

Moroccan Investment Development Agency

Investment projects bank

Project Teaser

*Construction of two luxury hotels
in Tangiers*



AMDI 2013

Document History

Document identification and management

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Sector

Tourism

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Update operation

Document manager

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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 two luxury hotels
Industry/sector	Tourism
Project size (in Million MAD)	
Project components	2 hotels (4 and 5 stars)
Opportunity localization (city/region)	Tangiers
Project Target Return (IRR or ROI)	
Current project status (study/appraisal phase, initiation, operational)	Study/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 ;
- Given the need to develop lodging infrastructures, the two hotels will offer a new improvement of beds capacity. The two hotels will be very close to Gibraltar Straights (14 km) and to beaches in addition to being located in the second industrial and business pole of Morocco.

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
	X Others: Investors and developers
Special conditions for the partnership	<ul style="list-style-type: none">• Investors with recognized expertise and track record in tourism and hotel management• Solid financial situation and technical know-how
	<ul style="list-style-type: none">• Discussing the partnership conditions
	<ul style="list-style-type: none">• Issuing requests for proposals• Finalizing contracts
Next steps	

Expected partnership benefits:

- The projects will offer attractive luxury hotels 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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