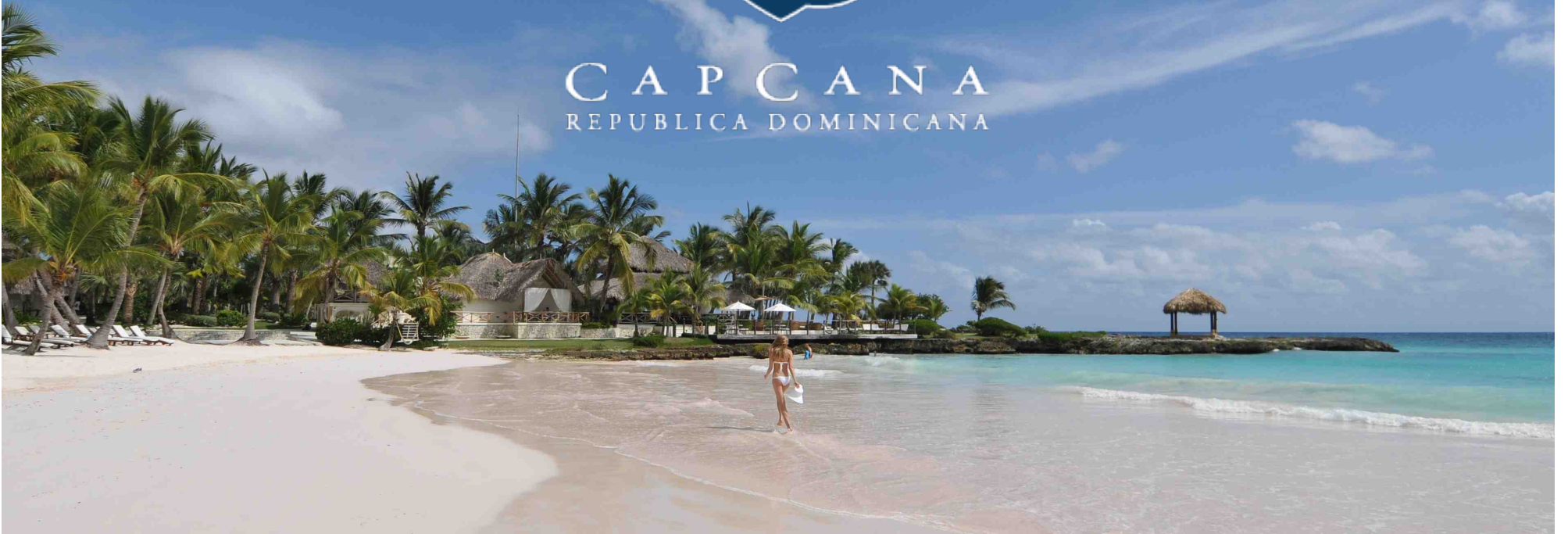




CAPCANA  
REPUBLICA DOMINICANA





# *The Caribbean, one of the leading tourist destinations*

## **Some of the many reasons why tourists are attracted to the Caribbean are:**

- Excellent year-round climate
- White sand beaches
- Top scuba diving locations
- World class resorts
- Popular cruise ship destination
- Easy access and frequent flights
- Good brand recognition in many destinations
- 25 million tourists visited the Caribbean in 2013
- 12.3 million tourists came from the United States
- 3.1 million came from Canada
- 5.5 million came from Europe
- In 2013 visitor numbers increased 2.8% in the Dominican Republic, the Caribbean island that attracted the most visitors at 4.7 million

# *The Dominican Republic*

The Dominican Republic is the second largest island in the Caribbean, a country of many facets, with warm tropical weather, great diversity of fauna and flora, microclimates, impressive culture and folklore, and exceptionally friendly and cheerful people.



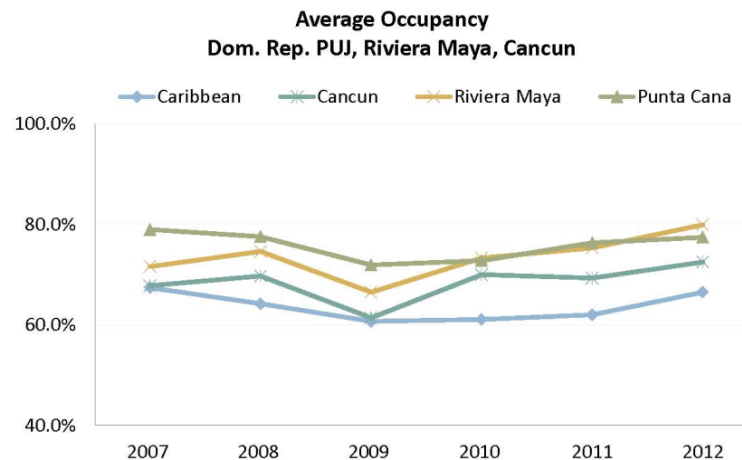
4.7 million tourists visited the Dominican Republic in 2014.

2.4 millions arrived at Punta Cana Airport 2013.

