

A wide-angle landscape photograph capturing a serene sunset over the ocean. The sun is positioned centrally on the horizon, partially obscured by a layer of clouds, with bright rays of light radiating upwards into the sky. The sky is a mix of soft pinks, oranges, and blues. The ocean is a deep blue, with gentle waves lapping at a dark, sandy beach. To the right, a rocky coastline is covered in dense, lush green tropical vegetation, including numerous palm trees. In the distance, a small, dark island is visible on the horizon. The overall mood is peaceful and idyllic.

# Seychelles Real Estate Investment





# Summary

## Attractive investment opportunity to build/sell luxury homes on Seychelles

- *Consummo Seychelles* presents an opportunity with a projected IRR of 56% and 1.88x equity multiple
- Investment of USD 3.53 million covers land purchase, construction/renovation of two homes, marketing, and administrative costs
- 2-year project duration from investment to exit
- Expected home selling price of USD 3.5 million each, marketed through brokerage agreement with *Sotheby's International Realty*

## Taking advantage of rare opportunity in niche market

- In recent years, over 500 luxury condominiums, homes, and villas have been built/sold on Seychelles
- Demand is driven by highly-marketed resort properties such as *Four Seasons* and *Eden Island*
- Rare opportunity exists to offer villa-style homes with luxury amenities, marketed like resort offerings
- Selected parcels for this project offer significant land area, beauty, value and privacy
- Rare government approval to purchase land has been obtained

## *Consummo Seychelles* has the expertise

- Project developer *Consummo Seychelles*, led by Michael Pierce, has a solid background in high rate-of-return luxury real estate projects
- Past projects have realized IRRs exceeding 30%, over 2-3 year project timelines
- Michael Pierce has an extensive background in project management, general contracting, and interior design
- Michael Pierce has visited Seychelles over fifteen times, and has worked extensively on this project since mid-2016





# The Seychelles

## Economic Conditions

After proclamation of independence from the United Kingdom in 1976, Seychelles has developed from a largely agricultural society to a market-based diversified economy, with agriculture being supplanted by rapidly rising service and public sectors as well as tourism. Since 1976, per capita output has increased nearly sevenfold. In recent years, the government has encouraged foreign investment in order to upgrade these sectors. Today, Seychelles boasts the highest nominal per capita GDP in Africa. It is one of only a handful of countries in Africa with a high Human Development Index score (a composite statistic of life expectancy, education, and per capita income indicators, which are used to rank human development).

## Stable Government

Since the worldwide economic crises of 2008, the government has prioritized a curbing of the budget deficit, including the containment of social welfare costs and further privatisation of public enterprises. The democratically-elected government has a pervasive presence in economic activity, with public enterprises active in petroleum product distribution, banking, import of basic products, telecommunications and a wide range of other businesses. According to the 2017 Index of Economic Freedom - which measures the degree of limited government, market openness, regulatory efficiency, rule of law, and other factors - economic freedom has been increasing since 2008.

## Environmental Leader

Seychelles is regarded as a world leader in sustainable tourism. Environmental legislation is strict, and each tourism project must undergo an environmental review and a lengthy process of consultations with the public and conservationists. The end result of this sustainable development is an intact and stable natural environment, which attracts financially-strong visitors (350,000 in 2017), rather than short-term mass tourism. Since 1993, laws guarantee citizens the right to a clean environment; at the same time, obliges them to protect this environment. The country holds a record for the highest percentage of land under natural conservation: nearly 50% of the total land area.





# Project Overview

Financially-strong buyers from around the world are drawn to Seychelles. As the availability of large land parcels becomes increasingly rare, prices continue to rise. Having selected parcels which offer significant land area, beauty, value and privacy, we shall build two luxury homes similar to those found in upmarket resorts. Using multiple local and international brokerage firms, we shall market the homes to discerning clientele.

## A Global Buyer

The Seychelles real estate market is young and somewhat under developed. This is a combination of Seychelles' size, geographic position, and now-obsolete restrictions on foreign ownership. The luxury real estate market is almost exclusively for foreign buyers. "Buyers in the Seychelles come from all over the world," says Vivian Rassool, director of local real estate firm ARRIVA. "At the moment, the main investors are from Saudi Arabia and United Arab Emirates. The Russians have calmed down a bit as their economy has weakened. The Chinese are coming in; the French, British, and Germans are always around."

