TOURISM INVESTMENT AND BUSINESS FORUM FOR AFRICA

FORO DE INVERSIONES Y NEGOCIOS TÚRÍSTICOS PARA ÁFRICA

FORUM TOURISTIQUE SUR LES INVESTISSEMENTS ET LES OPPORTUNITÉS D’AFFAIRES EN AFRIQUE

Tourism Investment Forum for Africa Catalogue
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The World Tourism Organization (UNWTO), in collaboration with Spain’s International Tourism Fair FITUR and Casa África, are proud to celebrate the 10th anniversary of INVESTOUR this year, the annual Tourism Investment and Business Forum for Africa. Together, we have established INVESTOUR as a unique platform that brings together African project leaders, Spanish and international investors wishing to support the development of tourism projects in Africa.

Home to rich cultural heritage and abundant natural resources, Africa proudly recorded more than 67 million international tourist arrivals in 2018. The region doubled the arrivals since 2005 and by 2030 we forecast another doubling international arrival to 134 million.

These developments are in line with the growing importance of this forum, allowing participants to network, create synergies, establishing new contacts which have generated business opportunities. INVESTOUR has enabled a closer dialogue between policy makers and the private sector, and to identify the areas of common interest for tourism development across the continent.

The growing rate of return for foreign investment in Africa has driven the interest of international investors in the potential of the region. Consequently, over the years INVESTOUR has become a vehicle to match investment interests with development needs, while contributing to Africa’s socio-economic growth through tourism. This is our mandate as the specialized agency of the United Nations fostering tourism as an engine for sustainable development.

Attracting investment and opening up new avenues of cooperation between the public and the private sector is fundamental if we are to fully harness the tourism potential of Africa. INVESTOUR has come of age and is now a further channel through which UNWTO can assist its Member States in exploring these opportunities.

For this 10th edition of INVESTOUR, we want to advance the debate on how to further increase the competitiveness and potential of African tourism, both at the regional and global level. We need to address the key priorities such as safe and seamless travel, embracing digital transformation, and pushing ahead in tourism innovation. Along with UNWTO’s new priorities, we have created a dedicated space which allows entrepreneurs with innovative ideas to pitch their initiatives at INVESTOUR.

Africa has one of the highest population growth rates in the world and is the youngest continent – with 60% of its population under the age of 25. This calls for actions, from both the private and public sector, to come together and invest in its potential, invest in its youth and to invest in the future – this future starts today!
I take this opportunity to sincerely thank our partners FITUR and Casa África, our sponsors and partners and the media for their support. We will continue to work closely together with our African Members in fostering tourism as a key partner of sustainable development.

We trust that this 10th edition of INVESTOUR will once again serve as an effective instrument to showcase African tourism and to advance its development in the region to the benefit of its people and communities.
Welcome to the 10th edition of INVESTOUR, the Forum for Tourism Investment and Business in Africa.

For Casa África, an institution that is a public diplomacy tool for Spain's foreign policy, today is a very special day. INVESTOUR is not only one of our highlight events, but also an event that has set the pace for our work in other areas for several years.

In fact, Casa África was created eleven years ago; hence INVESTOUR was one of our first important initiatives. Therefore, we can say that we have grown together and INVESTOUR summarizes some of our most successful strategies: creating networks and providing meeting points for different African and Spanish actors such as governments, institutions, companies, artists, people... Always aiming at what our motto sums up: Africa and Spain ever closer.

We are so proud to see that what used to be a small meeting exhibiting a few African tourism projects to Spanish investors and tourism companies has, ten years later, become a global event, with stakeholders from all over the world and with different interests.

The yearly growth and the increase in impact of INVESTOUR have been amazing to follow. Not only in terms of number of assistants, countries represented or African ministers attending, but also regarding ambitions, goals and the reach of the conversations during the roundtables.

Ten years after the start, we are so proud of what INVESTOUR has become. A global event, a must for the tourism sector in Africa, a meeting point where to talk, create networks, exchange experiences and, obviously, find partners for real projects, some of them already up and working. Round tables and B2B meetings in the best professional environment possible: Fitur, one of the world's most important tourism fairs.

This tenth anniversary it is a perfect moment to say thank you to all the partners we have had during this decade of collaboration. It is always a pleasure to work with the UNWTO, and to see the effort that this organization makes to strengthen the African tourism sector.

Also, a big thank you to FITUR, that saw the potential of this initiative from the very beginning. Thanks also to this edition’s sponsor, INFECAR (Gran Canaria), and the companies have been supporting INVESTOUR throughout the years.

For Spain and for the Spanish tourism sector, INVESTOUR is much more than a business opportunity. It confirms that Spain is a strong national brand, and that our African partners recognize, appreciate and demand our expertise and know-how in this area.

We hope you will have a useful session, once again. And we hope to see you again at the next edition.
FITUR will once again be one of the major business and reference platforms for African tourism with the Tourism Investment and Business Forum for Africa, INVESTOUR, which celebrates its 10th anniversary and consolidates its position as a space with great opportunities for this growing market.

At IFEMA-FITUR we are proud to be part of this Forum, in collaboration with the World Tourism Organization -WTO- and Casa África. This is an initiative that grows every year and has become one of the leading catalysts for the development of African tourism. Since its first edition in 2009, INVESTOUR has brought together more than 1500 participants from 36 African countries who have presented over 900 projects, including those in last year’s edition. In 2018 alone, more than 450 visitors and 28 tourism ministers attended and a total of 46 projects were presented.

On this special occasion, its anniversary, the Forum, which brings together policy makers, international investors and project owners, will recognize and reward the success of a tourism project initiative, which has been the result of B2B meetings and has developed in the framework of them.

I would like to highlight the depth of the goals of INVESTOUR, which are clearly linked to the FITUR’s commitment and the tourism sector itself, aimed at promoting the development of an industry and destinations under the premise of the promotion of sustainable policies aimed at enhancing competitiveness and generating value for the communities of the African continent.

Proofs of this are the contents that this 10th edition of INVESTOUR will deal with. As well as addressing issues such as security and fluidity of travel in Africa, the debates will focus on adoption of digital transformation, innovation and the promotion of niche tourism products. This will be in addition to a busy programme of personalized B2B meetings that will be opportunities for actors in the African tourism sector to make contact with companies from Spain and other countries interested in investing and developing projects in this destination.

In short, this consolidated INVESTOUR 2019 will show the best face of tourism development in the continent and, I am sure, will fulfil participants’ expectations by offering an excellent platform for dialogue and making great businesses, projects and opportunities.

I wish you all an unbeatable experience and the consolidation of new projects for the future.
1. HOTEL AND CATERING INDUSTRY FUND

**Company:** Fonds National de Développement et de Promotion Touristique  
**Geographical scope:** National  
**Public/private:** Public

**Short description:** Benin’s new government intends to make tourism a pillar of economic development. To this end, it has expressed its desire to harness Benin’s enormous tourism potential. It was followed by the implementation of a strategy of diversifying the supply side, so as to make the sector a real growth driver.

