

Moroccan Investment Development Agency

Investment projects bank

Project Teaser

*Construction of a resort
in Lixus (Tangiers Region)*



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Overview

In order to ensure an effective promotion of investments in Morocco initiated by both local and foreign institutions, Invest in Morocco (the Moroccan Investment Promotion Agency) has created a projects/opportunities bank to facilitate the contacts between projects sponsors and their future partners.

Projects teasers will be also made available via Invest In Morocco's website and will help the prospective partners to get a global overview of the investment opportunity while ensuring the confidentiality required by the sponsor at initial stages.

If the prospective partner decides to go further in the opportunity analysis, he can ask Invest In Morocco to arrange him a meeting with the project sponsor.

In order to maximize the added value of the projects bank, the matchmaking process is not limited to strategic and financial partnerships but covers virtually all possible opportunities like commercial agreements, mergers & acquisitions, joint ventures, representation agreements...

We hope that this projects bank will help investors to develop strong relationships and enhance the value creation in all economic sectors.

Project presentation

| | Summarized data |
|---|---|
| Opportunity/Project | Construction of a sea front and well-being resort |
| Industry/sector | Tourism |
| Project size (in Million MAD) | 5 600 Million MAD (about 622 Million USD) |
| Project components | Hotels and tourist residences (about 12 000 beds), yacht club, Marina, museum, shopping center, Dolphinarium, water sports club, golf course, equestrian club, attraction and natural parks |
| Opportunity localization (city/region) | Lixus port of Larache, Tangiers region |
| Project Target Return (IRR or ROI) | |
| Current project status (study/appraisal phase, initiation, operational) | Implementation phase |

Key project facts (perspectives, sector outlook...) :

- One of the main tourist destinations in Morocco, the North (Tangiers region) presents an excellent growth potential with a market that could reach 3 million tourists every year once enough attraction and lodging capacity is implemented. Tourism alone is expected to generate annual revenues of more than 2,2 Billion USD for the region's economy ;
- The project location benefits also from many advantages: a calm city with hispano-arabic culture, the proximity to Tangiers (40 Km) with the availability of near air and land connections ;
- The project will be carried out in several phases to reach a total area of 468 hectares by 2020. The first phases have been carried out and include one hotel and residential complex. The golf course is being constructed currently.

Project initiator/sponsor

| | Summarized data |
|---|--|
| Main businesses/activities | Tourism development within the strategic vision set by Moroccan Government |
| Institution type (company, fund, holding...) | Public agency |
| Size (average revenues in MAD) | |
| Origin of capital (Moroccan, Foreign, Mixed) | Moroccan |

Key project sponsor facts (performances, positioning, expertise...) :

- After a successful launch of the first sea front resorts, the sponsor is looking to expand the concept to many touristic areas by designing and supervising the development of dedicated and customized resorts in all the regions with a promising tourist attraction potential. The sponsor is tasked within this framework to play the role of the development PMO (Project Management Office) on behalf of the Moroccan Government ;
- The key trigger of this huge resort development program is the strategic vision set in order to reach 20 Million tourists and to increase capacity to 375 000 beds by 2020 ;
- The development model of the sponsor relies selecting site developers amongst investor with solid track record and signing development agreements with them. Agreements are detailed enough to guide the site development process and represent real master plans. Investors also qualify to benefit from general and special tax and financial incentives.

Seeked partnership

| | Summarized data |
|---|--|
| Possible or sought partnership(s) | Joint Venture |
| | Sleeping Partner (minor share ownership without active management role) |
| | Joint SPV controlled by the external partner |
| | Shares acquisition |
| | Company acquisition or diversiture |
| Special conditions for the partnership | X Others: Investors and developers |
| | • Investors with recognized expertise and track record in developing and managing resorts |
| | • Solid financial situation and technical know-how |
| Next steps | • Discussing the partnership conditions |
| | • Issuing requests for proposals |
| | • Finalizing contracts |

Expected partnership benefits:

- The project will offer a sea front and well-being resort, located in one of the main tourist destinations in Morocco;
- Future investors will benefit from an incentive package offered by the Moroccan Government within investment agreements and including tax and financial incentives. Finally, the site will benefit from a regular tourists flow given the good connections and the intensified promotion and marketing efforts carried out by the Tourism Office, especially in new markets.

**For next steps or more details about the current document,
please contact the Matchmaking Manager:**

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