## Competitive Analysis

Using "villa-style" construction, we are able to create a strong differentiator between our luxury homes and those currently for sale. "Villa-style" construction places the common area rooms- Living, Dining, Kitchen/Pantry, and Wet Bar- under one roof, adjacent the pool deck. Separate from the main living area, linked by bridges and covered walkways, guests will find their individual bedroom villas (with adjoining baths). Currently, only five-star resorts offer the exclusive, private allure of this construction style. This is primarily a factor of land availability. A second factor: architecture + design trends are slow to reach the Islands.

Resort residences such as Four Seasons and Zil Payson- with listing prices ranging from USD 3 million to more than USD 10 million- have nearly sold-out. This leads to the conclusion that there is strong demand for "turn-key" residences which offer resort-style living.

Our homes will be priced above single-building (non-villa) homes found on smaller, less-private plots of land. And our homes will be priced below those in upmarket resorts, while offering many resort-style amenities.



# Project Overview

## The Homes

Using the utmost care to protect the natural environment, we shall build luxury homes, thoughtfully placed on hillside land parcels. Catering to the luxury buyer, our homes will offer resort-style amenities such as an infinity pool, ocean views, and seclusion. Our homes will be built in "villa" style, which separates the bedrooms from the main living area. This construction style provides our luxury buyers the ultimate in privacy.





# Comparables and Pricing

## Seychelles luxury real estate market

- Primarily consists of resort- and condominium-developments
- No off-resort inventory which matches our "villa-style" design and amenities, thus presenting our unique opportunity

## Our Homes

- Expected sale price at USD 3.5 million each; initial list at USD 4.25 million each
- Freehold ownership of large land parcel
- Priced below similar villas at *Four Seasons* and *Six Senses- Zil Payson* [leasehold only]
- Priced comparably to non-villa resort homes on smaller, less-private land parcels (*Eden Island* and *Pangia Beach*)
- Priced comparably to off-resort non-villas, while offering new construction/design, and resort-style amenities
- Marketed extensively, similar to resort properties

Property	Property type	Total units	% Sold	Price- USD	Price per sq.m- USD
Four Seasons	resort villa	25	68%	\$9.5 M	\$17,992
Pangia Beach	resort condominium	31	87%	\$2.65 M	\$11,777
Six Senses-Zil Payson	resort villa	14	New to market	\$5.5 M	\$9,166
<i>Off-resort</i>	off-resort non-villa	5	On Market	\$3.8 M	\$8,905
<b>Our Homes</b>	<b>off-resort villa</b>	<b>2</b>	<b>New to market</b>	<b>\$3.5 M</b>	<b>\$8,750</b>
Eden Island	resort condominium	530	98%	\$3.1 M	\$8,293

Total units and % Sold are for entire inventory offering. Price and Price per sq.m data is for homes of similar size, amenities and bed/bath count; *Off-resort* comparables are an average of the five offerings.



