



MANGROOVY

WALKING TO THE BEACH

FOR INVESTORS

TOTAL PROFIT PER AVERAGE MONTH ACCORDING TO EACH TYPE OF APARTMENT

| INCOME VS EXPENSES | Garden House | Unit A | Unit B - lock off | Unit C - lock off | Penthouse - lock off |
|--|----------------|----------------|-------------------|-------------------|----------------------|
| Prices per night (annual average) | \$267 | \$133 | \$178 | \$178 | \$317 |
| Income per month with a 76.9% occupancy rate | \$6,152 | \$3,076 | \$4,101 | \$4,101 | \$7,306 |
| Vacational rental Management Costs | \$1,230 | \$615 | \$820 | \$820 | \$1,461 |
| Maintenance costs for Common Areas | \$795 | \$440 | \$336 | \$352 | \$716 |
| 360° Administration Costs | \$430 | \$215 | \$215 | \$215 | \$430 |
| Total Profit (estimated per month) | \$3,697 | \$1,806 | \$2,730 | \$2,714 | \$4,699 |

- Prices per night vary depending on the type of apartment, its square meters and the season of the year, which is why we have considered average annual values.
- We calculated income (vacation rental sales) according to an annual occupancy rate of 76.9% (official data of hotel occupancy rates in the area in 2022 according to SEDETUS)
- We subtract maintenance costs, 360° administration costs and the 20% corresponding to the vacation rental management services.
- **All prices have been calculated on an exchange rate of \$18, and may vary according to the transaction days.**

RETURN ON INVESTMENT (ROI) ACCORDING TO TYPE OF DEPARTMENT

| RETURN ON INVESTMENT | Garden House | Unit A | Unit B - lock off | Unit C - lock off | Penthouse - lock off |
|---|--------------|--------------|-------------------|-------------------|----------------------|
| Presale Price according to each Type of Apartment | \$628,513 | \$292,320 | \$231,428 | \$233,694 | \$584,547 |
| ROI for hospitality business / % | 7.06 | 7.41 | 14.15 | 13.94 | 9.65 |
| Capital Gain (conservative estimate) / % | 10 | 10 | 10 | 10 | 10 |
| TOTAL RETURN ON INVESTMENT % | 17.06 | 17.41 | 24.15 | 23.94 | 19.65 |

- Pre-sale prices vary according to each type of apartment, and in turn, each of them varies its price, depending on the floor in which it is located, that is why we use an average value for each type of apartment.
- Except for the Garden House and the Penthouse, they are unique apartments, therefore their value is exactly what appears in this table.
- The ROI has been calculated based on an average annual occupancy rate of 76.9%. (according to SEDETUS)
- The Capital Gain can be even greater than 10% calculating the growth of the Riviera Maya, especially the connectivity that the Mayan Train, already inaugurated, will provide to the entire area.
- **All prices have been calculated on an exchange rate of \$18, and may vary according to the transaction days.**

More Benefits

The Owners participate in the income generated by the Common Areas:

Rooftop rental for private events ➡ + 6%

Sky Bar sales ➡ + 6%

At the end of each year we will pay an annual bonus of 6% to each owner.

In this way, we take care of the organization of events at the Rooftop, and the daily operation of the Sky Bar, with each owner participating in these profits.



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Year Historical capital gain

| | |
|------|-----|
| 2018 | 8% |
| 2019 | 12% |
| 2020 | 15% |
| 2021 | 18% |
| 2022 | 20% |

Year Projected capital gain

| | |
|------|-----|
| 2023 | 10% |
| 2024 | 12% |
| 2025 | 14% |
| 2026 | 16% |
| 2027 | 18% |

Capital gain

Quintana Roo has led the country in capital gains indexes, especially in Residential Plus and Premium properties.

Improvements in infrastructure (new roads, bridges, airports and the construction of the Mayan Train) and tourism and population growth indicate that the growing demand for housing will continue to drive prices upward.

