

THE *Spigo*  
*Fairmont*  
PALM RESIDENCE

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For the best selection of both developer direct and re-sale luxury apartments and villas on the Palm Islands of Dubai, for the most up to date news and information about the property market, for unparalleled customer service and for the inside track on new launches, click first on [www.ThePalmDubai.com](http://www.ThePalmDubai.com)



Zimbali Lodge, South Africa

IFA Hotels & Resorts is a wholly-owned subsidiary company of Kuwait-based International Financial Advisors. Specialising in the development of hotels and resorts throughout Europe, the Middle East and Africa, IFA Hotels & Resorts is known for its luxury properties and professional management capabilities.

IFA will be building and managing two 5-Star hotels and more than 2,000 apartments on The Palm Jumeirah, Dubai, comprising The Fairmont Palm Hotel & Resort, The Palm Golden Mile, The Palm Residence and a new hotel and vacation club on the island's crescent, The Fairmont Jumeirah.

IFA Hotels & Resorts is the force behind the management of the super-premium Sheraton Algarve Hotel and Pine Cliffs Resort in Portugal, part of Starwood's Luxury Collection; and the Zanzibar Beach Hotel and Resort on the historic Tanzanian spice island. In South Africa, IFA is involved in a joint venture in the existing Zimbali Coastal Resort and has acquired one of South Africa's most exclusive hideaway resorts: the Zimbali Lodge.

As a means of strengthening its position as a leading regional company, International Financial Advisors has recently listed on the Dubai Financial Market, in addition to its listing on the Kuwait Stock Exchange. IFA is also in the process of listing in South Africa, on the Johannesburg Stock Exchange, further enhancing IFA's international profile.

The Fairmont Palm Residence, Dubai

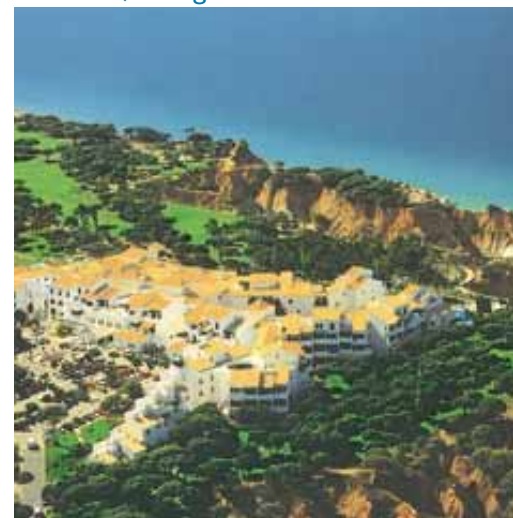


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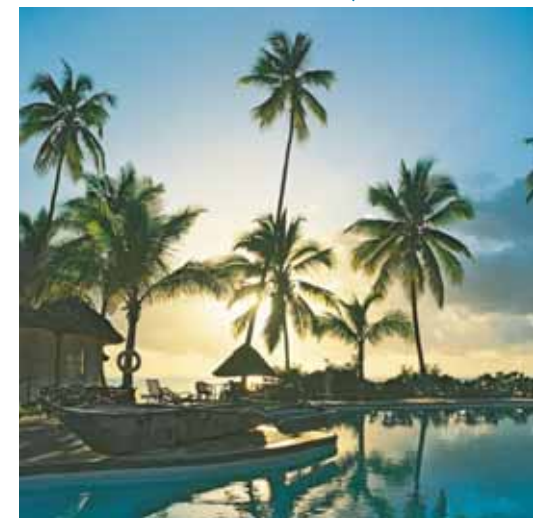
Alabadiyah Hills, Lebanon



Pine Cliffs, Portugal



Zanzibar Beach Hotel & Resort, Tanzania



From a collection of small villages on the shores of Dubai Creek, in less than 50 years Dubai has become one of the fastest developing cities in the world. With its year-round sunshine and exceptional infrastructure, Dubai is embracing remarkable growth. Here is a city where breathtaking skyscrapers, high-tech business parks, championship golf courses, vast convention halls and exhibition centres, indoor ski slopes and enormous shopping malls co-exist with some of the world's most glamorous beach resorts.

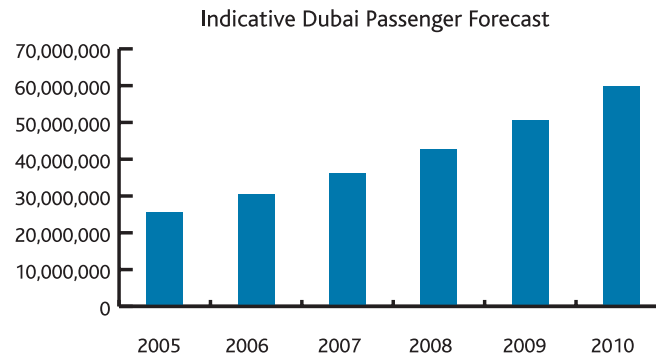
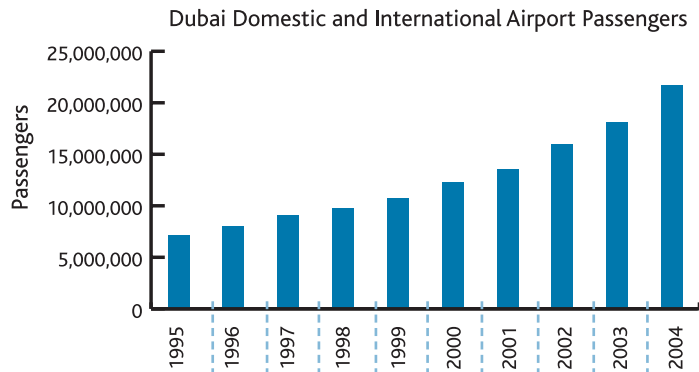
The Palm Jumeirah island can be seen from space and has been followed up with another immense land-reclamation project – The World – where investors can buy their 'country' of choice, on islands that form a 'map' off the coast. The equally remarkable Palm Deira, The Palm Jebel Ali and Dubai Waterfront are under construction. Burj Al Arab is a spectacular structure and the first seven-star hotel in the world. Dubai demands - and gets - attention.

