



**ROYAL PALM ESTATES LIMITED, CASTARA BAY, TOBAGO, WEST INDIES.**

**BUSINESS PLAN**

MANSFIELD CHAMBERS, 24 ABERCROMBY STREET, PORT OF SPAIN, TRINIDAD AND TOBAGO

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**CASTARA INN:** NORTHSIDE MAIN ROAD, CASTARA TOBAGO

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Prepared September 2020



View looking at The Ridge from Castara Beach, Tobago, West Indies.

The land sited for the development is situated in Castara, North West Coast Tobago, is fully owned by Royal Palm Estates Limited. The company is registered in Port of Spain, Trinidad, Republic of Trinidad and Tobago under the registration number T4212 (95).

Royal Palm Estates Limited owns approximately 49.23 acres of freehold land, and the concept design for the property. The entity was set-up to also assume responsibility for the development of a residential resort and management of the completed project and resort facility.





### BRIEF INTRODUCTION TO TOBAGO & CASTARA BAY.

Tobago is an autonomous island within the Republic of Trinidad and Tobago with a stable government, Tobago has a population of 65,000 within an area of 300 km square. The region is rich in oil and gas with tourism one of the country's main sources of income. There is a gas platform off the west coast of Tobago, of which Shell, BHP and BP have been in Castara looking for quality accommodation for contractors and their employees.

The development in Castara will meet their high end needs and tourists with quality accommodation. Currently we are upgrading our existing 4 apartments and 2 villas of which are currently taking bookings, asking accommodation rate of between \$89 to \$250 USD per night.

The average temperature is 27°C or 80°F with humidity hovers around 75% all year round.

Tobago lies south of the Atlantic hurricane belt of which occasionally receives tropical storms. Average rainfall varies between 3,800 mm (150 inches) on the Main Ridge to less than 1,250 mm (49 inches) in the southwest. There are two seasons: a wet season between June and December, and a dry season between January and May.

Castara Bay is a 25 minute drive from the capital Scarborough and 40 minute drive from the ANR Robinson International Airport (TAB) at crown point, Tobago. The development backs into the oldest protected rainforest in the Western hemisphere and is biodiverse of which guides can call down rare and exotic birds from the canopies.

With the development on the west side of the island in Castara bay, there is beautiful sunsets and cool sea breezes.

Due to very limited availability of land, this project will be the only high end development in Castara Bay. Castara Bay offers crystal clear waters, friendly and vibrant village lifestyle, fishing, snorkelling and scuba diving around the coral reefs, swim with the manta rays or just relax on the main beach. The development has its own private beach.



Taken by Mr Brown from the view from the ridge, they always say there is a pot of gold at the end of the rainbow.

#### **INVESTMENT FOR LAND AND VILLAS**

Very limited land available valued at \$150 TT or \$24 USD per square foot, lots up to 1 to 5 acre approved blocks depending on location and availability. Smaller lots of 10,000 square foot with attractive finance available.

Investment for villas and land packages. (Choose between natural stone, bamboo or timber tree apartments & villas. We can work with you on your design with our architect, engineer and builder. Currently our civil works are underway with the approved roads by the government. Average occupancy is around 40% for hotels and guests houses at [www.visittobago.gov.tt](http://www.visittobago.gov.tt) , Castara Beach is on average 55% due to the popularity of the area.

Investment prices are indicators depending on the location of the villa, availability and size of lot.

Please note the return is less 10% management and maintenance and utility costs.

<b>One Bedroom Villa</b>					
<b>Valued at US \$270,000</b>					
Average return \$200 per night, \$250 high season, \$150 Low season					
Occupancy	30%	40%	50%	60%	70%
Return P/A					
\$USD	21900	29200	36500	43800	51100
Villa Loan calculated over years including interest repayments.					
Loan 7% int.	10	15	20	25	30
\$USD					
100,000	14358	11099	9559	8701	8179
\$USD					
150,000	21477	16589	14279	12922	12209
\$USD					
200,000	28596	22079	18999	17282	16237
\$USD					
250,000	35714	27569	23718	21573	20267

