



PORTAFOLIO DE PROYECTOS DE INVERSIÓN TURÍSTICA

PUNTA CABO BLANCO TOURIST INTEREST AREA - PUNTA CAZONERO

El Agua Beach, Margarita Island. New Sparta State

FASCINATING ADVENTURE

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Presentation

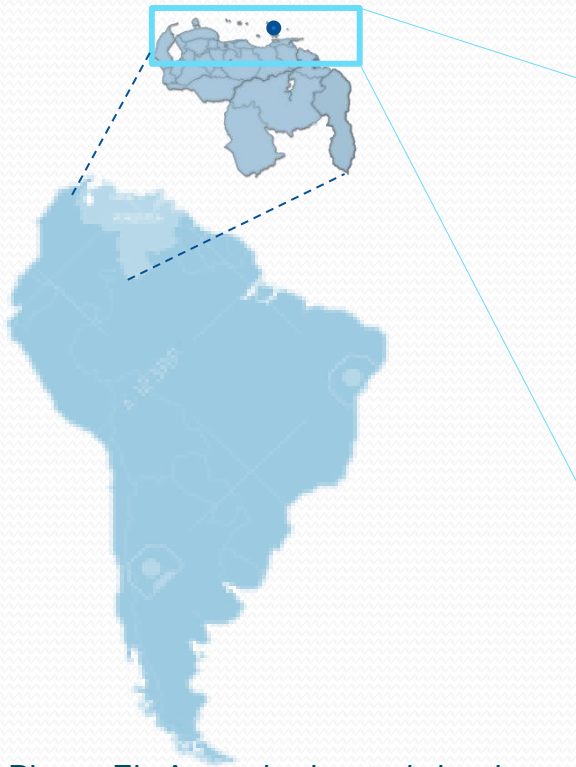


The Ministry of Popular Power for Tourism, through the Vice Ministry of Tourism Projects and Works is pleased to present the Tourism Investment Portfolio corresponding to the Punta Cabo Blanco-Punta Cazonero Tourist Interest Zone of the Nueva Esparta state, which has as an objective to present to the entrepreneurs of the world the potential and opportunities of investment in the territory that makes up this area.

Based on the constitutional consideration of tourism as a strategy of diversification and sustainable development, and by virtue of which traditionally are the protected areas, mainly the national parks and tourist interest zones, the biggest attractors of visitors in the country due to the quality, variety and hierarchy of natural and cultural attractions that protect these spaces, the Venezuelan State decides as a sectoral policy to promote sustainable tourism in our protected areas, considering Nature Tourism, as a strategy for its conservation and protection, and in the specific case of The Water Beach in Nueva Esparta state opts for the development and positioning of the so-called "Tourism on nature", whose main motivation is the realization of sports activities of different physical intensity and that expressly use natural resources without degrading them such as Adventure trip. This type of tourism at a global level grows at a rate of 10-12% per year and it is maintained that this growth trend will play an important role both in conservation and in the tourism industry, especially in countries with high levels of biodiversity in the world.

Under this premise and convinced of the importance of incorporating foreign investment into our economy, as a fundamental lever for the development of the tourism sector, through the contribution of fresh capital, technology transfer and access to new foreign markets, we present this portfolio for your consideration of Investment that presents different investment options within this protected space, as well as the economic, financial and fiscal benefits that can be accessed.

1. Location



Playa El Agua is located in the northeast of Isla de Margarita, in the Antolín del Campo municipality of the Nueva Esparta state. Its relative location can be defined at the point of Latitude $11^{\circ} 08' 44''$ and Longitude $63^{\circ} 52' 04''$. It is 42 km from the Santiago Mariño International Airport, 51 km from the Punta de Piedra port, and 24.2 km from the city of Porlamar.



2. Nature



El Agua Beach is part of the coastal strip located between Punta Cabo Negro and Punta Cabo Blanco, near the foothills of the Matasiete and Guayamurí hills. This sector presents a flat relief of very gentle slopes until arriving at the coastal edge characterized by some tips formed by the extension of hills and hills. Also for the natural drainages that discharge into the sea.

