



PORTFOLIO OF TOURISM INVESTMENT PROJECTS

Zones of Tourist Interest (ZIT) of the East Coast of Falcón state.

NATURE TO ENJOY AND LEARN

Presentation



The Ministry of Popular Power for Tourism, through the Vice Ministry of Tourism Projects and Works, together with the Ministry of People's Power for Ecosocialism and Water, and the National Institute of Parks (INPARQUES) are pleased to present the Portfolio of Opportunities of Tourist Investment corresponding to the Tourist Interest Zones of the East Coast of the Falcón state, which aims to present to the entrepreneurs of the world the potential and opportunities for 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 eastern coast of the Falcón state is opted for the development and positioning of the so-called "Nature Tourism", whose main motivation is the enjoyment and / or knowledge of the natural environment, with different depths, on which physical activities can be carried out low intensity without degrading natural resources *ales del sitio*. 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.

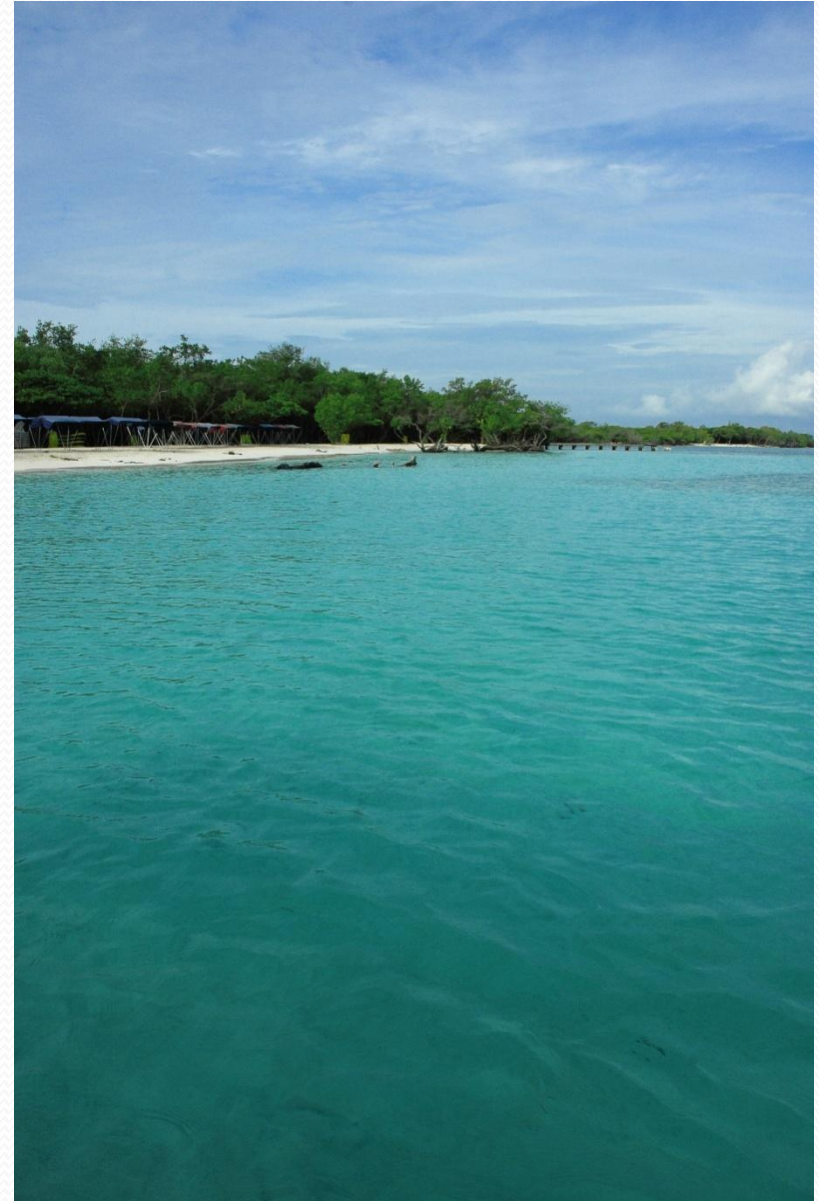
Under this premise and convinced of the importance of incorporating foreign investment into our economy, as a fundamental lever for the development of the tourism sector, through the contribution of fresh capital, technology transfer and access to new foreign markets, we present this portfolio for your 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.

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Bibliographic references

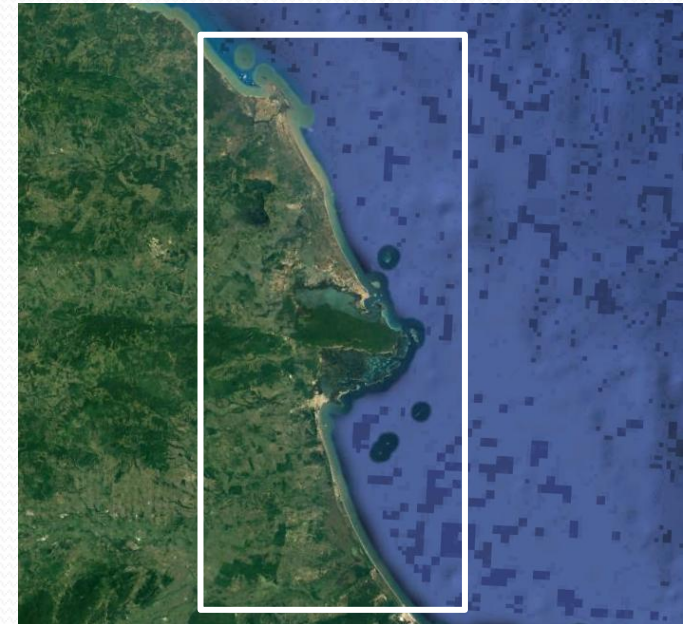


1. Strategic Location

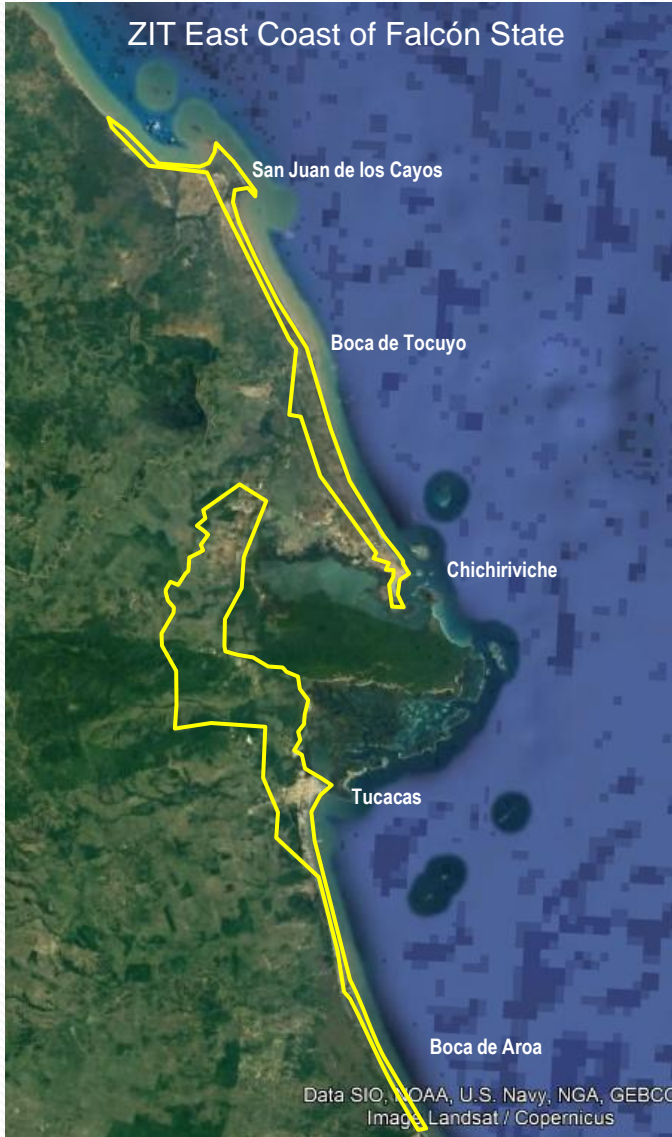


The eastern coast of the Falcón state, includes the coastal area of the municipalities Acosta, Iturriza and Silva of that state.