To showcase the country’s tourism diversity and make Benin the next African destination, eight (08) flagship projects have been launched. This potential is based on safari tourism (wildlife park of the Pendjari where the 'big five' abound), memorial tourism (the slave route, the ship of the slave trade, the epic of the 13 kings of Abomey, the sacred objects of the kings of Dahomey), cultural tourism (the museum of Vodun not masked and masked), event tourism (the Nonvitcha festival, the feast of the Gani, aka the dance of the horses), and nature tourism (the lake village of Ganvié, known as the Venice of Africa, the Avlékété marine lake). In addition to these, our structure called the National Fund for Development and Tourism Promotion, has built a water park, a marina, and an aquarium in a way that integrates them with existing elements.

These anchor projects will generate a large influx of tourists and will require the construction of a real hotel industry creating wealth and jobs. Then, with the implementation of certification and professionalization programmes for the sector, it becomes essential to facilitate the access of hotels to financial services to cover their need for requalification.

Thus, the present project aims to raise €32,000,000 to finance the creation and improvement of hotel establishments. In practice, this would take the form of granting credits to fund working capital, equipment and investment to selected entities after a careful study, and to ensure their normal repayment. Also, this project aims to increase the occupancy rate of hotels to 20%, currently estimated at 8%. This will promote the inclusive development of the hotel sector which will position itself as a tourist attraction. Eventually, it will increase the tourism flows by more than 100,000 tourists and help to double the tourism gross domestic product by 2025.

**Investment range (€):** 32,000,000€  
**Type of partnership proposed:** Co-financing of the project  
**Supporting documentation:** Submission form and additional information document
2. "AQUALEDJO" ATLANTIC TOURISM COMPLEX

Company: Fonds National de Développement et de Promotion Touristique
Geographical scope: This project will be implemented in Cotonou. Thus, the scope is local with regional implications since it will integrate with the tourist heritage of the ECOWAS region.
Public/private: Public

Short description: Benin is a country with a huge and varied tourism potential such as safari, memorial and cultural tourism, as well as events and nature tourism. The President of the Republic's government action programme places tourism at the heart of the growth of Benin. He has implemented a heritage development strategy based on eight key projects that make this area a true economic development lever on par with agriculture. So, the present project, through an approach of diversifying the tourism offerings of Benin, aims at the construction of a water park with a 3-star hotel complex a conference room which memorializes Beninese democracy.

This project, "AQUALEDJO", will house a 50,000 m² water park with three elements: an aquatic leisure centre with an area of 50,000 m² offering relaxation and recreational activities. A hotel spread over an area of 40,000 m² consisting of modern buildings totalling 300 rooms, a small tourist village grouping 40 bungalows shaped like Tata Somba houses, featuring beautiful gardens with exotic landscaping. Finally, a physiotherapy and recreation centre to relieve people from tiredness, boredom, automatism and the conformism of daily activity, through sport, and relaxation through rest, silence, leisure and escape.

This project will promote the development of the locality and make the capital of Benin a city that attracts tourists and raise its profile as a destination. It will help to double the gross domestic product of tourism by 2025 to 1% of national GDP. It will create about two thousand direct and indirect jobs and will play a part in making Benin Africa's next tourism destination. The "AQUALEDJO" project will attract more than one hundred thousand tourists a year.

Investment range (€): 45,000,000 €
Type of partnership proposed: Public-Private Partnership (PPP)
Supporting documentation: Submission form
CAMEROON
3. IAC HOTEL

Company: IAC Travel International
Geographical scope: Cameroon
Public/private: Private

Short description: IAC HOTEL is a hotel project that is different from others in that it aims to promote business and educational tourism in the CEMAC sub-region. It will consist of a hotel and tourism locations for study trips. In the educational tourism field, the company will promote study tours for increasingly demanding foreign students who would like to do research in the CEMAC zone.

On the other hand, the hotel will be a hub for business people wishing to work in the CEMAC zone. The shortage of quality rooms and gaps in service quality continue to be concerns in our area. The growth potential of the sector remains intact and we intend to work with international expertise, which will give us confidence in the implementation of this tourism platform.

Investment range (€): 3,900,000
Type of partnership proposed: Joint-venture
Supporting documentation: Submission form
DJIBOUTI
4. VILLAGE TOURISTIQUE

Company: Djibouti National Tourism Board (Office National du Tourisme de Djibouti)
Geographical scope: 2 HECTARES
Public/private: Public

Short description:
The Republic of Djibouti has potential in tourism, with unique places, wide coastlines and exceptionally beautiful dive sites. The average stay of tourists is about ten days and the main tourist activities are underwater diving, trekking, walking, exploring, birdwatching and of course, the beach and the sun.

Recognizing that tourism was a vector of growth and development for our country, the Government has defined it as a priority sector in its strategic development plan entitled "Djibouti Vision 2035". The stated objective is to make our country a leading tourist destination based on three clusters: tourism in the capital (business and pleasure tourism), seaside tourism (seaside and diving complexes located on priority development sites), and eco-responsible tourism (discovery tourism in archaeological and prehistoric sites). Indeed, by developing the tourism sector, the government of Djibouti aims at several objectives among which we can note: (a) an incentivizing policy framework that supports the sustainable development of tourism in our country; (b) the enhancement of the natural and cultural heritage of Djibouti within the framework of a sustainable, responsible and supportive tourism, that is to say taking into account specific environmental, natural and human issues of the country (local traditions, water, energy, coral reefs and geological wonders, waste management, etc.); (c) stimulating direct and indirect investments related to tourism development; (d) the creation of jobs and the improvement of the standard of living of the populations, as well as a better redistribution, at the local level, of the economic benefits caused by tourism; (e) the competitiveness of tourism and hotel businesses; (f) Upgrading skills through a suitable training strategy; (g) internationally effective tourism marketing for both business tourism and leisure and sightseeing tourism. Despite the potential of the sector, tourism activities remain largely limited and underutilized.

Investment opportunities exist in particular in the development of reception and entertainment infrastructures, notably in: the construction of hotels, bungalows and tourist villas in key tourist areas such as Maskali Island, Moucha Island, Lake Abheh, Goubet, Lac Assal or Randa, in which we wish to attract investors willing to invest in the construction of tourist villages.

Investment range (€): 750,452 USD [Approx 660,000 EUR at 1 EUR = 1.137 USD]
Type of partnership proposed: Private or Public-Private
Supporting documentation: Submission form
5. AQUARIUM

**Company:** Djibouti National Tourism Board (Office National du Tourisme de Djibouti)  
**Geographical scope:** Capital: Djibouti  
**Public/private:** Public

**Short description:** As Djibouti does not currently have an aquarium, this project would undeniably be a success for investors as well as for the attractiveness of the city of Djibouti, which continues to grow and modernize. In addition, there is no competition in this area in Djibouti, which will allow the investor to benefit from a vast, untapped market.

This Aquarium, which will be the first of its kind in Djibouti and also in the region, will be built in the heart of Capital and occupy a total area of 1,000 m² with highly sophisticated equipment and facilities. This new structure will undoubtedly and significantly improve the city’s attractiveness and competitiveness as a major tourist and trade destination at the regional and sub-regional levels. The Djibouti aquarium project will occupy a 1000 sq. m. area on which five aquariums will be built in the capital of Djibouti.

