

LITIBÚ

COLDWELL BANKER
COMMERCIAL | MÉXICO

All Inclusive Resort & Residences in Riviera Nayarit



AUBERGE

RANCHOS ESTATES

ST. REGIS

FOUR SEASONS

KUPURI

IYARI

PUNTA NEGRA

IBEROSTAR

CONRAD
BY HILTON

HAIXA

LITIBU

PUNTA DE MITA

RIVIERA NAYARIT

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INTRODUCTION

Tantum Business is now in the process of inviting investors to participate in its most recent hospitality project, located close to Punta Mita, the Riviera Nayarit, Mexico.

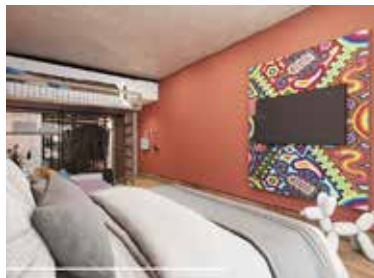
Investors will hold shares and financial rights in an Investment and Administration Trust, responsible for hiring the developing and managing of beachfront luxury resorts and residences in the Litibu zone.

The project is located inside Litibu Master Planned Community, a 167 hectares FONATUR Master Planned Development, fully equipped and urbanized, including a 18-hole Greg Norman golf course.

The project will be developed on a 700 meter beachfront property inside Litibu, consisting on 6 lots and 22 Ha surface. The phase 1 of project will located on the Lot #7 and will include:

All Inclusive Resort – 286 rooms
Branded Residences – 75 units

LITIBÚ



INVESTMENT HIGHLIGHTS

Consolidated Market	• Luxury Market Anchored by Punta Mita • Upscale Market Consolidated in Puerto Vallarta and Riviera Nayarit • Master Planned Community anchored by existing Conrad and Iberostar • Access to international markets (intl. airport) and regional travelers (new highway to Guadalajara)
Risk Diversification	• Project revenue majorly in USD. • Non-core macro dot sales • Diversified sources of income: hotel and presale residences
Prime Location	• High-end Master Planned Development • 18-hole Greg Norman Golf Course • 2 km swimmable beachfront master planned community with amenities • Ocean view / jungle view / golf course view lots
Certainty	• Fee simple title for land • Master Planned developed by National Fund of Tourism • Infrastructure in place and in operation • Condominium Regulation in place for development and operation
ESG	• Main participants and rules of operation among investors will follow high standards of Corporate Governance • Low environmental impact project • Project branding, F&B and entertainment focusing on integration of local communities and regional culture
Early Stage Project	• Possibility to phase the Project • Participation in one or various developments of the Project



MARKET

- Puerto Vallarta, together with the overall Riviera Nayarit, is emerging as the second tourist destination in the country after Cancun. Riviera Nayarit in the last 5 years has experienced a growth of tourist infrastructure of more than 7% and an increase in the arrival of tourists of 24%.
- In 2019, the occupancy for Riviera Nayarit for 3, 4 and 5-star hotels was 80%, ahead of destinations such as Cancun and Los Cabos, followed by Puerto Vallarta (72.5%) and Cabo San Lucas (65%).
- Riviera Nayarit keeps positioning itself as a luxury destination, hosting resortssuch as It hosts luxury brand hotels such as Four Seasons, Grand Velas, Imanta, St. Regis and the new One & Only Mandarin.
- Four Hotels won Five Diamond designation for 2020

LOCATION

- 40 min drive to PVR International Airport, receiving (2019) over 2.5 passengers
- 3 hr drive from Guadalajara with over 5 million inhabitants and an express highway under construction
- One of the closest beach destinations to "El Bajío". 6-7 hr. drive from over 7 million people
- 18 holes golf course infrastructure and services in place
- 2 km beach front (700m exclusive for the Tantum Project)
- Conrad just opened inside Litibu Master Planned Community, positioning it in an upscale destination

PROJECT

- Low environmental impact project, with 50% of the surface used in green areas to preserve local vegetation and total preservation of mangroves and wet zones
- Low visual impact, with resorts not exceeding 4-story buildings and amazing views to the ocean and the nature
- Vehicle free internal communication for guests
- 5.8 ha lot development in the project to be defined residential branded residences, resort expansion or lot sale
- State of the art convention center
- Separated beach areas hotel guests and residence guests



LOCATION

Riviera Nayarit

A small state in western Mexico, between the wooded mountains of the “Sierra Madre Occidental” and the Pacific Ocean

Positioned as one of the largest bays in the world, Riviera Nayarit is a 160-kilometer long tourist corridor with important hotel and residential developments aimed at promoting tourism in the “Premium” market niche. Punta de Mita is located less than 10 minutes by car from the project.

Litibú

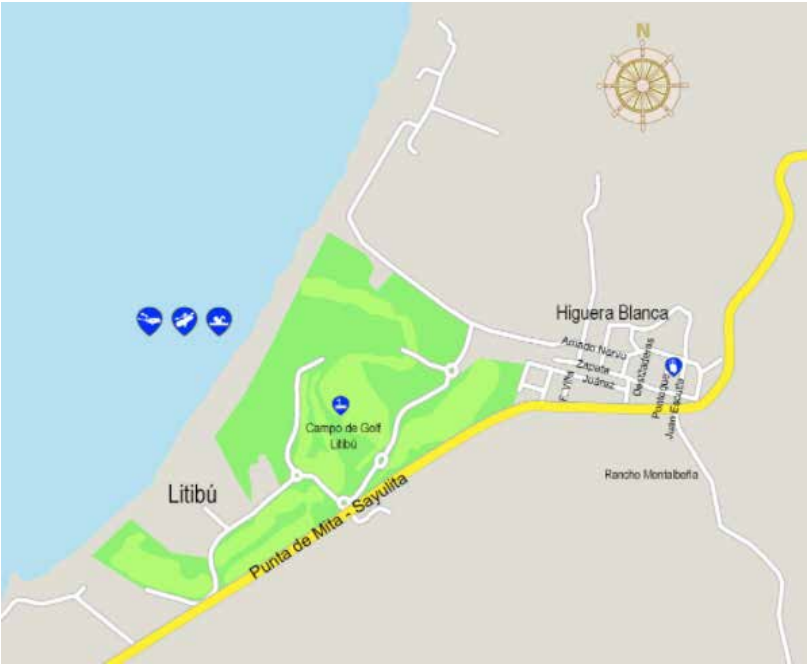
The idyllic Pacific Coast beaches of Litibu Mexico seem to be the gentle footfall of a curious visitor with lush vegetation. These near-virgin beaches invite the visitor to feel their soft texture, smell their salty and sweet aroma, and be swept away by the natural wonders hidden in this treasure of Riviera Nayarit.