It has access by land from the National Highway Troncal 03 (Morón-Coro) and the regional highway of the center. It is located 293 km from Maiquetía and 265 km from Caracas. You can arrive by air from the Arturo Michelena International Airport located in Valencia, located at an approximate distance of 159 km.



2. Various Nature



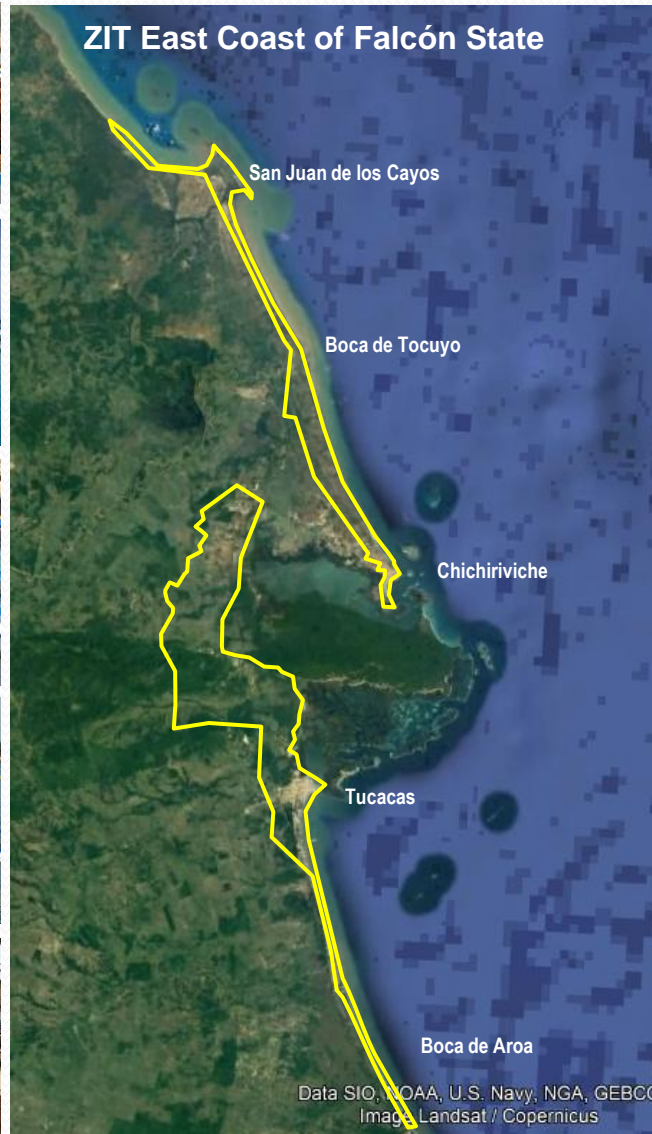
The eastern coast of the Falcón state is characterized by a coastline of approximately 135 km in length and an area of 4,773 km². It is transited by water courses among which stand out, the Tucuyo, and Aroa rivers, which make up vast plains, lagoons and coastal wetlands giving shelter to an important wildlife. This landscape is complemented by the Chichiriviche, Mostrenco and Misión hills, which reach heights between 500 and 1000 masl, presenting a vegetation of semi-desert forest and transition to the lowlands and mangroves associated with the flood zones.

The climate is semiarid, presenting a monthly average temperature that ranges between 26° and 28°, an annual precipitation value between 500 and 1000 mm and a total annual evaporation of about 2335 mm. The insolation is very high, with an annual average of 7.4 hours, this as a consequence of the geographical latitude of the area, the solar rays affect almost perpendicularly throughout the year.

Regarding the bathymetry, it is a zone of gentle slope, except at its ends, where there are depressions, low and islands of coral nature, mainly in the area of keys covered by mangroves

This coastline has a variety of shapes that determine its high landscape and ecological value. These forms include the littoral cord, the beaches, the wetlands and the lagoons.

3. Population and Productive Activities



The eastern coast of the Falcón state has a population of approximately 75,041 * inhabitants. This figure represents 7.8% of the total population of the Falcón state (902,847 inhabitants). This population is distributed in the three coastal municipalities that make it up: (Acosta with 19,045 ha, Iturriza with 19,300 ha, and Silva with 32,193 ha).

The average growth rate of the total population of the three municipalities registered for the year 2008 an increase of 1.77% and the economically active population represented 65.1%.

The main urban centers where the supply of services and basic equipment, accommodation, catering and transportation to the tourist activity of the eastern coast of Falcón state are concentrated Tucacas capital of the municipality José Laurencio Silva, and Chichiriviche capital of the municipality Monseñor Iturriza. Other populated centers such as San Juan de Los Cayos, Boca de Tucuyo and Tucuyo de la Costa in the jurisdiction of Acosta municipality, for their vocation are mainly fishing or agricultural support.

The main economic activities that absorb the labor force are: tourism, fishing, agriculture, in addition to trade, construction, transport, storage and communications.

Source: INE, Censo de Población 2011.

** City Plan Consultores, C.A. MINTUR. 2009.

4. Tourism



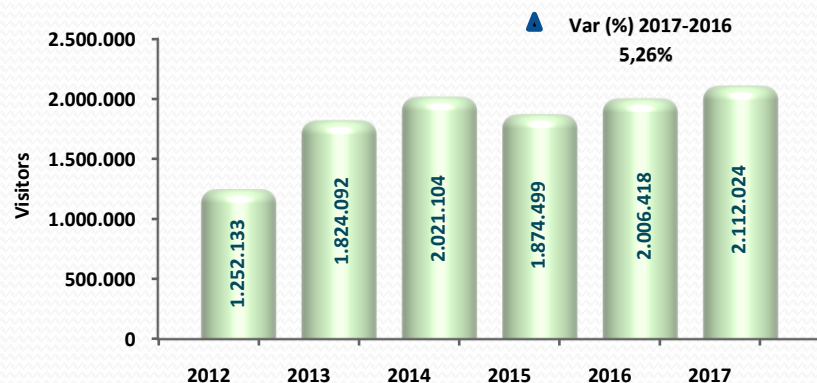
The eastern coast of the Falcón state attracts the largest volume of tourists from the Falcón state, of national and international origin. According to the Strategic Plan of Tourism Development of the Falcón state 2011-2020, the volume of tourists exceeds 44,%. Its main attraction is the Morrocoy National Park, the most visited and well-known of all the parks in the country. This natural attraction par excellence is constituted by 23 beautiful cays and islets, magnificent caves, admirable refuge of fauna, coral reefs, mangroves, all distributed in 32,900 hectares. The Wildlife Refuge of Cuare also stands out, where the Flamenco of the Caribbean and the Corocora are its main protagonists and the Chichiriviche Hill that draws attention for its plant cover of terrestrial arboreal type represented basically by mammals.

This area has the largest tourist accommodation offer, concentrating around 42% of the total offer of the Falcon state with 198 establishments with a capacity of 3,859 rooms for a total of 14,501 beds. Among the accommodations are from hotels in five-star categories to inns with moderate prices.

