

### Avani Walvis Bay

### **Reece Daniel and Sam Wenger**

Co-Founders AMSONIA





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Amsonia: Building Tomorrow

### CULTURALLY INSPIRED, INNOVATIVELY DESIGNED DEVELOPMENTS

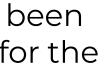
At Amsonia, we're not just developers; we're **innovators**, **visionaries**, and **pioneers** of change. Founded by two intrepid entrepreneurs driven by a passion to redefine the norms of property development, our journey has been characterized by a relentless pursuit of innovation and a refusal to settle for the status quo.

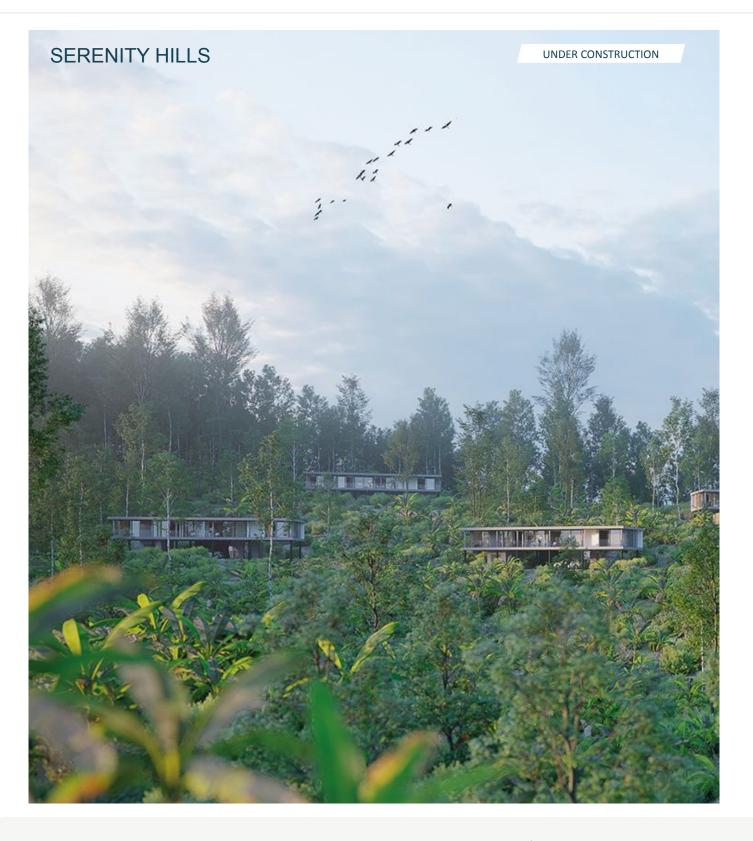
### What sets us apart?

Hands-On Involvement: We roll up our sleeves and immerse ourselves in every aspect of the development process. Our hands-on approach ensures that no detail goes unnoticed. From concept to completion, we're there every step of the way, guiding, shaping, and sculpting each project with precision and care.

**<u>Unwavering Innovation</u>**: From day one, we've challenged the norms, questioned traditional practices, and dared to dream bigger. Our portfolio is a testament to our willingness to push boundaries that elevate the standards of the industry.

MSONIA









## **ABOUT US**

Our Record of Ground-Up Enterprises

### WE HAVE EXPERIENCE BUILDING BRANDS THAT CUSTOMERS LOVE

#### A lifestyle & eco-focused gated community SERENITY HILLS

Award-winning fusion cuisine THE PACKSHED





TAMSONIA

#### Life-saving healthcare in Namibia FIGO HEALTH





## MEET OUR TEAM



#### Sam Wenger

Sam gathered more than 15 years experience in international executive hospitality in various sectors, including 5 star luxury hotels, airports, and Alpine resorts, before moving into construction and architectural design.