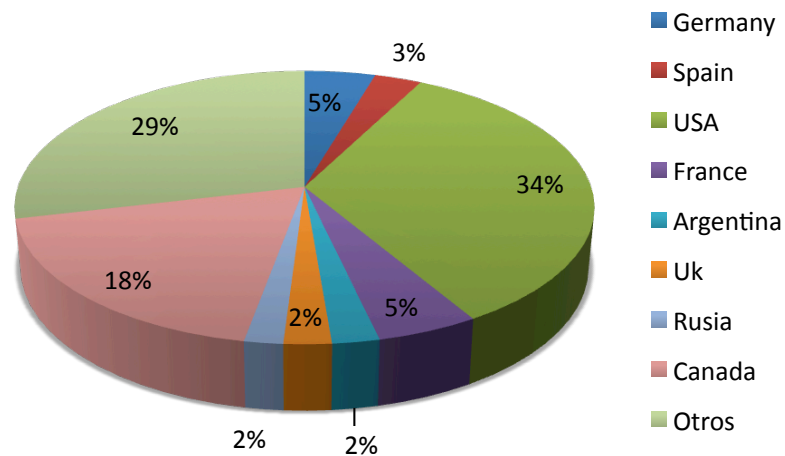
*The Dominican Republic has many characteristics that attracts tourists, investors and developers:*

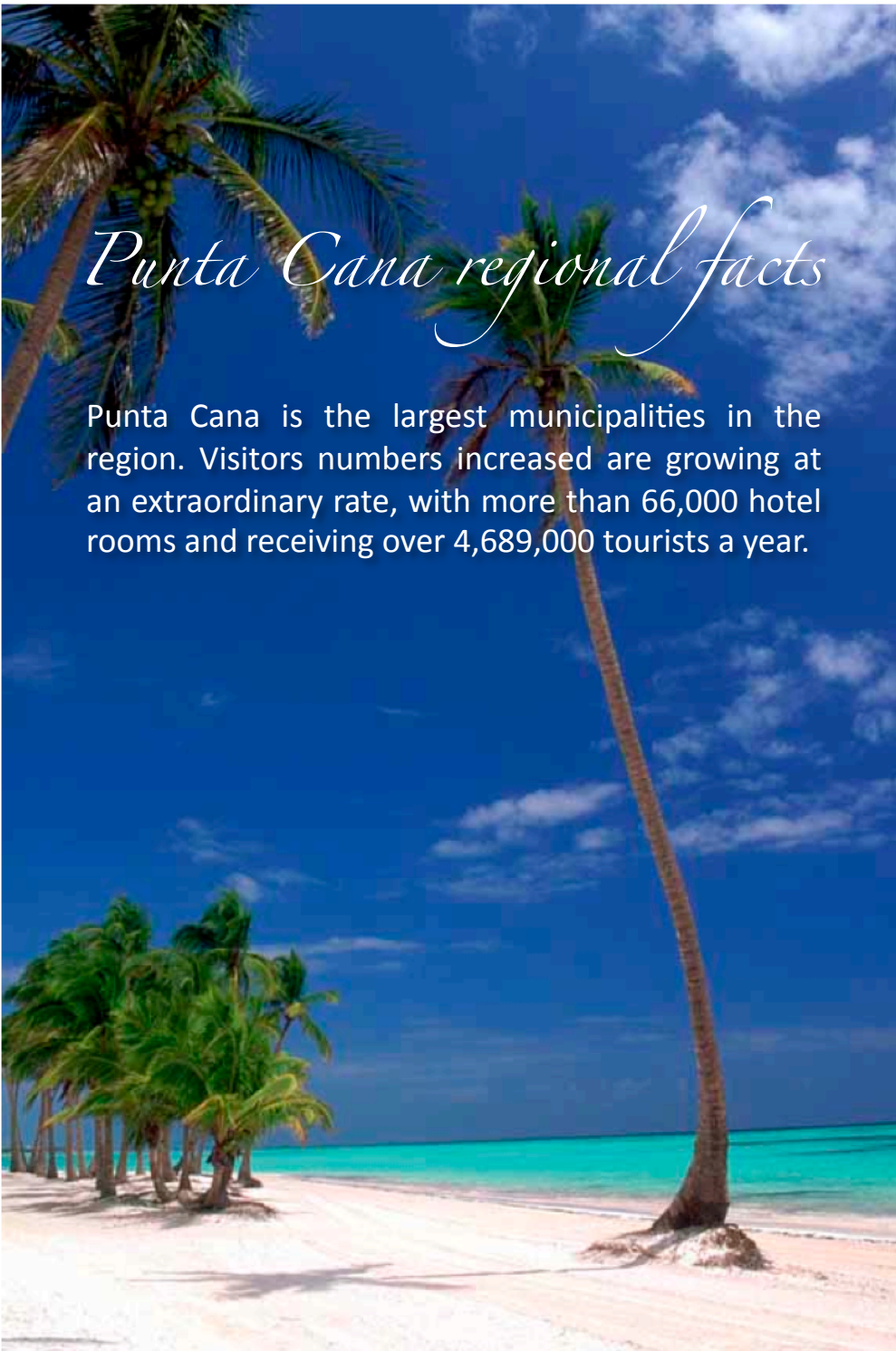
- Stable government & economy
- Excellent weather
- Easy access and frequent flights
- Strong ownership laws & incentives for investments
- Large landmass allows for a diverse variety of activities, experiences, and developments
- Rich and lively culture
- Historical importance
- Strong name recognition in the United States, Canada and Europe