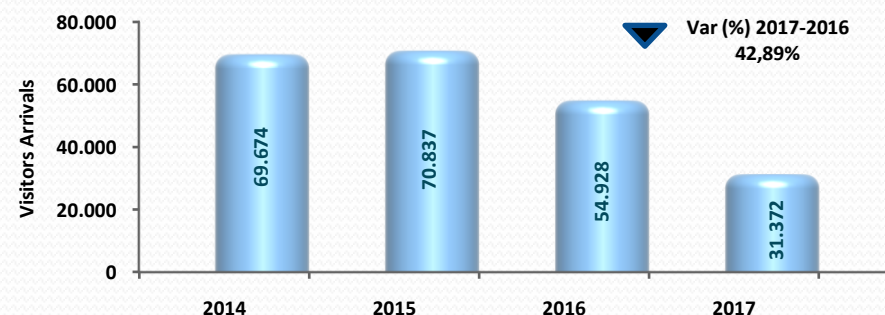
Because Morrocoy National Park is its main attraction, the area has 5 ports from where tourists move to the beaches of the keys. Each of these ports has a different number of piers: Morrocoy one (1), Chichiriviche thirteen (13), Tucacas five (5), Boca de Aroa two (2) and San Juan de Los Cayos fourteen (14). The boatmen are grouped into thirteen (13) associations, which make up an estimated forty (40) boats per association. There are also twenty (20) marinas established throughout the area.

4.1. Tourism Movement

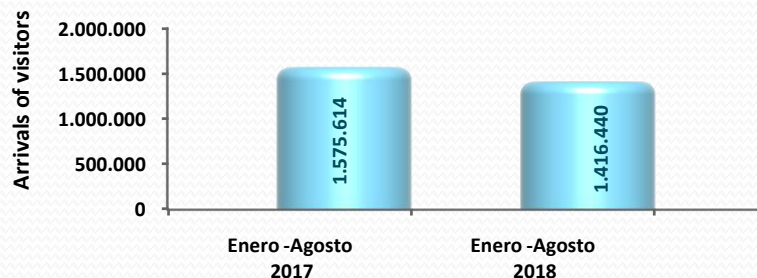
INTERNAL TOURISM
Total Internal Visitors Falcón State 2012 - 2017



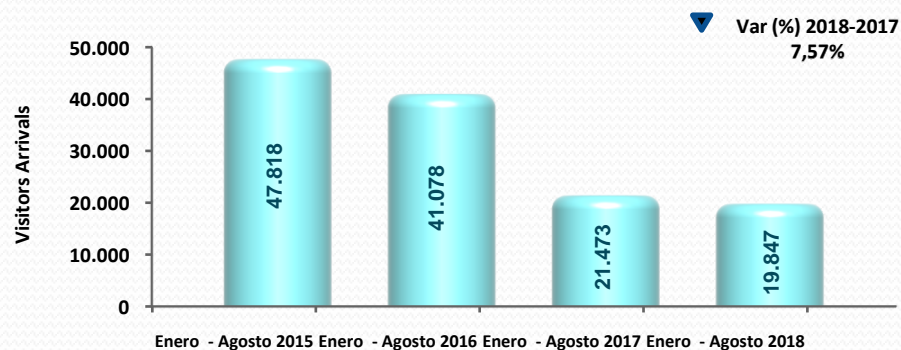
RECEPTIVE TOURISM
Arrivals of International Visitors Falcón State 2014 - 2017



INTERNAL TOURISM
Total Internal Visitors Falcón State January - August / 2017 - 2018



RECEPTIVE TOURISM
Arrivals of International Visitors Falcón State January - August / 2015 - 2018



Fuentes principales: Encuesta de Turismo Interno. INE.
Ministerio del Poder Popular para el Turismo (MINTUR).

Sources: Migration Offices of International Airports: "Simón Bolívar" of Maiquetía (Vargas), "Santiago Mariño" (Nueva Esparta), "Arturo Michelena" (Carabobo), "La Chinita" (Zulia), "Josefa Camejo" (Falcón), "Manuel Piar" (Bolívar), "José Antonio Anzoátegui" (Anzoátegui), Main Customs of Santa Elena de Uairen (Bolívar), Border Post San Antonio (Táchira) and of the Ports of Guamache and Concorde (Nueva Esparta), Falcón and the Maritime Port of the Central Coast (PLC). Ministry of Popular Power for Tourism (MINTUR).

4.2. Venezuela Multidestines

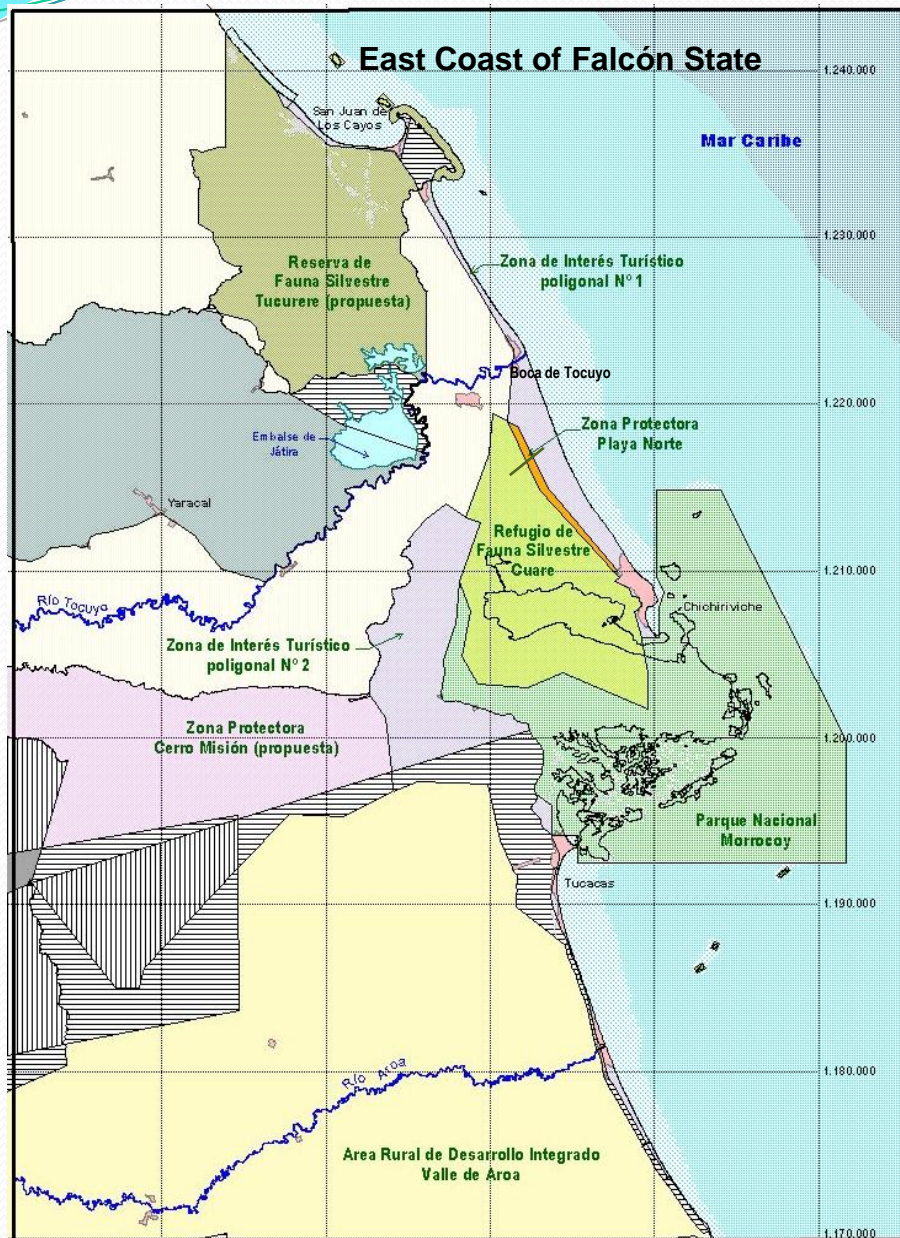


From the eastern coast of Falcón state, through the Arturo Michelena international airport, the closest to the populated centers of Chichiriviche and Tucacas, main support centers and tourist services of the East Coast of the Falcón state, you can start trips to other destinations in the West and South of the country, which offer different landscapes and experience for your enjoyment in this Biodiversity, Multiactive and Multicultural Venezuela.