### **Reece Daniel**

Prior to establishing Amsonia's businesses, Reece co-founded Figo Health, a leading dialysis provider in Namibia. Reece also worked in real estate corporate finance at CBRE Spain where he gathered over \$1 billion in transaction experience. Reece is a CFA charterholder.







# VALUE PROPOSITION

4-star rated amenities in the city centre with far-superior business travel accommodation and unique go-to F&B offerings to support the increased business travel.

### Market

Location and Site: Few low-quality hotels in city centre.

Design: Dated and few amenities.

Facilitates: Restaurant and small conference area.

#### Market supply:



facilities.

Avani WB:

MSONIA

### Avani

Location and Site: Prominent city centre location.

Design: Distinguished modern design with state-of-the-art amenities, commercial, food and beverage spaces.

Facilitates: Various F&B, casino, rooftop pool, and conference







### AN ICONIC LANDMARK FOR THE NAMIBIAN COAST

AVAN

An emblematic design, improving the infrastructure of Walvis Bay and creating a unique destination for tourist and business travellers alike.









### SUSTAINABLY DEVELOPED

With the goal of being EDGE certified, the building will be optimised for resource efficiency, light, and flow.





## FOR LOCALS & TOURISTS

Street-side F&B offering in the heart of the Walvis Bay business district, providing a memorable experience and meeting space for both local professionals and visitors.







## **IDENTITY RECORD**

Avani Walvis Bay

### **Project Description/Overview**

The Avani Walvis Bay Hotel is a ground up development of **commercial**, **hotel** and **casino** facilities in Walvis Bay, Namibia.

The development aims to address the sub-standard business travel accommodation demand in the Namibian coastal region ahead of the demand growth driven by the oil industry advancements.

In addition, the development also aims to capitalise on the **prime real estate** in Walvis Bay town centre with a street side bistro to serve as an amenity and meeting point for local professionals.





**REGION** Walvis Bay



**LOCALITY** Central Business District



**TOTAL CAPEX REQUIRED (USD)** 14.6 million USD



**TOTAL WORKING CAPITAL REQUIRED (USD)** 1.1 million USD



**REVENUE STREAM 1** Hotel Rooms



**REVENUE STREAM 2** Gaming



**REVENUE STREAM 3** F&B, conferencing & events





### **PROJECT PRESENTATION**

### **Project Status**

### TOWN PLANNING PHASE

### **Casino Consent Granted**

Consent Use for the use of our property as a casino, ensuring legal and regulatory approval to operate and capitalize on the lucrative gaming industry.

### **Town Planning**

A further 6 months required for the remaining town planning studies.

### **Management Contract**

Draft contract with Minor Hotels for the Avani brand has been negotiated and reviewed.







### **TARGET MARKET**

National and International tourists and business travelers.



### **INFRASTRUCTURE REQUIREMENTS**

Accommodation, casino, conference, and business centre.



### SOCIO-ECONOMIC IMPACT

Creating 300 jobs and patron focused food and beverage service, casino, event space, and hotel contribute to the local communities social and economic development.



### ADDITIONAL INFORMATION

Total required funding : USD 15.7 million









### Financial Forecasts (USD)

<b>OPERATIONAL YEARS</b>	YEAR 1	YEAR 2	YEAR 3
Sales	6,765,111	8,798,388	10,947,789
Expenses	3,373,626	4,287,066	5,253,033
Gross Profits	3,391,485	4,511,322	5,694,756
	1,863,208	2,434,731	3,053,997
Net Profit	1,808,343	2,098,395	2,509,561

### **Profitability Indicators**

<b>1</b> %	Net Present Value (NPV)	6,000,000
	Internal Rate of Return (IRR)	24%
(S)	Payback Period	8 years
26	Discount Rate	12% WACC











### **Thank You**

One-one engagements with the project promoters, can be arranged via the Bench B2B App or by contacting Ms. Selona Kamendu at +2648 1425 499 (Whatsapp) or at selona.kamendu@nipdb.com