# Rate of Return | Detailed Cost (two homes)

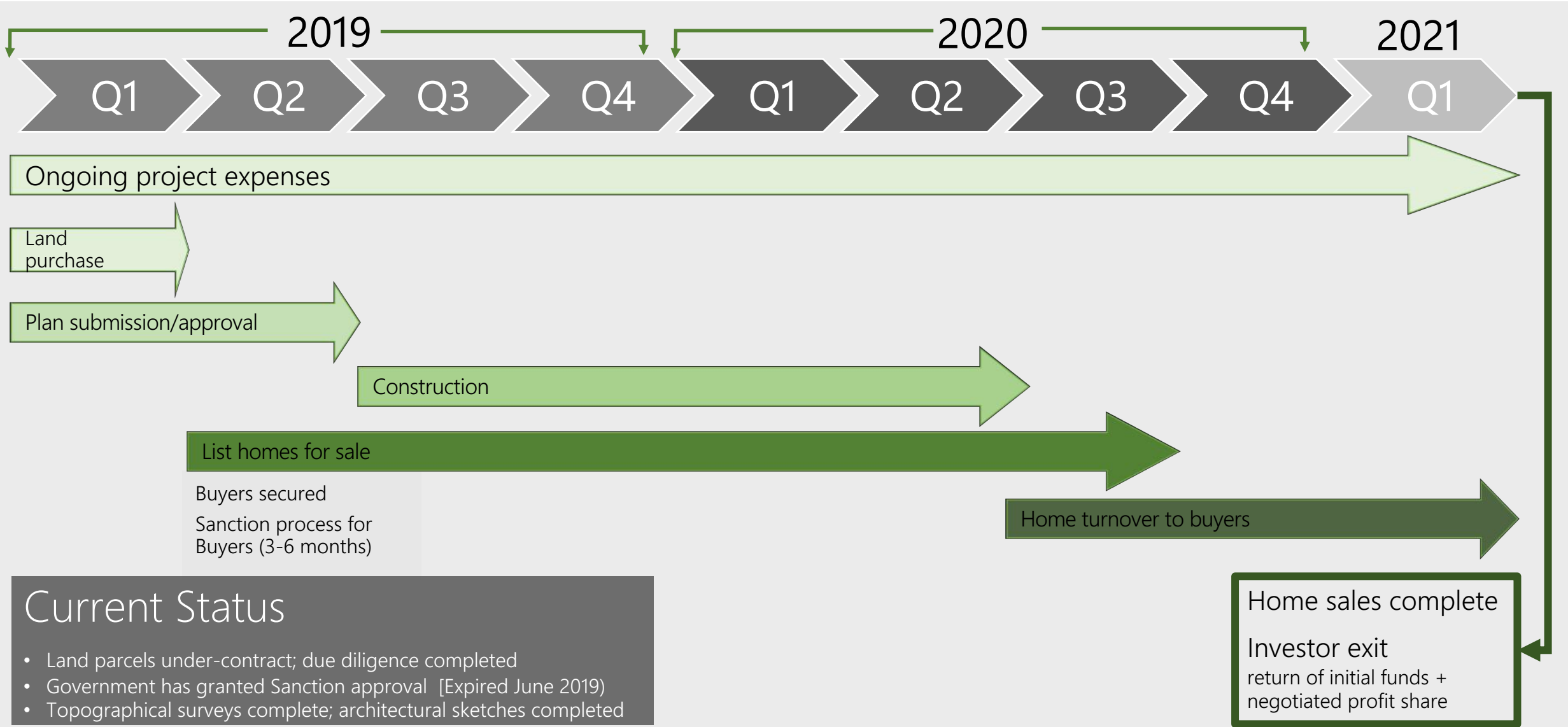
Unlevered Summary	Value
IRR	56%
Equity Multiple	1.88x
Hold Period	24 Months
Equity Required	USD 3.53 million
Net Profit	USD 3.12 million

## Alternate Scenario

Interested investors have an option to purchase a home for USD 3.5 million.

Cost Line Item	Value- USD	Cost Line Item	Value- USD
<b>Land Purchase</b>		<b>Construction</b>	
Land Purchase Price	\$877,500	Construction Cost	\$1,152,000
Due Diligence	\$17,550	PM/Travel (Pre+During Construction)	\$540,000
Closing Costs	\$156,275	PM/Travel (Post-Construction)	\$75,000
<b>Approvals</b>		Accrued PM/Travel	\$210,000
Architecture & Engineering	\$80,640	Furniture	\$250,000
On-island Consultants	\$34,560	Marketing	\$80,000
Other Approvals	\$2,000	Professional Services	\$54,000
		<b>Total</b>	<b>\$3.53 million</b>