# Booming Dubai

Cities have their decades: Paris in the 1890s; New York in the 1930s; Los Angeles in the 1950s; or Singapore in the 1990s.

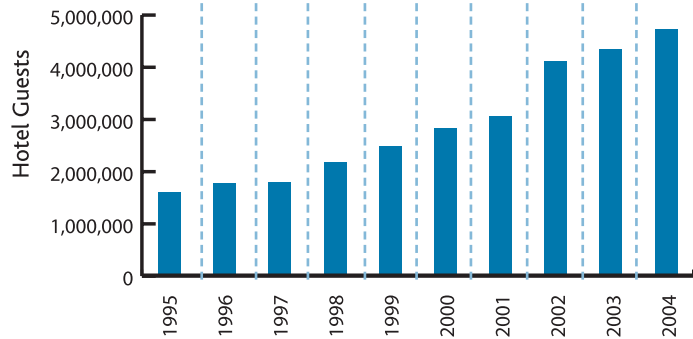
**So where is it happening in the 21st century's first decade?**





Source: IFA Research, Corporate Dubai 2005

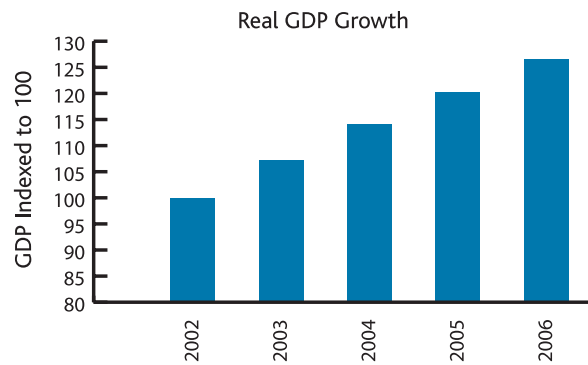
Emirates' record order for 45 A380 aircraft and the new Terminal 3 at Dubai International Airport will fuel Dubai's increasing passenger volumes



Dubai Hotel Guests

Source: Dubai Department of Tourism and Commerce Marketing

Between 1995 and 2004, passengers and hotel guests have increased 13% compound on average each year



Source: IFA Research

The UAE economy is growing at a compound rate in excess of 5% each year, ahead of most developed economies in Europe and internationally

Dubai is moving from strength to strength. Tourism - undisputed forerunner of the many industries thriving on the city's incredible growth - is fuelled by the increase of outstanding hospitality developments and integrated resorts, together with aggressive global marketing of the 'Dubai' brand.

4-Star and 5-Star hotel occupancy rates in Dubai were in excess of 90% and 85% respectively in 2004, highlighting the current lack of upscale hotel accommodation in the market.

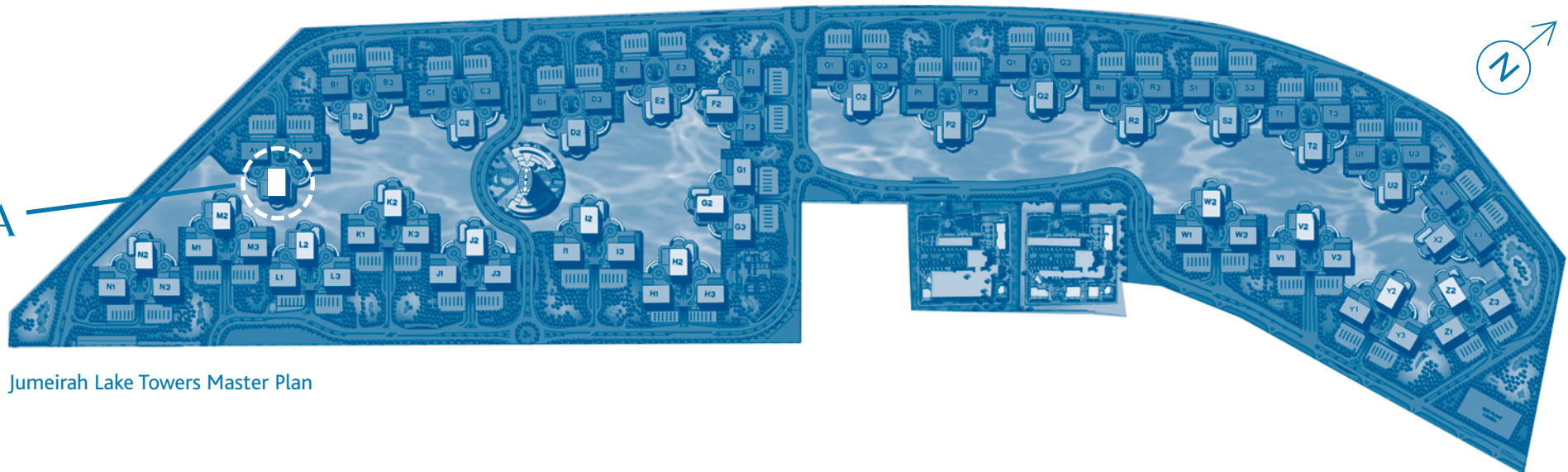
With dual competencies in the real estate and hospitality industries, IFA Hotels & Resorts is uniquely positioned to meet this future demand.

