

R E V E R T O   G L O B A L

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**Villas Development  
Project**

**INVESTOR PROPOSAL**

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# Project Brief



Developing of mixed-use community featuring residential plots and villas along with a resort and amenities such as restaurants, mosques, parks and retail outlets in BOT system and buy back contract throw Government entity.

## Scope of Work

- Sewage line for each plot
- Main Sewage line
- Storm water line
- Irrigation water line
- Civil defense (Fire Fighting ) line Etisalat Web Service line
- Electricity web service line
- Primary substation (Electricity)
- Internalroads, walkway, kerbstone and interlock

## Project Bullet Points



2000 PLOTS



OVER 24  
MONTHS



INVESTMENT  
US\$ 153,000,000



PROFIT  
US\$114,600,000



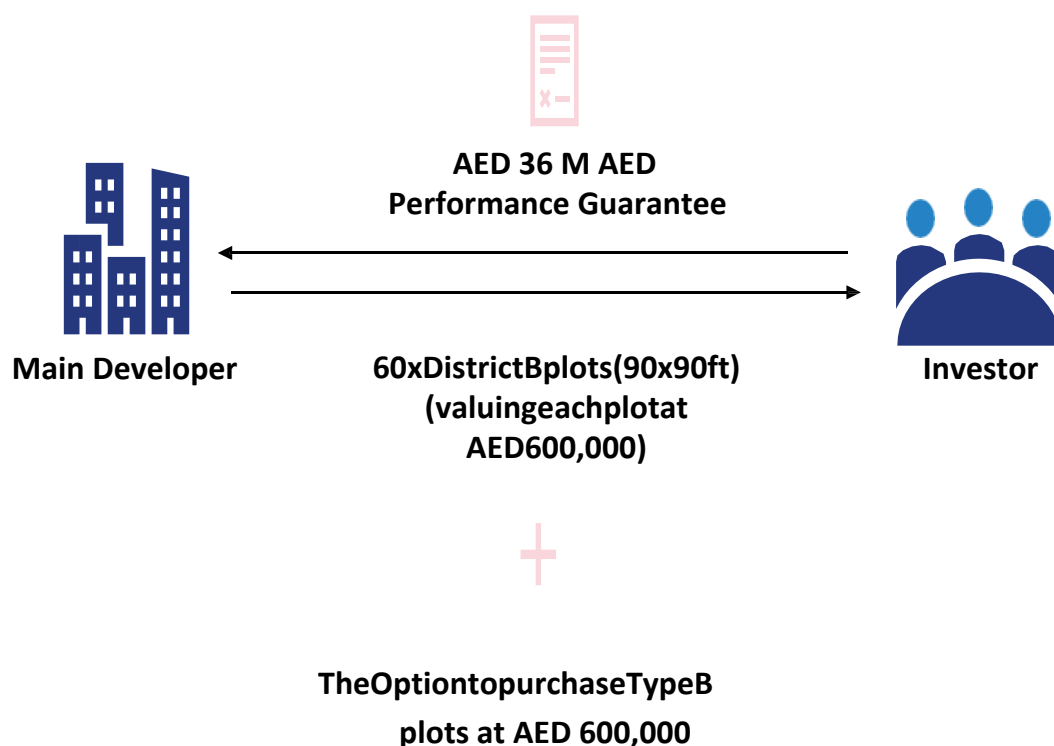
URBAN  
PLANNING



### General Notes

- The mention budget and return only for urban developments of the plots , for the villa construction and development both (Plot & Villa) will be separate investments and the return reach up 1B AED.
- The Government entity will cover the value of this contract by giving 952 plots (90 x 90ft each) to the investor and guarantee the sale .
- The partnership proposal and structure between the investor and the promotor / project arranger will be negotiate later.

# The Performance Guarantee



**A.** The investor provides an Performance Guarantee guarantee the Main Developer 36 M AED (“PG”) to for infrastructure development of 1,966 Type A plots (45 x 90ft) in three phases ( 8 months each) over 24 months.

**B.** The Investor will receive 60 unencumbered District B plots (90 x 90ft) in exchange for the PG which the Investor can choose to develop or sale as on day 1.