Located just 10 km northeast of Punta de Mita, Litibu is a strategic location with exceptional unspoiled landscapes.

It meets the ideal natural conditions for sun and beach tourism as it has favorable weather conditions and presents low risk of floods and earthquakes.



LOCATION



Time to Litibu with the New Highway			
Queretaro	6 h	Celaya	6 h
Leon	4h 40 min	Guadalajara	2 h 40 min
Guanajuato	5 h 24 min	Manzanillo	4 h
Irapuato	5 h	Tepic	45 min
Salamanca	5 h 24 min		





Polígono Litibú is a government sponsored Master Planned Community developed by Fonatur (Mexican National Fund for Tourism), back in 2006. It is destined for interesting projects such as first-class resort hotels, elegant residences and apartment complexes, restaurants and a golf course created by the celebrated Greg Norman.

It has clean drinking water, electricity supply and access infrastructure by land, which connects to the main airport - International Puerto Vallarta Airport and the National Tepic Airport, as well as the cruise ship dock in Puerto Vallarta.

Currently, Polígono Litibú is fully urbanized. The lots are 100% sold and the development process is in the hands of the owners of each lot. To date, it has some condos for rent and the following international hotels:

Hotel Iberostar



1

452 rooms
Operating

Hotel Conrad by Hilton



2

325 rooms
Operating
New phase in 2020

Haixa



3

126 Condos
Operating



Touristic Development
166,56 ha



Hotels & Residences
61,08 ha



18 Hole PGA
Golf Course
79 ha



Viabilities & Services
26,5 ha



The **property** consists of 6 lots in the Litibu zone with a total area of 219,336 m² (21.9 Ha.), 700 meters of beachfront, which together will host an **integrated hospitality development** of hotels and residences.

The project counts with approved environmental impact assessment and the land use depends on each lot.

# Lot	Use	Surface	COS	CUS	Levels	Density (Rooms /Ha)
Lot 4	Hotel	53,370	50%	1	4	60
Lot 4- A	Beach Club	3,850	30%	0.3	-	
Lot 7	Hotel	46,919	80%	1.6	4	25
Lot 7- A	Beach Club	7,854	30%	0.3	-	
Lot 3	Residential	56,446	30%	1	6	30
Lot 5	Residencial	50,897	30%	1	6	30
Total		219,336				

Notes
COS: land occupancy coefficient
CUS land use coefficient

The property has mangrove and wet areas, which will remain untouched. Existing trails and future elevated walking bridges through the existing vegetation will allow crossing these areas, integrating circulations inside the complex within the architectural program.

Phase I: Resort + Branded Residences

All -Inclusive Adults Only Resort

- Lots L7y L7A
- RoomsXXX
- ExpectedOperationYear: 2025

Branded Residences (individual)

- Lots L4y L4A
- Units 80
- Size 250m2
- ExpectedSaleYear: 2023

Phase II and III : Residential*

Residences (vertical)

- Lots L5
- Units 135
- Size 150 m2
- ExpectedSaleYear: 2026

Residences (vertical)

- Lots L3
- Units 135
- ExpectedSaleYear: 2029





110
MILLION

INTERNATIONAL
VISITORS EXPECTED
IN 2030

5%

OF TOTAL REGIONAL
INVESTMENT

16.4MM
JOBS

ASSOCIATED
WITH TOURISM IN
2018

10.4%

TOTAL GDP
CONTRIBUTION

2.4%

GDP GROWTH

2018 TRAVEL &
TOURISM GDP
GROWTH

54,273
TOURISTS

PER 100,000
PEOPLE

0.5

HOTEL ROOMS

PER 100 PEOPLE

Tourism has been the potential motor for the economic development in some regions in Mexico. Those places that have benefited from greater touristic investments show a continued growth of the accommodation supply, job creation, influx of visitors, higher rates of foreign currency reserves than the national average as well as an improvement in their living conditions. Litibu Project will provide the following benefits to the local area and its population:

