



ASSAFRICA & MEDITERRANEO
ASSOCIAZIONE PER I RAPPORTI ECONOMICI
CON AFRICA, MEDITERRANEO E MEDIO ORIENTE



Istituto nazionale per il Commercio Estero

SEMINARIO DI PRESENTAZIONE



ROMA, 13 SETTEMBRE - ORE 10.30

FEDERTURISMO – VIALE PASTEUR 10

PROGRAMMA

- h. 10.30 Registrazione dei partecipanti
- h. 10.45 Indirizzi di saluto:
Dott. Aldo LI CASTRI – Responsabile Relazioni Esterne
FEDERTURISMO – Confindustria
- h. 11.00 Dott. Pier Luigi d'AGATA – Direttore Generale
ASSAFRICA & MEDITERRANEO – Confindustria
- h. 11.15 Le opportunità di TOURISM 2006 ed il programma ESIPP
Dario MILANO – Leonardo International Projects
- h. 11.45 Strategie promozionali ICE in Africa sub-sahariana
Dott.ssa Alessandra RAINALDI – Responsabile Desk ICE –CDE, ICE Roma
- h. 12.05 Gli strumenti SIMEST a supporto dell'internazionalizzazione delle imprese in Africa
Dott. Giancarlo BERTONI – Dirigente Dipartimento Promozione e Marketing SIMEST
(da confermare)
- h. 12.25 SACE ed il programma Africa
Dott.ssa Rossella BELLINI – Head of Advisory SACE
- h. 12.45 Dibattito
- h. 13.00 Chiusura dei lavori



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MANIFESTAZIONE D'INTERESSE

Seminario Presentazione
TOURISM 2006

Roma 13 settembre 2006 – ore 10.30
FEDERTURISMO – Viale Pasteur 10 (II piano)

(scheda da inviare entro lunedì 11 settembre 2006 al fax n. 065903730)

Azienda: _____
Indirizzo _____:

Città _____: _____ CAP _____ Prov. _____

_____ Tel. _____ Fax _____

E-mail _____: _____ Sito _____ Web: _____

_____ Fatturato _____ N. _____

Addetti _____

Data di costituzione _____

Capitale sociale _____

Settore di attività
(in inglese): _____

Partecipante: _____

Qualifica (inglese): _____

Tel: _____ Fax _____ E-mail _____

Profilo aziendale (in inglese):

Principali prodotti (in inglese):

Data _____ Firma _____



tourism2006

Tourism Opportunities
and Partnerships in
Southern Africa



Windhoek, Namibia 03 - 06 October 2006

SAMPLE PROJECTS

More than 200 tourism projects seeking investment or partners have been identified across Southern Africa. A selection process means that the owners of some 100 of these will be invited to attend Tourism2006. Below is listed a sample only of the type and range of projects sourced. For more information on these and other projects, please contact tourism2006@chl-sadc.com.

Location	Sector	Project Description	Investment / Partnership sought	Existing / New Business	Value - Euro
BOTSWANA	Tourism Services	An existing tour and safari business plans to expand its operation with more accommodation, vehicles and boats and seeks assistance in marketing access to the American and European markets.	Trading Partnership	Existing	1,700,000
LESOTHO	e-Commerce	Promoter seeking capital, related IT and access to markets expertise to build e-Commerce platform to provide tourist information and online tourism product sales.	Joint venture: Equity, expertise and marketing.	New	575,000
MADAGASCAR	Transport & Tourism Services	4x4 vehicle hire company seeking to expand its fleet to meet demand for a variety of new routes and tours.	Joint Venture Agreement, Transfer of Technical Know-how, Trading Partnership	Existing	400,000
MAURITIUS	Leisure Development: Hotel Resorts, Luxury Housing, Marina, Golf Estate	A proposed leisure development on the coast of Mauritius comprising of a main resort (10 ha hotel), 3 smaller hotel sites, housing (25 luxury houses and 88 apartments), an inland residential waterfront and marina (205 villas and 250 apartments) and a golf course estate (265 villas and 150 apartments). Proposer seeks JV investment partner. Business plan and financial projections are available.	Joint Venture Agreement	New	125,000,000
MAURITIUS	Manufacturing - Pleasure Craft	The promoters manufacture, market and sell versatile 22 metre timarans for tourist transfer, surveillance and patrol, fisheries protections, etc. Seeks assistance to expand line production of varying sized timarans.	Technical Assistance, Sub-Contracting Agreement	Existing	3,200,000