Playa El Agua is bounded by the Varadero points to the north and Punta El Agua to the south. It has an approximate length of 2,456.36 meters and a sandy strip 60 meters wide on average, it spawn turtles in seasons. It is an extensive, oceanic beach, on the coast of surfers. The transverse slopes are very low and the materials are predominantly sandy. This coast is exposed to the predominant winds of the east and to a constant sun almost all the year.

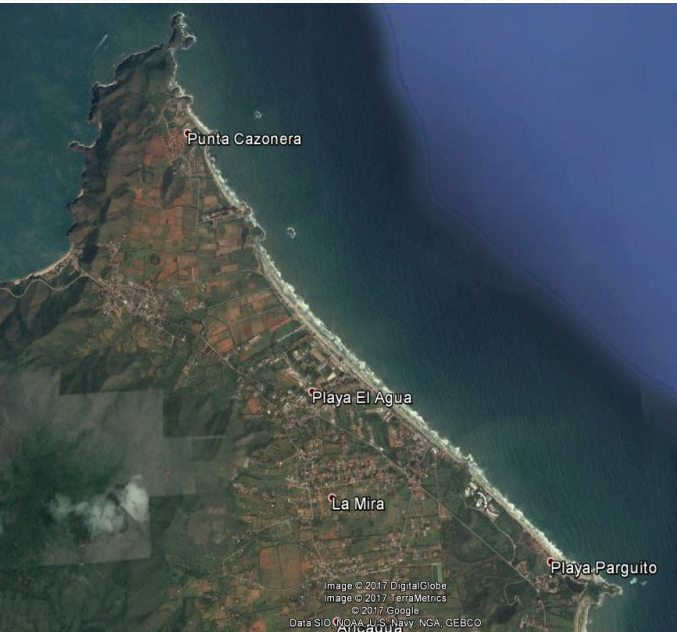
The area has a warm climate. The highest average temperature occurs in the months of September and October reaching 27.8°C , and the lowest in the month of January with about 25.3°C .

The precipitation record shows fluctuations. The rains present a bimodal regime, with two rainy periods. The first corresponds to the months of November to January, when it accumulates almost 40% of rainfall, and the other occurs in the middle of the year, during June, July and August with 31%. The rainiest month is December with an average of 82.0 mm and the driest May with an average record of just 13.0 mm.

The relative humidity remains high throughout the year, with an average of 85%. The highest average occurs during the months of December, January and February (88%) and the lowest in April and September (82%).



3. Population



With the declaration of Free Zone in 1969 and Puerto Libre in 1974, the development of tourist activities in the Nueva Esparta state increased, especially on the island of Margarita, which has influenced the population growth and movement, presenting this state a population composed of a high percentage of people from other states of the country.

The total population of the Punta Cabo Blanco - Punta Cazonero Tourist Interest Zone, where Playa El Agua is located, ranged from 148 to 670 inhabitants between 1971 and 2009. The sector of Antolin del Campo, its direct area of influence (Manzanillo, La Mira - Viento Fresco, Aricaagua - Loma de Guerra and Puerto Fermín - El Tirano - Parque El Agua) increased from 3,253 to 12,089 people. While the municipality Antolín del Campo registered for the same date 25,205 inhabitants, after having had 6,964 at the beginning of the decade of 1970. According to the last National Census (2011), in this municipality a population of 28,294 inhabitants was registered, representing the 5.8% of the total population of Nueva Esparta state (491,610), configuring itself as the area of urban expansion of the Mariño, Maneiro, Marcano, García, Arismendi and Díaz municipalities. Based on this trend, it is estimated that the total Neo-Spartan population by the year 2025, is around 649,000 inhabitants. To this is added the floating population that by seasons significantly influences the urban dynamics of the island.