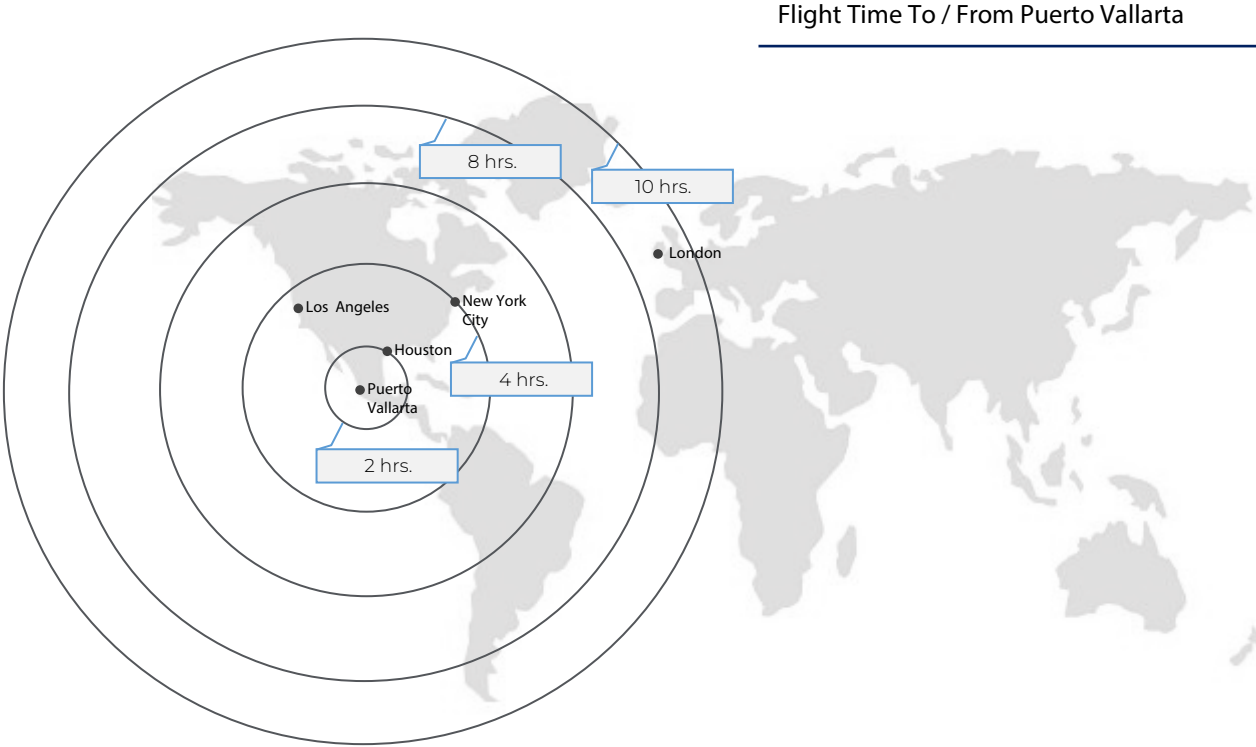
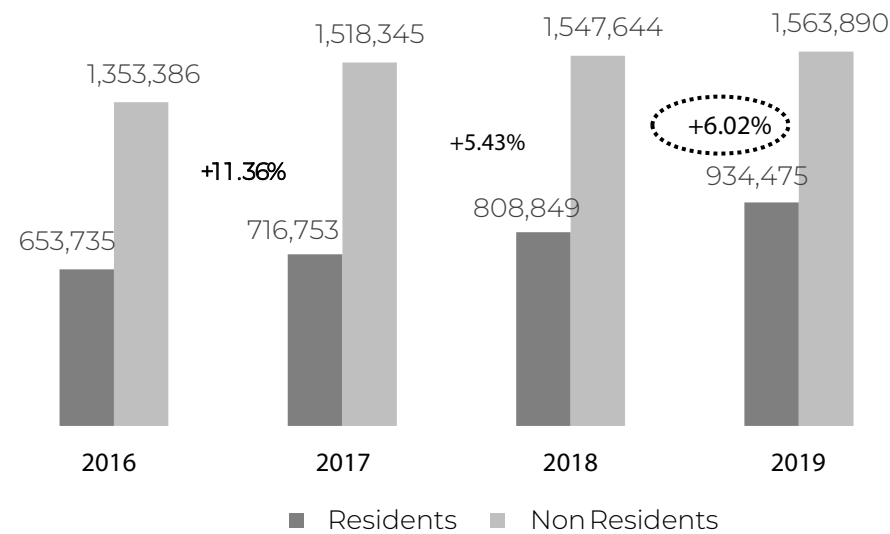
- I. IN MEXICO, TOURISM IS THE MAIN SOURCE OF EMPLOYMENT FOR PEOPLE BELOW 24 (21.1%).
- II. IN MEXICO, TOURISM IS THE SECOND INDUSTRY WITH A HIGHER RATE OF EMPLOYMENT FOR WOMEN (57%).
- III. IN MEXICO, 69.8% OF THE TOURISTIC MUNICIPALITIES HAVE LOW LEVEL OF MARGINATION ;
- IV. IN MEXICO, 11% OF THE TOURISTIC MUNICIPALITIES HAVE A SEVERE SOCIAL LAG
- V. IN MEXICO, THOSE STATES WHO HAVE HIGH TOURISTIC EXPOSURE, SUCH AS BAJA CALIFORNIA SUR AND QUINTANA ROO SHOW SIGNIFICANTLY LESS PEOPLE IN POVERTY THAN THE NATIONAL AVERAGE : 22.1 ND 28.8% VS. 43.6%.
- VI. FOR EVERY DIRECT JOB GENERATED IN TOURISTIC SECTOR, IT IS ESTIMATED THAT 3 ADDITIONAL JOBS ARE CREATED, ABOVE AVERAGE AMONG ALL OTHER INDUSTRIES .
- VII. FOR EVERY HOTEL ROOM DEVELOPED, ALMOST TWO DIRECT JOBS ARE CREATED .



Airlift

- Riviera Nayarit is mainly served by the Puerto Vallarta International Airport
- In 2019, it registered more than 2.5 million of passenger arrivals
- The airport hosts numerous airlines flights departing to North America, Europe and Central America

