

**SHALUM:** PRESENTEDBY

JULIO DE SOUZA MANAGING PARTNER - PROJECT INTERNATIONAL

**MICHEAL D'SOUZA - PARTNER** 

ARCH. LEENARODRICKS-ELDANCOFFER

**BUSINESS CONSULTANTS** 

AUG.72020



# INR 350 CR. ACCESS FOR ASIA'S LARGEST CASINO AND GAMING BUSINESS

- Close Proximity to the newinternational airport 30 mins and 20 kms away
- 30 kms from the existing domestic airport (45 mins to 1.5 hrs travel). Once the new roadway is completed it will take 25 mins to reach the hotel
- Close Proximity to the beach—1.5kms from Bagabeach
- Surrounded by vast orchard area owned by the hotel.
- The Total Assets value of the property along with all fittings and fixtures is around INR. 275 crores

- Total Property Area 32,303 sq. meters (approximately 8 acres), 12,000 sq. m developed and 20,000 sq. m Settlement Zone
- Govt ready reckoner rate approximately INR 64 cr @INR 20,000 per sq. m
- Market value of land 226 cr @INR 70,000 per sq.m
- Total Assets value INR 500 cr
- New FIVE STARproperty Less than 3 years old

- New 10 mtrs wide road coming up 50 mtrs away from the hotel boundary
- Healthy annual profits. Approx. 35 cr
- Has Casino and Nightclub permission
- Permission sought to add an additional 150 rooms or 52 villas Ground Plus 1. on the remaining 20,000 sq. m land
- Current FSI is 0.8 but can be increased to 1. Floor height is 15 mtrs but can go to 20 mtrs





## POOLSIDEVIEW & RESTROBAR

PARKREGIS HOTEL& CASINO GOA

# **ELEGANTPOOLSIDE VIEW**

### Rooms overlooking the pool



### Restaurant overlooking the pool





## GRAND LOBBY & RECEPTION

## RESTAURANT & WINEBAR

PARKREGIS
DELUXE 5 STARS
HOTEL & CASINO
GOA





# MAJESTIC HOTEL LOBBY

# SPICED COFFEESHOP

PARKREGIS
DELUXE 5 STARS
HOTEL& CASINO
GOA





# VASTOPENLAND FOR OUTDOOR FUNCTIONS. IDEAL LOCATION FOR DESTINATION WEDDINGS

# PERFECTGETAWAYFORYOUR HONEYMOON

PARKREGIS
DELUXE 5 STARS
HOTEL& CASINO
GOA





#### BANQUET HALL1

- 80 Boardroom | 100-120 U-shape |
   150 Classroom | 180 Theatre | 200-250 Cocktail |200-250 Banquet
- Perfect for medium to large events,
   This hall is a private space with state
   of the art banquet facilities. The
   floor plan is very flexible and can fit
   up to 250 guests in cocktail or
   theatre style
- Ceiling Height 7 metres | Pillar Free Room | Flexible Floor Plan



#### BANQUET HALL2



- 200 Boardroom | 250-280 U-shape | 400-450 Classroom | 700-750 Theatre | 1000-1200 Cocktail | 1200-1500 Banquet
- The hotel's largest event space and one of the biggest in North Goa. With a flexible floorplan, this hall can seat up to 1500 guests in banquet style and can be tailored to create the perfect space for a wedding or royal party.
- Ceiling Height 7 metres | Pillar Free Room | Dedicated Pre-Function Area



DINING & BAR

#### SPICE'D COFFEE SHOP



Overlooking the vast surrounds of the hotel, Spice'd offer's a contemporary place to relax for Breakfast, Lunch or Dinner. You'll love the live kitchen, where you can watch our local chefs prepare and cook sumptuous delicacies in an experience you will never forget

#### PIANO BAR



Located on the Lobby Level, Piano Bar is the perfect place to meet with family and friends and enjoy your drink of choice, in an ambient atmosphere. Piano Bar is the ideal bar for hosting cocktail parties, business events or rendezvous.

Choose from an exhaustive list of cocktails, champagne, single-malt whiskey plus much more.