On the other hand, the predominant economic activities in the area are represented in tourism and commerce, which concentrate a large part of the labor force. Other branches of activity in the area of influence and on the island of Margarita are fishing, agriculture, administrative and health services, manufacturing, among others.

Tourism



Tourism is the main economic activity of the Nueva Esparta state. This has been developed by virtue of the high scenic value of its spaces, its culture, its natural and cultural attractions, and the legacy of special tax regimes, which have motorized and diversified its economy since the seventies.

The attractions that have the greatest impact and are the most popular among tourists are those located in the coastal marine zone, such as beaches and bays, being one of the busiest beaches in Playa El Agua, due to its extension and condition of oceanic beach that has an important offer of tourism and support services.

This zone, and the one defined by the polygon of the declared zone of tourist interest, concentrates approximately 20% of the hotel establishments of the Nueva Esparta state, with a current offer of 1949 rooms and 5115 beds, and a potential offer of 1315 new ones rooms for a capacity of 3,048 beds, represented in 16 projects approved for execution and operation in the short and medium term. Considering a space with multiple possibilities and options for the development of tourism ventures that contribute to the diversification of quality products and services for the strengthening and consolidation of a sustainable tourism destination.



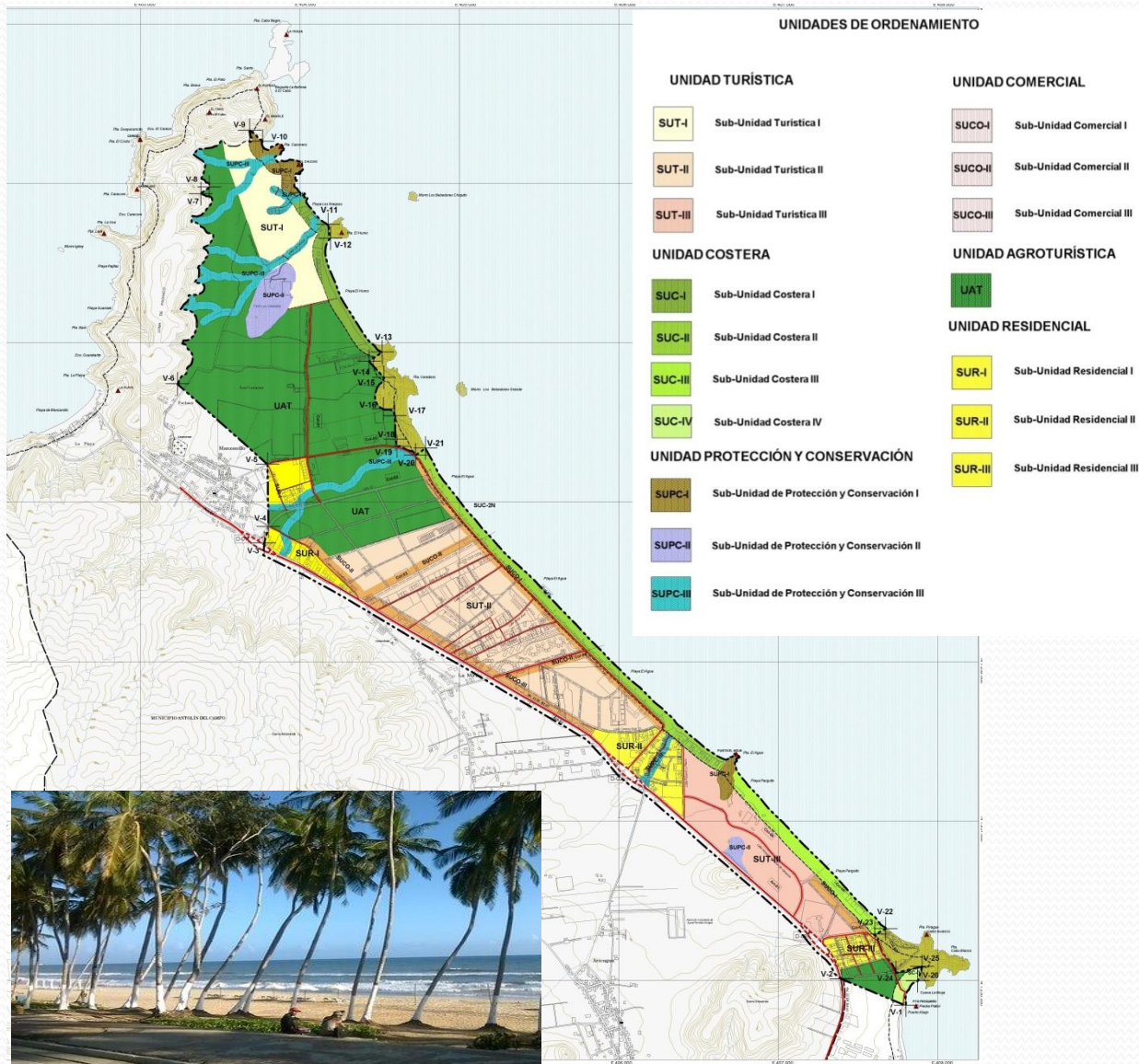
4.1. Venezuela Multidestines

Venezuela Biodiversity,
Multiactive and
Multicultural.

