

# Outstanding Projects

...in Cape Verde



Santo Antao Beach

# Cape Verde's very own "Culture Corner"

## The two islands which will provide the longevity of Cape Verde's growth in property and tourism

Whilst Santaigo is considered the political centre of the islands, and Sal introduced the tourism to Cape Verde, the islands of Sao Vicente and Santo Antao provide the real future of Cape Verde due to the already established infrastructure of Sao Vicente and the stunning verdant valleys of Santo Antao.

Sao Vicente has more investment scheduled over the next 5 years than any other island, and will see at least eight world class international resorts begin construction over the next two years. It also has the only deep sea port in the islands which will see Mindelo being added to many itineraries of high end cruise lines as each year passes. In addition, the new international airport scheduled for opening in the summer of 2008 will truly ignite the property market.

Santo Antao, unlike the other main islands, has truly spectacular landscapes, an abundance of greenery, and currently is the hikers island of choice. This island will retain a certain exclusivity due to its attractions, its landscapes and the sheer desirability of the escapism that can be enjoyed.

We therefore believe that, between these two islands, those investors who have a shrewd eye for the future will find the current best opportunities in Cape Verde.



## Cafe's, bar's, restaurants, nightclubs - bohemian Mindelo has it all in place



Too many all-inclusive tourism resorts on the other main islands have restricted the development of the external towns, leaving very little in the way of nightlife. With few tourists needing to spend outside of the resorts, this lack of growth has already begun to impact the resale possibilities on the other islands, leaving investors without the successful exits they would like. Mindelo does not suffer from this. Historically, there has always been economic growth around the port, and today the residents of Mindelo enjoy a thriving nightlife, with an abundance of live music venues, cafe's, bars, restaurants and nightclubs. For this reason, Sao Vicente is without doubt the cultural capital of Cape Verde as can be witnessed during the vibrant annual carnival, and the international music festival held each year in Baia das Gatas. As the island is small, the upcoming future coastal developments will enable investors to enjoy beach life during the day, and also have access to the nightlife of Mindelo. We believe that Mindelo will always be the place "to see and be seen" in Cape Verde.

## Stunning views, verdant valleys, cloud shrouded peaks - the jurassic park of Cape Verde



The volcanic crater of Cova is truly a stunning site, with clouds spilling into it, and a steep drop to the fields below. Photo's of this and also the beautiful valleys around Paul and Ribera Grande can never do justice to these areas.

The pine forested hillsides offer a wonderful fresh ambience of peace and tranquility and some respite from the blazing sun. In contrast to other islands in Cape Verde, the greenery assaults the eyes and enables you to really feel a sense of escape.

From all of the islands to witness tourism and development, once you visit Santo Antao, you will never understand how this island has escaped so far. Talking to visitors in Cape Verde, you will not discover anyone who will not tell you that Santo Antao and Sao Vicente were not the best islands visited.

# Santo Antao Beach Project

Opportunity for 200,000m<sup>2</sup> of frontline beach



When the opportunity comes to acquire 200,000 m<sup>2</sup> of prime beachfront land, it has to be examined. Normally this kind of land comes at a very large price. But we bring this opportunity at a fraction of the normal price.

This can be purchase as one lot, or in smaller lots of 50,000 m<sup>2</sup>

Between this plot and the town of Porto Novo there is land set aside for a developer who constructs golf courses and also a new hotel already constructed.