**Investment range (€):** 1,584,000 $ USD [Approx 1,393,140 EUR at 1 EUR = 1.137 USD]  
**Type of partnership proposed:** PPP, investment  
**Supporting documentation:** Submission form
6. TOURING LOCAL

Company: New Nation Travel & Tours
Geographical scope: Ghana
Public/private: Private

Short description:
1. To provide movable Accommodation Facilities at various tourist sites in Ghana.
2. To provide tourism vans to operate inbound tourism within Ghana.
3. To provide recreational parks within tourism locations and main cities in Ghana and within major cities in Ghana.
4. The project will contribute to the general development of the communities and where such investments are made.
5. The project will meet the needs of people needing the opportunity to change environment for recreational purposes.
6. The project will help increase jobs within every tourism community in which such investment is made. 7. The project will increase more revenue to tourism companies who will need accommodation accessible to help their operations in inbound tourism

Investment range (€): $1,300,000 [Approx 1,143,360 EUR at 1 EUR = 1.137 USD]
Type of partnership proposed: LLP
Supporting documentation: Submission form
7. TOURISM VILLAGE OF BARO

**Company:** Guinea National Tourism Board (Office National du Tourisme / Ministère de l’Hôtellerie, du Tourisme et de l’Artisanat)

**Geographical scope:** Sous-préfecture de Baro, Préfecture de Kouroussa, Région Administrative de Kankan en Haute Guinée.

**Public/private:** Public

**Short description:** The Baro tourist village project is part of the Tourism Development and Promotion Programme developed by the Department of Tourism and adopted by the Government.

Once completed, it will have a capacity of 30 bungalows of 2 rooms each, for a total of 60 rooms. In addition, it will have other guest amenities (handicraft exhibition centre, swimming pool, etc.).

The choice of the implementation of the project was made taking into account the proximity of important tourist sites (Upper Niger Park in particular), national roads, as well as the favourable reception of local populations and authorities. Finally, we must mention the fact that Baro, the host community of the project, organizes every year the "Fête de la mare", an event of national and international interest.

It will be a simple but proper reception facility, relatively inexpensive in terms of operation and maintenance, integrated into the local natural environment.

**Investment range (€):** 4,324,951.47

**Type of partnership proposed:** Joint-venture with a company, training

**Supporting documentation:** Submission form
8. SUSTAINABLE TOURISM DEVELOPMENT PROJECT IN BADIAR NATIONAL PARK

Sector and sub-sector: Sustainable and Eco-Tourism, Wildlife Tourism
Geographical scope: Badiar National Park, Prefectures of Gaoual and Koundara
Public/private: Public

Short description: This project aims at assuring a better valorisation of the biological diversity of the Badiar national park through the promotion of ecotourism in the prefectures of Gaoual and Koundara.

The goal is to make sustainable tourism development a driving force of poverty reduction for the surrounding communities by creating employment opportunities and develop competitive and profitable products related to eco-tourism, which is also an effective way to contribute to the preservation of biological diversity in a space which has a rich and diversified touristic, ecological and sociocultural potential.

The project is divided into four segments: the elaboration of a regulatory framework for sustainable tourism development; support the valorization of products related to biodiversity; strengthening the intervention capacities of the actors, the reception and service infrastructures; and developing good practices of ecosystems management axed on the promotion of sustainable tourism.

Investment range (€): Around 4,071,000
Type of partnership proposed: Public Private Partnership
Supporting documentation: Project form, project card, project proposal
9. RECONSTRUCTION WORKS OF CITÉ NIGER REHABILITATION OF UPPER NIGER NATIONAL PARK

Sector and sub-sector: Tourism, infrastructure, national park management, eco-tourism
Geographical scope: Faranah region
Public/private: Public

Short description: Aimed at promoting the region for international tourists, and enhancing the biodiversity in Upper Niger national park, the project is divided into two components:
1. Construction works for the Cité Niger (around 666,667.61 USD)
2. Rehabilitation of the Upper Niger national park, including: construction of infrastructure in and around the park (access routes, trails, ecodolges, observation sites, entry gate,...); rehabilitation and sanitation of surrounding areas (waste management, establishment of sanitary norms,...); development of alternative activities for the benefit of local communities (gardening, breeding,...); construction and equipment of the park (reception and information centre, sanitary installations, signalization,...); acquisition of promotion and communication materials (audiovisual materials, folders,...); database for visitors and tourists to gain access to practical information about the Cité and Upper Niger national park complex. (around 4,000,000 USD).

Investment range (€): 182,003.00
Type of partnership proposed: Public Private Partnership
Supporting documentation: Methodological Note

10. ECOTOURISM VILLAGE OF M’BOTTINY

Company: National Tourism Office
Geographical scope: Five kilometres of seashore
Public/private: Public

Short description: Construction of four camps each represents the architecture of a natural region of our country. Each camp will have four bungalows, each bungalow will have two bedrooms and two toilets plus a veranda. A twenty-five-seat restaurant and a sales showroom managed by the management committee of the local M’bottiny community.

Investment range (€): 32,451 euros
Type of partnership proposed: Shareholding
Supporting documentation: Submission form
11. MAGARINI CULTURAL CENTRE: CULTURAL TOURISM

Company: Magarini Cultural centre  
Geographical scope: Malindi Kenya (location) - east Africa  
Public/private: Public  

Short description: Magarini Cultural centre is a community based organization undertaking touristic activities such as beach party, traditional weddings, traditional dancing, research on witch craft, conservation of a biotic and aquatic resources, sell of souvenirs and conference facilities.

Investment range (€): $ 400,000  [Approx 351,800 EUR at 1 EUR = 1.137 USD]  
Type of partnership proposed: Integration partnership  
Supporting documentation: Submission form and Ministerial certificate
12. Business Model LOVOBE and ITOPIANA

Company: National Tourism Development S.A.
Geographical scope: 132 Ha
Public/private: Private

Short description:
Portfolio of tourism properties:
• a site in ITOPIANA TAMATAVE, with an area of 132 ha, located on Lake Irangy, accessible by river via the Pangalanes Canal
• a site in LOVOBE MORONDAVA, with an area of 11 ha, a presque-ille, i.e., almost an island connected to the coast by a narrow strip of land, accessible by sea.

Suitable for eco-tourism structures (eco-lodges) and the development of water sports.

Investment range (€): 1,503,109
Type of partnership proposed: investment
Supporting documentation: Submission form and project overview
13. ANAKE TAXI AND TOURS

**Company:** Anake taxi services  
**Geographical scope:** Malawi  
**Public/private:** Private

**Short description:** With $65,000 investment you can invest in Anake taxi and tours services in Malawi travel and accommodation tourism. We are experts in Malawi and have in 2 years been involved in offering organized tours, airport transfers, planned itineraries, and free lodge booking for our guests. We have passion to do great things and continue offering better services to our customers and people coming to Malawi. We have therefore planned to acquire additional vehicles, construct 3 accommodation facilities and upgrade our website to be more user friendly and upgrade our website. Malawi was ranked as preferred destination in 2018 and has also been identified as one of the places where people can see African big with the return of the cats. This is in addition to the fresh waters of lake Malawi which attracts tourists from all over the world that come to appreciate the beauty, swim and do several sporting activities. This presents a big opportunity for the country as well as investors to invest in tourism industry in Malawi.