From Margarita through the international airport (Santiago Mariño), you can start your journey to other destinations in western and southern Venezuela, which offer different landscapes and experience for your enjoyment.



5. Protected Area and Space Management



The Area of Tourist Interest Punta Cabo Blanco-Punta Cazonero, is considered a protected area for its development for tourism purposes. It has an approximate surface of 442.55 hectares, of which 41.89 hectares are sandy beaches. This Zone has a Management Plan and regulation of use (Decree No. 989 published in the Official Gazette of the Bolivarian Republic of Venezuela No. 40,422 of 05-29-2014) that establishes the guidelines and regulations for the development of public and private investment with a view to the consolidation of the area as a tourist destination of moderate intensity, aimed at the national and international market interested in natural areas with facilities for recreation, recreation and rest. This plan foresees an offer of 13,784 new rooms, as well as residential and service areas.

Investment in tourism

Investment opportunities

Development of public works, expansion, improvement and administration of basic services facilities (wastewater treatment system Aricagua Plant, alternative electric generation plant, solid waste treatment plant)

Tourist establishments, for the diversification and strengthening of the offer of tourist services in the area.

Marketing of tourism products. (Between Tour operators)

Investment modalities

Mixed Private associations Management model. Alliance between the public sector through state companies providing public services (Hidrocaribe, Corpoelec) and national or international specialized companies according to the subject.

Association between real estate owners and promoters interested in the development of tourism establishment projects and / or in the commercialization of products and services.