**Comparative Punta Cana tourism and the rest of the Caribbean**  
**Average occupation Dominican Republic, Punta Cana, Riviera Maya and Cancun**



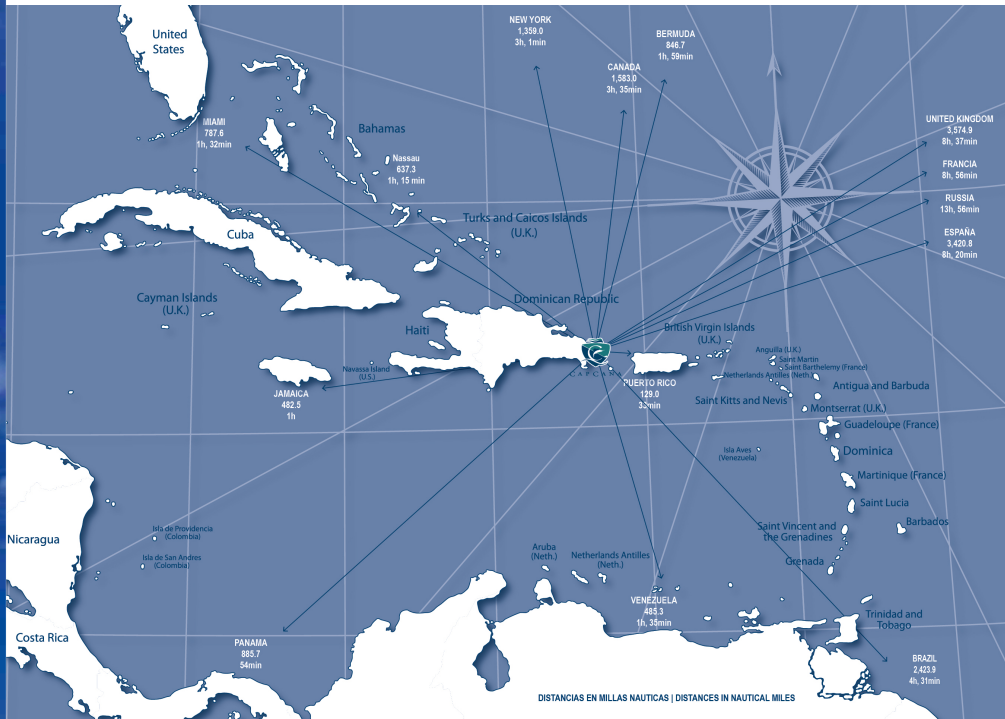
**Diversity of Visitors:**  
**Tourist passenger arrivals by country of origin (2013)**





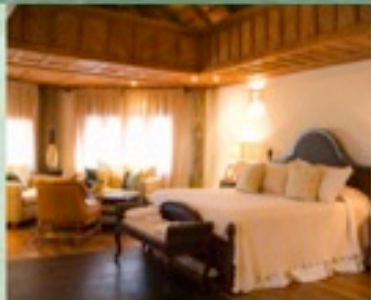
# *Punta Cana regional facts*

Punta Cana is the largest municipalities in the region. Visitors numbers increased are growing at an extraordinary rate, with more than 66,000 hotel rooms and receiving over 4,689,000 tourists a year.