Passenger Arrivals to Puerto Vallarta International Airport



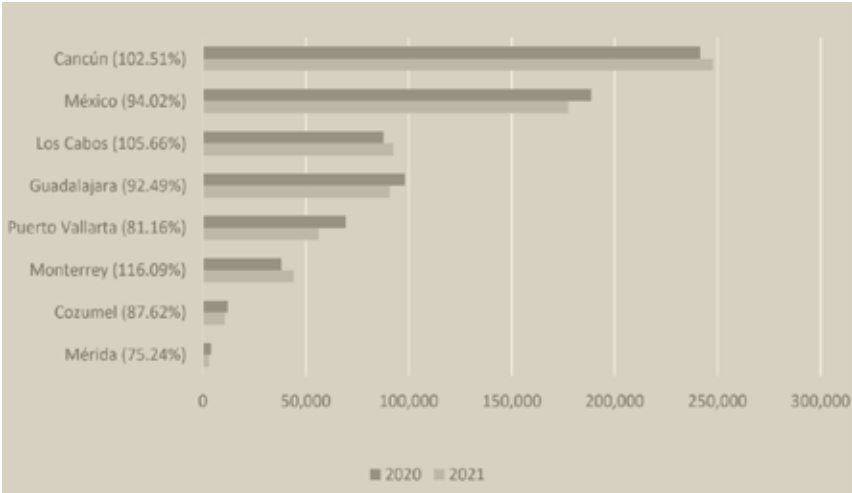
International Flights

- | | | |
|--|---|---|
| CANADA | UNITED STATES | |
| <ul style="list-style-type: none">• Calgary• Comox• Edmonton• Hamilton• Kelowna• Montreal• Quebec• Regina• Ottawa• Regina• Toronto• Vancouver• Victoria• Winnipeg | <ul style="list-style-type: none">• Atlanta• Charlotte• Chicago• Dallas• Denver• Detroit• Houston• Las Vegas• Los Angeles• Minneapolis• Newark• Phoenix• Portland | <ul style="list-style-type: none">• Salt Lake City• San Diego• San Francisco• San Jose• Seattle <p>UNITED KINGDOM</p> <ul style="list-style-type: none">• London (Gatwick)• Manchester <p>PANAMA</p> <ul style="list-style-type: none">• Panama City |

National Flights

- | | |
|---|--|
| <ul style="list-style-type: none">• Aguascalientes• Cabo San Lucas• Chihuahua• Guadalajara• Mexico City• Leon• Los Cabos• Hermosillo | <ul style="list-style-type: none">• Monterrey• Nuevo Laredo• Puebla• Queretaro• San Luis Potosi• Tijuana• Toluca |
|---|--|

Available Airlift (Seats)
Origin: United States
First Half May. 2021 vs. Q1 2020



Litibú is located 43km from Puerto Vallarta International Airport, and

- 50km from the Puerto Vallarta downtown
- 57km from Puerto Vallarta
- 10 km from Sayulita
- 2 km from Punta Mita
- 2 km from Higuera Blanca
- 137 km to Tepec through the Pacific Highway
- 304 km to Guadalajara through the new "Vía Corta Guadalajara Puerto Vallarta".

City	Population (Number of inhabitants)
Guadalajara	4,432,878
Leon	1,578,626
Queretaro	1,097,025
Irapuato	574,334
Celaya	494,309
Tepic	413,608
Salamanca	273,271

Time to Litibu with the New Highway			
Queretaro	6 h	Celaya	6 h
Leon	4h 40 min	Guadalajara	2 h 40 min
Guanajuato	5 h 24 min	Manzanillo	4 h
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Salamanca	5 h 24 min		



IMPORTANCE IN THE COUNTRY

Puerto Vallarta, together with the Riviera Nayarit, is emerging as the **second touristic destination in Mexico** after Cancun Riviera Maya. In recent years, the Riviera Nayarit has consolidated itself as a **luxury destination**, with the **highest tourist growth rate** in the country.

HOTEL OFFER

In 2019, Riviera Nayarit registered an inventory of approximately **10,585 rooms** for 4 and 5 star hotels. Since 2015, the number of rooms has increased by **23%**.

AVERAGE PUBLIC RATE (APR)

Based on location, service and amenities, the **average daily rate (APR)** in Riviera Nayarit varies from **\$240 to \$750 USD (2019)**.

OCCUPANCY RATE

In terms of hotel occupancy, Riviera Nayarit has the **highest percentage in the country**, with an average of **80.2%** from 2015 to 2019, followed by Puerto Vallarta with an average occupancy of 72.5% and Cabo San Lucas with 65%.

VISITORS PROFILE

International visitors to Riviera Nayarit in the upscale to luxury resorts mainly come from the US (43%) and Canada (38%); family traveling with an average stay of 6 nights is the trip profile.

The overall visitor distribution in the area is 38% for national residents and 62% international tourism.



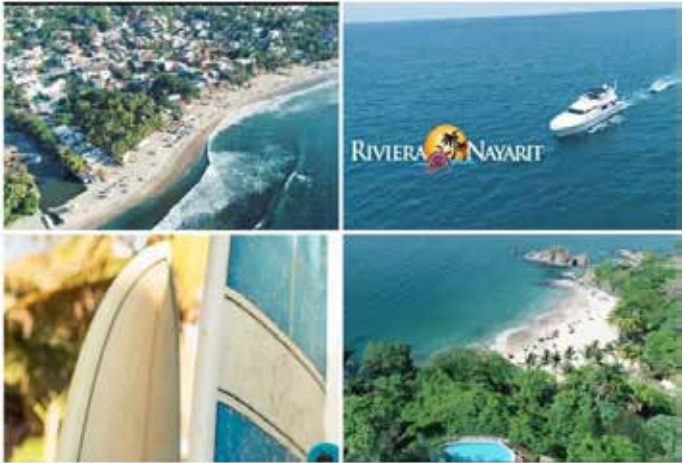
CONDE NAST TRAVELER PLACES THE RIVIERA NAYARIT AMONG THE “BEST PLACES TO VISIT” IN 2021



The Riviera Nayarit is among the top 24 must-visited destinations for 2020 according to Bloomberg Pursuits



INTERNATIONAL PUBLICATIONS INSPIRE TRAVELERS TO TRAVEL TO THE RIVIERA NAYARIT



Mexico's Pacific Treasure is showcased with gorgeous images in Lonely Planet's "Daydreaming during Quarantine" campaign