<b>Two Bedroom Villa</b>					
<b>Valued at US \$370,000</b>					
Average return \$275 per night, \$300 high season, \$250 Low season					
Occupancy	30%	40%	50%	60%	70%
Return P/A					
\$USD	30112	40150	50188	60225	70262
Villa Loan calculated over years including interest repayments.					
Loan 7% int.	10	15	20	25	30
\$USD					
200,000	28596	22079	18999	17282	16237
\$USD					
250,000	35714	27569	23718	21573	20267
\$USD					
300,000	42833	33058	28438	25863	24296
\$USD					
350,000	49592	38548	33158	30154	28325

<b>Three Bedroom Villa</b>					
<b>Valued at US \$400,000</b>					
<b>Average return \$450 per night, \$500 high season, \$400 Low season</b>					
Occupancy	30%	40%	50%	60%	70%
Return P/A					
\$USD	49275	65700	82125	98550	114975
<b>Villa Loan calculated over years including interest repayments.</b>					
<b>Loan 7% int.</b>	10	15	20	25	30
\$USD					
250,000	35714	27569	23718	21573	20267
\$USD					
300,000	42833	33058	28438	25863	24296
\$USD					
350,000	49592	38548	33158	30154	28325
\$USD					
400,000	57071	44038	34444	37877	32355

<b>Four Bedroom Villa</b>					
<b>Valued at US \$500,000</b>					
<b>Average return \$750 per night, \$800 high season, \$700 Low season</b>					
Occupancy	30%	40%	50%	60%	70%
Return P/A					
\$USD	82125	109500	136875	164250	191625
<b>Villa Loan calculated over years including interest repayments.</b>					
<b>Loan 7% int.</b>	10	15	20	25	30
\$USD					
350,000	49592	38548	33158	30154	28325
\$USD					
400,000	57071	44038	37877	34444	32355
\$USD					
450,000	64190	49528	42597	38375	36384
\$USD					
500,000	71139	55179	47316	43025	40413



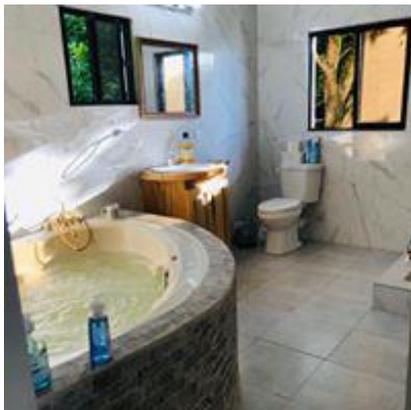
View in red outline of the existing development.



CASTARAINN.COM BOOK YOUR ACCOMMODATION IN PARADISE



Castara Inn - www.castarainn.com		Occupancy (Weekly Return)			
USD	Rate \$250				
<b>Villas - Self Contained</b>	30%	40%	50%	60%	70%
2 Bedroom Villas	525	700	875	1050	1225
2 Bedroom Villas	525	700	875	1050	1225
<b>Apartments - Self Contained</b>					
<b>Upper Deck</b>	Rate \$125				
1 Bedroom Apartment	262.5	350	437.5	525	612.5
1 Bedroom Apartment	262.5	350	437.5	525	612.5
<b>Lower Deck</b>	Rate \$89				
1 Bedroom Apartment	186.9	249.2	311.5	373.8	436.1
1 Bedroom Apartment	186.9	249.2	311.5	373.8	436.1



# DEVELOPMENT PLAN



Approved development with the road infrastructure, with all the roads cut.



Timber tree villas design concepts.