5. Protected Areas

In the coastal area of the East Coast of Falcón, a variety of protected areas converge, which serve as a framework for the Zones declared of Tourist Interest (ZIT) corresponding to the sectors included in the Chichiriviche population centers-San Juan de los Cayos and El Cross-Tucacas-Boca de Aroa, by Presidential Decree No. 1040 published in the Official Gazette of the Republic of Venezuela No. 35.951 of May 3, 1996, also forming part of the system of protected areas of Venezuela. In this sense of ZIT, its polygonal areas adjoin the Morrocoy National Park, the main tourist attraction in the area, and other important protected areas such as the Wildlife Refuge of Cuare (Ramsar Site), the Forested Area of Tucurere, the Wildlife Reserve of Tucurere and the Rural Area of Integrated Development of the Aroa River Valley, a situation that ratifies its outstanding characteristics in terms of biodiversity and ecological fragility, such as.

All these territorial affectations cover a high percentage of the territory of the eastern coast of that Falcon state, making it a special area due to its high productive potential (fishing, agriculture, tourism) and its high environmental vulnerability, which poses a necessary balance between development and conservation.

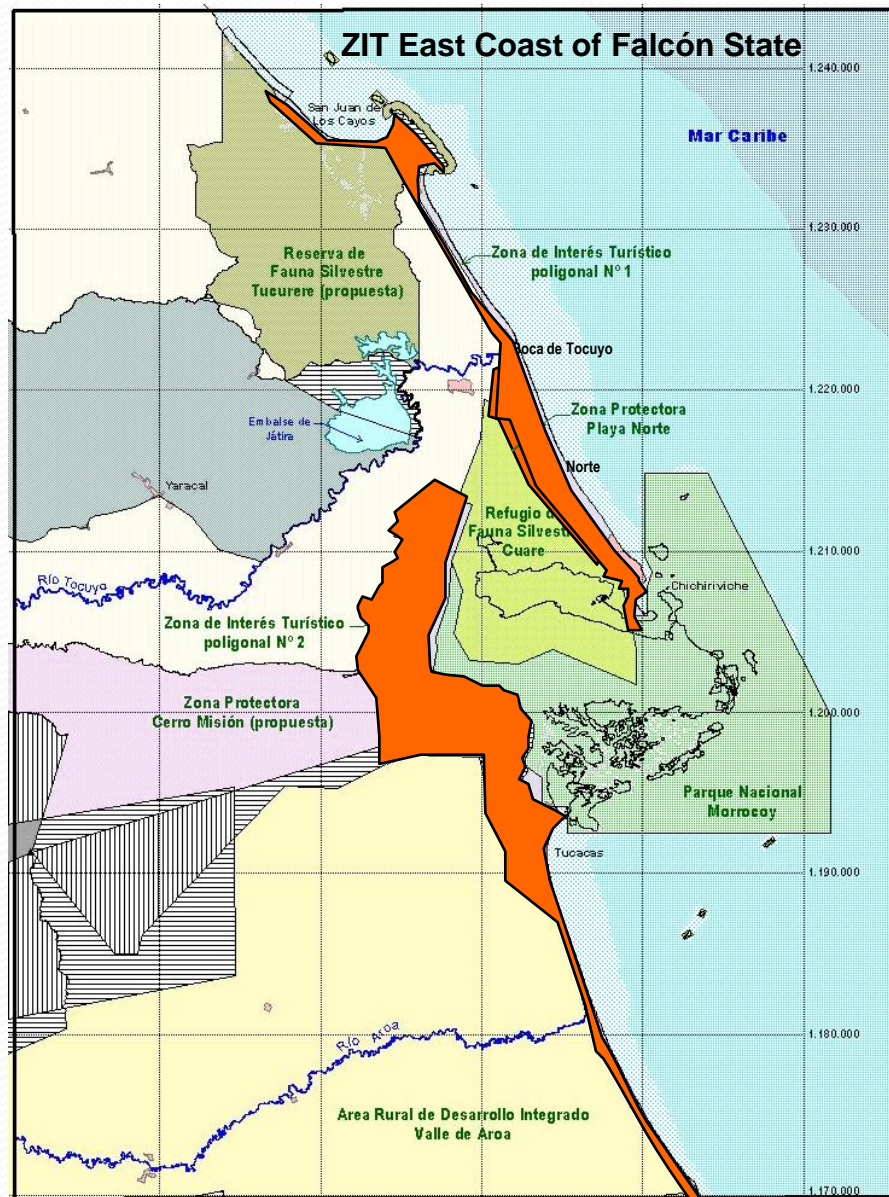


5.1. Space Management

The strong pressure of tourism-recreational demand on the beaches of the Morrocoy National Park, has generated the over-utilization of its keys and the consequent deterioration and environmental degradation of these spaces, which puts at risk the survival of the ecosystems present in both its terrestrial part as aquatic.

The National Executive in consideration of the danger situation of the national park before this uncontrolled tourist activity, issues the declaration of Tourist Interest Zones of the Eastern Coast of the Falcón state, to the portions of the territory included between San Juan de Los Cayos-Chichiriviche, The Cruce-Tucacas-Boca de Yaracuy, through the Presidential Decree No. 1040 in 1996, giving initiated studies for its regulation and development of a tourism pole within the principles of sustainability, as a relief to the growing national and international tourist demand , about the attractiveness of the beaches of the Morrocoy National Park. These studies are framed within the competence of the governing body of national tourism as special administrator of the Zones of Tourist Interest and in the provisions established in this regard by the Organic Law for the Regulation of the Territory.

On this basis, the Ministry of Popular Power for Tourism proposes a tourist urban development of 2,045 hectares located in the sector of Playa Norte, within the polygonal No. 1 of Decree 1040 (Chichiriviche-San Juan de Los Cayos) designed under criteria of Environmental Sustainability, which contemplates new market trends related to the preservation of the natural environment and the cultural values of local communities, carefully integrated into architecture and where the activities to be carried out offer the possibility of specialized travel experiences along with rest and relaxation. fun. Likewise, it promotes private investment through the application of the benefits and incentives provided for in the Investment and Credit Law for the Tourism sector.



6. Investment in Tourism

The attraction of investments, both national and foreign, in the tourism sector as a tool allows conserving and preserving the natural and cultural resources of this national park, through the improvement and strengthening of the administrative management capacity of control and management thereof.

Investment opportunities

- Development of executive projects and urban planning works (roads, canals, lagoons, marina, and infrastructure services) as well as the urban architecture required by the Playa Norte Chichiriviche sector for the promotion of private investment in order to form a sustainable tourist destination,.
- Tourist establishments, for the diversification and strengthening of the offer of tourist services in the area.
- Marketing of tourism products. (Between Tour operators)
- Land and water tourist transport.