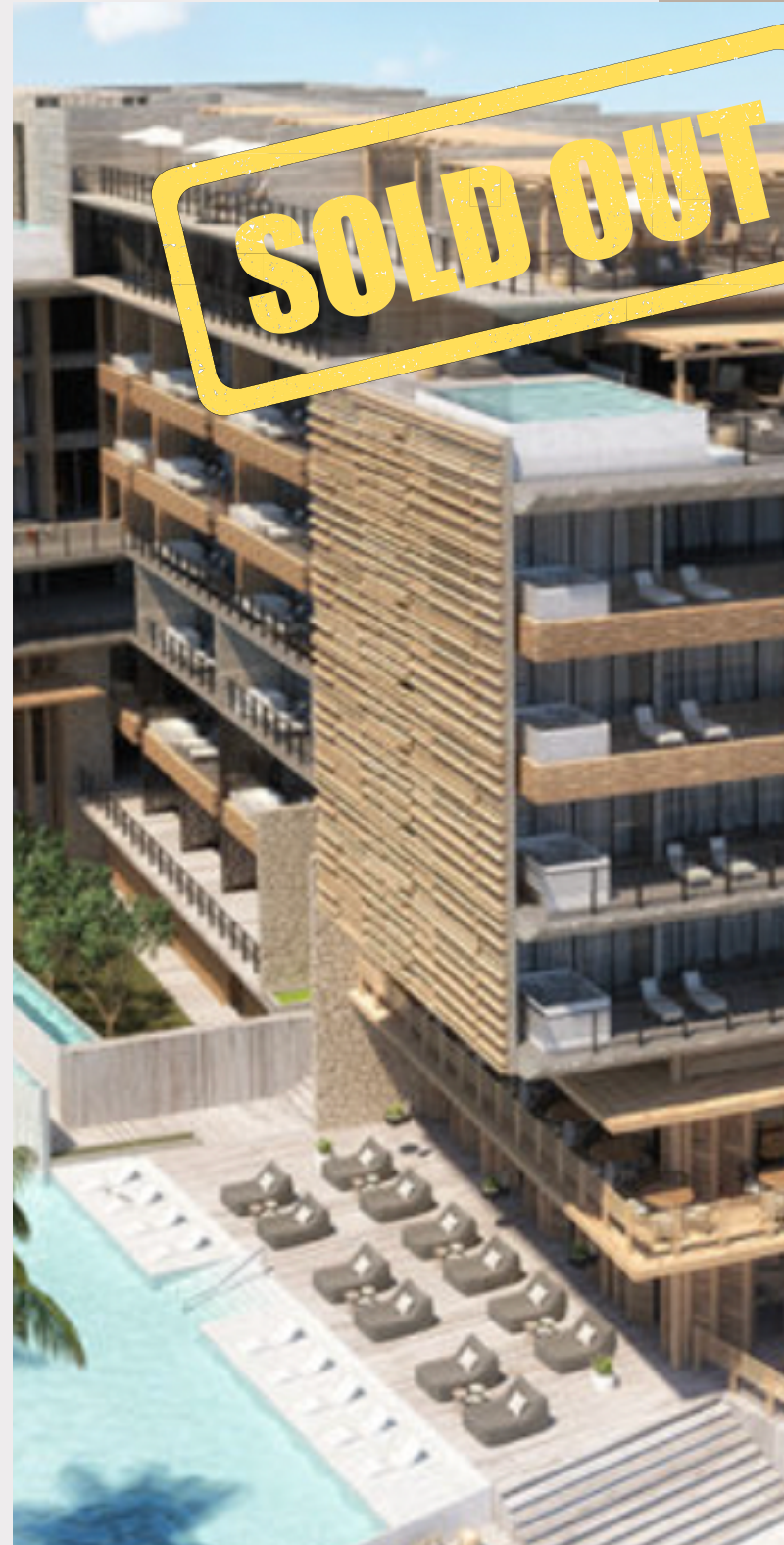
If you are looking for a real estate investment that provides you with the security of a good return on investment, Puerto Morelos is an excellent option, and Mangroovy in particular, is a smart real estate investment, with a projected capital gain of 14% on average for the coming years.