**C .** Total contract for infrastructure development of District A plots is AED 562,800,000 (AED 286,267/plot).

**D.** Estimated cost of infrastructure development is AED 80,000/plot.

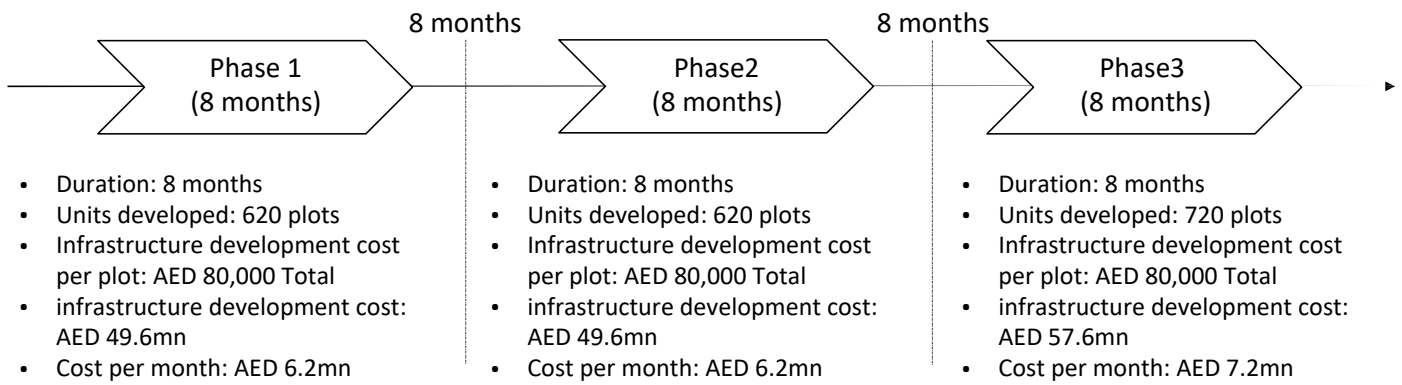
**E.** Estimated timeline for infrastructure development of each plot is 4 months.

**F.** Estimated value of developed plot AED 600,000

# The Pathway

- The Main Developer will sign a contract for construction and hand over the infrastructure work to the contractor (“The Second Party”)
- Scope of Work
  1. Sewage line for each plot
  2. Main Sewage line
  3. Storm water line
  4. Irrigation water line
  5. Civil defence (Fire Fighting ) line
  6. Etisalat Web Service line
  7. Electricity web service line
  8. Primary substation (Electricity)
  9. Internal roads, walk way, kerbstone and interlock
- The period to complete all the work mentioned above will be 24 months divided into three phases of 8 months each
- The total consideration for the aforementioned contract will be AED 562,800,000
- The Main Developer will cover the value of this contract by giving 952 plots (90 x 90ft each) in District B to The Second Party.
- The **Actual cost** of construction of the infrastructure work mentioned above is **AED 312,000,000** (including consultation fees, site preparation, drawings, N.O.C.s and general expenses)