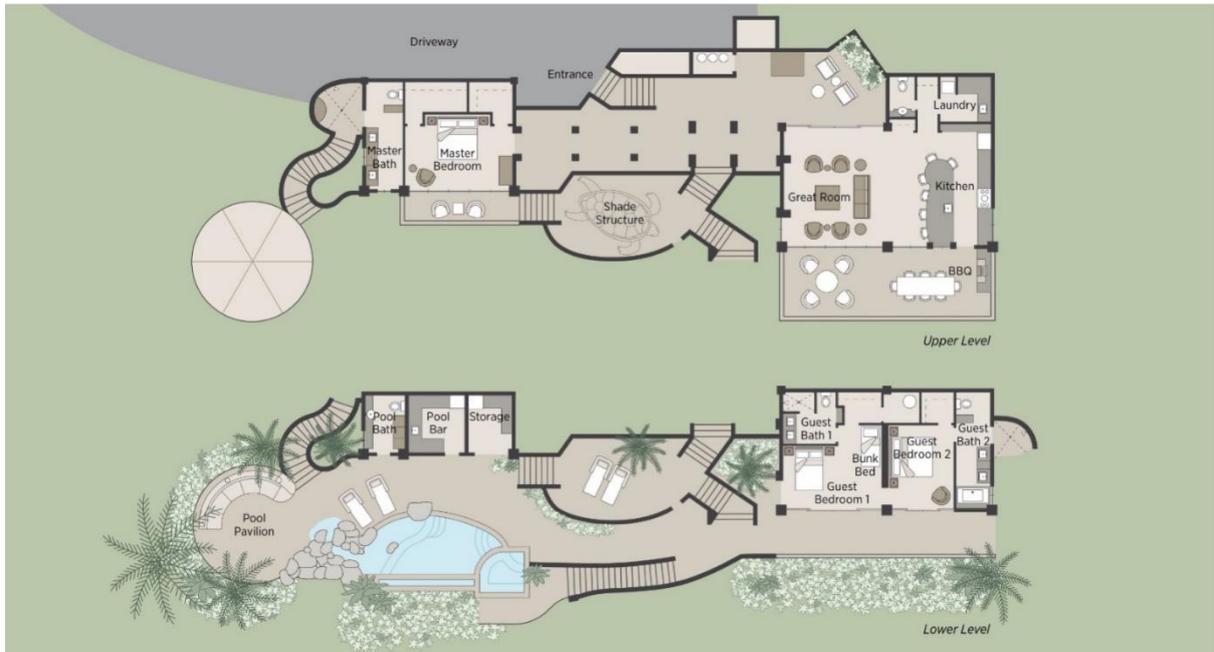






Concept designs using the natural stone.