Investment Opportunities

Lot No. 1: Lot Macanao

Area: 12,122m² - 19 Plots Conditions: State

Property - Without Project

Use: SUT I Sub Tourist Unit I

Lot No. 2: Lot La Caranta

Surface: 14,584m²

Conditions: State Property - Without Project

Use: SUT I Sub Tourist Unit I

Lot No. 3: Paraguachi Lot

Surface: 19.365m²

Conditions: State Property - Without Project

Use: SUT I Sub Tourist Unit I

Lot No. 4: Lot Guamache

Area: 11,486m²

Conditions: State Property - Without Project

Use: SUPCT II Sub Unit Protection and Conservation II

Lot No. 5: Tourist Center of Animation and Recreation. Cadastre No. 20,785

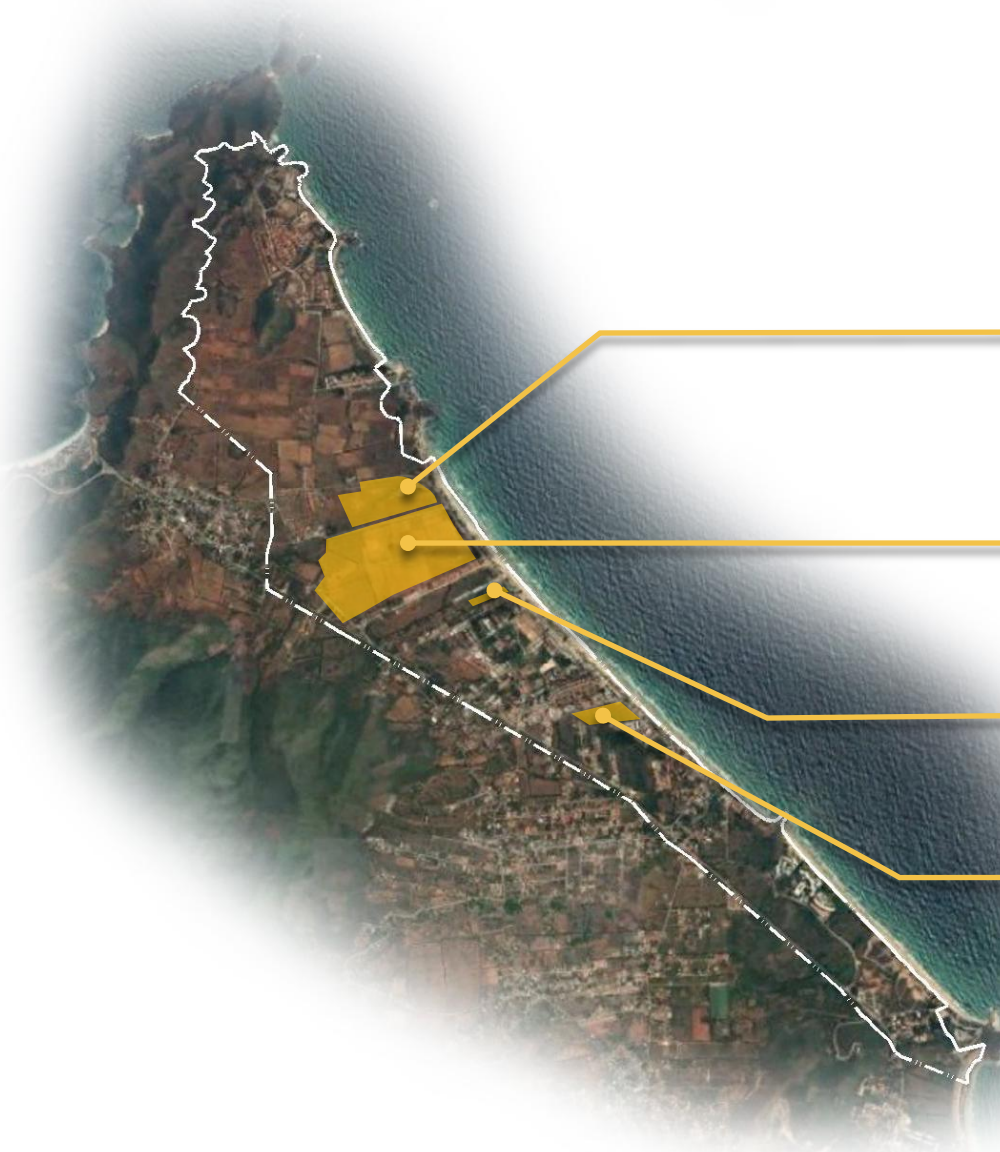
Surface: 5,654m²

Conditions: State property - No Project

Use: Sub Business Unit II (SUCO II)



Investment Opportunities



Lot No. 6: Investments 2412 C.A. Cadastre No. 8.459
Area: 120,942m²
Conditions: Private Property - Approved Project Use:
UAT Agrotourism Unit

Lote N° 7: Compañía Avimarca Catastro No.9,892
Surface: 308,642m²
Conditions: Private Property - Without Project
Use: UAT Agrotourism Unit

Lot No. 8: Investments 871,641 C.A. Cadastre No. 6,200
Area: 11.168m²
Conditions: Private property - Project under review
Use: SUCO II Sub Tourist Unit II

Lot No. 9: Tamacuto Corporation. Cadastre No. 12.9482
Surface: 34.728m²
Conditions: Private Property - Without Project
Use: SUCO III Sub Tourist Unit III

LOT N° 1: Macanao



Investment Opportunities

On a lot with an area of 12,122m², divided into 19 plots of different surfaces for holiday homes.