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We have compared the **SOLD** developments in Puerto Morelos' beach area from September 2021 to May 2023



RESIDENTIAL > prices per M2 FROM \$52,524 TO \$88,218

Basic amenities: elevator, pool. Medium and low interest finishes. No services.

Developments consulted: Turix, Uva de Mar, Suyab, and Strela.



RESIDENTIAL PLUS > prices per M2 FROM \$55,224 TO \$96,156

Amenities: elevator, swimming pool, gym. 24 hour security. No services.

Developments consulted: Porto Blu and Ix



PREMIUM > prices per M2 FROM \$61,578 TO \$107,694

Beach front with its own beach. High interest and luxury finishes. Developments consulted: **The Fives:** Premium services and amenities. Hotel operation. With stay restrictions and no investment returns. **Nálu:** No services and no stay restrictions.

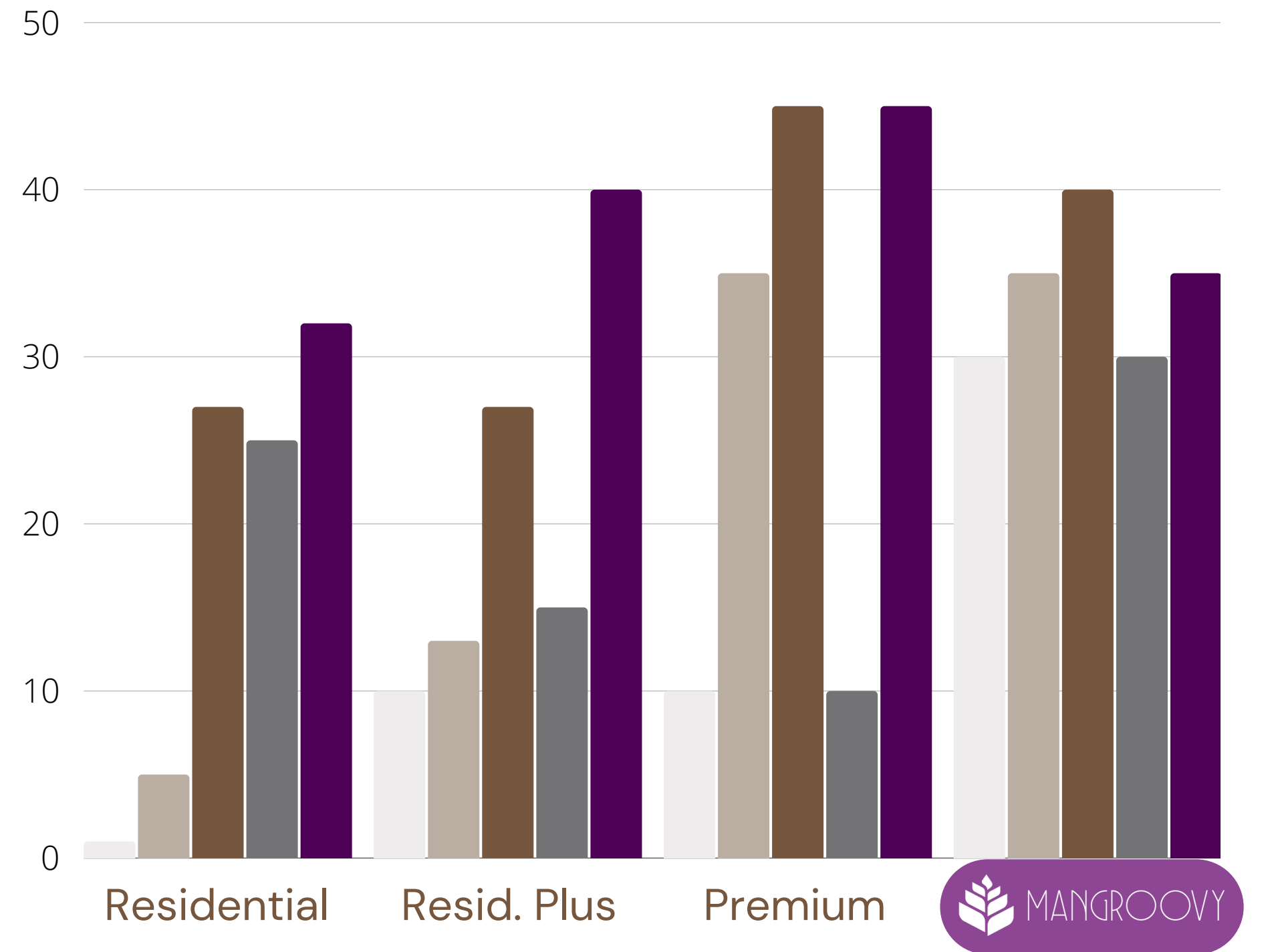


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Adding value as a DIFFERENTIAL factor

Mangroovy synthesizes the best of the "Residential Plus" products and takes features of the "Premium" products at a very competitive price.

