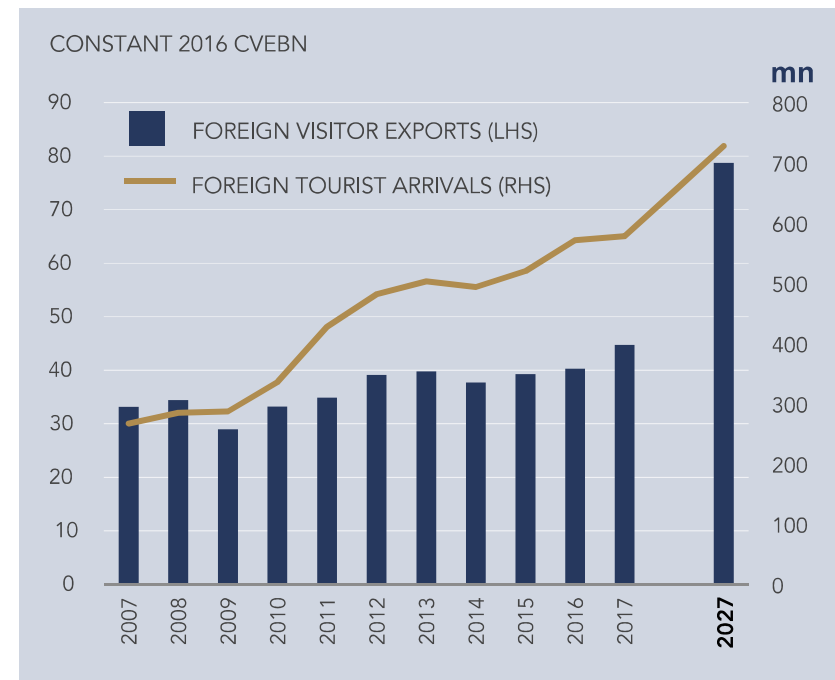
LOCATION
Why Cape Verde?



Can I expect a good return now and in the future?

- Cape Verde is a growing economy - driven by tourism
- Tourism sector contributed 44.5% to overall Cape Verde GDP in 2016 - *World Travel & Tourism Council (WTTC)*
- This is set to rise by 6.5% pa to 57.3% of GDP by 2027
- This means tourism is driving the economy
- Tourism growth is directly correlated to the capital growth of property in Cape Verde
- TRG represents a significant percentage of the GDP in Cape Verde

GDP Contribution



Source: World Travel & Tourism Council, Economic Impact 2017, Cape Verde

The Cape Verde Checklist

LOCATION
Why Cape Verde?



A unique destination that ticks every box

- ✓ Year round climate = *year round income*
- ✓ Sunshine and beaches will always be popular = *consistent occupancy*
- ✓ The market is unlikely to become saturated due to supply of quality bed nights versus demand = *significant capital growth*
- ✓ Safe and secure country = Lower risk investment
- ✓ Long term GDP growth driven by tourism = *sustainable returns for investors*

Select a developer with a proven track record

DEVELOPER
Why The
Resort Group?



What about the Developer?

- The Resort Group (TRG) was established in 2007 & has been prevalent in Cape Verde for more than a decade
- TRG is the market leader in Cape Verde
- 5 Resorts successfully completed and operating
- Secured pipeline of new resorts
- World-renowned hotel and operator partnerships
- Financially stable
- Investment grade corporate rating
- Close working partnership with Cape Verdean Government

Developments by The Resort Group

DEVELOPER
Why The
Resort Group?



COMPLETED



MELIÁ Tortuga Beach Resort
- Sal Island

Opened in May 2011 with
372 units and managed by
Meliá Hotels International.



MELIÁ Dunas &
Sol Dunas Resorts - Sal Island

1,251 properties across
two Resorts managed by
Meliá Hotels International.



MELIÁ Llaná & Sensimar
Cabo Verde - Sal Island

605 Hotel suites across
two adult only Resorts.

UNDER CONSTRUCTION

MELIÁ White Sands Hotel & Spa - Sal Island

An 835-room Resort managed by
Meliá Hotels International.

Hilton Praia - Santiago Island

A 200-room business Hotel managed
by Hilton Worldwide.

FUTURE PIPELINE

400-room Hilton Hotel in planning stages on
Boa Vista, along with a further Hilton Business Hotel
on Santiago Island (in the capital Praia).