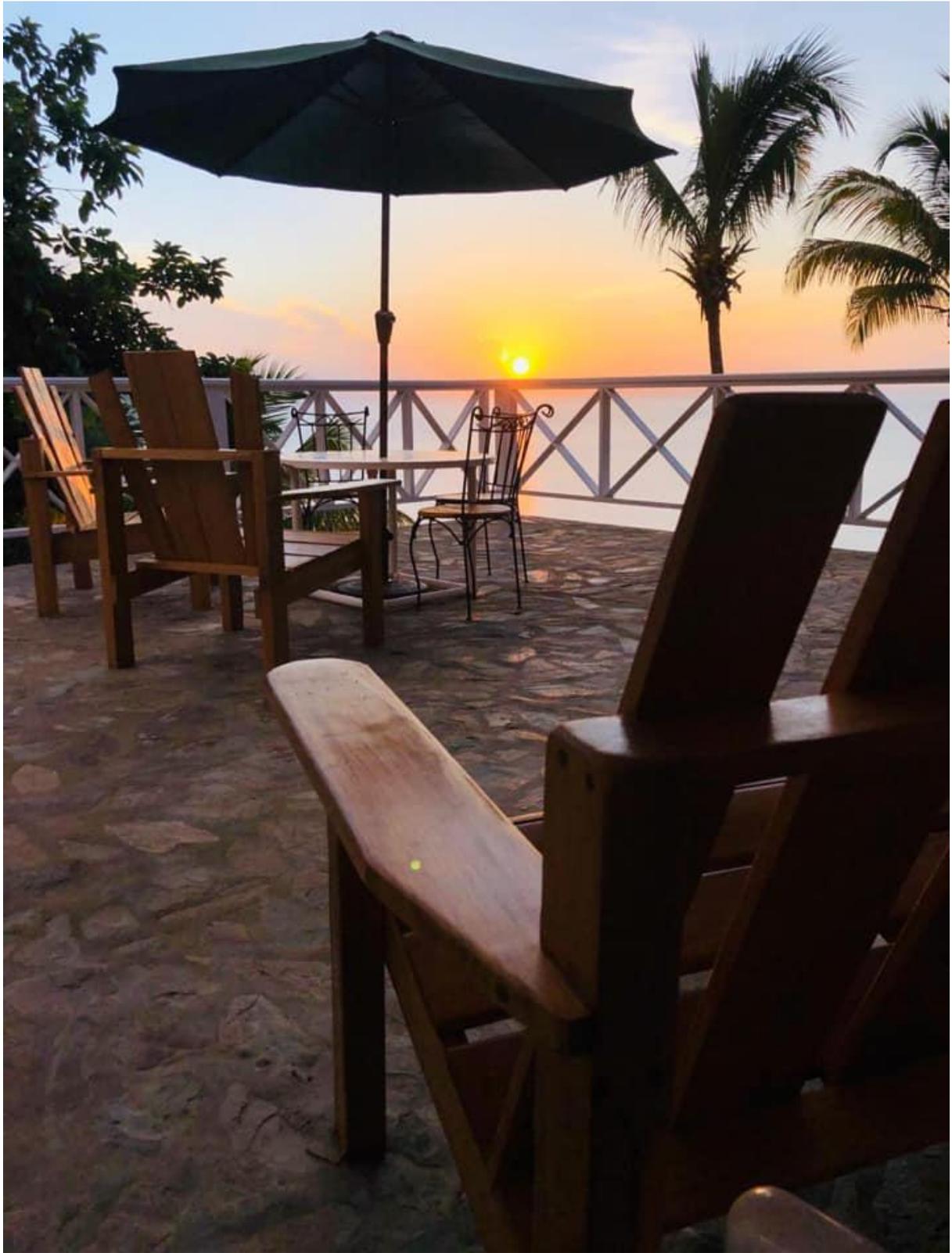




View from the ridge, beautiful clear blue water.



Roads cut.



View from the deck at [Castarainn.com](http://Castarainn.com) enjoy your stay in paradise.

### **Current accommodation in Castara Bay.**

Castara Retreats.

[www.castararetreats.com](http://www.castararetreats.com)

Three star retreat.

<https://www.castararetreats.com/accommodation/fisherman-s/>

One bedroom: \$USD 282 per night.

<https://www.castararetreats.com/accommodation/treetops/>

Two Bedrooms: USD \$353 per night.

The Naturalist

<http://www.naturalist-tobago.com/>

Three star hotel

Standard double with air-conditioning and ocean view veranda, \$USD 90 per night

A one bedroom apartment with air-conditioning and ocean view veranda, \$USD 125 per night.

Three bedrooms ground level - wonderful view from the veranda and the bedrooms - opportunity to see the stingrays from your balcony, \$USD 250 per night

Carpe Diem Villa Castara

<http://www.castara.net/>

Two bedroom apartment, \$250 per night.

**Activities in Castara Bay.**



Sunset views.





Relaxing on the beach.





Beach fishing



Scuba diving with the Manta Rays



Bird watching and walking in the World's oldest protected rainforest in the western hemisphere.



Fantastic fishing





## SUMMARY

Castara Bay is a thriving tourist area, with the development being the only high end planned project in the region. The development we foresee will take up to three to four years to develop in stages, our first is underway with all the approved civil works.

Currently we are receiving bookings for our 4 apartments and 2 villas of which we have bookings between \$USD 89 to \$USD 250 per night. Bookings have been made through Airbnb.com bookings.com and castarainn.com

Your return on your investment, investment into a two bedroom villa will take up to eight to ten months to construct with all the building approvals.

We will work with you on your preferred designs and vision, our vision is an eco friendly resort with solar powered villas and access to natural clean water coming straight out of the rainforest.

Your investment of a two bedroom villa including the land is valued at \$USD \$370,000 and if you borrowed \$300,000 over 25 years with an interest rate of 7% with an average occupancy rate say 50% conservative, year return of \$USD 50,188 less 10% management of USD \$5018.80 a year and less utilities \$2000 = \$43169.20.

Occupancy income less management and utility costs = USD \$43,169.20 less interest payments of \$25,863 a year, net profit USD \$17,306.20 a year.

Also consider the appreciation of the asset of the years as real estate in the region will increase due to the demand for the area and no other major development will be approved due to limited availability of real estate.

We are in talks with some very high profile sport celebrities like Mr Chris Gayle to promote the development locally and internationally and have his Triple Century 333 sports bar and restaurant located in the resort.

Our current marketing campaign to attract investors has been very strong both in the domestic and international market, using Facebook Messenger, Google Ad Words.

We will run campaigns to attract tourists to the resort development to achieve up to 70% occupancy rate and a bigger return on your investment and our sport celebrities will also help achieve this goal.

Please contact us to organise a site visit to discuss your investment opportunities, please note there are now limited availability due to the demand.



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**YOUR NOTES**