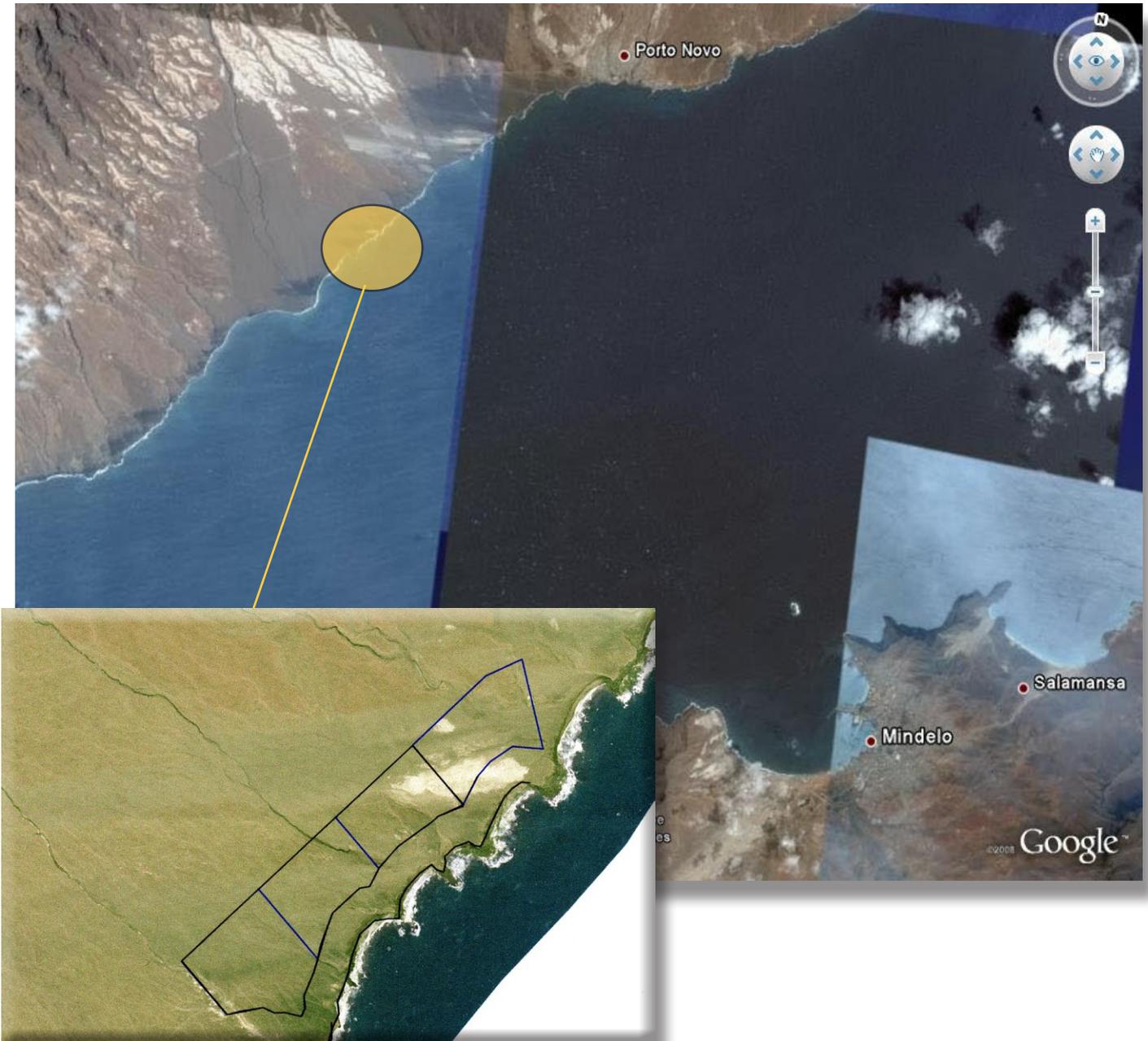
Feasibility studies are also underway for an airport .

We have taken a look at this offering and bring you the results of this now.

## Project Opportunity

Santo Antao Beach

# Location Information



## Technical Details

We have already received a letter from the local Camara to state that we can have 70% build density with 3 floors.

We have another letter to provide a commitment to bring a road to the plot from the main road inland.

There is a small village 1km to the north which is the nearest point of electricity. Until a new well was made in the town, this village also provided all of the water for Porto Novo. Although no engineering tests have been made, it is a reasonable assumption that this same water hole could rescale up to provide water to this project.

## Financial Recommendations

With an investment of this size, there are various methods to execute the investment. It always generates bigger profits to construct the whole project, but also leaves a longer time before the initial capital is recovered. Also, it comes with a bigger risk in that more capital is exposed for longer leaving the investment open to any market changes.

We always recommend to return to "capital zero" (all capital spent is recovered) as fast as possible, even if this generates smaller margins. This eliminates all risk and provides a good platform to then look towards generating larger profit margins.

For this type of land investment, we believe that it is best to sell plots on around half the land. Plots can be sold at around €50/m<sup>2</sup> when provided with infrastructure (roads, electricity etc) – These are called "serviced plots". Further along the coast of this island, on the front line but without beaches, we previously have sold 22 plots in a month without marketing. Additional incentives of offering payments staged over a year also accelerates sales. The advantage here is that sales revenue can be used to fund the infrastructure costs, leaving no additional capital expenditure after land purchase (with the exception of architects fees)

We recommend that a masterplan be developed with a hotel on 25% of the land and 50% of the land allocated to serviced plots. In this way the use of the hotel facilities and the exclusivity of the plots closeness to the hotel also acts as another sales incentive.

With the allowance of 70% build density x 3 floors, allocating villa plots will also provide the opportunity for very dense apartment construction on the remaining 25% of the plot (where we shall later look for higher profit margins), as the villa's will be of less density than the allowance. Perhaps it can be negotiated for 4 floors of apartments to compensate?

If we allow 30% roads and green areas on the 50% set aside for villas, and allow 500m<sup>2</sup> plots, then we will have 140 villa plots on this area or 70,000m<sup>2</sup>

With €50/m<sup>2</sup>, this will return €3,500,000. Even if client payments are staged over a year, this will return all invested capital, architects fees and infrastructure for the entire 20 hectares.

With the 70% build density and 3 floors, this would enable each plot owner to build more than 1000m<sup>2</sup> of villa floor space!! Even though each client would choose less than this for practicality, the sales proposition of purchasing beachfront villa plots with these parameters for only €25,000 surely gives confidence that these sales levels are achievable given the sales network in place.