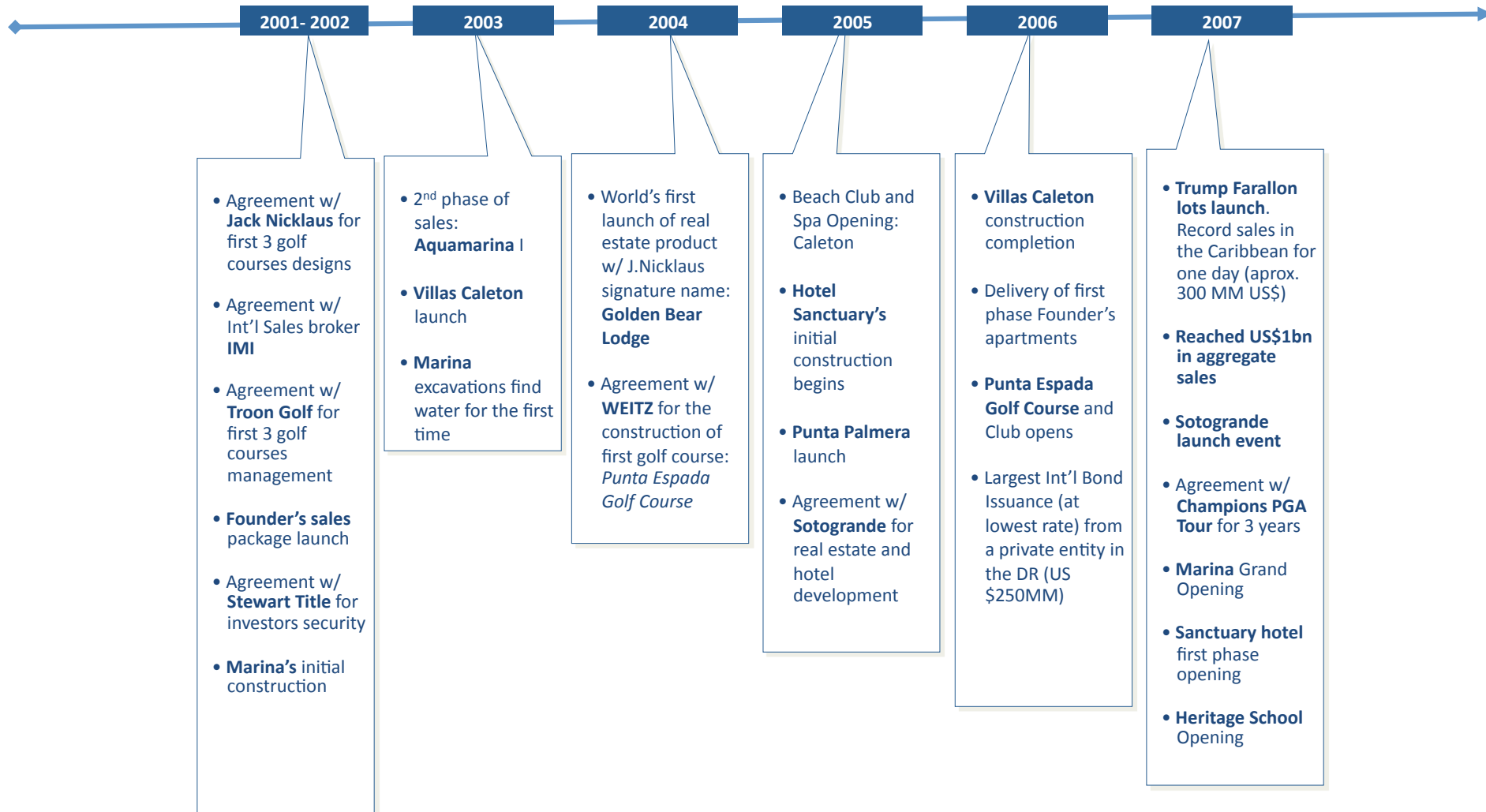


**Cap Cana is located just ten minutes away from the Punta Cana International Airport, the most active airport in the Dominican Republic and third in the Caribbean.**

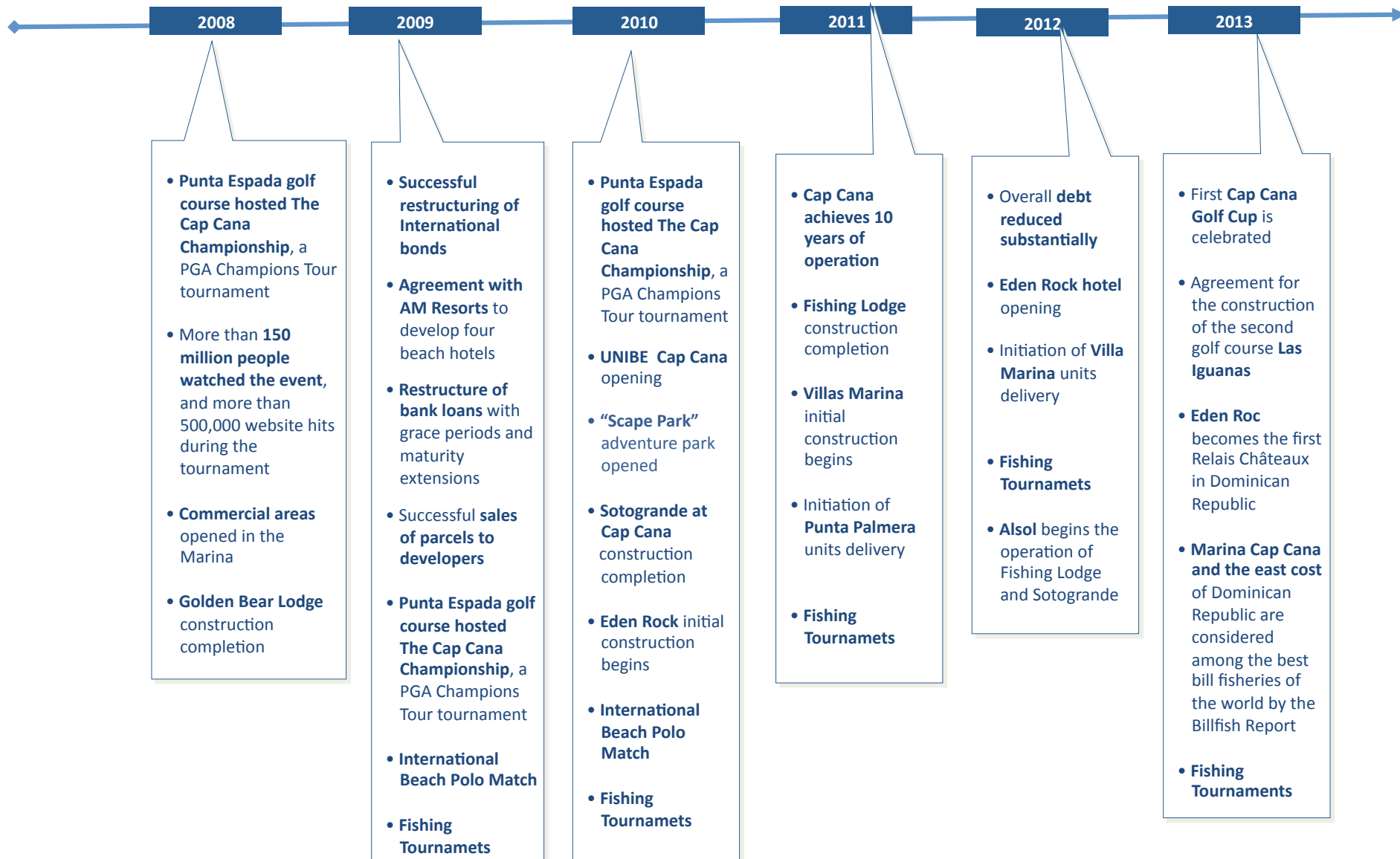
*Cap Cana has been classified as a “unique development in the region, comparable only to the world's most select destinations.”*