Type of Housing Unit: Vacation Home

Category	
Minimum area per room m ²	
Average construction cost per room (Reference) USD \$	
Average construction cost per room (Reference) USD \$	

Legal Condition: Land State Property. Without Project.
Zoning: SUT I Sub Tourist Unit I

Permitted Uses and Activities: Hotel Tourism and Vacation Tourism. Hotel, Hotel Residence, Inn, Vacation Homes.

Maximum location: 30%

Maximum height: 4 floors (PB + 3 floors: 14m)

Withdrawals: Front: 8; Background: 4; Lateral: 4.



LOT N° 2: La Caranta



Investment Opportunities

On a lot with an area of 14,584m²

Type of Accommodation Unit:	
Category	
Minimum area per room m ²	
Average construction cost per room (Reference) USD \$	
Average construction cost per room (Reference) USD \$	

Legal Condition: Land State Property. Without Project.

Zoning: SUT I Sub Tourist Unit I

Permitted Uses and Activities: Hotel Tourism and Vacation Tourism. Hotel, Hotel Residence, Inn, Vacation Homes.

Maximum location: 30%

Maximum height: 4 floors (PB + 3 floors: 14m)

Withdrawals: Front: 15/8/4; Bottom: 8/4; Lateral: 4.



LOT N° 3: Paraguachí



Investment Opportunities

On a lot with an area of 19.365m²

Type of Accommodation Unit:	
Category	
Minimum area per room m ²	
Average construction cost per room (Reference) USD \$	
Costo Promedio de construcción por habitación (Referencial) USD\$	

Legal Condition: Land State Property. Without Project.
Zoning: SUT I Sub Tourist Unit I

Permitted Uses and Activities: Hotel Tourism and Vacation Tourism. Hotel, Hotel Residence, Inn, Vacation Homes.

Maximum location: 30%

Maximum height: 4 floors (PB + 3 floors: 14m)

Withdrawals: Front: 15/8/4; Bottom: 8/4; Lateral: 4.



LOT N° 4: Guamache



Investment Opportunities

On a lot with an area of 11.486m²

Tipo de Unidad de Alojamiento:	
Categoría	
Área mínima por Habitación m ²	
Costo Promedio de construcción por habitación (Referencial) USD\$	
Costo Promedio de construcción por habitación (Referencial) USD\$	

Legal Condition: Land State Property. Without Project.

Zoning: SUPCT II Sub Unit Protection and Conservation II

Uses and activities allowed: recreational use. Passive recreation, viewpoints, interpretation trails, walkways, observation of fauna and flora, scientific research.

Maximum height: 1 floor (Maximum 3.5m)

Type of Installation:



LOT N° 5:
Catastro N° 20.785



Investment Opportunities

Design, construction and administration of a representative landmark of the ZIT Playa el Agua, as a meeting, recreation and entertainment site for the tourist community and recipient of the Playa El Agua Product Destination.

Lot Size Investment Object: 5654m²

Legal Condition: Land State Property. Without Project.

Zoning: SUCO II

Permitted Uses and Activities: Trade supporting tourism-recreational activity.

Maximum location: 35%

Maximum height: 3 floors (Pb + 2 floors: 10.5m)

Withdrawals: Front 4m. Background 4m. Lateral 4m.

Type of Installation: Parareceptive. Commercial / Services.



LOT 6:
Catastro N° 8.459



Investment Opportunities

On a lot with an area of 12.09 hectares, a hotel accommodation establishment is proposed that incorporates the agricultural potential in its conceptualization of tourism product, with a maximum capacity of 360 guests distributed in 180 rooms of double occupancy.