# Dubai - the world's leading leisure destination



# Jumeirah Lake Towers - the premier location

# 116,000 square metres of spectacular lakes and waterways



Jumeirah Lake Towers Master Plan

The dynamic Jumeirah Lake Towers community combines a lively urban lifestyle with an environment to equal the most exclusive waterfront developments of cities around the world.

A project of astonishing scope, Jumeirah Lake Towers is located just off Sheikh Zayed Road between interchanges 5 and 6, and features residences, retail outlets and offices surrounded by 116,000 square metres of spectacular lakes and waterways.

Jumeirah Lake Towers is just five minutes drive from the superb facilities of Dubai Marina, three PGA championship golf courses and numerous luxury beachfront resorts. The development is equal distance to two of the world's biggest shopping malls, one of which houses Ski Dubai, the world's largest indoor ski slope.

Conceptually - and in reality - Jumeirah Lake Towers brings a sophisticated dimension to Dubai living and the stunning Laguna Tower developed by IFA is superbly located on a water-front pinnacle within the development.



Providing all the comforts and amenities that you would expect of an IFA development, Laguna Tower delivers leading edge design. The 5-Star Mövenpick Hotel & Residence will have lush green landscaping in its immediate proximity, a children's play area to enhance the vibrant community atmosphere, and easy access to miles of waterside walkways.

Built in a pivotal and commanding location at the head of Jumeirah Lake Towers, the majority of apartments and hotel rooms at the 40-storey Laguna Tower will enjoy fabulous lake or sea views.

Laguna Tower will incorporate a health centre and spa with gymnasium and aerobics studio, swimming pool with Jacuzzi, elegant reception area, 24-hour security and two levels of basement parking. Mövenpick will offer a range of restaurants and retail outlets including a coffee shop, all-day dining restaurant, wine cellar and themed bar, private dining facilities and function rooms. State-of-the-art technology offers residents and guests the very best in luxury living.

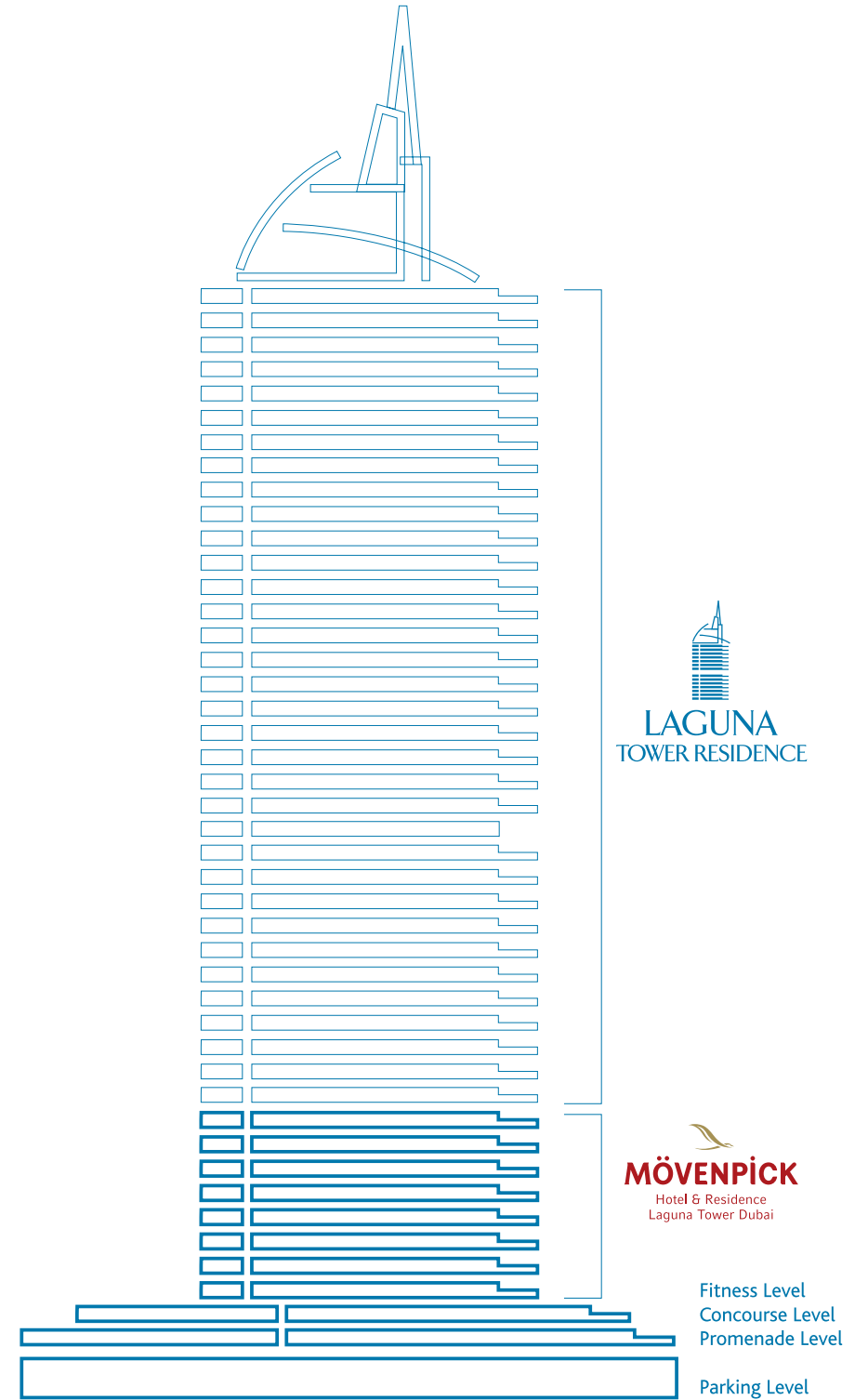
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**Laguna Tower - the height  
of luxury on the waterfront**