# ACHIEVEMENT OF SIGNIFICANT MILESTONE



# ACHIEVEMENT OF SIGNIFICANT MILESTONE





# Cap Cana Master Plan



Farallon Estates

Caledon Beach Club

3 Nicklaus Signature Golf Courses

Los Estabios Ciudad Ecuestre

Scape Park

Racquet Club

Hotel Area

Beach Area

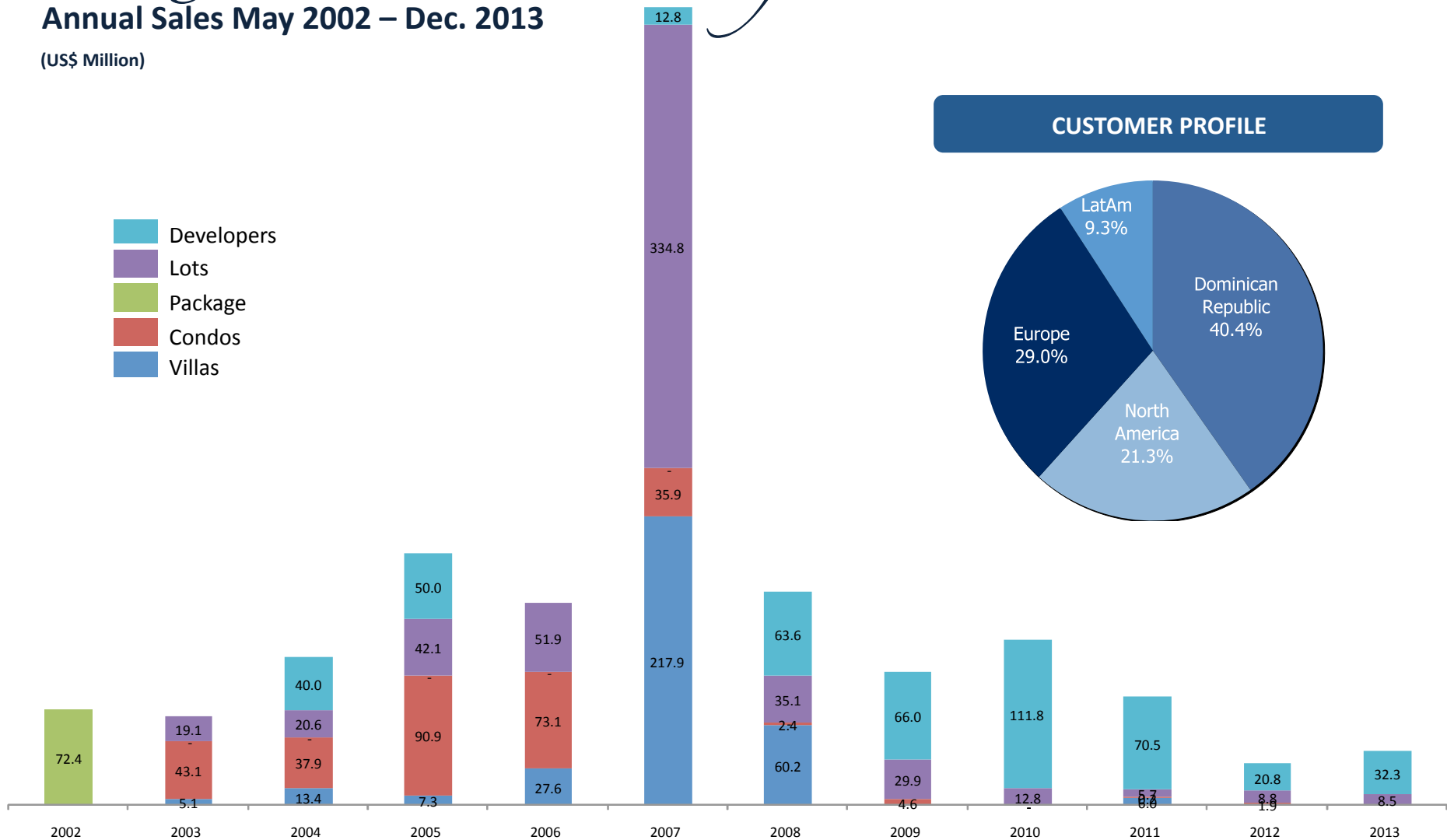
Las Canas City

Marina Cap Cana

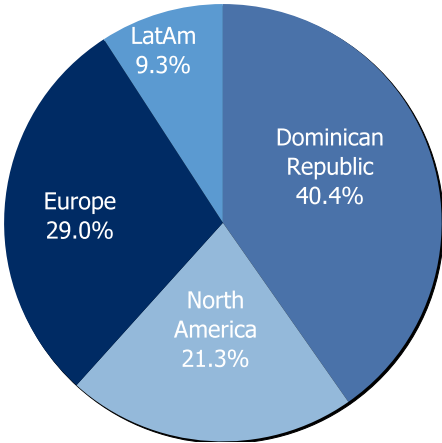
# More than US\$1,700MM of Sales to Date

Annual Sales May 2002 – Dec. 2013

(US\$ Million)