Type of Accommodation Unit:	
Category	5*
Minimum area per room m ²	75
Average construction cost per room (Reference) USD \$	270.000
Average construction cost per room (Reference) USD \$	48.600.000

Maximum accommodation capacity: 180 Rooms. 360 Guests.

Legal Condition: Land Private Property. Investments 2412 C.A. Approved Project

Zoning: Agrotourism Unit (UAT)

Permitted Uses and Activities: Posadas and Tourist Camps. Cultivation of fruits, vegetables and cereals.

Maximum location: 7%

Maximum height: 2 floors (Pb + 1 floor: 8m)

Retreats: Front 6m. Background 4m. Lateral 4m.

LOT N° 7: Catastro
N° 9.892



Investment Opportunities

On a lot of 30, 80 hectares a farm accommodation accommodation in the category of 5 * with a capacity of 924 guests distributed in 462 rooms of double occupancy.

Type of Accommodation Unit	
Category	5*
Minimum area per room m ²	75
Average construction cost per room (Reference) USD \$	270.000
Average construction cost per room (Reference) USD \$	12.4740.000

Legal Condition: Land Private Property. Company Avimar C.A. Without Projects.

Zoning: Agrotourism Unit (UAT)

Permitted Uses and Activities: Posadas and Tourist Camps. Cultivation of fruits, vegetables and cereals.

Maximum location: 7%

Maximum height: 2 floors (Pb + 1 floor: 8m)

Retreats: Front 6m. Background 4m. Lateral 4m.

Type of Installation: Receptive and parareceptive. accommodation

LOT N° 8:
Catastro N° 11.168



Investment opportunities

On a lot with an area of 1.11 hectares, a 4 * tourist accommodation establishment with a capacity of 198 guests distributed in 114 double rooms is proposed.

Type of Accommodation Unit	
Category	4*
Total construction area m²	14.989,20
Average construction cost per room (Referential 2016) USD \$	1.433.853,88



Legal Condition: Land Private Property. Investments 871,641 C.A. Project with Procedures Permit.

Zoning: Sub Tourist Unit II (SUT II)

Uses and activities allowed: Hotel. Hotel Residence

Maximum location: 40%

Maximum height: 4 floors (Pb + 3 floors: 14m)

Retreats: Front 6m. Background 4m. Lateral 4m.

Type of Installation: Receptive. Hotel 4 * "Agua Azul"

LOT N° 9:
Catastro N° 12.9482



Investment Opportunities

In a lot with an area of 3.4 hectares, a tourist accommodation establishment is proposed in the category of 5 * with a capacity of 624 guests distributed in 312 rooms of double occupancy.

Type of Accommodation Unit	
Category	5*
Minimum area per room m ²	75
Average construction cost per room (Reference) USD \$	270.000
Average construction cost per room (Reference) USD \$	84.240.000

Legal Condition: Land Private Property. Tamacuto Corporation C.A. Without Project.

Zoning: Sub Tourist Unit II (SUT II)

Uses and activities allowed: Hotel. Hotel Residence

Maximum location: 40% (13,891.2m²)

Maximum height: 4 floors (Pb + 3 floors: 14m)

Retreats: Front 6m. Background 4m. Lateral 4m.