Investment Modalities

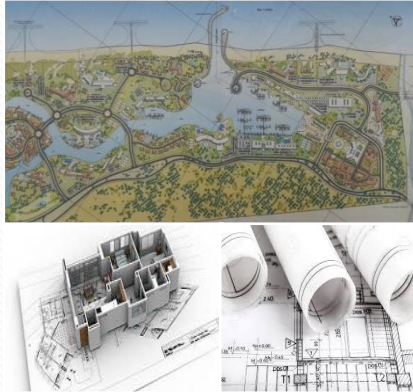
Mixed: private- public Private business alliance Concessions

Management Model

The Venezuelan state in the case of Playa Norte provides the land to locate the agreed investment, through a concession, sale or commercial alliance contract, for a determined time, where the investor performs the executive project of urbanism, architecture and detailed engineering, builds and / or manages development under ecological and sustainability guidelines.

In the case of land and projects, commercial alliances between national and foreign partners are proposed

6.1. Investment Opportunities



Master Plan Mintur

North Beach Sector of Chichiriviche

Proyectos
Town planning
Potable water supply
Collection and treatment of sewage
Garbage collection and final disposal
Drains
Construction of channels
Electrification
Roads
Marine Installations
Telecommunications
Construction of green and recreational areas



Private Investment Projects

Diguima Sector

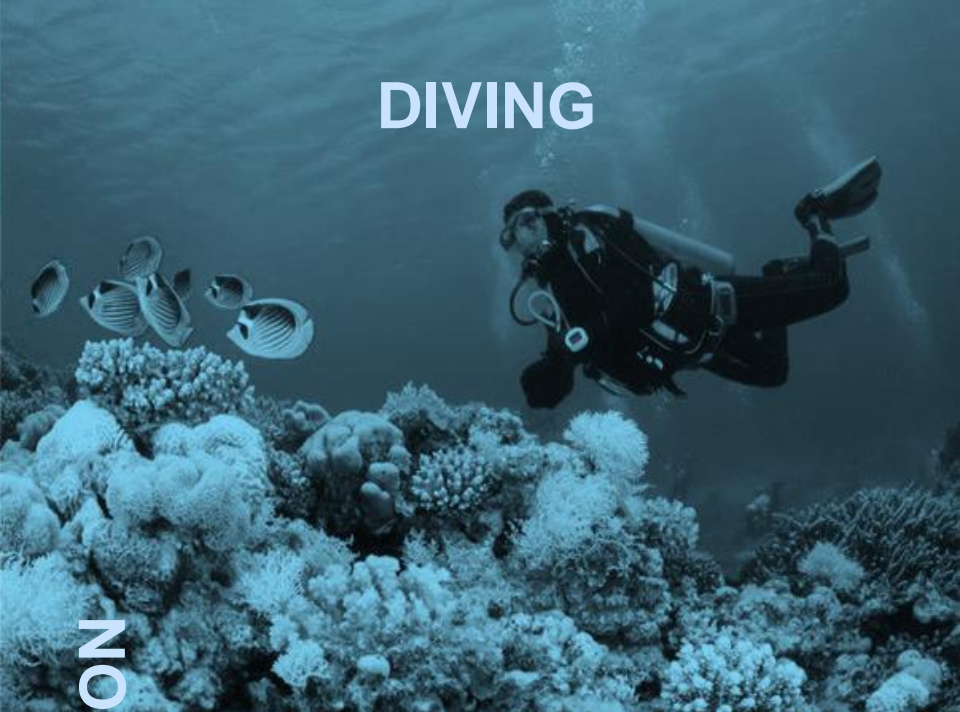
World Cuare
Urban Development Lake Blue
Urban Development El Torito
Urban Development Caribbean Port I
Urban Development Caribbean Port II
Urban Development Paraiso Speed Way
Urban Development The Scorpion
Tami Investments. AC
Doña Teodora Development



Infrastructure and Equipment for Public use

Chichiriviche

Promenade
Walk of Los Cangrejos
Park of the Sun
Bus Terminal Cuare Bus
Bus station. Av. Zamora
Terminal and Central Pier
South maritime terminal
Parking South Beach
Museum of biodiversity
Gastroviche
Viewpoint of the Cuare Wildlife Reserve
Nautical shipyard and fuel dock



DIVING



FAUNA OBSERVATION



SUN AND BEACH

NORTH BEACH 1

6.1.1 North Beach Tourism Development



Investment Opportunity

Lot of 2014 hectares, 12.5 km, of which 5 km are available for bathers. It is proposed a maximum capacity of 16,000 beds / beds in 8,000 new rooms (4,400 in 30 hotels and 3,600 distributed in holiday homes)

Type of Accommodation: Hotel			
Category	4*	5*	5* Higher
Minimum area per room m ²	55	75	120
Average construction cost per room (Reference) USD \$	180.000	270.000	420.000

Legal Condition: Land owned by xx

Modality of the offer: concession, sale or commercial alliance

Zoning: Tourist Unit

Maximum global density: 10 inhabitants / hectare.

Permitted uses and activities: hotel, holiday, recreational, commercial, services, protection and environmental conservation, aquatic activities

Maximum height of the buildings: Two (02) and four (04) floors or 12 meters, according to the activity.