Privileged location, modern design with luxury finishes, functionality, sustainability, hotel quality operation, comprehensive management services, potential in terms of investment.



- Sustainability solutions
- Comprehensive services to the client and the owner
- Close to the sea and to the Touristic Center of Puerto Morelos
- Return on investment
- Sales price



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Expertise

- We are experts in property management for vacation rentals
- We know the needs of our clients and we know how to solve them
- We implement dynamic pricing systems that ensure you the best price per night
- We design our apartments according to hotel standards
- We have an innovative gastronomic vision with an artisanal seal.

Location

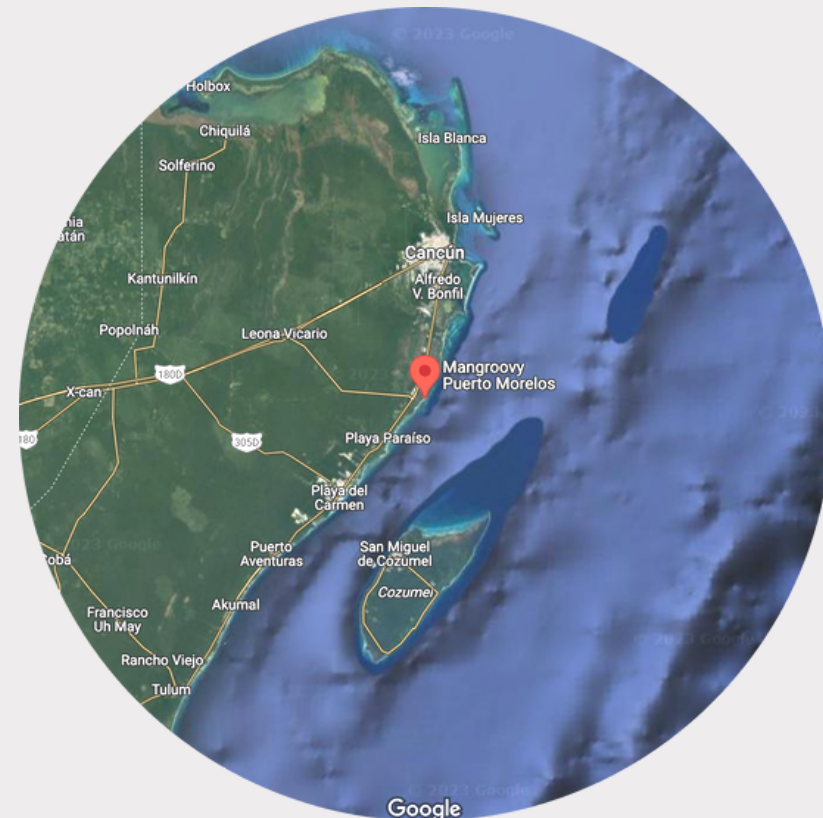
- 3 blocks away from the beach
- 3 blocks away from the restaurant and touristic area
- 25 minutes from Cancun International Airport
- 30 minutes from Cancun and/or Playa del Carmen