Taking advantage of our local knowledge Anake taxi and tours operates travel and tourism business in the country which has witnessed growth obvert. In this proposal we aim at increasing our capacity to offer our services by partnering with either national or international partners willing to invest in the tourism sector in Malawi. Our idea is to increase our vehicle fleet with addition of saloons and 4X4 vehicles suitable for long drives and game drives. In addition, we would like to purchase camping equipment and we have identified 3 areas where we would like to construct our accommodation facilities which will be offered as package of the tours.

**Investment range (€):** $65,000 [Approx 57,160 EUR at 1 EUR = 1.137 USD]  
**Type of partnership proposed:** The assistance could either be financial assistance or materials that have been mentioned in the request. Joint-venture with International or National partner.  
**Supporting documentation:** Submission form
NAMIBIA
14. VISTA DESTINATION NETWORK OPEN PLATFORM AND ECOSYSTEM

Company: Rainmaker digital
Geographical scope: Africa
Public/private: Private

Short description: We democratize technology only the global giants can otherwise afford and make it available and affordable for the many small, medium and independent hospitality and tourism businesses in African destinations. By doing so, we enabling all hospitality and tourism businesses in a destination creating a competitive advantage from using technology combined with their in depth destination knowledge. This enables all hospitality and tourism businesses in a destination to provide instant gratification plus a personal ad valuable assistance to the potential traveler, again underlining the competitive advantage created.

As a result, we make sure more tourism spend is being kept in the destination supporting the fight against poverty, for more and quality education and employment and to drive entrepreneurship in the sector, fully aligned to the UNWTO Tourism Sustainability Goals. With this, we change the way destinations and its hospitality and tourism businesses do business and gain back control of visibility and distribution to the destination, no longer giving away 60-80% of their profits to channels.

Investment range (€): Depending on Destination
Type of partnership proposed: PPP or other Collaboration in Destinations
Supporting documentation: Submission form and e-book.
15. OTIUM HOLDINGS TOURISM PROPOSAL

Company: Otium Holdings (Pty) Ltd
Geographical scope: Namibia
Public/private: Private

Short description:
Over the last 18 years the partners of the group have been involved in building and managing lodges and hotels throughout Namibia starting with the flagship five-star lodge Epacha Game Lodge and Spa which is currently still owned and managed by the group. The latest addition is Swakopmund Plaza Hotel in Swakopmund.

With new partners and opportunities, the group aims to develop a vast portfolio of tourism related properties through mergers, acquisitions and the construction of 3 new lodges in the next 12-18 months. The opportunity exists to create a strong grouping of strategically located lodges and hotels with access to a professional and experienced management and marketing company, which is also in the process of establishment. See supporting documentation for more information.

Investment range (€): not available
Type of partnership proposed: PTY LTD
Supporting documentation: e-book and submission form

16. IMPALILILA ISLAND

Company: NWR
Geographical scope: Namibia
Public/private: Public

Short description: The Governor of the Zambezi Region invited NWR to establish a resort on this island. Impalila is strategically located in the heart of Kavango –Zambezi (KAZA) – the largest transfrontier park which include attractions such as Victoria Falls and the Kavango Delta.

NWR does not have a presence in this all important area and need to consolidate this opportunity and build a resort – Luxury Redefined – which compare and compete with the offerings in this area especially those across the river in Botswana.

Investment range (€): N$30,000,000 [Approx 1,903,800 EUR at 1 EUR = 15.758 NAD]
Type of partnership proposed: JV or PPP arrangements
Supporting documentation: submission form
17. FISH RIVER CANYON

Company: NWR
Geographical scope: Namibia
Public/private: Public

Short description: The Fish River Canyon is the second largest canyon in the world and the second most visited natural attraction in Namibia. However, it’s infrastructure and it’s marketing as Africa’s largest canyon leaves a lot to be desired.

NWR need to establish The Canyon View Visitor’s Centre which need to incorporate a unique view of the canyon, exceptional interpretive display, relaxation and refreshment area, curio shop, adventure desk and clean ablutions as well as a restaurant/kiosk.

Investment range (€): N$10 million [Approx 634,600 EUR at 1 EUR = 15.758 NAD]
Type of partnership proposed: JV or PPP
Supporting documentation: submission form

18. DEADVLEI IN SOSSUS VLEI

Company: NWR
Geographical scope: located in the southern part of the Namib Desert, in the Namib-Naukluft National Park of Namibia
Public/private: Public

Short description: Sossusvlei is a salt and clay pan surrounded by high red dunes, located in the southern part of the Namib Desert, in the Namib-Naukluft National Park of Namibia.

The Deadvlei at Sossus Vlei which is a natural wonder, offers another opportunity for NWR to develop another very high-end, private and bespoke facility that offers an unrivalled wilderness experience.

Investment range (€): N$25 million [Approx 1,586,495 EUR at 1 EUR = 15.758 NAD]
Type of partnership proposed: PPP/JV
Supporting documentation: submission form
19. CONSERVANCIES IN NAMIBIA’S NORTH-EAST REGIONS

Company: NWR

Geographical scope: Current attractive concession areas are in the KAZA Trans Frontier Conservation Areas (KAZA TFCA). The KAZA TFCA is enormous, larger than Germany and Austria combined and nearly twice as large as the United Kingdom. It lies in the Kavango and Zambezi river basins where Angola, Botswana, Namibia, Zambia and Zimbabwe converge.

Public/private: Public

Short description: According to available data, there are 74 registered communal conservancies with 128 enterprises that generate on average N$ 102 Million with 1 376 full and part time employees. Linked to them are 46 JV companies that generate an average of N$ 50 Million with about a 1000 employees.

However, conservancies only account for 4% of all available beds in Namibia. This presents a huge opportunity for NWR to partner with conservancies in order to increase their share of the tourism value chain. Current attractive concession areas are in the KAZA Trans Frontier Conservation Areas (KAZA TFCA), e.g. the Lianshulu Concession and the Horse Shoe in the Mudumu National Park in the Zambezi Region.

Investment range (€): N$30 million [Approx 1,903,800 EUR at 1 EUR = 15.758 NAD]
Type of partnership proposed: PPP/JV
Supporting documentation: submission form

20. CAMPSITE

Company: Neuhof Portion Number Two Campsite

Geographical scope: Not available
Public/private: Private

Short description: It is a Nama Cultural Campsite that provides accommodation for camping and intends to provide accommodation in traditional Nama huts, Kiosks, and will also provide shuttle services.

Investment range (€): US$ 23,260.00 [Approx 20,450 EUR at 1 EUR = 1.137 USD]
Type of partnership proposed: Close cooperation
Supporting documentation: submission form and legal documents
21. ENHANCEMENT OF THE BIRD POND OF ALBARKAÏZE

Company: Ministry of Tourism and Handicraft (Ministère du Tourisme et de l’Artisanat)
Geographical scope: Five (5) Hectares
Public/private: Public

Short description: The Project for the Enhancement of the Bird Pond of Albarkaïze is for an Ornithological Site located in the Rural Commune of Tanda (Department of Gaya, Dosso Region). It falls within the framework of the Tanda Communal Development Plan and the Priority Actions Programme of the Ministry of Tourism to promote sites of tourist interest and fight against poverty by tourism. The Albarkaïze pond is a regular stop for several groups of migratory bird species coming from European and Asian countries at certain times each year.