Type of Installation: Receptive. Hotel 5 *

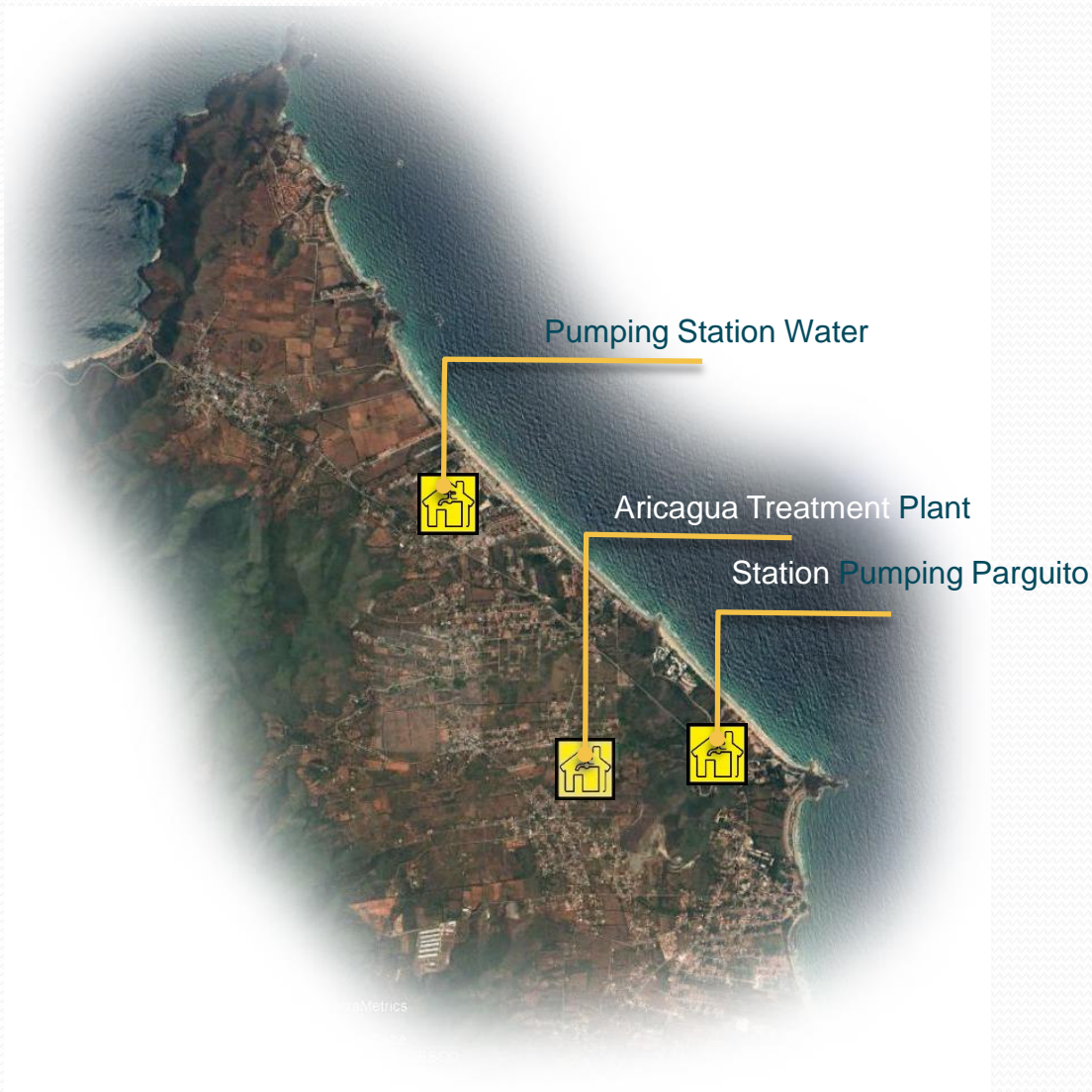


Investment Opportunities

Expansion and improvements of the facilities of the wastewater treatment plant in the Aricagua sector that serves the Punta Cabo Blanco-Punta Cazonero Tourist Interest Zone and the Antolin del Campo municipality, as well as the pumping stations located in Playa El Agua and Parguito.

General Conditions

Articulation MINTUR-Hidrocaribe to agree participation in the wheel, identify requirements, technical specifications and investment amount.



Bibliography Consulted

- Plan of Regulation and Regulation of Use of the Area of Tourist Interest Punta Cabo Blanco-Punta Cazonero. Antolin del Campo Municipality, Nueva Esparta State. Dasalca-MINTUR. 2009.
- Master Plan for Ecotourism Development Playa El Agua. Equus-MINTUR. 2014.
- New Sparta State Development Plan. 2018-2021. Governorate of the Bolivarian State of Nueva Esparta.