THE RIVIERA NAYARIT TAKES HOME SILVER AND GOLD AT THE HSMΔI ADRIAN AWARDS 2020



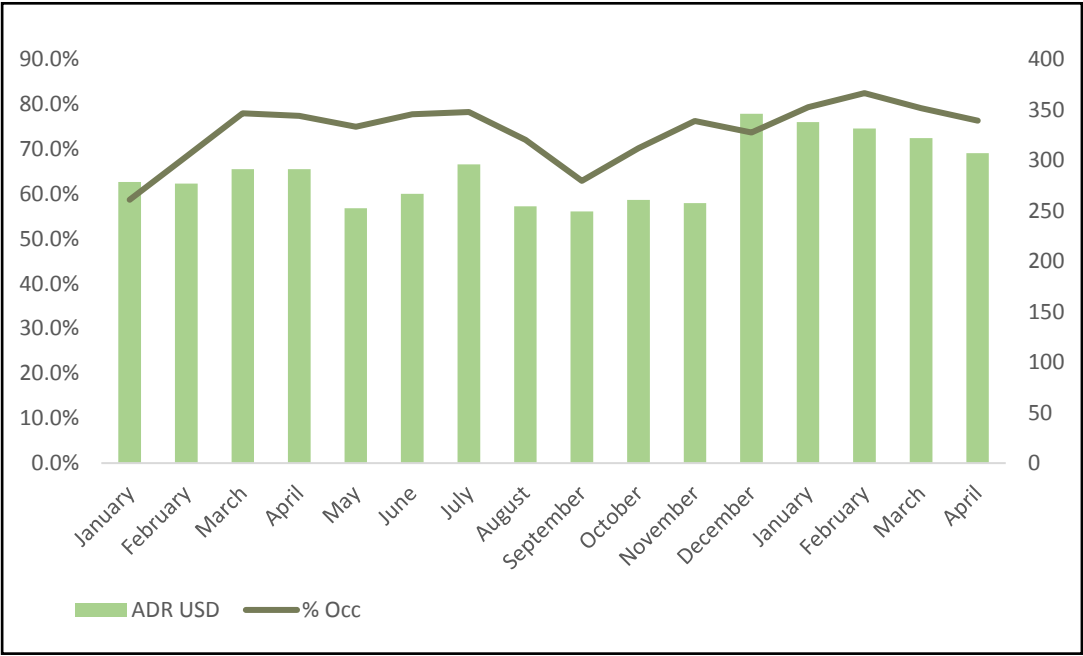
Top domestic and international airlines are increasing their services to the region in December, reaching over 1,200 flights

HOTEL BENCHMARK

All Inclusive Hotels Competitors

	Destination	Hotel	Opening Date	Category	Rooms	APR USD
1	Puerto Vallarta	Dreams Vallarta Bay Resort & Spa	abr2012	Luxury	327	425
2	Puerto Vallarta	Secrets Vallarta Bay Puerto Vallarta	abr 2012	Luxury	271	488
3	Puerto Vallarta	HyattZiva Puerto Vallarta	dec 2014	Luxury	335	382
4	Puerto Vallarta	Hilton Vallarta Riviera All Inclusive Resor	dic 2015	Upper Upscale	444	378
5	Punta Mita	Dreams Bahia Mita Surf & Spa Resort	ago 2021	Luxury	363	418
6	Nuevo Vallarta	Hard Rock Hotel Vallarta	jun 1993	Upper Upscale	362	386
7	Punta Mita	Grand Palladium Vallarta Resort & Spa	jun 1999	Luxury	510	246
8	Punta Mita	Secrets Bahia Mita Surf & Spa Resort	ago 2021	Luxury	278	472
				Total	2,890	

All Inclusive Hotels Competitors performance Jan 22 – Apr 23



Source: STR



Notes:
1)APR: Average public rates from Tripadvisor.com
2) Category given by STR
3) Exchange rate: 1USD/19 MXN

HOTEL BENCHMARK

Hotels that would compete with the EP Hotel:

	Destination	Hotel	Opening Year	Category	Plan	Rooms	Avg APR USD
1	Punta de Mita	Four Seasons Resort Punta Mita	1999	Luxury	EP	140	\$ 1,324
2	Punta de Mita	St. Regis Punta Mita	2008	Luxury	EP	120	\$ 1,030
3	Nuevo Vallarta	GrandLuxxeat Vidanta Nuevo Vallarta	2017	Luxury	EP	1,100	\$ 240
4	Punta de Mita	Conrad Punta de Mita	2019	Luxury	EP	324	\$ 536
5	Nuevo Vallarta	Mayan Palace at Vidanta Nuevo Vallarta	1983	Luxury	EP	181	\$ 556
6	Costa Banderas	Hotel W Punta de Mita	2016	Luxury	EP	119	\$ 504
7	Puerto Vallarta	MariottPuerto Vallarta Resort & Spa	1990	UpperUspcale	EP	433	\$ 212
8	Puerto Vallarta	Westin Resort & Spa Puerto Vallarta	1992	UpperUspcale	EP	280	\$ 209
9	Puerto Vallarta	Sheraton Hotel BaganviliasResort	1980	Upscale	EP	373	\$ 189
Total						3,070	



Notes:
1)APR: Average public rates from Tripadvisor.com
2) Category given by STR
3) Exchange rate: 1USD/19 MXN

RESIDENCES

MARKET

Residences

	Location	Name	Units	Size m2	Price USD/m2	Price USD/unit	Absort .
1	Bucerías	Arama Bay	91	129	4,636	599,137	2.4
2	Bolongo	Bolongo Etapa II	133	161	4,035	650,106	2.2
3	Bucerías	Mar de Plata	40	122	3,899	475,172	0.7
4	Bahía de las Landeras	Naya	60	257	6,997	1,796,658	1.0
5	Litibú	Tribu Rivera & Golf Residence Torre II	42	106	3,717	394,037	0.4
6	Bucerías	V Bucerias Beach Front	74	126	4,422	557,895	2.5
7	La Cruz de Huanacastle	Zantamar (Deptos)	172	94	4,632	433,798	6.0
		Zantamar (TH)	13	175	5,261	920,500	0.4
Avg. Price					\$ 4,700		