For the valorisation and the tourism use of this site, the plan is to equip it with five (5) observation posts, a tourist camp comprising a dozen bungalows, a kitchen, a restaurant, four (4) showers and external WCs, sheds and rest areas, a parking area, four (4) dugout canoes and two (2) shuttles to go from one bank to another, a potable water well, a solar power supply of the camp, a swimming pool, a purification tank, etc. The requested international partnership will make it possible to realize this project which will be beneficial to the local communities through the creation of income-generating activities resulting from the tourism use of the site which will attract national and international visitors. The project benefits from the backing and support of the State of the Municipality of Tanda. Starting in 2019.

Investment range (€): 1,000,000 Euros (655,957,000 XOF)
Type of partnership proposed: Joint - venture
Supporting documentation: Submission form
22. PROJECT FOR THE OPERATIONALIZATION OF THE HIPPOPOTAMUS SANCTUARY OF AYOROU

Company: Ministry of Tourism and Handicrafts
Geographical scope: Ayorou zone (Niger)
Public/private: Public

Short description: The area of Ayorou is traditionally recognized in Niger as possessing a series of specific natural sites with high tourism potential. In the past, there were large flocks of giraffes all year round. In addition to its colourful weekly market and the large population of hippopotamuses attracting many tourists a year, there are also sites with ancient rock carvings. In Kourki, there are rock carvings with human and animal representations.

River excursions by canoe from Ayorou to Yassane or from Ayorou to Kandadji to observe many colonies of water birds, in addition to hippopotami and the remarkable sandbars, are important tourism attractions. The existence of a hotel in good condition in Ayorou is an important asset for the development of solidarity ecotourism.

Investment range (€): 270,000
Type of partnership proposed: Not available
Supporting documentation: Project overview
23. Project for the Creation of the Carrefour Innovation and Tourism in West Africa (CITAO)

Company: Ministry of Tourism and Handicrafts
Geographical scope: West-Africa
Public/private: Public

Short description: In recent years tourism has been in difficulty in many African countries, particularly in the West African zone. The security condition and the general image of the area are among the main causes. Increase in crime, striking in places where this was unusual, as well as the increasing incidence of terrorist acts, demotivates travellers from visiting these territories. Many other handicaps hinder the development of tourism, which is often regarded as a marginal activity by the public authorities.

Greater support would allow the sector to do more to improve the socio-economic situation. The case of Niger has shown that tourism can be one of the engines of development of the country. With the handicrafts sector, these two areas accounted for up to 30% of the GDP, employing and supporting hundreds of thousands of citizens of Niger. Its effects are numerous, both on the local economy and on the environment and the quality of life.

Tourism continues to be an exceptional source of foreign exchange for the economies of emerging or developing countries, stimulates investments, gives impetus to social progress, and contributes to the stability and well-being of the population. With more than a billion international tourists around the world, at a time when there are many hotbeds of tension, tourism not only helps bring people from different cultures or backgrounds closer together, and fosters tolerance and mutual understanding, but also contributes to the global economy and prosperity. In the current environment, the development of tourism would be a rich contribution to job creation in West Africa and to improving the living conditions of the people, who would benefit from many direct or indirect economic benefits.

It is a factor that would contribute greatly to fight against the increase in crime and violence. While the clientele for the continent has always been mainly from the northern hemisphere, today new social and professional categories in Africa and from diasporas are emerging, with the financial means and interest to discover the continent's riches. These new target visitors suggest that tourism development would greatly contribute to job creation. Tourism development also contributes actively to conservation and security by "occupying" sensitive or fragile areas. Poaching is reduced in these areas and wildlife increases.

The successful experience of protecting the last giraffes in Niger, involving populations who share the same spaces, has improved the living conditions of the populations and changed their view of the fauna and flora. In addition, the development of tourism would contribute to stemming migrant flows to Libya and Europe, which cross a desert stronger than man and regions in conflict. Tourism would create many jobs and provide alternative opportunities for indigenous people working in migration-related activities. Convinced also of the importance of tourism development for the sub-region, for stability and economic development, and reinforced by the dynamics and needs expressed by local actors, several Niger partners wish to back and support our initiative to promote tourism activity.

Investment range (€): not available
Type of partnership proposed: not available
Supporting documentation: Project overview

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[Investour Logo]
24. TOURISM DEVELOPMENT PROJECT OF THE TAFADENK HOT SPRINGS SITE

Company: Ministry of Tourism and Handicrafts
Geographical scope: Agadez
Public/private: Public

Short description: The region of Agadez is a tourism zone par excellence, and the creation of a new product can be an additional asset, leading to the practice of another form of tourism. The thermal waters of TAFADENK with recognized medicinal properties can be developed to constitute a genuine tourism product. This would include "Health Tourism".

However, the water from this spring, which attracts a large number of people even in its current condition, is used haphazardly. Therefore, there is the urgent need to proceed with its development and create the best conditions for its use, so as to increase tourism flows and develop domestic tourism and other economic activities (trade, transport, handicrafts). In addition, the bottling of natural mineral water will allow Niger to produce water to take the place of imports.

Investment range (€): 760,000
Type of partnership proposed: not available
Supporting documentation: Project overview

25. PROJECT FOR THE CONSTRUCTION OF THE "TAMET" HOTEL COMPLEX IN TABALAK (TAHOUA REGION)

Company: Ministry of Tourism and Handicrafts
Geographical scope: Tabalak (Tahoua Region)
Public/private: Public

Short description: Construction and Operation of a Hotel Complex in Tabalak in tourism areas.
Objective of the Project: Promotion and Development of Tourism and Economic Activity.

Investment range (€): 680,000
Type of partnership proposed: not available
Supporting documentation: Project overview
26. PROJECT FOR THE CONSTRUCTION OF A TOURISM CAMP-VILLAGE IN SAGA (COMMUNE 4 OF NIAMEY)

Company: Ministry of Tourism and Handicrafts  
Geographical scope: Commune 4 of Niamey  
Public/private: Public


Investment range (€): 540,000  
Type of partnership proposed: not available  
Supporting documentation: Project overview

27. Project for the Construction of the "BONGOU" Hotel Complex in Bangoula (Niamey Region)

Company: Ministry of Tourism and Handicrafts  
Geographical scope: Bangoula, Niamey  
Public/private: Public

Short description: Construction and Operation of a Hotel Complex in Bangoula in tourism areas. Objective of the Project: Promotion and Development of Tourism and Economic Activity

Investment range (€): 530,000  
Type of partnership proposed: not available  
Supporting documentation: Project overview
28. PROJECT FOR THE CONSTRUCTION OF A TOURISM CAMP IN THE WILD GIRAFFE ECOTOURISM ZONE (KOURÉ PLATEAU - 60 KM FROM CAPITAL CITY OF NIAMEY)

Company: Ministry of Tourism and Handicrafts
Geographical scope: Kouré Plateau
Public/private: Public

Short description: The last herd of giraffes in the wild in West Africa is in Niger, near Kouré, 60 km from the capital of Niamey.

It is monitored by the Association for the Safeguarding of Giraffes of Niger (ASGN), involving the populations of neighbouring villages, allowing the repopulation of the herd which currently has more than 619 heads.

In order to avoid the problems of inbreeding, exchanges are carried out with zoos and reserves from other continents.