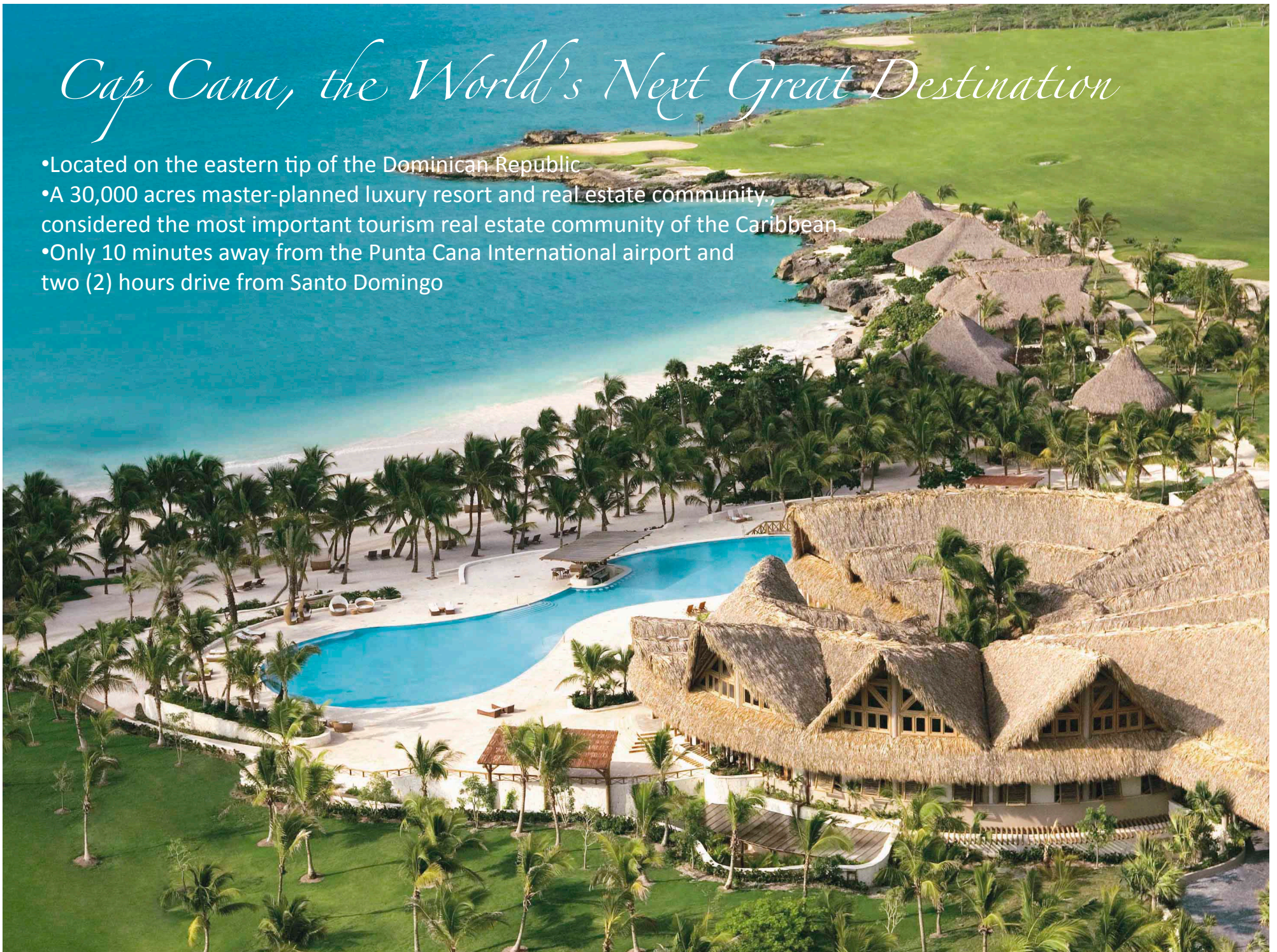
## CUSTOMER PROFILE



Sales	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	Total
Villas		5.1	13.4	7.3	27.6	217.9	60.2	-	-	6.0	-	-	338
Condos		43.1	37.9	90.9	73.1	35.9	2.4	4.6	-	0.2	1.9	-	290
Package	72.4	-	-	-	-	-	-	-	-	-	-	-	72
Lots		19.1	20.6	42.1	51.9	334.8	35.1	29.9	12.8	5.7	8.8	8.5	569
Developers		-	40.0	50.0	-	12.8	63.6	66.0	111.8	70.5	20.8	32.3	468
<b>Total</b>	<b>72.4</b>	<b>67.3</b>	<b>111.9</b>	<b>190.3</b>	<b>152.6</b>	<b>601.4</b>	<b>161.3</b>	<b>100.5</b>	<b>124.6</b>	<b>82.3</b>	<b>31.6</b>	<b>40.8</b>	<b>1,737</b>

# *Cap Cana, the World's Next Great Destination*

- Located on the eastern tip of the Dominican Republic
- A 30,000 acres master-planned luxury resort and real estate community, considered the most important tourism real estate community of the Caribbean.
- Only 10 minutes away from the Punta Cana International airport and two (2) hours drive from Santo Domingo



An aerial photograph of the Punta Espada Golf Course. The image shows a lush green golf course with several sand traps, situated on a rocky peninsula. The ocean is a vibrant blue, with white waves crashing against the rocks. In the background, there are palm trees and a few buildings, likely part of the resort. The sky is clear and blue.

*Punta Espada,  
Award Winning Golf Course*

Jack Nicklaus Signature course opened in 2006 with 18 holes with a total 7,382 yards. Eight holes play along and over the sea. 15 holes of its 18 with ocean view. Second Nicklaus Signature course is currently under construction, Las Iguanas Golf Course.



*Over three miles  
of top quality beaches*

Eight kilometers of Caribbean ocean frontage including five kilometers of white sand beaches. Reef protected turquoise waters ideal for those who love snorkeling.



*Protected Marina in  
front of the Mona Passage,  
one of the leading fishing areas of the Caribbean*

Phase I opened in 2007 with 120 yacht slips, grand canal and flushing channel in place 50,000 gallon fuel capacity. 655 residential units already delivered surrounding the marina. Championship deep sea fishing only minutes away