Four further Resorts are planned on Boa Vista,
comprising an additional 2,876 rooms with
letters of intent secured from leading hoteliers,
Radisson, Steigenberger and Mövenpick.

Award winning Resorts

DEVELOPER
Why The
Resort Group?



MELIÃ
TORTUGA BEACH
CAPE VERDE



Cape Verde's Leading
Hotel



MELIÃ
LLANA
CAPE VERDE



MELIÃ
DUNAS
CAPE VERDE



Global Strategic Partnerships

DEVELOPER
Why The
Resort Group?



TRG Appointed Hotel Operator

Registered office at Gremi Boters,
24 Polígono Industrial Son Castelló,
07009 Palma de Mallorca, Spain.

www.melia.com



TRG Appointed Hotel Operator

Registered office at 7930 Jones
Branch Drive, McLean, Virginia
22102, USA.

www.hiltonworldwide.com



TRG Appointed Hotel Operator

Registered office at Lyoner
Strasse 25,
60528 Frankfurt am Main.

www.deutschehospitality.com



TRG Leisure and Hospitality Partner

Registered office at Karl-Wiechert-Allee
4 | D-30625 Hannover.

www.tuigroup.com



TRG Principal Contractor

Registered office at C/Ronda de
Poniente, 11, 28760 Tres Cantos,
Madrid, Spain.

www.grupo-sanjose.com



TRG Financial Auditors

Registered office at Merchant
House, 22–24 John Mackintosh
Square, PO Box 758, Gibraltar.

www2.deloitte.com



Asset Valuation Provider

Registered office at 72 Welbeck
Street,
London, W1G 0AY.

www.geraldeve.com



TRG Legal Counsel

Registered office at Palácio
Sottomayor, Rua Sousa Martins, n. 1–
6o Andar 1050-217, Lisbon, Portugal.

www.gpasa.pt/en

Financial Strength

DEVELOPER
Why The
Resort Group?



- TRG has a strong and sustainable business model
- Consistent growth during last 3 years
- Growing hospitality & commercial revenues through vertically integrated businesses
- Ultimate control of the supply chain
- Multiple revenue streams
- Awarded corporate 'BBB' rating by ARC Ratings
 - *Awarded due to The Groups strong business model, partnerships with international hotel brands, low leverage, general financial strength and proven track record. .*



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Why choose a beach-front resort property?



Selecting the right property type

PROPERTY
Why choose
resort property?



Buying additional property is one of the most popular investments

Universally popular due to multiple benefits:



Offers a reliable source of income



Tangible asset that grows in value



Offers additional lifestyle benefits



Straightforward buying process

Selecting the right property type

PROPERTY
Why choose
resort property?



Student Accommodation	UK Buy 2 Let	UK Hospitality	Overseas
Demand is decreasing. UCAS report shows 5% decrease in Student Applications in 2017.	Liable for additional and on-going costs	Typically based in remote locations with low number of feeder markets	The right location is key. High returns generally offered in high risk markets
Uncertainty around Brexit means EU applicants has decreased significantly.	No guarantee of occupancy or quality of tenants	Due to occupancy from local markets, surety of capital value less underpinned by yield	Traditionally popular destinations include Egypt, Turkey, Caribbean – these have lacked stability for sometime, politically, economically, socially and technologically.
No lifestyle benefits.	Market saturation puts rental at risk	Limited market due to UK Climate	They suffer safety concerns
High immediate returns paid by developer puts construction cash flow at risk.	More regulations than ever before, and potential tax pitfalls	UK has strict planning permissions that often adds construction delays & costs	High risk climate – force majeure risk; hurricanes, earthquakes, flooding etc.
Highly saturated market place and overpricing can lead to negative capital growth.	Tax relief cut in 2017 from 45% to 20%.3% increase in stamp duty on second homes.	In many instances, developer does not have track record or a known hotel brand.	Often sold in a saturated marketplace, with high rise and high density projects not on prime beach front land.

Selecting the right property type

PROPERTY
Why choose
resort property?



The solution that combines the best of all options?



Luxury beach-front holiday Resort in a sustainable, stable and growing tourism market.



Scarcity of available beach-front land at the right price in a developable area underpins capital growth.



Proven developer managed by global hotel brands, backed by leading tour operators.