Branded Residence (resale)

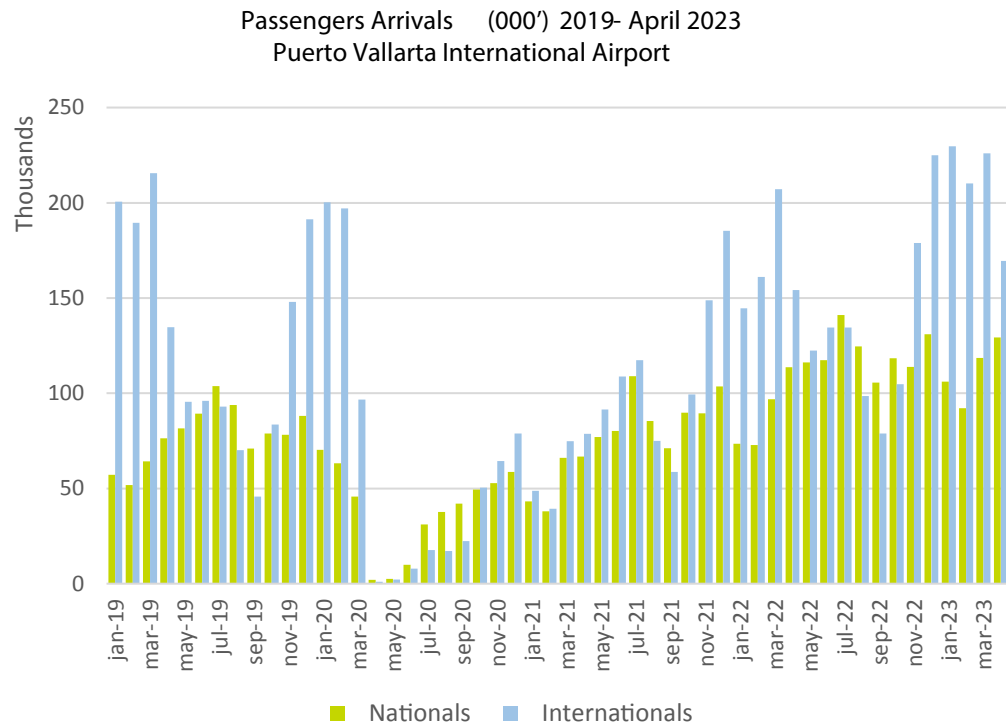
	Brand	Location	Type	Size	Price USD	Price/m2	Bedrooms	Bathrooms
8	Four Seasons	Punta Mita	Villa	397	4,300,000	10,831	4	4
9	Susurros del Corazón	Punta Mita	Villa	220	2,200,000	10,000	2	2

Location



- Arama Bay
- Bolongo Etapa II
- Mar de Plata
- Naya
- Tribu Rivera & Golf Residence Torre II
- V Bucerias Beach Front
- Zantamar (Deptos)
- Zantamar (TH)
- Four Seasons
- Susurros del Corazón

As major tourist beach destination in Mexico, Puerto Vallarta, Riviera Maya and Los Cabos registered hotel occupancy rates above 70% on average during 2022. Puerto Vallarta has been the destination among the three with the highest increase in airport passenger arrivals during the first quarter of 2023 in comparison to the same period during 2022 with an increase of 30%, followed by Los Cabos and Cancún with 26% and 20% respectively.

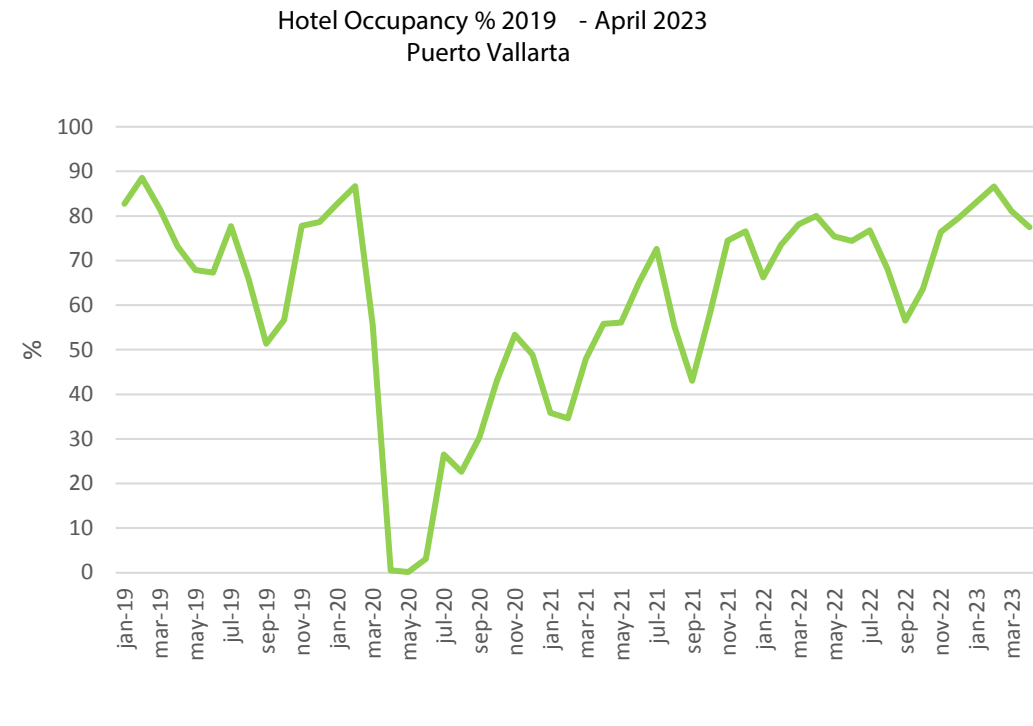


Source DATATUR

During the first quarter of 2023, the Puerto Vallarta International Airport received 30% more passengers (arrivals) than the same period during 2022, that is 226,642 more tourists for the first quarter in 2023.

