



**DEVELOPING FLAGSHIP HOTEL OUTLETS
IN MOZAMBIQUE**

DEVELOPING FLAGSHIP HOTELS IN MOZAMBIQUE

BUSINESS MODEL

- WHAT.-** Developing medium size , Focused Service, Mid-Market Hotel Net Work in fast growing Locations
- WHERE.-** Moçambique
- HOW.-** Building.- Own Modular System, ready to be assembled (Turn Key)
Operating.- International Operator in Management Terms.
- EXIT.-** **Medium / Long Term** .- Selling the Outlet

MOÇAMBIQUE INITIAL LOCATION PROPOSALS

MAPUTO	2
BEIRA	1
TETE	1
NACALA	1
PEMBA	1
TOTAL	6



**Initial Project
MAPUTO**

**2 Units together
5 Stars Congress
4 Stars**



DEVELOPING FLAGSHIP HOTELS IN MOÇAMBIQUE

MAPUTO DEVELOPMENT INDICATIVE MODEL PROPOSAL

	260 Keys	180 Keys
CATEGORY	5 Star	4 Star Hotel
BRAND		
OPERATOR		
AGREEMENT PERIOD	MANAGEMENT 20 Years	

440 Keys
2 Hotel Units,
2 Different Segments,
2 Brands
1 Operator

Relevant savings on:
Development Cost
Operating Costs



HILTON FULL SERVICE MAIN DATA	
KEYS	260
DESCRIPTION	GF + 21
BUILDING AREA	40.430 sqm
HOTEL AREA	27.290 sqm
APARTMENTS AREA	5.040 sqm
CAR PARK	8.100 sqm
EXTERNAL AREAS	7.000 sqm
ESTIMATED OVERALL INVESTMENT	116.555.717 Us\$



GARDEN INN MAIN DATA	
KEYS	180
DESCRIPTION	GF + 6
BUILDING AREA	10.899 sqm
HOTEL AREA	10.899 sqm
APARTMENTS AREA	0 sqm
CAR PARK	2.550 sqm
EXTERNAL AREAS	2.000 sqm
ESTIMATED OVERALL INVESTMENT	31.963.787 Us\$

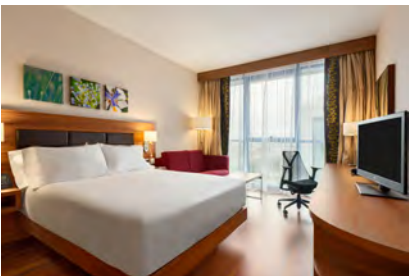
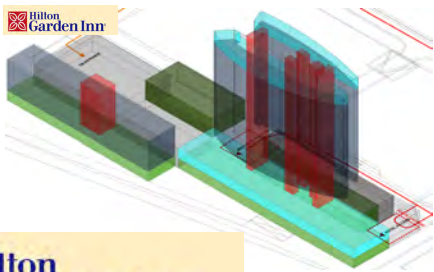
OVERALL KEYS	440
OVERALL BUILDING AREAS	53.879 sqm
OVERALL HOTEL AREAS	38.189 sqm
APARTMENTS	5.040 sqm
CAR PARK	10.650 sqm
ESTIMATED OVERALL INVESTMENT	148.519.504 Us\$

MAPUTO CONGRESS HOTEL



DEVELOPING FLAGSHIP HOTELS IN MOÇAMBIQUE

GARDEN INN UNIT Indicative Model



DEVELOPING FLAGSHIP HOTELS IN MOÇAMBIQUE

MODULAR SYSTEM - KEY STHRENGH ISSUES



HIGH QUALITY PRODUCT AND FINISHING
TURN KEY BUDGET
TIME SCHEDULE CONTROL
LOW FINANCIAL DEVELOPMENT COST
EXPERIENCED TEAM & PRODUCT IN AFRICA (RESIDENTIAL & HOTELS)



DEVELOPING FLAGSHIP HOTELS IN MOÇAMBIQUE

PROJECT INDICATIVE ECONOMICAL AND FINANCIAL DATA



	HOTEL 5 Star	APARTMENTS
ESTIMATED DEVELOPMENT COST	95.878.432 US\$	17.482.996 US\$
FINANCIAL COST	2.701.655 US\$	492.634 US\$
OVERALL DEVELOPMENT COST	98.580.087 US\$	17.975.630 US\$
FINANCIAL NEEDS AFTER SELLING APARTMNETS	84.226.924 US\$	

H GARDEN INN
30.651.454 US\$
1.062.333 US\$
31.713.787 US\$
31.963.787 US\$

OVERALL
144.012.882 US\$
4.256.622 US\$
148.269.504 US\$
116.190.711 US\$

EQUITY	41.250.000 US\$
DEBT	43.000.000 US\$
TOTAL	84.250.000 US\$

16.250.000 US\$
16.250.000 US\$
32.500.000 US\$

57.500.000 US\$
59.250.000 US\$
116.750.000 US\$

EQUITY MULTIPLE	1,83
IRR (Exit 5 Years)	14,46%
IRR 20 Years	14,39%
PAY BACK EQUITY	10,48

2,38
21,40%
18,26%
7,78

TEAM



ARCHITECTS



MODULAR
SYSTEM



LOCAL ADVISER
EQUITY RAISER
PROJECT FINANCE



PROJECT LEADER
PROJECT MANAGEMENT

Luis Moneo
MONEO ARQUITECTOS

Spain
www.nadalmoneo.com

Joan Pons
HABITANIA SOCIAL

Spain
www.habitanciasocial.org

NUNO GIL
EAGLESTONE ADVISERS
& FUND

Mozambique
nuno.gil@eaglestone.eu

Rafael Blanc
SSIR

Spain
ssir@ssir.es