## Development Timeline 24 months

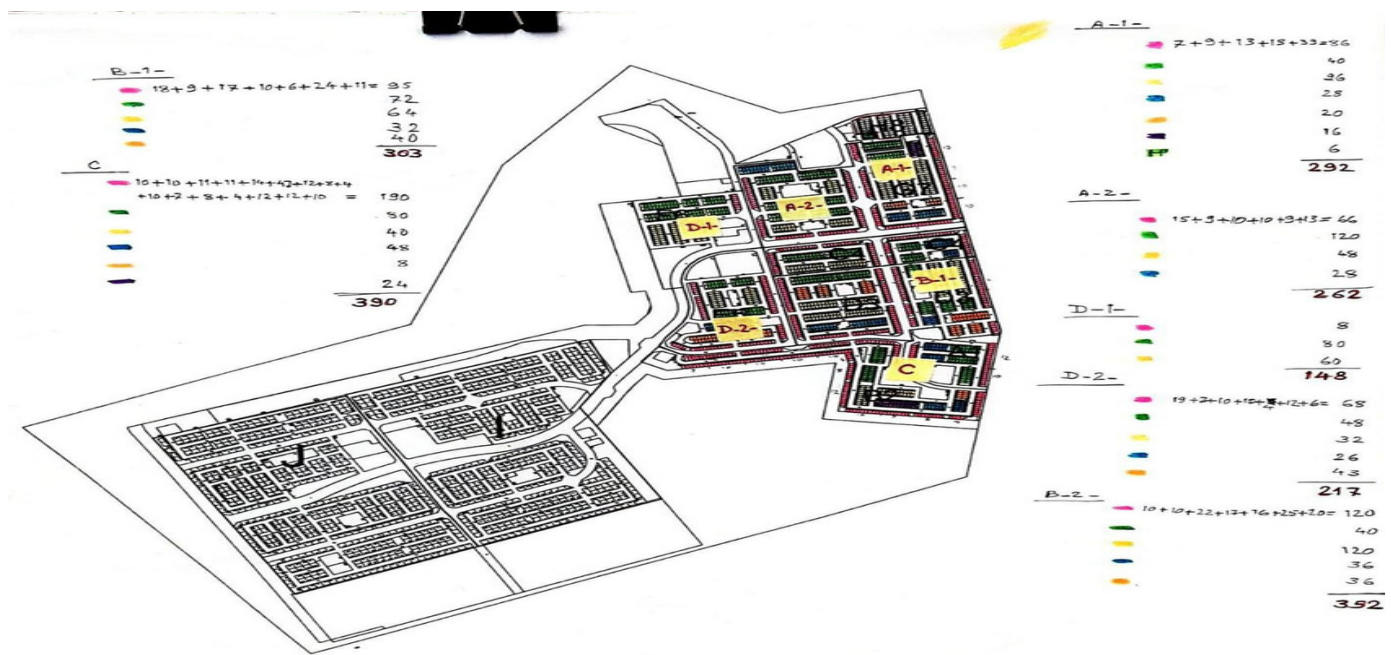


# Development Timeline

## Main Area Master Plan



# New Plot Master Plan & Phases



## Infrastructure Working Capital

- As per the phases plan we will start to develop parallelly in stage A-1 of district A (1966 Plots) and B District (952 Plot).
- We will start to develop 292 plots in stage A-1 (size 45 X 90 Feet) beside 132 Plot in District B (size 90 X 90 Feet)
- Development time will be 3.5 Months.
- The requirement working capital as follow :

Sr.	Description	Time	Amount ( AED )
1	Performance Bond	Advance	36,000,000
2	Entry Fee	Advance	16,589,500
3	4% Advance for the whole contract	Advance	13,000,000
4	District A	First Month	10,411,000
5	District B	First Month	3,420,000
6	Primary substation (Electricity) District A	First Month	2,239,000
7	Primary substation (Electricity) District B	First Month	2,333,000
8	Total Development Requirement (A&B Districts)	Second Month	18,403,000
9	Total Development Requirement ( A & B Districts)	Third Month	18,403,000
10	Total Development Requirement (A&B Districts)	Half of Four Month	9,201,500
11	<b>Total Requirement for this phase</b>		<b>130,000,000</b>

- By the end of this period and development we will have 132 Plots ready to move for both exit either sale or develop.
- Maximum monthly working capital requirement is 18,403,000 AED up to the project end.

## Villa Development Plan & Working Capital

- Plan to Develop 952 Villas with a plot size ( 90 x 90 ) Feet ( 753 SQMT ) and build up an area of 661 SQMT.
- Stand-alone villas including 6 master bedrooms, Majles, family hall, heavy and light kitchen, swimming pool , landscaping, maid and driver rooms.
- The total cost for each villa is (1,186,000 ) AED.
- Time execution plan 24 months.
- Synchronously Will start the development of the villas with the infrastructure plan of the project.
- In the first stage we will start to build 20 sample villas ( from 132 villas ) diverse in styles, exterior and interior design, components, and other elements to meet the different tastes, needs, and preference of clients.
- The time plan to hand over the 20 villas is 4 months.
- The required working capital for this first stage is ( 5,930,000 ) AED /Monthly.
- The second stage will be develop the rest of the 132 villas and handover 28 Villas monthly next 4 months with a require working capital of ( 33,208,000) AED / Monthly.
- The rest of the project will be completed in 16 months by handover 51 villas monthly.
- We will start the sales operation by lunching the first stage of the project and as per expected cash flow and phases plan a total working capital need to develop the whole villas project is ( 156,552,000 ) AED
- The minimum expected selling price of each villa is ( 2,600,000 ) AED
- We advise to organize a design competition to come up with the best villa design.

## Proposed Villa Design





## Proposed Villa Floor Plan



## Profit Scenarios

### Option 1

Selling the Plots with Complete Infrastructure

No. of plots [A]	938
Cost per plot (AED) [B]	(450,000)1
Total net profit (A x B)	421,100,000

### Option 2

Selling the Plots with constructed Villas (please refer to Annexure A for the villa plan)

	Total (AED)
Minimum sales price [A]	2,600,0000
Land cost [B]	(452,622)
Construction cost2 [C]	(1,160,000)
Total construction cost [D = B + C]	(1,612,622)
Net profit per villa [E = A - D]	1,000,0001
<b>Total net profit [E x 938]</b>	<b>938,000,000</b>



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