

Moroccan Investment Development Agency

Investment projects bank

Project Teaser :
*Construction of a commercial complex
in Casablanca*



AMDI 2013

Document History

Document identification and management

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0.1

Sector

Real Estate

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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 a commercial and business complex
Industry/sector	Corporate property
Project size (in Million MAD)	
Project components	An area of 28.000 m ² including offices and commercial activities
Opportunity localization (city/region)	Rabat
Project Target Return (IRR or ROI)	
Current project status (study/appraisal phase, initiation, operational)	Study phase

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

- After a successful launch of modern real estate complexes (residential and commercial) such as Technopolis, Mega Mall, Rabat has confirmed its status as a preferred destination for real estate projects given its position and importance;
- With returns that could reach 10% for projects intended to sell constructed units and 20% pour those dedicated to be rented, the investment is also expected to be highly lucrative;
- The current project is expected to be fully operational in 2015. Its launch will enable the project sponsor to seize an important share of the integrated commercial real estate market and especially in Rabat.

Project initiator/sponsor

	Summarized data
Main businesses/activities	Investment fund owned by Moroccan and foreign institutions
Institution type (company, fund, holding...)	Holding
Size (average revenues in MAD)	
Origin of capital (Moroccan, Foreign, Mixed)	Foreign (sovereign funds)

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

- The sponsor is a real estate developer belonging to one of the most important investment groups in Morocco. Its expertise, developed during several decades of successful projects, covers virtually all real estate segments ranging from social housing to luxury real estate in addition to integrated leisure infrastructures. Its strong financial position in addition to its rich land reserve will allow it to carry out its ambitious development plan;
- The business model of the sponsor relies mainly on synergies developed with strategic partners and other Moroccan group units. The sponsor designs, constructs and promotes large-scale projects while contributing actively to the promotion of Morocco as a destination of FDIs;
- This project is carried out within the new development vision of the sponsor seeking a reinforced presence in the high end and commercial real estate segments to complement its already confirmed leadership in social and medium standing housing.

Seeked partnership

Possible or sought partnership(s)

Special conditions for the partnership

Next steps

Summarized data

Joint Venture

Sleeping Partner (minor share ownership without active management role)

Joint SPV controlled by the external partner

Shares acquisition

Company acquisition or divestiture

X Others: Clients seeking to acquire luxury housing and shops

- **Clients who want to acquire an office for business or for leasing**
- **Discussing conditions**
- **Finalizing contracts**

Expected partnership benefits:

- **The projects will be completed in 2015 and will offer a modern and well located complex. Its strategic position will ensure a good transportation networks connection and a regular flow of clients;**
- **Future acquirers will also benefit from a well recognized professional facility management. All services and products have been designed and implemented to comply with the highest standards;**
- **Finally, the prestigious group to which investor belong and its rich expertize in corporate's real state would be the keys for a successful financial partnership for any local or foreign institution.**

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

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