Investment range (€): 380,000
Type of partnership proposed: not available
Supporting documentation: Project overview
29. MICRO PROJECT

Company: Commune Council of TANDA  
Geographical scope: Tanda  
Public/private: Public

Short description: To be sustainable, development must be based on the harnessing of local potential.

The growth of this sector must be supported by measures and investments in economic sectors, the promotion of a diversified and competitive economy through the modernization and strengthening of support sectors, particularly tourism. The effectiveness of these actions will be reinforced by the creation and/or rehabilitation of reception facilities, which will consolidate the opening up of the commune in its immediate environment. Given its limited funding capacity, it will leverage partnership opportunities to mobilize the necessary resources.

Also, the development of this potential, Albarkeizé site classified as a RAMSAR site where a large colony of migratory birds gather, will make it possible to develop tourism, which has up to now been only in an incipient state, to reinforce the resilience of the populations and contribute to establishing a new dynamic in the commune's economy.

The development of this activity will strengthen exchanges between communities, interaction among peoples and create opportunities for partnership between the municipality of Tanda and other parts of the world.

Investment range (€): 260,000  
Type of partnership proposed: not available  
Supporting documentation: Project overview
30. INTEGRATED WATERPARK AND ATTRACTIONS RESORT

Company: Captain Properties and Hospitality Limited
Geographical scope: NA
Public/private: Private

Short description: Captain Properties & Hospitality Limited, (“the Company or Sponsor”) a property development company seeks to take advantage of the opportunity in the tourism & hospitality sector in Nigeria. The Company intends to build an integrated water park & attractions resort to be situated in Ibeju-Lekki, Lagos State, Nigeria (“the Project”).

The Project will be implemented in two phases:

- **Phase I** – This involves the development of a state of the art water park and recreation building. The water park comprises various slides (spiral slides, speed slides, magic loop slides) and water activities for different categories of people. The recreation building will house various activities that will complement the water park. This includes an aquarium, food court, cinemas, and other ancillary services.

- **Phase II** - This phase entails the construction of a 43-bed hotel, dolphinarium and multi-level car park (which will accommodate 220 cars). Phase II which is expected to become fully operational in the fifth year of the Project will serve as a complementary component to the recreational and entertainment facilities.

Investment range (€): US $ 4,056,030 [Approx 3,567,300 EUR at 1 EUR = 1.137 USD]
Type of partnership proposed: NA
Supporting documentation: Submission form and EY document
31. COMMUNITY-BASED TOURISM OF RESTORING AND CONSERVING GENETIC DIVERSITY FLORAS TO BE TREATED AND PRODUCE HERBS PRODUCTS THAT ARE MARKETABLE

Company: Red Rocks Initiative for Sustainable Development (RRISD)
Geographical scope: Kinigi Sector
Public/private: Private

Short description: Rwanda being at the forefront among the countries that are improving the living standards of their people as enshrined in MDGs and its Vision 2020, communities around Virunga massive also has to benefit from tourism. It’s in this context that Red Rocks organization initiated a botanical garden near Volcano National Parks mainly used for plant conservation. Horticulture and cultivation where it grows plants that might be lost in nature, restoring and rehabilitating degraded habitats to maintain a living store of genetic diversity which may help in supporting different activities in conservation, to act as seed banks to safeguard species which helps in conserving indigenous and local knowledge and encourage the sustainable use of plant resources for the benefit of all communities around Volcano National Park,

The project will expand the existing 1/2ha Botanic Garden located in Kinigi Sector to be 2ha where we shall different types of endangered trees/plants to support environmental conservation while contributing to the alleviation of poverty through increased income for herbalists.

The project will also train and sensitize Kinigi community on environmental conservation especially younger generations well as using and practicing those herbs while producing essential oils, herb Soaps, Skin Lotion...etc., to ensure the growth of employment creation for communities around Volcano national park while using and practicing different Floras to produce essential oil, Herb Soap, Skin lotion, medicines etc. that are marketable, as well as constructing a processing plant for those herbs into essential oils, Herb Soap, Skin lotion, medicines etc. that are needed on outside market.

Investment range (€): $ 17,563 [Approx 15,450 EUR at 1 EUR = 1.137 USD]
Type of partnership proposed:
Supporting documentation: Submission form (email).
32. HOT SPRINGS ECO RESORT

Sector and sub-sector: Tourism, spa hotel, ecotourism
Geographical scope: Regional - Rubavu District
Public/private: Public

Short description: The Hot Springs Eco Resort is located in Rubavu on a peninsula that features natural qualities. The Hot Springs Resort is planned to be fully developed and integrated into the spa and wellness concept. The Hot Springs Resort is to cater for high-end international customers, who are passing through Rubavu as part of the Volcano National Park and Gorilla tours. The major USP will be the spa, which will be fed from the hot springs for its wet zone equipment such as pools, treatment tubs and Jacuzzis. A jetty on the lake is to house water sporting facilities and boats/cruise vessels.

Investment range (€): 30 million
Type of partnership proposed: Joint Venture, Public entities (Hotels, Tour and travel operators).
Supporting documentation: Investor memorandum

33. HOTEL STRIP

Sector and sub-sector: Tourism, hotel construction, ecotourism
Geographical scope: Regional - Rubavu District
Public/private: Public

Short description: The hotel strip will comprise of a mixed-use entertainment and leisure development that accommodates lodging, public areas, retail, spa, casino, and event facilities for banqueting, events and conferences. The hotel strip will be a destination in its own right offering space for a large hotel and retail complex, which will cover a broad range of market segments.

Based on preliminary research the following calculation proposes a development of 3 hotels, different in number of rooms, level and functionality.

Investment range (€): between 10 and 20 million
Type of partnership proposed: Joint Venture, Public entities (hotels, Tour and travel operators).
Supporting documentation: Investor memorandum
34. 5* GOLF RESORT & RESIDENTIAL VILLAS

Sector and sub-sector: Tourism, luxury resort.
Geographical scope: Regional - Karongi District
Public/private: Public

Short description: Karongi is a city in Karongi district, and the capital of the Western Province in Rwanda. A deluxe Resort with approximately 60-100 rooms at a 5* level and 30-40 residential villas set nearby, managed by the hotel. Beside the Golf facilities the hotel will provide typical resort facilities (spa & Wellness, gym etc.), but will also offer a high level cuisine and Food & Beverage outlets plus conference facilities. Rwanda will position itself as a prime Golf destination in East Africa attracting a new clientele to the region through the golf course plus a luxurious 5* Resort. This new development will be a favorite addition to tourists visiting Volcanoes National Park wishing to extend their stay in Rwanda.

Investment range (€): between 25 and 50 million
Type of partnership proposed: Joint Venture, Public entities (hotels, Tour and travel operators).
Supporting documentation: Investor memorandum

35. GICUMBI DISTRICT VACATION VILLAGE

Sector and sub-sector: Tourism, Leisure development
Geographical scope: Regional - Gicumbi District
Public/private: Public

Short description: The vacation park is a lucrative concept for the Gicumbi District and gears towards families, singles and groups of friends that enjoy an eventful and nature-orientated lifestyle. The increasing demand for domestic and regional travel as well as the need for nature and landscape is an integral part of the leisure concept. Tree population and water play a major role in the concept’s design.