The airport received 3 MM tourists during 2022.

National and international airlines report a notable increase in demand, especially on weekends, "long weekends" and winter holiday periods.



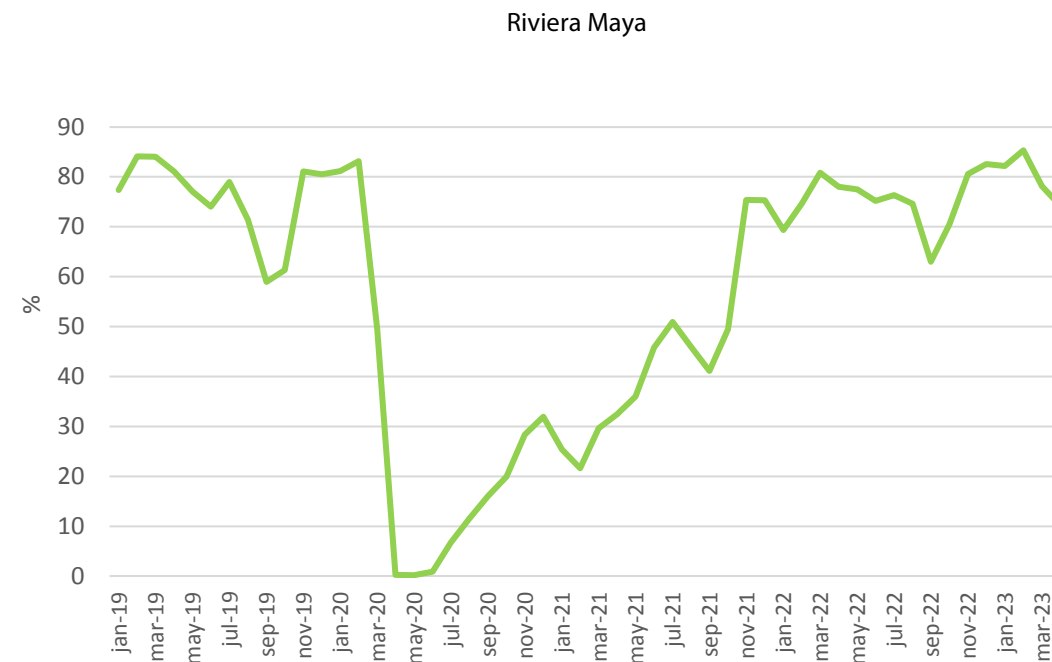
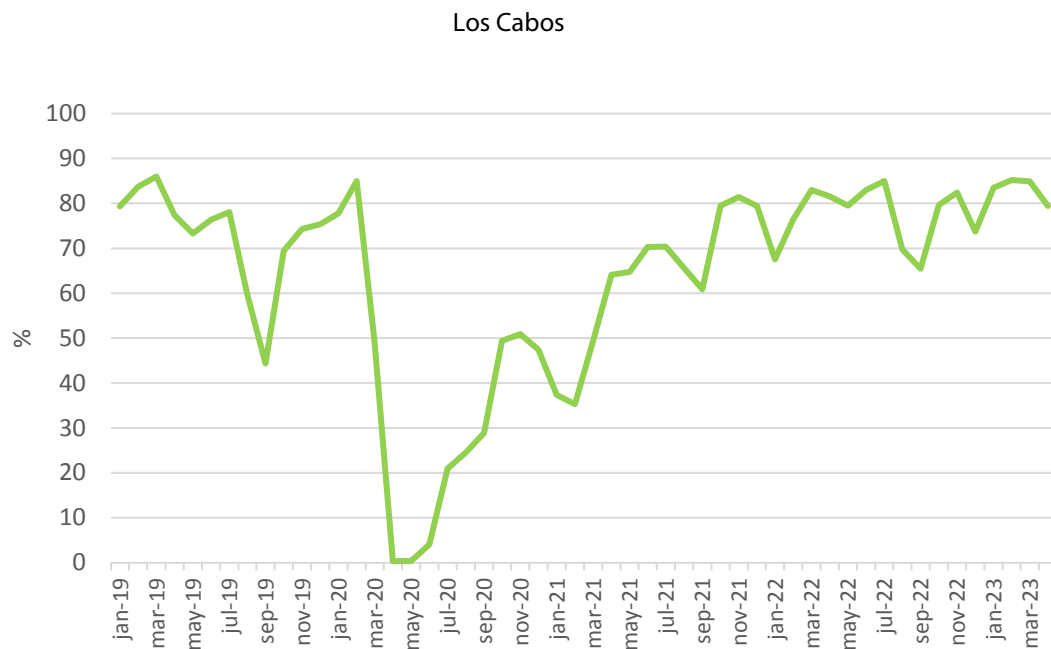
Source DATATUR

January 2023 registered the highest occupancy with 86.5% occupation rate after recovering from the Covid-19 pandemic.

During 2022 the average occupancy rate was of 72%, being April and October the periods with the highest occupation, each above 75%.

Leisure travel is thriving in Mexico, driven by the high concentration of all-inclusive resort properties across the country. The number of tourists that arrived during the first quarter of 2023 have surpassed the number of tourists arrivals by flight during the first quarter of 2019, the period before the COVID-19 pandemic began, with an increase of 30% on average in the top 3 beach destinations in Mexico (Riviera Maya, Puerto Vallarta and Los Cabos).