## *Ecological Reserve*

- Approximately 74 acres of forest, with 15 km of ecological trail
- Natural spring water, “Hoyo Azul” located at the bottom of a cliff
- Participating in program for the preservation of endemic and endangered species such as the Ridgway’s hawk, Iguana Ricord, Barrancoli, Jutia, sea turtles and manatees.
- Recycling program in place for hotels, clubs, restaurants and bars
- Occasional whale watching, on the mate season



# *Los Establos, Equestrian Community*

An equestrian area will be located at the center and will include an advanced veterinary clinic and a genetic animal laboratory, two arenas for polo, warming tracks, two tracks for jumping, dressage and reining, all with the necessary international certifications.





*US\$500MM of infrastructure investments to date  
provides a platform for future growth*

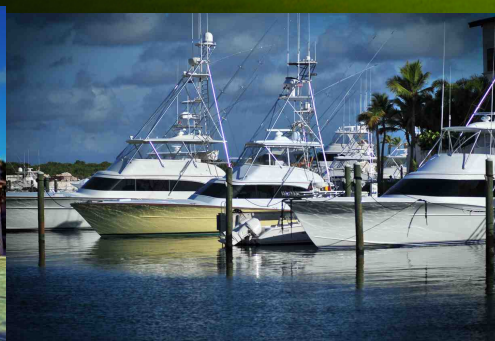
# 200

- Roads:** 46km (25 miles) of paved road, 53km in design & construction. Approximately seven kilometers of golf car and bike track
- Electricity:** 14 MW of primary, heavy fuel oil generation, plus 20 MW installed of back up diesel generators, 70km (44 miles) of underground wired distribution cable and 50km of aerial electrical lines.
- Telecom:** 100km (62 miles) of fiber-optics for voice, TV and internet transmission, wireless coverage in extensive areas of the property.
- Water:** 35 km (22 miles) of potable water aqueducts; 50 Km (31 miles) of pipes for waste water; 30 km (19 miles) of pipes for irrigation system; sewage and water treatment facilities with capacity of 900,000 gallons/day.
- Caletón Beach Club:** - opened in 2005, Punta Espada Golf Club – opened in 2006.
- Marina:** Phase I opened in 2007 with 89 yacht slips, grand canal and flushing channel in place, white sand beaches, and 50,000 gallon fuel capacity.
- Institutional and Commercial Buildings:** Administrative offices, sales office, employee housing, commercial plaza, service support areas for golf course, warehouses, and others.
- School and University:** Cap Caha Heritage School opened in 2007, UNIBE university extension opened in 2009