If this can be accomplished, there is still then 100,000m<sup>2</sup> of plot to be exploited with hotels and apartments. I would anticipate then that with infrastructure and masterplan in place, that the new value of this area would be in excess of €75/m<sup>2</sup>, or €7,500,000. We also now have a captive audience of 140 plot owners whom we could approach for the construction business which should conservatively generate at least €50,000 per plot, or another €7,000,000.

Now we can construct a hotel, then operate or sell. With the 25% zone for apartments, with perhaps 4 floors, and 70% density, this provides 14,000m<sup>2</sup> of floor space. With a minimum of €500/m<sup>2</sup> of profit in apartments, this also generates another €7,000,000 of profit.

The key to this level of investment is the timing of each stage of the execution. Performed as outlined above, each stage adds value to the next and a sales market is generated at each step.

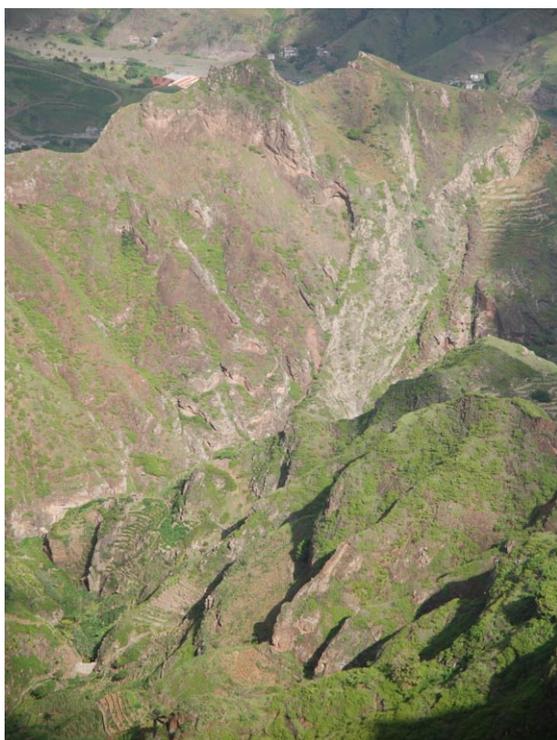
We have tried to be conservative with these figures, but it is clear that, if sales confidence is in place, that the profit potential for this project is enormous.

## Project Opportunity

Santo Antao Beach

### Santo Antao Photos

Santa Antao is the greenest of all Cape Verdean islands, and without doubt the most beautiful with its stunning scenery of mountains and valleys. Whilst it is the last of the main islands to receive tourism, we believe that it has the best long term possibilities with all of the activities which can be accomodated. To-day it is understandably the centre of the hiking industry in Cape Verde and by its newly created national parks is destined to become in much greater demand.



# Project Opportunity

Santo Antao Beach





**CAMARA MUNICIPAL DO PORTO NOVO  
DIRECÇÃO DE PLANEAMENTO URBANISTICO**

**DECLARAÇÃO**

**Assunto:** Tipologia de construção

Data : 15 de Fevereiro 2008

O Gabinete Técnico informa a Empresa que pretende construir um empreendimento Turística na zona de Casa de Meio de que:

- A taxa maxima de ocupação (área coberta) do terreno nessa zona da orla maritima não deverá exceder os 70%( setenta por cento) do total da área a ser ocupada e que os restantes 30% ( trinta por cento) deverá ser espaços verdes distribuidos por toda a extensão do terreno.

- A altura maxima das construções não deverá exceder os 9,18m ( nove virgula dezoito metros), avisando de que esse valor poderá a vir ser alterado de acordo com os planos que estão sendo elaborados para a zona em referência.

- Possiveis murros de vedação não poderão exceder a 1,5m.

O projecto terá de passar por apreciação da Camara Municipal e deverá cumprir as prerrogativas estipuladas na legislação urbanistica e enquadra-se nas premissas definidas na politica de ocupação urbana da Câmara Municipal do Porto Novo, recomendamos a preparação dos Projectos de especialidade de acordo com o previsto na lei de base de ordenamento do Território e Planeamento urbanistico.

P'la Direcção do Planeamento Urbanis  
Arquitecta e Urbanistica  
Anilda Maria Delgado

**Summary Translation**

Construction can be 70% and 3 floors

No construction within 80m from the water (maritime law)

An invitation is made to provide a full architectural study



**MUNICÍPIO DO PORTO NOVO  
CÂMARA MUNICIPAL**

**DECLARAÇÃO**

A Câmara Municipal do Porto Novo, por este meio, faz saber que compromete a colaborar na construção de uma via de terra batida, que dá acesso aos terrenos da zona costeira em Porto Novo, após a apresentação e aprovação de projectos específicos, por forma a viabilizar o acesso para construções e outros afins.

Câmara Municipal do Porto Novo, 1 de Julho de 2006.

O Presidente da Câmara,

  
- AMADEU JOÃO DA CRUZ -  


**Summary Translation**

The Camara commits to provide road access to the coastal area once projects are submitted and approved

Prices and availability may change at any time. For an up to date situation, please contact us now.