# Investor Timeline





# IRR Sensitivity to Sales Price and Month of Sale

Total sales price: both homes			\$5,400,000	\$5,800,000	\$6,200,000	\$6,600,000	\$7,000,000	\$7,400,000	\$7,800,000	\$8,200,000	\$8,600,000
Per sq.m		#####	\$6,750	\$7,250	\$7,750	\$8,250	\$8,750	\$9,250	\$9,750	\$10,250	\$10,750
M O N T H  O F  S A L E	18	52.0%	63.5%	74.8%	85.9%	96.9%	107.7%	118.4%	128.9%	139.4%	
	20	42.9%	52.2%	61.3%	70.2%	79.0%	87.6%	96.1%	104.4%	112.6%	
	22	36.4%	44.2%	51.8%	59.2%	66.4%	73.5%	80.4%	87.2%	93.9%	
	24	30.6%	37.2%	43.7%	50.0%	56.1%	62.0%	67.8%	73.5%	79.1%	
	26	27.8%	33.7%	39.3%	44.8%	50.1%	55.3%	60.3%	65.2%	70.0%	
	28	24.9%	30.0%	35.0%	39.8%	44.5%	49.0%	53.4%	57.7%	61.8%	
	30	22.5%	27.2%	31.7%	36.0%	40.1%	44.2%	48.1%	51.9%	55.6%	
	32	20.6%	24.8%	28.8%	32.7%	36.4%	40.1%	43.6%	47.0%	50.3%	
	34	18.9%	22.7%	26.4%	30.0%	33.4%	36.7%	39.9%	42.9%	45.9%	
	36	17.5%	21.0%	24.4%	27.6%	30.8%	33.8%	36.7%	39.5%	42.2%	
	38	16.3%	19.5%	22.7%	25.6%	28.5%	31.3%	34.0%	36.6%	39.1%	
	40	15.2%	18.2%	21.1%	23.9%	26.6%	29.1%	31.6%	34.0%	36.3%	
	42	14.3%	17.1%	19.8%	22.4%	24.9%	27.3%	29.6%	31.9%	34.0%	
	44	13.4%	16.1%	18.7%	21.1%	23.4%	25.7%	27.8%	29.9%	31.9%	
	46	12.7%	15.2%	17.6%	19.9%	22.1%	24.2%	26.2%	28.2%	30.1%	
	48	12.0%	14.4%	16.7%	18.8%	20.9%	22.9%	24.8%	26.6%	28.4%	
	50	11.4%	13.7%	15.8%	17.9%	19.8%	21.7%	23.5%	25.3%	26.9%	

Homes will initially be offered at USD 4.25 million each, 20% above expected sale price



# Monthly Cash Flow

## Unlevered Cash Flow

Inflows	Total	Month	0	1	2	3	4	5	6	7	8	9	10	11	12
Finished Villa Sales*	\$6,650,000		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total Inflows</b>	<b>\$6,650,000</b>		<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
Outflows															
Land Purchase	\$1,051,325	\$0	\$1,051,325	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Approvals	\$117,200	\$0	\$19,533	\$19,533	\$19,533	\$19,533	\$19,533	\$19,533	\$19,533	\$0	\$0	\$0	\$0	\$0	\$0
Construction Cost	\$1,152,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$96,000	\$96,000	\$96,000	\$96,000	\$96,000	\$96,000
PM & Professional Fees	\$879,000	\$0	\$250,000	\$32,000	\$32,000	\$32,000	\$32,000	\$32,000	\$32,000	\$32,000	\$32,000	\$32,000	\$32,000	\$32,000	\$32,000
Furniture Costs	\$250,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$250,000	\$0	\$0
Marketing Costs	\$80,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$40,000
Loan Payoff	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Interest Expense	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total Outflows</b>	<b>\$3,529,525</b>	<b>\$0</b>	<b>\$1,320,858</b>	<b>\$51,533</b>	<b>\$51,533</b>	<b>\$51,533</b>	<b>\$51,533</b>	<b>\$51,533</b>	<b>\$51,533</b>	<b>\$128,000</b>	<b>\$128,000</b>	<b>\$128,000</b>	<b>\$378,000</b>	<b>\$128,000</b>	<b>\$168,000</b>
<b>Net Unlevered Cash Flows</b>	<b>\$3,120,475</b>	<b>\$0</b>	<b>(\$1,320,858)</b>	<b>(\$51,533)</b>	<b>(\$51,533)</b>	<b>(\$51,533)</b>	<b>(\$51,533)</b>	<b>(\$51,533)</b>	<b>(\$51,533)</b>	<b>(\$128,000)</b>	<b>(\$128,000)</b>	<b>(\$128,000)</b>	<b>(\$378,000)</b>	<b>(\$128,000)</b>	<b>(\$168,000)</b>