[www.ThePalmDubai.com](http://www.ThePalmDubai.com)



Fitness - health centre and spa, swimming pools, meeting rooms and business centre

Concourse - lobby, retail, all-day dining restaurant and coffee shop

Promenade - retail and cafés

Parking - levels 1 & 2





# Pioneering concept

Backed by IFA Hotels & Resorts' enviable track record in international property development and management, as well as their commitment to the highest ethical standards, the company is pleased to offer for sale freehold hotel residences in Laguna Tower, presenting international investors with an exciting opportunity to participate in Dubai's burgeoning hotel market.

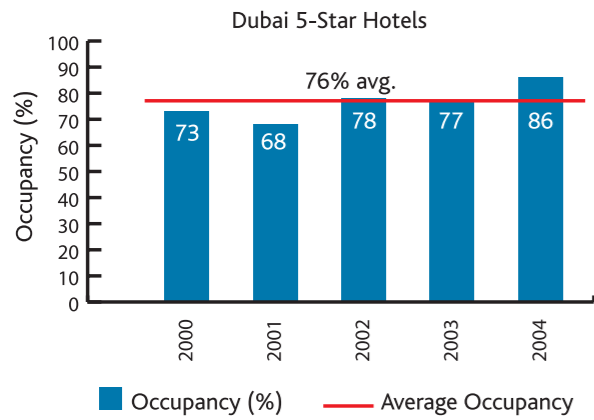
IFA Hotels & Resorts has developed an innovative property investment vehicle that combines hotel ownership with a guaranteed return and strong capital growth potential - introducing *Hotel Ownership by IFA Hotels & Resorts*. The concept allows investors to buy a fully-furnished, 5-Star branded hotel residence, professionally-managed by the renowned Swiss hotel chain, Mövenpick Hotels & Resorts.

This represents a new opportunity for mid-tier investors to participate in hotel ownership, which has previously been the exclusive domain of high net worth individuals and large corporations. Investing in hotels may be an attractive alternative for investors wishing to diversify their residential and commercial property portfolios. Hotel investments also act as a hedge against inflation, as hotel values tend to appreciate in line with average room rates, driven by hotel demand.



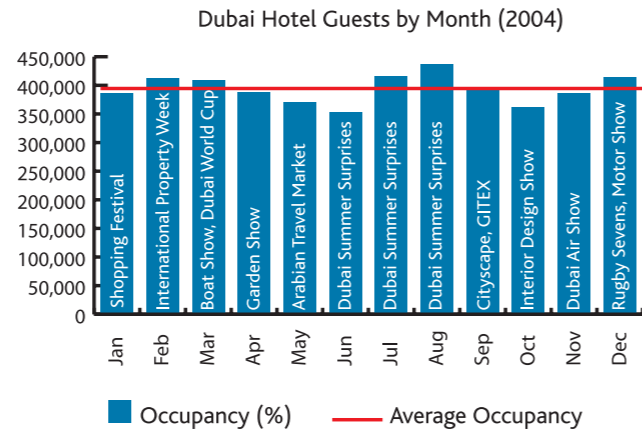
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# Mövenpick Hotel and Residence, Laguna Tower Dubai