3 blocks from the beach



With panoramic views of the Protected Mangrove Reserve



Mangroovy has THE BEST of each model



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LOCATION and VIEWS:

- Residential area (250m from the beach)
- Mangrove and sea view

Finishes: high interest

AMENITIES

Rooftop with infinity pool, elevator, reception, gourmet restaurant, Sky bar, Wellness Area.

SERVICES

Hotel-quality services / Worry-Free Mode* without stay restrictions for owners / 360° booking and property management service. Concierge / Security 24 hours.

Prices from \$3.800 to \$5000 USD x SQ FEET

**Residential plus with PREMIUM features
/ only 11 UNITS**



*Worry-Free Mode Includes:



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Common area maintenance costs

- CFE (electric energy): rates and payment management
- Aguakan (water supply): tariffs and payment management
- Internet (fiber optic): rate and payment management
- Taxes (payroll, social security, civil protection): rates and payment management
- Concierge service
- Private security
- General maintenance (rooftop, pool, lobby, etc.)
- Specialized maintenance (elevator, solar panels, water treatment plant)
- Cleaning
- Gardening
- Reserve fund
- General administrator
- Condominium common property insurance (and assistance for unit insurance)



*Worry-Free Mode Also Includes:



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360° costs per unit (hotel management)

- Administration and monthly reports to the owner
- Payment of utilities
- Maintenance and renovation of household appliances
- Furniture maintenance and renovation
- Maintenance and renovation of whites, tableware and decoration
- Laundry and cleaning service
- Room service
- Basic consumables (drinking water, bath soap, toilet paper, sugar, coffee)
- House keeping
- Wi-fi
- Hiring and personnel management, payment of salaries.
- Procedures: operating license, payment of taxes (payroll, accommodation tax, etc.)



*Worry-Free Mode Also Includes:



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Booking Services in expert hands

- Vacation reservation management.
- Branding: construction and positioning of the Mangroovy brand.
- Creation of the website with onsite booking engine, professional video and photography material, etc.
- Channel Manager setup with all online booking platforms: Booking.com, Airbnb, VRBO, among others.
- Integration of secure online payment system.
- Creation and operation of CRM, e-mail marketing.
- Pricing: dynamic pricing strategy optimizing occupancy.
- Personal and online guest service: general tourist service, changes, cancellations and returns.
- Community management: creation of social networks and promotions.
- Development of marketing strategies.





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Phase 1

May 2022 - May 2023

Identification and acquisition of optimal land. Study of the Puerto Morelos market.

Idea, feasibility and planning of the conceptual project.

Phase 2

May 2023 - December 2023

Executive Project.
Permit and license management.
Pre-sale release.

Phase 3

April 2024 - April 2025

Construction and delivery of units.

Project Phases



Value proposal

- Boho design and architecture integrated into the natural environment.
- A few steps from the beach, in the best area of Puerto Morelos
- Hotel quality operation without restriction on stay times.
- Worry-Free* system for owners.
- **Luxury real estate investment that passively generates extraordinary rates of return and high capital gains.**
- 360° administration services + cleaning + maintenance.
- Healthy and homemade gourmet restaurant.
- Advanced technology in water treatment and energy saving.





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Invest with us

- Are you looking to protect your savings from inflation by investing in high-value real estate?
- Are you looking for a quiet place in paradise where you can spend a few days a year without stay restrictions?
- Are you looking to invest in solid and stable assets that in turn provide you with excellent returns on your investment?





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CONTACT US



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www.mangroovypuertomorelos.com