## Unlevered Cash Flow

Inflows	Total	Month	13	14	15	16	17	18	19	20	21	22	23	24
Finished Villa Sales*	\$6,650,000		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$6,650,000
<b>Total Inflows</b>	<b>\$6,650,000</b>		<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$6,650,000</b>
Outflows														
Land Purchase	\$1,051,325	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Approvals	\$117,200	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Construction Cost	\$1,152,000	\$96,000	\$96,000	\$96,000	\$96,000	\$96,000	\$96,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0
PM & Professional Fees	\$879,000	\$32,000	\$32,000	\$32,000	\$32,000	\$32,000	\$32,000	\$17,000	\$17,000	\$17,000	\$17,000	\$17,000	\$17,000	\$0
Furniture Costs	\$250,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Marketing Costs	\$80,000	\$0	\$0	\$20,000	\$0	\$0	\$20,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Loan Payoff	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Interest Expense	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total Outflows</b>	<b>\$3,529,525</b>	<b>\$128,000</b>	<b>\$128,000</b>	<b>\$148,000</b>	<b>\$128,000</b>	<b>\$128,000</b>	<b>\$148,000</b>	<b>\$17,000</b>	<b>\$17,000</b>	<b>\$17,000</b>	<b>\$17,000</b>	<b>\$17,000</b>	<b>\$17,000</b>	<b>\$0</b>
<b>Net Unlevered Cash Flows</b>	<b>\$3,120,475</b>	<b>(\$128,000)</b>	<b>(\$128,000)</b>	<b>(\$148,000)</b>	<b>(\$128,000)</b>	<b>(\$128,000)</b>	<b>(\$148,000)</b>	<b>(\$17,000)</b>	<b>(\$17,000)</b>	<b>(\$17,000)</b>	<b>(\$17,000)</b>	<b>(\$17,000)</b>	<b>(\$17,000)</b>	<b>\$6,650,000</b>

\*Finished villa sales inclusive of 5% brokerage commission



As with any enterprise, there are certain eligibility criteria for investors in Seychelles Real Estate Investment.

### Financial Suitability

Investors must demonstrate that their input does not exceed ten percent [10%] of their liquid net worth. For this purpose, “liquid net worth” is defined as that portion of the Investor’s net worth which consists of cash, cash equivalents and readily-marketable securities.

All potential investors should consult their legal representative and financial advisor for opinions and advice, thus ensuring this investment is correct for their portfolio.

### Investment Duration

Investors should be prepared to hold their investment to maturity. The project is expected to conclude in Q1 2021.

### Funding

The required funding for the project is USD 3,530,000. See pages 7-10 for further details.

### Ownership

The asset will be held and managed by *Consummo Seychelles*, a USA-based corporation. Income from the corporation shall be divided among and passed through to its shareholders [the Investor and the Developer]. Shareholders are afforded all legal and financial benefits of the corporation.

### Uncertainties

As with any enterprise, there are particular uncertainties regarding Seychelles Real Estate Investment. For us, particular uncertainties that could cause our actual results to be materially different than those expressed in this prospectus include:

- \*our ability to reduce costs as we execute the construction process;
- \*changes in economic and financial conditions, including exchange rate volatility and commodity prices;
- \*our ability to increase profit margins through efficiencies (e.g. purchasing, travel) and increased home sale prices;
- \*our ability to convert pre-order commitments into sales;
- \*buyer actions or developments such as severely-reduced demand due to changes in political or economic conditions, and other factors that may affect the level of demand and financial ability of the global luxury buyers we serve;
- \*the impact of regulation and regulatory, investigative and legal proceedings and legal compliance risks.

### Non-Disclosure and Confidentiality Agreement


The Recipient hereby agrees that all financial and other information that it has and will receive concerning Seychelles Real Estate Investment is confidential and will not be disclosed to any individual or entity without prior written consent.

### Standard Disclaimer

This prospectus contains “forward-looking statements” – that is, statements related to future, not past, events. In this context, forward-looking statements often address our expected future business and financial performance, and often contain words such as “expect,” “anticipate,” “intend,” “plan,” “believe,” “seek,” “see,” “will,” “would,” “estimate,” “forecast” or “target.”

There are many uncertainties that could cause our actual results to be materially different than those expressed in our forward-looking statements. We do not undertake to update our forward-looking statements.





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