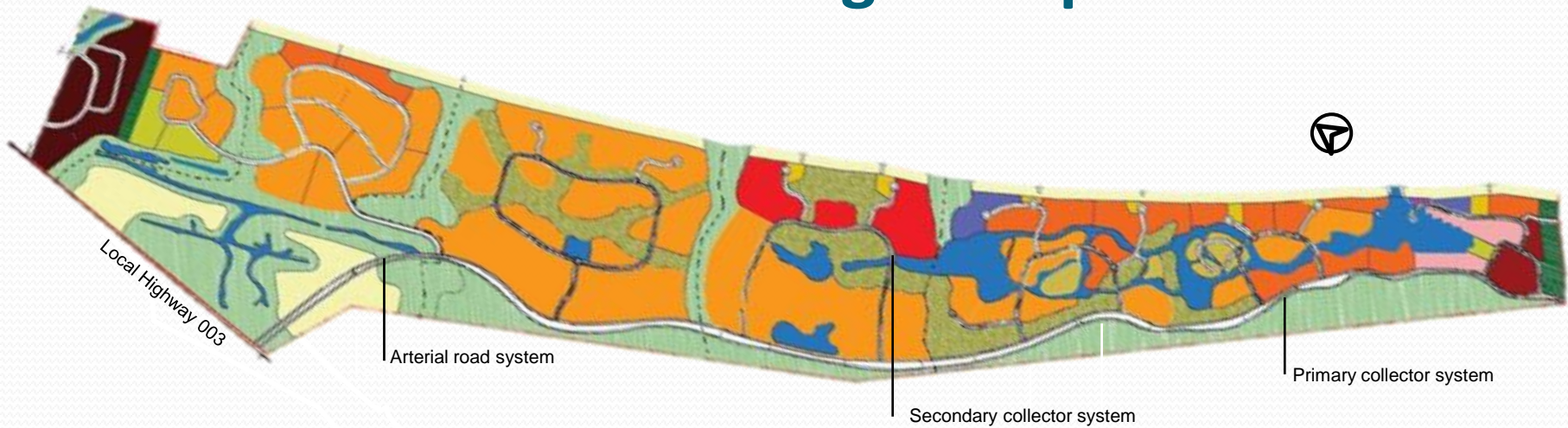
Maximum buildable location: %

6.1.1.a Development conditions sector North Beach



PERMITTED USES		MAXIMUM HEIGHT ALLOWED	MINIMUM PLOT (Has)	PERCENTAGE MAXIMUM LOCATION (%)	PERCENTAGE MAXIMUM CONSTRUCTION (%)	MINIMUM FREE AREA (%)	MINIMUM GREEN AREA (%)
H	Hotelier	4 floors or 12 mts.	5	25	25	75	40
C	Commercial	4 floors or 12 mts.	2,5	50	50	50	15
I	Institucional	4 floors or 12 mts. (*)		to agree	to agree	to agree	to agree
R	Recreational	2 floors or 6 mts.	2	25	25	75	30
R	Recreational	4 floors or 12 mts.	2	25	25	75	40
H	Hotelier	4 floors or 12 mts.	5	25	25	75	40
C	Commercial	4 floors or 12 mts.	1	50	80	50	15
I	Institucional	4 floors or 12 mts.	1	to agree	to agree	to agree	to agree
TV	Vacation Tourism	4 floors or 12 mts in hotel	5 or 3 on islands	25	25	75	40
		2 floors or 6 mts in housing					
R	Recreational	2 floors or 6 mts	2	25	25	75	30
C	Commercial	3 floors or 9 mts.	2,5	80	160	20	10
TV	Vacation Tourism						
C	Commercial	4 floors or 12 mts.	1	80	160	20	10
TV	Vacation Tourism						
H	Hotelier	4 floors or 12 mts.	5	25	25	75	40
R	Recreational	2 floors or 6 mts.	2	25	25	75	30
TV	Vacation Tourism	4 floors or 12 mts.	5 or 3 on islands	25	25	75	40
R	Recreational	2 pisos ó 6 mts.	2	25	25	75	30
TV	Vacation Tourism	3 floors or 9 mts.	5	25	25	75	40
R	Recreational	2 floors or 6 mts.	2	25	25	75	30
TV	Vacation Tourism	2 floors or 6 mts.	5	25	25	75	40
R	Recreational	2 floors or 6 mts.	2	25	25	75	30
	Commercio	2 floors or 6 mts.	2	60	100	40	15
	Industrial trade	2 floors or 6 mts.	2	60	100	40	15
TV	Vacation Tourism	2 floors or 6 mts.	5	25	25	75	40
R	Recreational	2 floors or 6 mts.	2	25	25	75	30

6.1.1.b. Structuring and Space Distribution

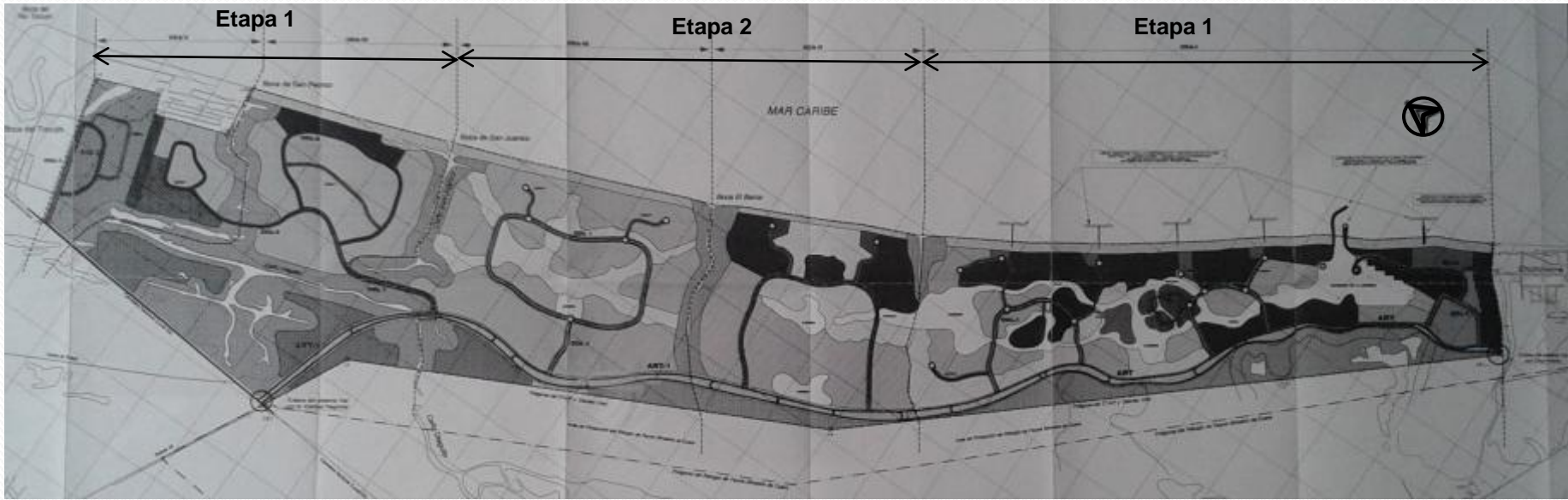


USE	TOTAL AREA	VENDIBLE AREA / (Has)
Hotelero	149	149 (36 hotels of 120 rooms each)
Vacation Tourism	727	727 (Variable number of parcels)
Commercial	38	38 (12 parcels)
Institutional	1	1
Supporting services	50	50
Recreational Public	39	39
Recreational Private	127	127
Golf course	88	88
Roads	164	
Ecological Protection	448	
Watercourse	78	
Marine	40	
Lagoon	19	
Beach strip	77	77
TOTAL	2.045	1294

Zonificación

- TURISTICO HOTELERO**
- TURISTICO VACACIONAL**
- COMERCIAL MIXTO**
- UNIDAD DE APOYO 1**
- ZONA COMERCIAL DE MARINA**
- INSTITUCIONAL/ AUTORIDADES PORTUARIAS**
- ZONAS DE PROTECCIÓN ECOLÓGICA**
- ZONAS DE PROTECCIÓN DE COSTA**
- ZONAS DE PROTECCIÓN Y TRANSICIÓN**
- ZONA DE SERVICIOS DE PLAYA**
- RECRACIONAL RENTABLE**
- CAMPOS DE GOLF**
- UA-2 UNIDAD DE APOYO 2**
- ZONA DE PROTECCIÓN CON USO RECREACIONAL**
- ESPACIOS ABIERTOS ALEDAÑOS A LA VIALIDAD**
- CAMPAMENTOS**
- CUERPOS DE AGUA**

6.1.1.c. Stages of Development



Execution period: 10 years.

ACCOMMODATION FOR DEVELOPMENT STAGES

ACTIVITIES	ETAPA 1			ETAPA 2			TOTAL		
	AREA Ha	POPULATION	BEDROOMS	AREA Ha	POPULATION	BEDROOMS	AREA Ha	POPULATION	BEDROOMS
Hotelier	92	6800	3400	57	2000	1000	149	8800	4400
Holiday Tourist including commercial area	321	2200	1100	444	5000	2500	765	7200	3600
TOTAL	413	9000	4500	501	7000	3500	914	16000	8000

6.1.1.d. Estimated Investment

CONCEPT	INVESTMENT 1998 (1)		INVESTMENT 2018 (2)
	Bs.	US\$	US\$
1. STUDIES AND PROJECTS	2.076.195.000,00	3.674.681,42	7.496.350,09
Town planning	2.044.820.000,00	3.619.150,44	7.383.066,90
Watercourse	19.375.000,00	34.292,04	69.955,75
Marine	12.000.000,00	21.238,94	43.327,43
2. EXECUTION WORKS URBANISM	107.125.008.200,00	189.601.784,42	386.787.640,23
Road and Earth Movement	19.424.100.000,00	34.378.938,05	70.133.033,63
Aqueduct System *	2.487.128.000,00	4.401.996,46	8.980.072,78
Sewage System	11.026.665.000,00	19.516.221,24	39.813.091,33
Drains system	9.986.200.200,00	17.674.690,62	36.056.368,86
Irrigation System	1.915.235.000,00	3.389.796,46	6.915.184,78
Electric system	16.067.200.000,00	28.437.522,12	58.012.545,13
Telephony System	13.571.280.000,00	24.019.964,60	49.000.727,79
Marine*	15.045.000.000,00	26.628.318,58	54.321.769,91
Watercourse**	9.300.000.000,00	16.460.176,99	33.578.761,06
3. OTHERS	50.232.553.472,00	88.907.174,29	181.370.635,54
Construction taxes	6.006.066.176,00	10.630.205,62	21.685.619,47
Publicity	6.552.072.192,00	11.596.587,95	23.657.039,42
Management and administration	16.380.180.480,00	28.991.469,88	59.142.598,55
Commissions for sales	5.460.060.160,00	9.663.823,29	19.714.199,52
Interest on loan	4.914.054.144,00	8.697.440,96	17.742.779,56
Unforeseen	10.920.120.320,00	19.327.646,58	39.428.399,03
TOTAL COST	159.433.756.672,00	282.183.640,13	575.654.625,86