Purchasing a property at one of our world-class holiday resorts



RETURNS

How will you benefit?

Purchasing Benefits

RETURNS
How will you benefit?



As a purchaser you will benefit from a consistent income, an increase in property value and personal usage



Proven capital growth



Fixed returns for 3 years



Up to 5 weeks free personal usage

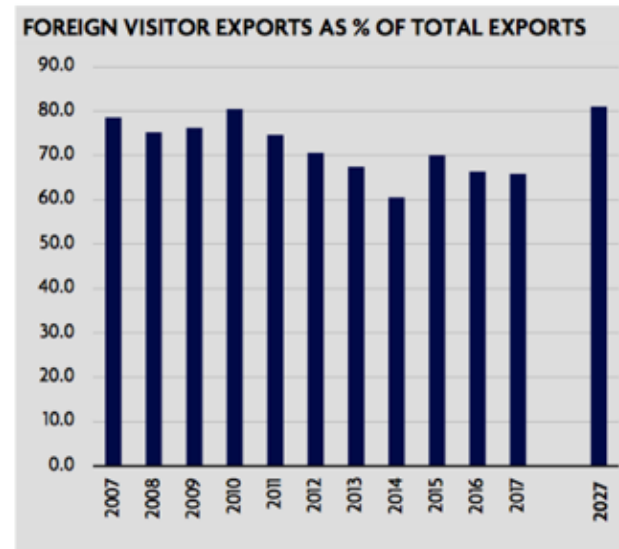
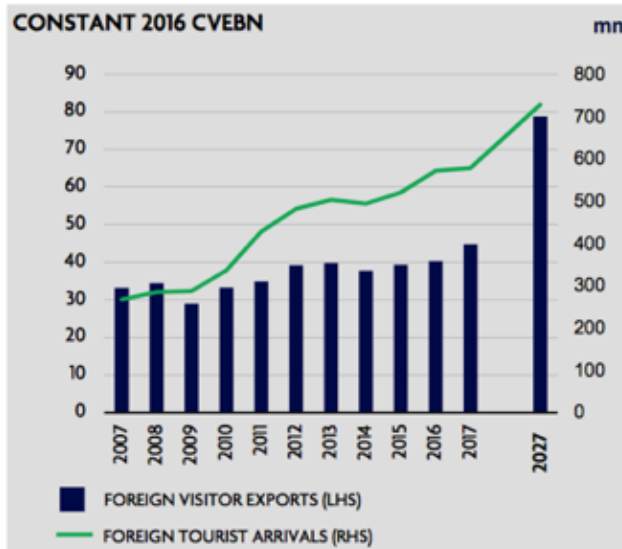
Capital Growth

RETURNS
How will you benefit?



- Cape Verde can demonstrate a consisted growth in touristic demand
- This directly impacts on the value of your property as income underpins capital value
- By 2027 The World Travel Council forecasts international tourist arrivals to total 728,000, an increase of 5.8% pa

CAPE VERDE:VISITOR EXPORTS AND INTERNATIONAL TOURIST ARRIVALS



(Image source: wttc.org)

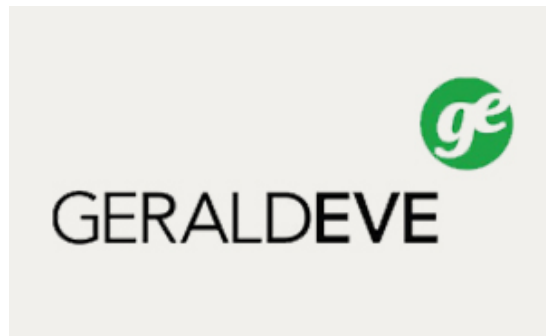
Capital Growth

RETURNS

How will you benefit?



- Previous projects by TRG demonstrate growth in value between off-plan purchase and resort opening
- This data is compiled by a globally recognised and accredited valuation company
- Property valuations completed in accordance with RICS Valuation Standards
- Valuation reports available as part of client Due Diligence pack



Capital Growth - Meliá Dunas Beach

RETURNS
How will you benefit?



Property Type	Average off-plan Price (5 Year sales period)	Valuation on Completion* (2015)	Average capital growth pa
1 Bed	€115,940	€164,093	8.3%
2 Bed	€166,250	€214,406	5.8%
Villa	€367,320	€472,483	5.7%
			6.2% pa

* Valuations conducted by Savills.