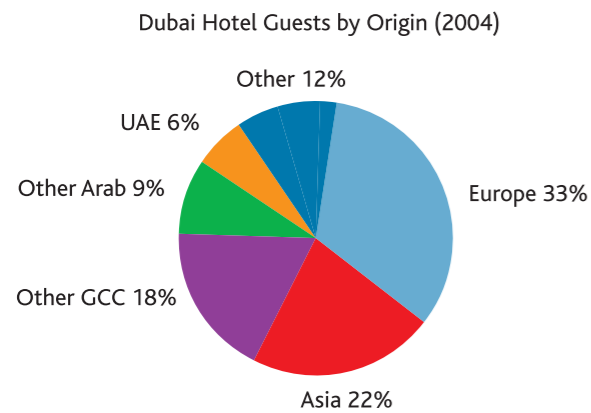
Source: Dubai Department of Tourism and Commerce Marketing

The 5-star sector achieved 86% occupancy rates in 2004, making Dubai one of the world's best performing hotel markets



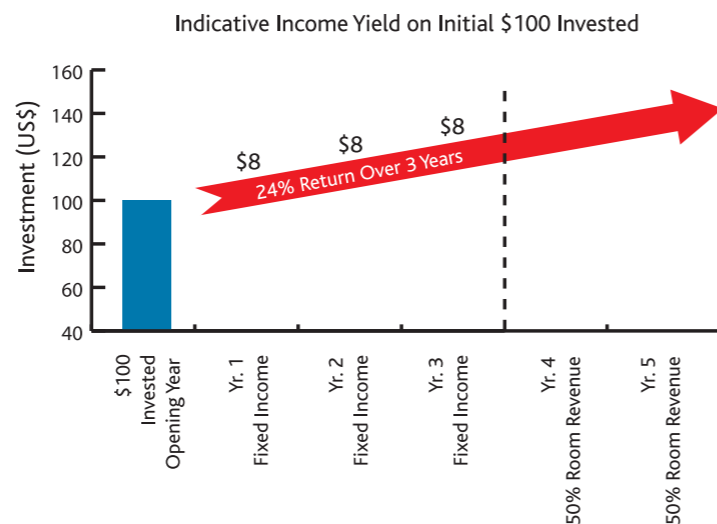
Source: Dubai Department of Tourism and Commerce Marketing

Dubai has successfully developed year-round events to minimise seasonality and maximise hotel occupancy



Source: Dubai Department of Tourism and Commerce Marketing

Dubai has developed a range of feeder markets which diversifies its reliance on key markets internationally



Source: IFA

For the first 3 years, Owner's income is fixed at 8% initial yield, by year 4, the Owner receives 50% of hotel's room revenue

## Understanding the concept

Branded hotel residences may be new to the Middle East, but 'condominium' or 'sectional' hotels are already a proven concept experiencing rapid growth in the US, the UK and South Africa. Essentially, private investors purchase freehold hotel residences as an investment, to benefit from the operating income and capital growth. An additional benefit is that the Owner is entitled to 30 days' complimentary use of their property during the year.

The Residence is branded and managed by Mövenpick, which covers the day-to-day administration, marketing, servicing and maintenance of the property. Mövenpick is incentivised to maximize the room rate paid by guests to use the Residence as a regular hotel room. In turn, the Owner receives their share of the hotel's room revenue. Hotels room rates rise with inflation, hence the capital value of the property is expected to rise over the medium term.

## Key investment considerations

There are several key considerations potential buyers of hotel residences need to consider as part of their investment decision:

### Hotel demand

- Dubai's hotel market is one of the strongest and most dynamic internationally, achieving record occupancy levels and room rate growth

## Income potential

- IFA's Hotel Ownership concept delivers owners 50% of the hotel's room revenue, with no deductions – we estimate this to be in excess of 8% Return on Investment after the guarantee period

## Capital growth potential

- Capital values of hotels rise in proportion to room rates – given stable occupancy levels, this could be considerable over the medium term

## Resale potential

- Investors are able to crystallize the value of their investment at any time after completion and the opening of the hotel

## Maintenance and repairs

- All maintenance and repairs of running the hotel residence are managed by Mövenpick

## Choice of hotel operator

- In Mövenpick, IFA has selected an experienced, well-respected Swiss hotel management company, already well-established in the region

## Location, location, location!

- The hotel is located close to Dubai's leading attractions and landmarks, including the Palm Jumeirah, Dubai Marina, Ibn Battuta Mall, Ski Dubai, Emirates Golf Club and of course Dubai's pristine, sandy beaches

## Hotel Ownership by IFA Hotels & Resorts - Key Terms & Benefits:

- Freehold ownership of Hotel Residence unit
- After the hotel opens, IFA guarantees 8% return on initial total investment for first three years of ownership\*
- From year four onwards, the Owner receives 50% of the hotel's room revenue
- Each year the Owner is entitled to 30 days complimentary accommodation\*
- Capital value increases in line with hotel performance
- 4 fully-furnished room types available - Superior, De luxe, Executive and Suite\*
- Potential Owner benefits include - discounts, room upgrades, late check-outs and complimentary meals at participating Mövenpick Hotels & Resorts throughout the Middle East
- Special corporate room rates at Mövenpick Hotels & Resorts worldwide

\* Terms & Conditions apply

# How to invest

[www.ThePalmDubai.com](http://www.ThePalmDubai.com)



## Mövenpick Hotels & Resorts



# 53 hotels and over 12,512 rooms in 19 countries

Mövenpick Hotels & Resorts is an international Swiss premium hotel chain active in the 5-Star resort hotel and 4-Star business/airport hotel markets. With 53 hotels and 12,512 rooms in 19 countries, it serves over 3.5 million guests per year. Mövenpick Hotels & Resorts employs approximately 9,182 staff with a geographic focus on the European metropolitan centres, the Middle East and Africa.