Investment range (€): less than 250,000
Type of partnership proposed: Equity Participation, Technical Partner
Supporting documentation: Investor Memorandum
36. LAKE BURERA LODGE

Sector and sub-sector: Tourism, luxury resort.
Geographical scope: Regional - Burera District
Public/private: Public

Short description: Lake Burera is easily accessible in one hour from Kigali by domestic visitors, tourists from neighboring countries such as Uganda and international visitors. Volcanoes National Park has established itself as a tourism highlight in East Africa and as a main reason for visits to Rwanda. The unique experience of Gorilla tracking attracts 25,000 – 30,000 visitors a year spending US$ 1,500 for a Gorilla permit. The demand has been steadily increasing over the years.

Investment range (€): between 2 - 10 million
Type of partnership proposed: Joint Venture, Public entities (hotels, Tour and travel operators).
Supporting documentation: Investor memorandum

37. KARONGI LAKESIDE RESORT

Sector and sub-sector: Tourism, luxury resort, Hotel construction
Geographical scope: Regional - Karongi District
Public/private: Public

Short description: In the center of Karongi city, in close proximity to the business centre and opposite the Environment Museum an absolute prime site is available for development of a hotel, lakeside lodge or resort. The site offers direct lake access and a total land of up to 37,000 sqm is available. Rwanda is positioning itself as a prime destination in Eastern Africa attracting a new upscale clientele to the region. Lake Kivu has been demarcated as a priority area for tourism development with a number of new tourism products under development such as Gishwati Mukura National Park, Water Sport activities as well as hiking and biking trails have been developed, as well as numerous restaurants, tented camps and other accommodation offers. This new development will close a gap as until today Karongi is missing an upscale hotel which would be the ideal stop over for any tourist travelling along Lake Kivu as well as a sought after destination for visitors from Kigali. A deluxe Resort with approx. 60 – 100 rooms at an upscale 4- 5* level managed by a renowned professional operator. Beside the accommodation the hotel will provide typical resort facilities (Spa & Wellness, Gym etc.), but will also offer an extensive range of water sports activities as well as hiking and biking tours, organized by the hotel. Thus the hotel will become the ideal place to stay and to explore the magnitude of tourism attractions along the Lake Kivu. The Resort will also offer spacious facilities for conference and events, weddings and private parties.

Investment range (€): between 25 and 50 million
Type of partnership proposed: Joint Venture, Public entities (hotels, Tour and travel operators).
Supporting documentation: Investor memorandum
38. SUSTAINABLE TOURISM CENTRE IN BENADIR REGION

Sector and sub-sector: National Tour Operator/Travel Agency
Geographical scope: National
Public/private: Private

Short description: The project aims to promote the potential of rural tourism which integrates eco-tourism, homestay tourism, water-based tourism and cultural heritage tourism development in the 17 Districts forming Benadir Region of Somalia. The Final beneficiaries include 51 Local communities located close to cultural heritage tourism destinations in the Benadir Region. More than 2,000 women, youth and men per destination will be able to directly improve their livelihoods from this project. The centre will offer spaces for training, making, display and sale points for eco products that will in turn provide funds for ecological conservation, to directly benefit the economic development and empowerment of local communities. Somalia Tourism Association carries out a baseline study for the identification, planning, monitoring and implementation of the development project. This will include a comprehensive assessment of the existing and untapped community based tourism assets level of community awareness, involvement, and policy gaps.

Main objectives:
• Capacity building for the local communities in production of handcrafts, cultural performances, dance troupes, cuisine, tour guiding, historical profiling, story-telling, documentation etc.
• Offer Market for eco products and investment opportunities to locals and international investors to come into the country and establish businesses.
• To diversify, integrate and promote sustainable tourism to generate business opportunities suited to local environments and communities while preserving the local cultures and protecting the natural environment.
• Identification, inventory and mapping of Eco tourism sites, tangible heritage sites and profiling of intangible heritage.
• Co-ordinate visits to the villages and generate income by encouraging environmental conservation through sustainable consumption and Nature based enterprises (NBEs)

Investment range (€): TBA
Type of partnership proposed: Joint Venture, Sub-contracting
Supporting documentation: Investor memorandum
SOMALIA INSTITUTE OF TOURISM AND HOSPITALITY (SITAH)

Sector and sub-sector: Tourism
Geographical scope: not available
Public/private: Public

Short description: Established as an in-house training centre in 2015, Somalia Institute of Tourism and Hospitality (SITAH) is an ideal modern, non-profit making tourism and hospitality institute, first of its kind in the history of Somalia’s hospitality industry, in order to advance the professional trainings needed in the industry with promising job opportunity for youth and paving ways to create a peaceful community who understand the opportunities co-exist in the tourism industry, within the Somali government legal framework, its (SITAH) registered under the ministry of Higher Education (MoHE), and partners with the Ministry of Information, Culture and Tourism (MoICT), as well as Somali Tourism Association (SOMTA).

SITAH is located in Mogadishu, the capital city of Somalia, with an estimated population of 3.5 million, thus, growing number of standard hotels, restaurants, tour and travel agencies, domestic and international carries, embassies and other guest houses, making to require qualified professional service providers. However, Mogadishu’s beautiful beaches, historical architectural buildings, long dated arts and multicultural population gives the city full of excellence attractions for tourism and hospitality studies suitability.

Investment range (€): USD 736,000 [Approx 647,300 EUR at 1 EUR = 1.137 USD]
Type of partnership proposed: not available
Supporting documentation: Investor Memorandum
40. BLOEMHOF DAM DEVELOPMENT

Company: North West Tourism Board
Geographical scope: South Africa: North West Province
Public/private: Public

Short description: A waterfront multi-facility development including:

- Golf course with clubhouse,
- Resort (chalets, conference, day-visitors recreational facilities)
- Hospitality facilities (restaurant, hydro-spa, pool)
- Angling facilities (camp)
- Harbour and surface water use (jetties)

Investment range (€): 50 Million
Type of partnership proposed: Public-Private
Supporting documentation: Submission form

41. HOLE IN THE WALL DEVELOPMENT

Company: Icopo Coastal Development
Geographical scope: South Africa: North West Province
Public/private: Public

Short description: The project seeks funding to develop accommodation and conference facility, which include:

- The proposed Hole in the Wall Resort overlooks the Hole in the Wall arch which is an iconic natural attraction near Coffee Bay with a huge detached cliff that has a giant opening carved through its centre by the waves. The development will include the following:
  - A 5-star hotel accommodating 44 guests
  - Self Catering accommodation consisting of 30x2 bedroom units and 30 x1 bedroom units as well as staff accommodation
  - Day visitor’s facilities which include indoor dining facilities, bar area, boma and pool
  - A 500 seater conference facility
  - Other facilities- restaurant, lounge, health spa, fitness centre

Investment range (€): 1 million
Type of partnership proposed: Public-Private Partnership
Supporting documentation: Submission form
42. SUIKERBOSRAND NATURE RESERVE REHAB

Company: Department of Economic Development and Tourism Gauteng Province
Geographical scope: Gauteng Province
Public/private: Public

Short description: Rehabilitation and refurbishment of the following facilities
- 29 chalets (120 beds)
- 240 caravan park stands
- Conference facility (120 pax)
- A farm museum;
- Hiking, horse and biking trails;
- Birding and game (buck and antelope) viewing.
- Day-visitor’s facilities (restaurant, picnic spots and children’s playgrounds.