- Capital growth of 6.2% pa across the Resort
- 1 bed properties 8.3%. TRG current resorts have high proportion of 1 beds
- Tourism has continued to grow since 2015
- TRG now has guaranteed occupancy agreement with the world's largest tour operator
- Current capital growth projections are 5-8% pa.

Fixed Returns

RETURNS
How will you benefit?



- Resorts managed by internationally recognised hotel brand
- Ensures service excellence and maximises resort revenues
- This is underpinned by a contract with the world's largest tour operator
- The agreement ensures minimum fixed room rates and occupancy
- Additional occupancy agreements are in place with other worldwide tour operators



Fixed Returns

RETURNS

How will you benefit?



- TRG pass on guaranteed income to its property clients
- This ensures a fixed return during the first 3 years of operation
- The fixed returns in year 1-3 safeguard your investment during the general period of stabilisation
- In year 4, the Resort will have reached maturity

Example Return

RETURNS
How will you benefit?



Phase		Capital Growth	Property Value	Rental Yield	Rental Income	
EXAMPLE PURCHASE PRICE: €150,000						
Construction	Year 1	5%	€157,500	-		
	Year 2	5%	€165,375	-		
Operational	Year 1	5%	€173,644	5%	€7,500	
	Year 2	5%	€182,326	6%	€9,000	
	Year 3	5%	€191,442	7%	€10,500	
			€41,442		€27,000	
			Total Return		€68,442	9.13% p.a.

- Average 9.13% p.a. over initial 5 year period
- Assumes capital growth levels below previous resort performance
- Includes fixed rate of return during first 3 years of operation

Personal Usage

RETURNS
How will you benefit?



- 5 weeks free usage per year
- Fractional purchasers also qualify for usage
- Take advantage of reduce owners All-Inclusive rates on Resort
- You control your usage allowance – offer to friends and family
- Combines luxurious lifestyle benefits with strong investment returns

Purchasing a property at one of our world-class holiday resorts



INVESTMENT OPTIONS

Which is the right one for you?



Operational Resorts

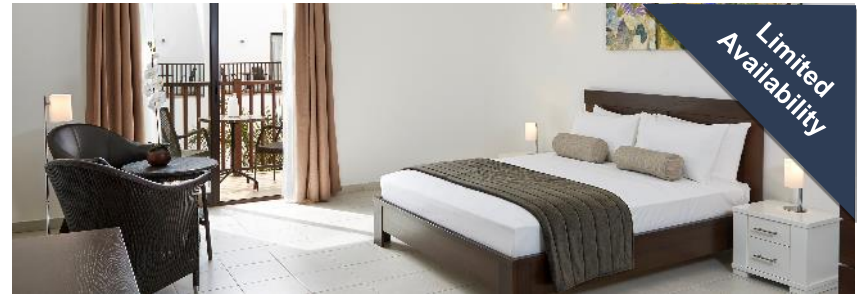
OPTIONS
Which is the
right one for you?



MELIÀ Llana Beach Resort & Spa



MELIÀ Dunas Beach Resort & Spa



Investment Opportunity - Operational Resorts

OPTIONS
Which is the
right one for you?



MELIÀ LLANA CAPE VERDE

Limited
Availability

- Cape Verde's first Adult-only Resort
- Hot tubs and swim up suites
- Full range of 5-Star facilities & services
- Situated close to Cape Verde's premier beach club - Bikini Beach
- Ranked #1 Hotel on tripadvisor

MELIÀ DUNAS CAPE VERDE

Limited
Availability

- 5-star luxury Resort
- The largest on the African continent
- Opened November 2014
- Multiple Award winning, voted 'Best Hotel Resort in the World' 2015
- Awarded Travelife Gold certification



Off Plan Resorts

OPTIONS
Which is the
right one for you?

i



Situated on Santa Monica Beach, Boa Vista



Regarded as the best beach in Cape Verde
& one of the best beaches in the world.



The first of 9 planned resorts on Boa Vista



WHITE SANDS
HOTEL & SPA



Off Plan Resorts

OPTIONS
Which is the
right one for you?