The Mövenpick philosophy is a distinct departure from the traditional hotel chain approach. Sincere and heartfelt hospitality, uncompromisingly high product and service quality as well as excellent levels of staff training and team motivation crowned with that special Swiss touch, make the difference.

Mövenpick Hotels and Resorts are highly regarded by business travellers and holidaymakers thanks to the combination of Swiss heritage, uncompromising hospitality, gastronomic competence and wide experience in the management of business hotels and holiday resorts. For several years, it has pursued a policy of diversification in two clearly defined directions with 4-Star and 5-Star service where every individual guest can expect each stay to be a unique and special experience. As guests enjoy individual and professional service, they know they can feel at home in every Mövenpick business hotel or holiday resort. Business guests can use modern meeting and conference facilities, and children are always welcome.

“

We aren't doing anything extraordinary, we are simply successful because we are doing quite normal things in an extraordinary manner.

Ueli Prager (Born 1916), Mövenpick Founder

”

[www.ThePalmDubai.com](http://www.ThePalmDubai.com)



## Room Amenities

All hotel residences will be fitted-out to a 5-Star standard by a signature interior designer in keeping with Mövenpick's design and brand standards.

### Rooms and Suites

- Desk and ergonomically designed chair
- Two-seater couch in bedroom
- Bed and side tables
- LCD TV in bedroom
- Wireless Internet connection
- Large wardrobe, drawers and storage space
- Iron and board fixed in the closet
- In-room safe

### Bathroom

- Shaving mirror and sockets
- Speaker in the bathroom
- Bathtub equipped with flexible shower facilities
- Glass curtain
- WC and bidet
- One sink with make up vanity area

### General

Living room with an additional LCD TV, coffee table and audio system - suites only

## Hotel Facilities

- Health centre and spa
  - Treatment and steam rooms
  - Fully-equipped gymnasium and aerobics studio
  - Residents' pool and private lap pool
  - Jacuzzi
- Fully-equipped business centre
  - State-of-the-art audio and visual equipment
- Restaurants and café
  - Lobby coffee shop
  - All-day dining signature restaurant
  - Themed-lounge concept
  - Private dining and function rooms

## Payment Terms

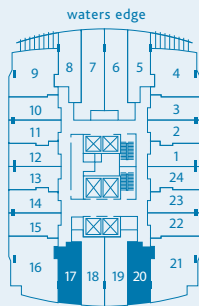
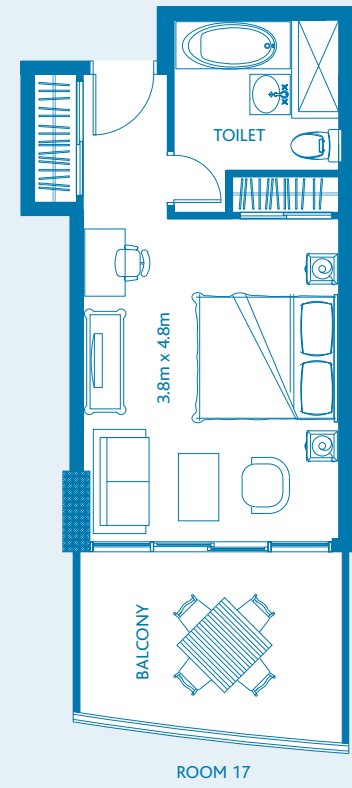
- 15% on signature of the booking form by the Purchaser, being the 1st payment date
- 15% on 1 April 2006, being the 2nd payment date
- 20% on 1 October 2006, being the 3rd payment date
- 20% on 1 February 2007, being the 4th payment date
- 20% on 1 June 2007, being the 5th payment date
- 10% on the completion date

## Financing

- Competitive financing options will be available from IFA's nominated mortgage providers



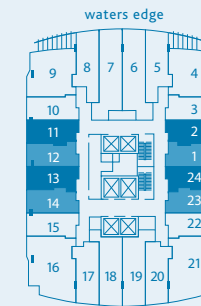
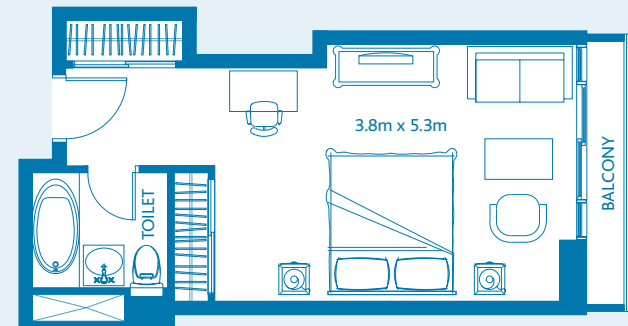
## Superior 1



All measurements, drawings and materials are approximate. The information is subject to change without notice. The developer reserves the right to make revisions. Do not scale drawing. Computer renderings displayed are an artistic representation of the project. Variations may occur.