MOZAMBIQUE	Leisure Development	Promoters seeking equity partner in a planned beach resort in an area of outstanding natural beauty with year round world-class scuba diving. The facilities will consist of a casino, nightclub, restaurant complex, retail outlet, 4* hotel (168 rooms), conference centre, self catering apartments and a 5* boutique hotel, gym and spa. A business plan with financial projections is available. Architects, engineers, and project managers have been appointed.	Joint Venture Agreement	New	45,000,000
NAMIBIA	Tourism Supplies	Manufacturer of hospitality cosmetics seeking to expand its operation. The range of includes soaps and lotions, hair care and skin care products.	Joint Venture Agreement, Trading Partnership, Transfer Technical Know-How	Existing	175,000
NAMIBIA	Training	The promoters are seeking a partner to facilitate training and skills development. A business plan has been elaborated and tenure rights, planning permission and preliminary environmental approvals are in place.	Technical Know how / Funding	New	4,500,000
NAMIBIA	Integrated Leisure development	This planned resort is close to Windhoek and includes a village, upmarket restaurant, cultural centre, lodge and conference centre, yachting, canoeing, caravan and camping facilities, hiking, swimming pool and playground. The development rights and a 60 year site lease has been secured and €3m of the estimated capital costs of €6m has been raised to date.	Joint Venture Agreement / Management Agreement	New	6,000,000
SOUTH AFRICA	Integrated leisure estate – hotels, residential, retail	An existing business specialising in the development of large leisure/resort residential and commercial entities is planning a new coastal resort. Facilities will include a 1,200 room hotel, 4,000 residential units, 1,200 low cost houses and 25000m2 of retail. The promoters have shown very good growth between 2003 and 2006 and are seeking a joint venture partner willing to invest in the new coastal development. Detailed business plans are available.	Joint Venture: Finance – equity, debt as well as technical capacity if appropriate.	New	100,000,000
SOUTH AFRICA	Leisure Development	An integrated tourism and leisure residential development, the estate will have a luxury hotel (30-80 bedrooms), spa, conference facility, golf course, residential estate and wine farm. The tenure rights have been secured and the planning and environment processes are at an advanced stage. Promoters seeking to sell or lease out the hotel site.	Sale/Lease of hotel Development	New	13,500,000
SOUTH AFRICA	Game Reserve & Golf Estate	Financial investment sought for the development of a luxury, internationally recognised private game reserve, golfing estate with its own airstrip and service infrastructure. The project is at the planning/conceptualisation phase, a site having already been secured. Financial projections available.	Monetary Capital Investment	New	80,000,000

SOUTH AFRICA	Hotel Room Investments	JV partner sought to expand the concept of Hotel Room Investment which enables the purchaser to buy a sectional title room within a Hotel. The Hotel's trading profit is distributed amongst the owners of the Hotel on a participation quotient (PQ) basis. Already implemented with two South African hotels, the promoters are planning to roll out a number of sectional title hotels – initially throughout South Africa and then in other strategic locations.	Joint Venture Agreement	New	63,000,000
SOUTH AFRICA	Attraction: Platinum Visitor Centre	Partner sought to develop a world class 'interactive showcase' to include a simulated underground mining experience, interactive educational displays, a wide range of platinum associated end products, trading outlets and a booking desk for tourism excursions of the area, including mining and cultural tours. Various agencies including the mining industry and provincial and local government have already made financial commitments to the project.	Professional operating partners experienced in visitor attraction management	New	8,000,000
SOUTH AFRICA	Golf Course / Estate / Private Game Reserve	Partner sought to expand a Private Game Reserve currently offering a unique blend of an up-close game experience, enchanting restaurant, unsurpassed accommodation in elegant surroundings and conference and banqueting facilities. The reserve has the potential to expand and include an Eco-Golf course and accommodation facilities for both permanent and holiday purpose.	Joint Venture Agreement, Trading Partnership	Existing	20,000,000
SOUTH AFRICA	Multi faceted tourism node	The project includes the development of a 20,000 hectare nature reserve plus 610 beds in two lodges, plus a Sporting Academy and Rehabilitation facility (for 15 disciplines of Olympic Standard) with related accommodation for 450 athletes. An Adventure and Activity Centre will provide access to 29 various activities (including game drives, hiking, quad bikes, helicopter rides, fishing, water skiing, and many others). A projected return on investment of 10-15% can be negotiated for the first year of operation.	Joint Venture: Financial (equity and/or debt) and technical contribution	New	30,000,000
ZIMBABWE	Eco-tourism activities, accommodation	Owners of hospitality and wildlife based attractions in six Zimbabwean Parks plan a programme of product renovation and re-branding to include an electronic network of booking centres.	Joint Venture	Existing	750,000
ZIMBABWE	Water-based Activities	Partner sought to help expand a highly successful inbound tour operator servicing land and cruise tours of Zimbabwe, Zambia and Botswana.	Joint Venture	Existing	600,000