Hotel Occupancy 2019 – Apr il 2023
(percentage %)

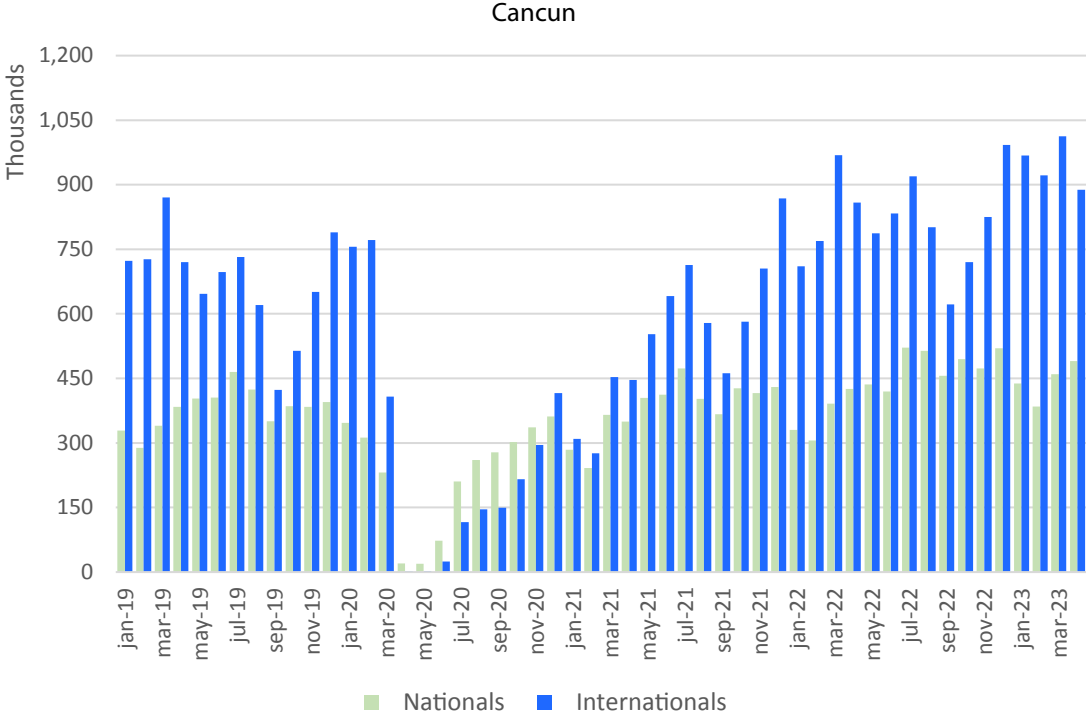
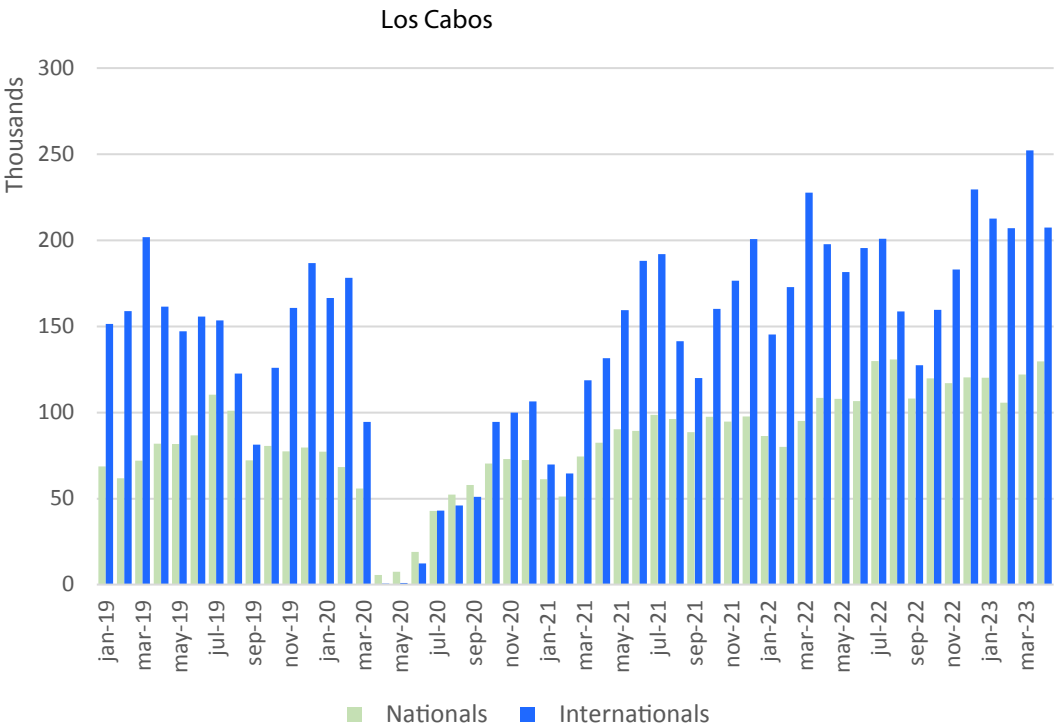


Source DATATUR

During 2022 the average occupancy rate was of 77%, being april and june the periods with the highest occupation, each above 80%

During 2022 the average occupancy rate was of 75%, being march and the periods with the highest occupation, each above 80%

Passengers Arrivals (000') 2019 – April 2023
Los Cabos and Cancun International Airport



Source: DATATUR

During the first quarter of 2023, the Los Cabos International Airport received 26% more passengers (arrivals) than the same period during 2022; the airport received 3.4 MM tourists during 2022.

Cancun is the second busiest airport in Mexico and the leading airport in international passenger traffic. During the first quarter of 2023, the Cancun International Airport received 20% more passengers (arrivals) than the same period during 2022; the Airport received 15 MM tourists during 2022.



 **COLDWELL BANKER
COMMERCIAL** | MÉXICO

LITIBÚ

Torre Virreyes, Pedregal 24, piso 6, Lomas de Chapultepec, 11040, CDMX.

David Rizo | Tourism Division | david.rizo@cbcmexico.mx | +52 55 2713 01 29

Antonio Trueba | Senior Vice President | antonio.trueba@cbcmexico.mx | +52 55 7491 06 29