Floor Plan Room Internal: 351.87 ft<sup>2</sup> Balcony: 120.13 ft<sup>2</sup> Total area: 472.00 ft<sup>2</sup>

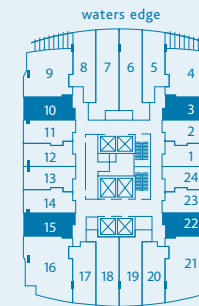
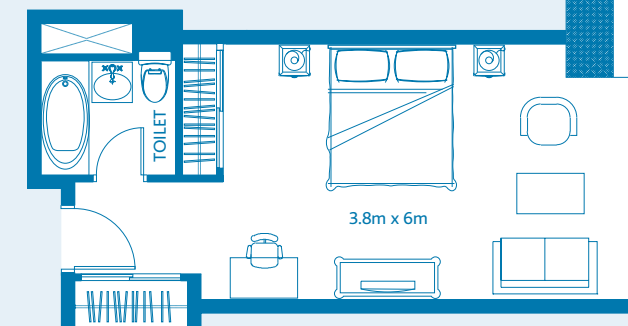
## Superior 2



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Floor Plan Room Internal: 352.20 ft<sup>2</sup> Balcony: 30.14 ft<sup>2</sup> Total area: 382.33 ft<sup>2</sup>

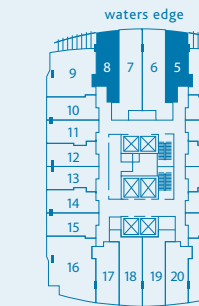
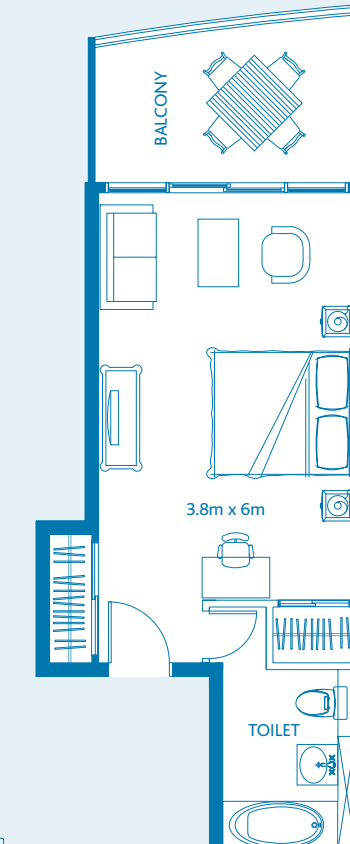
## Superior 3



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Floor Plan Room Internal: 389.98 ft<sup>2</sup> Balcony: 0.00 Total area: 389.98 ft<sup>2</sup>

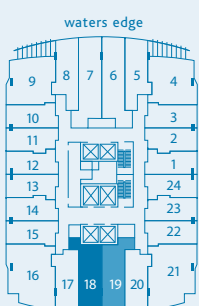
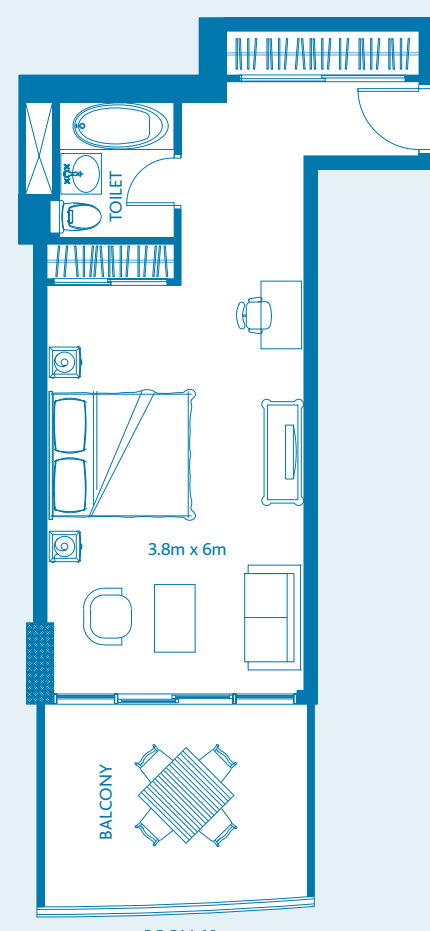
## Superior 4



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Floor Plan Room Internal: 395.57 ft<sup>2</sup> Balcony: 103.98 ft<sup>2</sup> Total area: 499.55 ft<sup>2</sup>