Source: CTAIP Master Plan. CORPOTURISMO. 1998

(1) Investment in dollars estimated based on 565 Bs / US \$ for the year 1998

(2) Investment in dollars updated applying the average inflation of the dollar between the years 1998-2018: 2.04%





PHOTOGRAPHIC SAFARI



SUBMARINISM



BIRD OBSERVATION



SUN AND BEACH

PRIVATE PROJECTS

6.1.2.a Development Conditions in the Digüima Sector



Legal base

Article 76 of the Organic Law for the Organization of the Territory. Official Gazette No. 3,238 Extraordinary dated 11-08-1983 and Presidential Decree No. 1040 published in the Official Gazette of the Republic of Venezuela No. No. 35.951 of May 3, 1996.

Maximum gross density: 60 inhabitants per hectare on developable area.

General Retreats: Thirty (30) meters measured from the axis of Sanare-San Juan de Los Cayos road (Local 003), corresponding to road law. Eighty (80.00) meters measured from the edge of the wetlands and margins of the intermittent streams that drain to the Wildlife Refuge of Cuare.

Uses	Type of Establishments	Minimum plot	% Maximum location	% Maximum construction	Maximum height (In No. of floors that includes ground floor)	% Outdoor areas recreational and service (1)	% Minimum green area (2)
Hotelier	Services Hotel, Hotel residence, camps	2 hectares	25	70	4	45	30
	Posadas	2.500m ²	25	40	2	25	50
Vacational	Multifamily housing as a whole	2 hectáreas	20	65	4	30	50
	Single family homes as a whole	2 hectares	20	40	2	30	50
	Isolated single-family homes	2.500m ²	20	40	2	30	50
Recreational	Conventions, events, recreational clubs, theme parks or sports	5 hectares	15	50	2	35	50
Commercial	Commercial local / neighborhood for sale of retail items, goods and services associated with tourism use	2.500m ²	30	50	2	50	20
Services	Administrative, basic and network.	According to the requirement of the set	20	40	2	30	50

6.1.2.b. Opportunities of Investment Sector Digüima

Investment Opportunity

Six (06) large lots of privately owned land, destined for urban tourism, recreation and theme parks.

Location

ZIT East Coast of Falcón, Polygonal 2, Sector El Cruce- Boca de Aroa.

Attractions

Possibility of carrying out multiple activities based on nature: bird watching aquatic fauna in the shelters and wildlife reserve nearby; water recreation activities, karting and golf, sun and beach activities, agrotourism

Offer Modality

Lots of private land, two with urban planning projects and buildings approved by the Ministry of Popular Power for Tourism.

Access

Direct access from local road 003 that connects with the national road Morón-Coro



Lot N° 1

Doña Teodora Development

Bidder: Teodora Ortega de Plascencia and others.



Investment Opportunities

Development of a tourist complex that includes hotel, recreational, leisure, commercial and service areas, in a lot with an area of 52.72 hectares. Land without project and with development conditions granted.

Location: ZIT East Coast of Falcon, Polygonal 2, Sector El Cruce-Boca de Aroa- Sector Marite municipality Monseñor Iturriza, Falcón state.

Legal Status of the lot: private, property of Teodora Ortega de Plascencia and others.

Zoning: Zone of Tourist Interest (ZIT) as established in Presidential Decree No. 1,040 published in Official Gazette of the Republic of Venezuela No. 35.951 of May 3, 1996.

Permitted uses: hotel, vacation, recreational, commercial and services.

Maximum gross density: 60 inhabitants per hectare on developable area.

Developable surface: the one that results from subtracting from the total area of the lot the withdrawal of thirty (30) meters measured from the axis of the Sanare-San Juan road of Los Cayos (Local 003), corresponding to the highway right. Eighty (80.00) meters measured from the edge of the wetlands and margins of the intermittent streams that drain to the Wildlife Refuge of Cuare

Maximum built location: between 15 and 25% depending on the use.

Maximum height of the building: between 1 and 4 floors that include PB, according to the use.

Estimated investment: land value subject to appraisal in US \$

Investment Opportunities

Lot Nº 2

Hotel Set Aquatic Recreation Mundo Cuare

Bidder: Grupo Seis, C.A.



Cuare Wildlife Refuge

Development of the Hotel Group consisting of five (05) theme hotels with a category of 4 * identified as Portugal, Spain, Italy, Venezuela and the Middle East, and a building called Plaza España for events and shops, articulated through common areas and of service to the "Mundo Cuare Aquatic Recreation Park", located on a lot with an area of 16,974 m2. Account with conditions of Development, Socio-technical Feasibility and Authorization of Territory Occupancy, issued by Mintur.

Location: Poligonal No. 2 Cruce-Tucacas-Boca de Aroa of the Tourist Interest Zone of the East Coast of Falcón State, El Cruce de Chichiriviche sector, Local Highway 003, south of Ciudad Flamingo, state Monseñor Iturriza municipality

Legal Status of the lot: private property of Grupo Seis, C.A.

Zoning: Zone of Tourist Interest (ZIT) as established in Presidential Decree No. 1,040 published in Official Gazette of the Republic of Venezuela No. 35.951 of May 3, 1996.

General characteristics:

Establishments	Construction Area m2	No. of floors including ground floor	Nº of Rooms	Nº of seats / bed	Estimated investment US\$ ¹
Portugal Hotel	3.509,00	4	63	126	11.340.000
Spain Hotel	3.534,70	4	63	126	11.340.000
Italia Hotel	4.231,30	4	60	120	10.800.000
Venezuela Hotel	4.453,00	4	60	120	10.800.000
Middle East Hotel	3.855,80	4	60	120	10.800.000
Plaza Spain	2.889,69	1			
TOTAL	22.473,49		306	612	

¹ Average construction cost per room in US \$: 180,000 for category 4 *:

Lot N° 3

Tourist Development Paradise Cuare

Bidder: Tami, C.A.



Investment Opportunities

Urban tourist development of a lot with an area of 29.50 hectares. It has Development Conditions issued by Mintur.

Location: Polygonal No. 2 of the Tourist Interest Zone of the East Coast of Falcón state, sector included between El Cruce-Tucacas-Boca de Aroa, specifically Digüima sector, west of Local Highway 003.

Legal Condition of the lot: private property, of Inversiones Tami. AC

Zoning: Area of Tourist Interest of the East Coast of the Falcon state, Presidential Decree No. 1,040 published in the Official Gazette of the Republic of Venezuela No. 35.951 of May 3, 1996.

Maximum gross density: 60 inhabitants per hectare on developable area.

Developable surface: the one that results from subtracting from the total area of the lot the withdrawal of thirty (30) meters measured from the axis of the Sanare-San Juan road of Los Cayos (Local 003), corresponding to the highway right. Eighty (80.00) meters measured from the edge of the wetlands and margins of the intermittent streams that drain to the Wildlife Refuge of Cuare

Permitted uses: hotel, vacation, recreational, commercial and services. Maximum built location: between 15 and 25% depending on the use.