White Sands Hotel & Spa

- ◆ Being sold off-plan – maximise capital growth potential
- ◆ Construction now well underway
- ◆ Due for completion in 2019
- ◆ 835 luxurious properties – duplex, penthouse, villas
- ◆ Private gardens, swim-up pools and hot tubs
- ◆ To be managed by Melia Hotels International



Off-Plan Resort – Future Development

OPTIONS
Which is the
right one for you?



Sensimar
300
Rooms

Sensatori
350
Rooms

**Radisson
Blu**
400
Rooms

**Hard
Rock**
300
Rooms

MELIA
835
Rooms

Hilton
400
Rooms

Stelgenberger
290
Rooms

**Marriott
International**
Rooms TBC

**Jaz At The
Beach**
200
Rooms

Master Plan

Hotel Operators based on signed management & operator agreements and expressions of interest.

White Sands Facilities

OPTIONS
Which is the
right one for you?



WHITE SANDS
HOTEL & SPA

- Operation divided into Adults Only and Family
- An extensive choice of restaurants
- Indulgent selection of bars to satisfy all holiday guests
- A collection of boutiques and high end retail outlets
- Luxurious YHI Spa® experience & fully equipped fitness centre
- Swimming pools located throughout the Resort including swim up pool bars
- Kids club, playground and baby pools located in the family areas
- Spectacular piazza near to the beach with exclusive al fresco dining options and stunning views
- The Level VIP Experience – An exclusive area of the Hotel providing additional luxury and personalised services

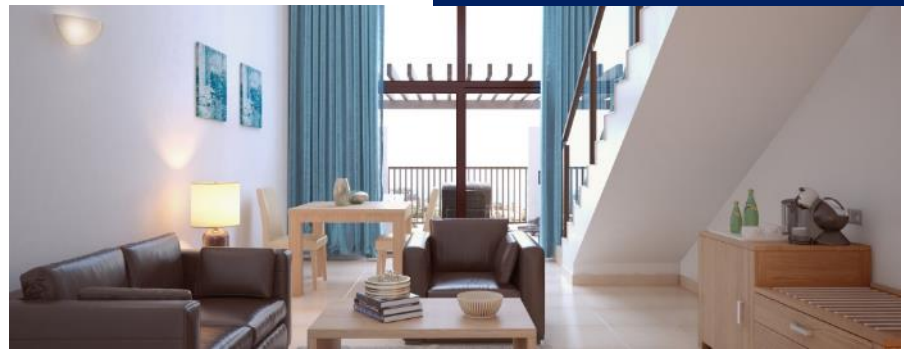
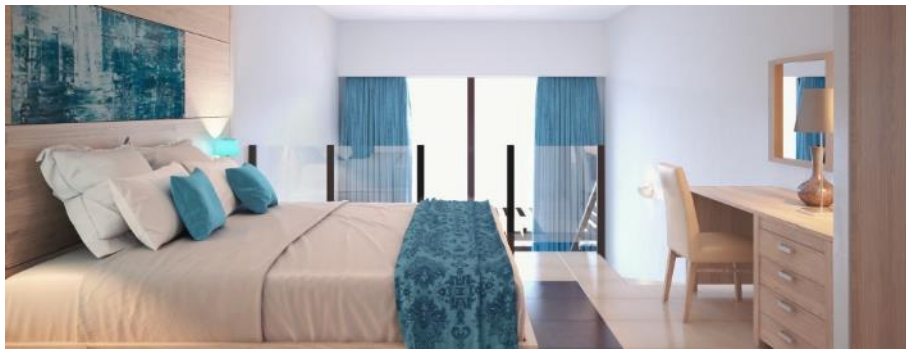
White Sands Property Example

OPTIONS
Which is the
right one for you?



Duplex Suite - €243,050
393, First Floor, White Sands Hotel & Spa

Property CGIs



Property Location



Property Specification

Floor: First Floor
Property Type: Duplex Suite
Build Area: 57m²
Terrace Area: 10m²
Price: €243,050

Property Floor Plan



Purchasing a property at a world-class holiday resort with The Resort Group PLC

- Cape Verde is a sustainable, stable and rapidly growing tourist market
- The Resort Group is an established developer of quality beach-front Resorts
- Financially secure Group with multiple income streams
- Partnerships with world renowned corporations & travel brands
- Independently verified capital growth with a fixed rental return
- Enjoy free usage throughout the year



For more information please contact, Nicole Avez-Nana, Accredited Luxury Homes Specialist (ALHS)
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