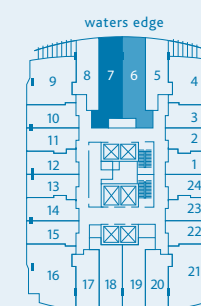
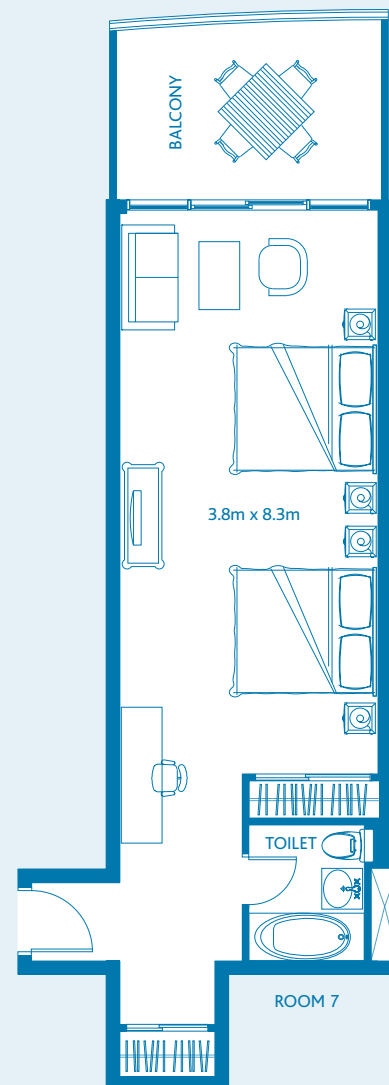
## Deluxe



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Floor Plan Room Internal: 437.23 ft<sup>2</sup> Balcony: 133.36 ft<sup>2</sup> Total area: 570.59 ft<sup>2</sup>

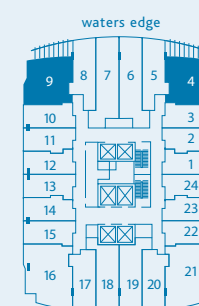
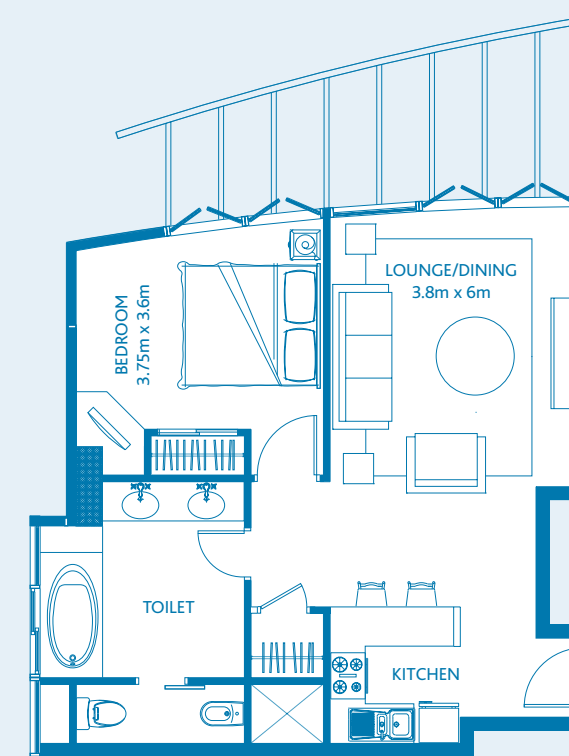
## Executive



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Floor Plan Room Internal: 538.95 ft<sup>2</sup> Balcony: 118.19 ft<sup>2</sup> Total area: 657.14 ft<sup>2</sup>

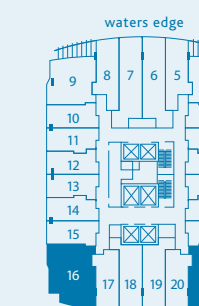
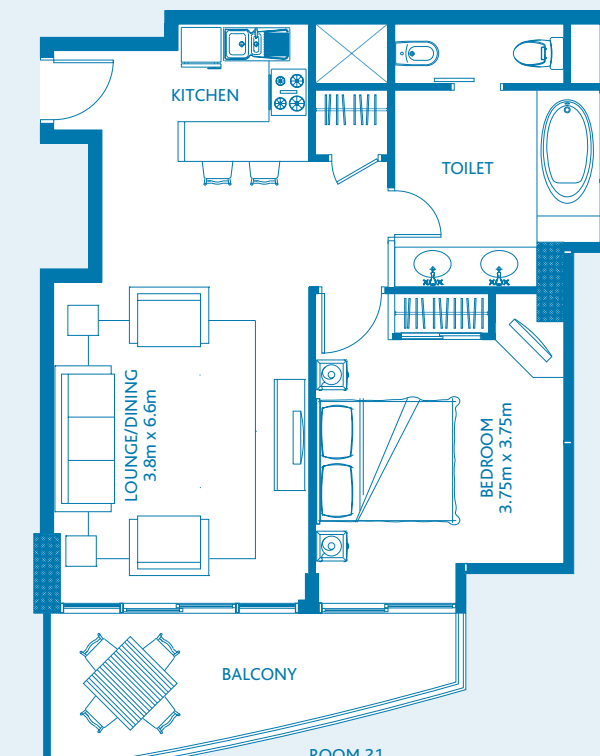
## Suite 1



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Floor Plan Room Internal: 698.15 ft<sup>2</sup> Balcony: 0.00 Total area: 698.15 ft<sup>2</sup>

## Suite 2



All measurements, drawings and materials are approximate. The information is subject to change without notice. The developer reserves the right to make revisions. Do not scale drawing. Computer renderings displayed are an artistic representation of the project. Variations may occur.

Floor Plan Room Internal: 757.99 ft<sup>2</sup> Balcony: 130.24 ft<sup>2</sup> Total area: 888.24 ft<sup>2</sup>