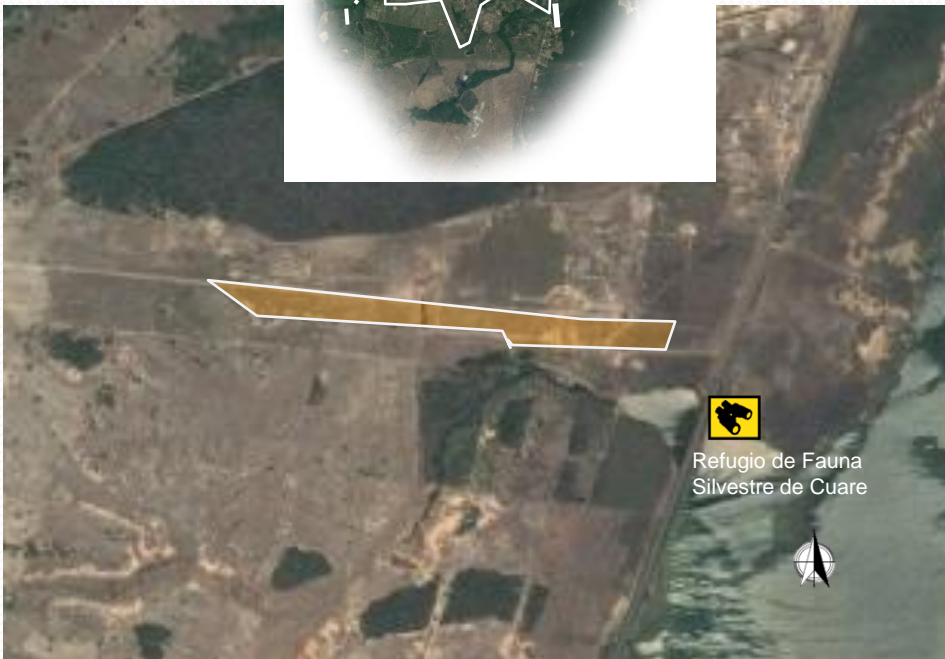
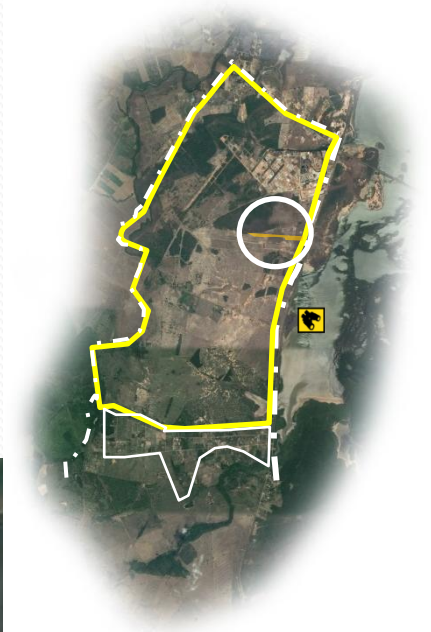
Maximum height of the building: between 1 and 4 depending on the use.

Estimated investment: land value subject to appraisal in US \$

Lot Nº 4

Paradise Tourist Complex Speed Way

Bidder: Paradise Tourist Complex Speed Way, C.A.



Investment Opportunities

It consists of the urban tourist development of a lot with an area of 66.28 hectares, which includes hotel, vacation, commercial, service and specialized recreation areas (karting).

Location: Polygonal No. 2 of the Tourist Interest Zone of the East Coast of Falcón state, El Cruce-Tucacas-Boca de Aroa, specifically in the Digüima sector, west of the Local 003 road, within the sector between.

Legal Condition of the lot: private property of Complejo Turístico Paraíso Speed Way, C.A

Zoning: Area of Tourist Interest of the East Coast of the Falcon state, Presidential Decree No. 1,040 published in the Official Gazette of the Republic of Venezuela No. 35.951 of May 3, 1996.

Maximum gross density: 60 inhabitants per hectare on developable area.

Developable surface: the one that results from subtracting from the total area of the lot the withdrawal of thirty (30) meters measured from the axis of the Sanare-San Juan road of Los Cayos (Local 003), corresponding to the highway right. Eighty (80.00) meters measured from the edge of the wetlands and margins of the intermittent streams that drain to the Wildlife Refuge of Cuare

Permitted uses: hotel, vacation, recreational, commercial and services.

Maximum built location: between 15 and 25% depending on the use.

Maximum height of the building: between 1 and 4 depending on the use.

Estimated investment: land value subject to appraisal in US \$

Lot Nº 5

The bull

Bidder: El Torito, C.A.



Cuare Wildlife
Refuge

Investment Opportunities

Urban tourist development of a lot with an area of 170.56 hectares.

Location: No. 2 Polygonal Tourist Interest Zone of the East Coast of Falcón, El Cruce-Tucacas-Boca de Aroa, specifically in the Digüima sector, west of the Local 003 road.

Legal status of the lot: private property of Agropecuaria El Torito, C.A

Zoning: Area of Tourist Interest of the East Coast of the Falcon state, Presidential Decree No. 1,040 published in the Official Gazette of the Republic of Venezuela No. 35.951 of May 3, 1996.

Maximum gross density: 60 inhabitants per hectare on developable area.

Developable surface: the one that results from subtracting from the total area of the lot the withdrawal of thirty (30) meters measured from the axis of the Sanare-San Juan road of Los Cayos (Local 003), corresponding to the highway right. Eighty (80.00) meters measured from the edge of the wetlands and margins of the intermittent streams that drain to the Wildlife Refuge of Cuare

Permitted uses: hotel, vacation, recreational, commercial and services.

Maximum built location: between 15 and 25% depending on the use.

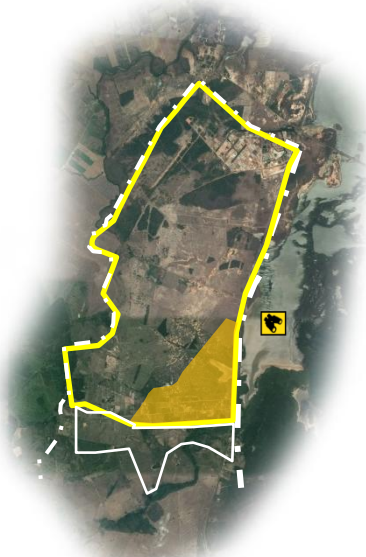
Maximum height of the building: between 1 and 4 depending on the use

Estimated investment: land value subject to appraisal in US \$

Lot N° 6

Lake Blue

Bidder: Lake Blue, C.A.



Investment Opportunities

Development of an urban tourism complex that includes category 4 * hotel areas, recreational, leisure, commercial and service activities, in a lot with an area of 276.89 hectares and a maximum accommodation capacity of 13,323 beds / squares, distributed in 1,400 hotel beds and 11,923 beds / beds in holiday homes.

Lot legal condition: Land privately owned by Lake Blue C.A.

Location: Poligonal No. 2 of ZIT, within the sector between El Cruce-Tucacas-Boca de Aroa

Zoning: Zone of Tourist Interest (ZIT) as established in Presidential Decree No. 1,040 published in Official Gazette of the Republic of Venezuela No. 35.951 of May 3, 1996.

Zone	Use/N° Parcel	Area	
		M2	HAS
Commercial	1 Commercial	143.720,79	14,37
Hotelera	2 High category hotels	109.051,18	10,91
Residential Vacation	20 Housing as a whole	135.488,65	13,55
	48 Holiday buildings	597.748,22	59,77
Recreational sports	Clubhouse	32.738,64	3,27
	18 hole golf course	528.846,01	52,88
Free areas	Canal and water mirror	493.429,72	49,34
	Green areas	454.304,37	45,43
Roads	Roads	204.877,39	20,49
Services	Processing facilities electricity	69.469,69	6,95

Estimated investment: land value subject to appraisal in US \$

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