# *World Class Facilities and Amenities*

- Clubs: Caletón Beach Club - Open since 2005, Punta Espada Golf Club - Opened in 2006, Juanillo Beach Club opened in 2008.
- Institutional Buildings: Administrative offices, sales offices, staff housing, office space and other.
- Educacion: Cap Cana Heritage School abrió en 2007
- UNIBE universidad abrió en 2009





# *Culinary Expression*

Over 20 restaurants offering a variety of gastronomy and more than five bars including a “Chivas Club”





## *Convention Center and Meeting Facilities*

- 18,279 square feet convention center at Sanctuary Hotel with capacity for 550 people. 15,846 square feet divided into four large event rooms. Dedicated meeting and function space. Four additional boardrooms (for small events)
- Full-service business center at Sanctuary Hotel
- 753 square feet of meeting space at Eden Rock
- Golden Bear Lodge offers meeting rooms for 200 people for events
- Marina Sands has three meetings rooms available



## *Art and Culture*

Cap Cana supports local art by promoting permanent and seasonal art exhibitions, offering local plays at Las Canas theater, the first theater in Punta Cana area; and the film industry by sponsorship the Dominican Republic National Film Festival.

# *First Class Accommodations*

Sanctuary hotel: opened in 2007. Winner of 2012 Trip Adviser “Traveler Choice” 176-suite oceanfront the hotel is was developed at a cost of \$110 million dollars.

Fishing Lodge by All Sol del Mar: opened in 2012 the hotel includes over 302 spacious rooms overlooking the marina  
Eden Rock: an “Elite Platinum” hotel boutique, opened in 2012, with 32 luxury villas by Caleton Beach Club. 2013 Conde Nast Hot List.





## *Real Estate*

- Over US\$1.7 Billion of real estate composed of lots, villas, condominiums, and development parcels
- Over 1,210 units delivered and approximately 500 units currently under construction



# *Why invest in Cap Cana?*

Service infrastructure investments to date provides a platform for future growth

Properties located in a desirable and unique part of the world

Emphasis on quality, security and services

Availability to include your property in the “rental program”

Unique offer of properties and products

International, renowned partners

Stable domestic economic growth

There are benefits in the US Dollar

Tax exemption



# Cap Cana Award and Recognitions

- Punta Espada, “Traveler Choice 2013” #1 Attraction Travelers recommend to do while visiting Punta Cana
- Punta Espada ranked by “US News Rankings” #1 Best Things to Do in Punta Cana
- Eden Roc included in 2013 Hot List published by Conde Nast.
- Hoyo Azul, “Traveler Choice 2013” #3 Attraction Travelers recommend to do while visiting Punta Cana
- Eden Roc hotel recognized “Elite Platinum 2013”
- Sanctuary Hotel won the Trip Adviser award “Traveler Choice 2012”
- Punta Espada golf course won the award of #1 Course in the Caribbean and Mexico by *GolfWeek Magazine* in 2009, 2010 and 2011.
- Punta Espada ranked by *Golf Digest* as #35 golf course in America, Mexico and the Caribbean
- *Golf Digest* ranked Punta Espada Golf Course in the top 100 non-U.S. Golf courses just four months after its opening in April 2007.
- *Travel and Leisure* recognized Cap Cana as one of the ten best options for real estate investment in April 2007.
- *Robb Report’s* Best of the Best golf courses in the world, May 2007.
- *Forbes* selected the Punta Espada Golf Course as one of the top ten golf courses in the Caribbean in June 2008.
- *Island Destinations* recognizes Caletón Beach Club and Villas with the “Ultimate Villa Award” in November 2008.
- *Links Magazine* “Top 20 Nicklaus Courses you can play” Punta Espada at Cap Cana ranked number 3 worldwide.
- Honor awarded to Cap Cana’s Design Guidelines in the IX Architecture Biennale, Puerto Rico in 2004.
- Best International Real Estate Development at Marbella Meeting Point 2005, Spain.

# Cap Cana Tax Incentives

Beneficiary of the tax incentive law by the government for tourism developments

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Tax exemption  
for  
tourism  
development  
(Law 158-01)

15 years tax exception for:

- Income tax; currently income tax is up to 25%
  - Between 10% and 25% of withholding tax on interest payments on debt instruments payable to nonresidents
  - 3% transfer taxes levied upon transfers of real property
  - Real estate property tax (IPI) of 1%
  - Import taxes ranging from 3% to 35% on certain imported goods and machinery (for non luxury equipment)
  - Certain national and municipal taxes levied in connection with the incorporation of business entities and capital increases
  - Purchasers of our products who buy directly from us are exempt from a transfer tax of 3%; they may also deduct, over a period of 5 years, the amount of their investment for purposes of DR income taxes up to 20%
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C A P C A N A  
REPUBLICA DOMINICANA

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