Investment range (€): 7.3 million
Type of partnership proposed: Public-Private Partnership
Supporting documentation: Submission form
43. SIDI FOUNKHAL KERKENNAH

Company: Agence Focière Touristique (AFT)
Geographical scope: The Kerkennah Islands are located 20 km from the coast of Sfax. They form an archipelago within the Mediterranean Sea with a dry climate and a maximum altitude of about 13 meters.
Public/private: Public

Short Description: Creation of an ecological tourism resort with a view to safeguarding natural resources

Investment range (€): 260 million Tunisian dinars [Approx 76,696,160 EUR at 1 EUR = 3.39 TND]
Type of partnership proposed: General planner / tourism professional / private investors in the tourism sector, particularly in the sector of eco-tourism accommodation and activities
Supporting documentation: Submission form and Investor Memorandum (FR and ENG)
44. DEVELOPMENT OF THE SIDI BOU SAÏD HOTEL

Company: Société des Loisirs Touristiques
Geographical scope: Tunisia
Public/private: Public

Short Description: The Sidi Bou Saïd hotel is a 4-star hotel with a capacity of 64 beds. It was built in 1977 by the National Tourist Office OF Tunisia (ONTT) and is therefore under the supervision of the Ministry of Tourism and Handicrafts via the Société des Loisirs Touristiques which manages the establishment.

The mission of the Sidi Bou Saïd Hotel is above all, to be an establishment that scrupulously follows and applies the standards and rules of hotel management and services established by the Ministry of Tourism and Handicrafts in accordance with the international practices in this area.

The hotel’s supervisory staff has the professional experience and know-how necessary to guide and orient trainees in the various tourism and hospitality professions.

In addition, the reception area, the accommodation facilities and the restaurant services of the establishment were planned and initially designed to receive guests of the Ministry of Tourism and Handicrafts, ONTT and other departments, which are usually senior VIP-level personalities and to organize technical events (seminars, meetings, etc.) and commercial events of the Department of Tourism. Also, the quality of service, the management system, the qualification of the staff and the nature of the products and services offered must be exemplary, befitting an establishment that projects the image a Tunisian hotel that aspires to be a top-class establishment.

The Sidi Bou Saïd Hotel has so far tried to deliver, within the limits of its financial, technical and human resources, the various services demanded from it, and the many constraints it faces, it has managed to perform in the eyes of its internal and external customers.

Nevertheless, today and in the face of the demands imposed on it by the evolution of the sector as a whole, the Sidi Bou Saïd hotel needs to carry out a comprehensive upgrading programme, whose implementation would position it at a level of total quality that would reflect the Ministry of Tourism’s policy in this area.

Investment range (€): 8.9 million
Type of partnership proposed: PPP
Supporting documentation: Project overview and submission form
45. DEVELOPMENT OF THE PORT OF SIDI BOU SAÏD

Company: Société des Loisirs Touristiques
Geographical scope: Tunisia
Public/private: Public

Short Description:
The Sidi Bou Said Marina is a flagship of leisure tourism in Tunisia. It is located in the village of Sidi Bou Said, which blends simplicity and refinement, civilized architecture and wilderness, and where everything is blue and white. The operation of the port was entrusted to the Tunisian National Tourist Office (ONTT) in 1983 by concession.

It came to an end in 2003 and since that date the concession has not been renewed. During the concession period, ONTT established with the Société de Loisirs Touristiques (SLT) a sub-concession agreement relating to the operation and management of the marina. The SLT continued to manage the marina of Sidi Bou Said, receiving a modest commission based on the turnover achieved by the port complex, which is about 100 thousand dinars per year, despite the termination of the concession.

The non-renewal of the concession for the benefit of the ONTT did not improve the situation of the SLT with certain occupants of the users of the concession area (nautical club, boaters, etc.). The SLT continued to carry out the management based on the sub-concession agreement and to deal with the most urgent management needs. But, it had neither the authority nor the means to engage in construction work or to undertake major projects, which left it managing a port that was famous but whose facilities had degraded and whose operation had become increasingly difficult and loss-making. The Ministry of Tourism and Handicrafts wishes, by way of a call for expressions of interest, to establish a concession for the development, construction and operation of the public port of Sidi Bou Said.

Investment range (€): 50 million dinars [Approx 14,749,260 EUR at 1 EUR = 3.39 TND]
Type of partnership proposed: PPP
Supporting documentation: Project overview and submission form
46. KAFUE NATIONAL PARK ECO-TOURISM DEVELOPMENT PROJECT

Sector and sub-sector: Tourism, infrastructure development
Geographical scope: Regional
Public/private: Public

Short description: Zambia offers various lucrative investment opportunities including tourism. The Kafue NP is known as the Wilderness Adventure Park or the untamed Kafue where the cheetah roams, because of its vast wilderness area and adventure atmosphere.

The objective of the project is to develop of a 250-bed flagship lodge on the shores of Lake Itezhi-Tezhi. The lodge will be a family-focused facility and offer additional services incorporating appropriate experience adventures in the activities like 4 x 4 safari vehicles, walking safaris, sunset boat cruises, bird watching on the Lake Itezhitezhi, canoeing, fishing, camping and picnic, sundowners, bush dinners, breast fast on the islands and rocky outcrops with breathtaking views.

Investment range (€): between 0 and 250,000
Type of partnership proposed: Hotel investment groups, joint venture with Tourism Development Investment Corporation or build-on-transfer kind of collaboration.
Supporting documentation: Project proposal
47. LIVINGSTONE CONVENTION CENTRE AND HOTELS

Sector and sub-sector: Tourism, infrastructure development
Geographical scope: Regional
Public/private: Public

Short description: The south Luangwa national park, the second largest of the 20 national parks in Zambia is located in the Luangwa valley in eastern Zambia. It has one of the largest concentrations of wildlife and among the most popular tourist destinations in Africa. A unique feature about the Luangwa valley is its game viewing walks and drives with bush camps along the way. The south Luangwa national park has probably the largest variety of animals and bird life in Africa.

To build an ultra-modern multi-purpose conference facility to house a 3,000 seater convention centre with auxiliary meeting rooms, banquet halls, 5 star hotel, 3 star hotel, shopping arcades, restaurants and entertainment Centre with the capacity to host mega events.

Investment range (€): between 0 and 250,000
Type of partnership proposed: Hotel investment groups, joint venture with Tourism Development Investment Corporation or build-on-transfer kind of collaboration
Supporting documentation: Project proposal

48. NATIONAL PARK LUXURY HOTEL PROJECT

Sector and sub-sector: Tourism, infrastructure development, luxury eco-resort
Geographical scope: Regional
Public/private: Public

Short description: The South Luangwa National Park, the second largest of the 20 national parks in Zambia is located in the Luangwa valley in eastern Zambia. This project is aimed at uplifting the target area as a tourist destination for the country and local population to benefit from the wealth created. Focusing on developing a 4-5 star 120 bed up market hotel, contributing to the target of increasing tourist arrivals to the South Luangwa National Park.

Investment range (€): between 0 and 250,000
Type of partnership proposed: Government, Private sector, Tourists both foreign and local communities
Supporting documentation: Project proposal