#### PRESIDENTIAL SUITE

ROYALSUITE

#### **ROOM TYPE**



- 1180 sq ft spacious Suite offers the view of the pool with extended lounge area & balcony
- The master bed room has king size bed and other room has twin beds. The washroom has a bathtub and a shower cubicle as well
- Bathroom with Separate bathtub and shower
- Elaborated Private Bar
- TOTAL NOSOF ROOMS: 1

- 991 sq. ft spacious Royal Suite bright and wellventilated these rooms offers the view of the pool with extended lounge area and balcony
- Stylish marble-finished bathrooms with soaking bath tub and a shower cubicle
- Bathroom with Separate bathtub & shower
- Elaborated Private Bar
- TOTAL NOS OF ROOMS:4

#### JUNIOR SUITE

#### **ROOM TYPE**



The washroom has a bathtub & shower cubicleBathroom with Separate bathtub and shower

area & view of the city's skyline or the pool

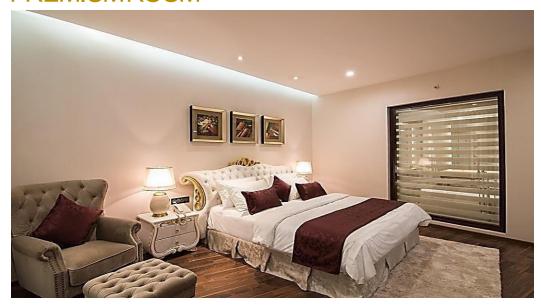
990 sq. ft spacious suite with extended lounge

Elaborated Private Bar

with balcony

TOTAL NOSOF ROOMS:6

#### **PREMIUMROOM**



- 566 sq. ft spacious rooms with state-of-the-art amenities and a view of the city's skyline or the pool with balcony. Spread across three levels of the hotel
- These rooms offers in-room bar & mini bar
- Bathroom with Separate bathtub & shower
- Elaborated Private Bar
- TOTAL NOSOF ROOMS:37

DELUXE ROOM ROOM TYPE



- Spacious 420 sq. ft rooms overlook the lush greens & a spacious balcony to enjoy the view and relax
- Room offers king / twin sizebed
- The room can cater up to maximum 3 guests with an extra bed at additional charge
- TOTAL NOSOF ROOMS:61

- FURTHER PERMISSION SOUGHTTO MAKE 52 PERMANENT VILLAS OR 150 ROOMS
- CASINO PERMISSION IN PLACE FROM LOCAL PANCHAYAT
- NIGHTCLUB LICENSE IN PLACE FROM LOCAL PANCHAYAT

#### HOTELWITH RESTAURANTAND BAR LICENSE



#### Office of Village Panchayat

APPLICANT COPY

Arpora - Nagoa Bardez - Goa. Ph: 2269147

Ref: No. VP/AN/Shops-Establ/18-19/162

Dated: 21/04/2018

#### **ESTABLISHMENT LICENCE (TRADE)**

Licence is here								for
running busine	ess of Hot	el with	Rosto	uran	t F' Bo	or -		
in the Shop / F	louse No. 48	0/7-01	_ Ward No	V	at San	kwadi	Arpora, E	Bordez-God
within Pancha	yat jurisdiction	n approved vi					in	the meeting held
on 02/00	4/2018	as per th	ne section 7	0 of Goa	Panchaya	at Raj Act	1994. The lice	ence shall follow
and fulfill the	Terms and	Conditions	given bel	ow. This	Licence	should I	be produced	for inspection
to any Pancha	vat Authority	on demand.						

#### **TERMS AND CONDITIONS**

- The domestic waste solid / liquid shall be disposed off in a proper manner so as not to cause any health hazard to the neighbouring establishments.
- The Management of the unit shall not cause any nulsance to the surrounding areas arising from bad smell gaseous or particulates omissions, discharge of influents, filth etc., failing which, the licence will be terminated without any showcause Notice.
- 3. The waste water shall be treated in a well designed Soak-pit.
- 4. No influents shall be released in the open and outside the premises.
- You have to register your business in the labour department and the Tourism Department, Food and Drugs Department, Health Department, Police Station whichever is applicable to you.
- 6. A Dust-bin is compulsory and should be maintained and cleaned every day.
- 7. Toilet with Septic tank and soak-pit are essential.
- 8. No narcotics should be sold at any cost.
- 9. No illegal activities shall be carried out in the business premises.
- 10. This Licence is valid up to 31/03/2019 and subject to further annual renewal of Licence. The house tax should be paid along with the Licence fees eas the Licence will not be renewed.
- 11. You have to renew your licence at the financial year end.
- 12. You should not sublet your above Premises / Establishment Licence
- 13. The applicant shall produce a contract letter / receipt from the garbage collector / contractor.
- 14. Details of tenants / occupants should be submitted to the nearest Police Station.
- 15. This licence is liable to be withdrawn if the conditions stipulated above are not complied with.



LICENCES

#### TRAVELAGENCYLICENSE



#### Office of Village Panchayat

APPLICANT COPY

Arpora - Nagoa Bardez - Goa. Ph: 2269147

Ref: No. VP/AN/Shops-Establ//8 +9//6/

Dated: 21/04/2018

#### **ESTABLISHMENT LICENCE (TRADE)**

Licence is hereby granted to APL Group Put. Cld.	for
running business of Travel Agency	
in the Shop / House No. 450/6 - 64 Ward No. V at Chintwool, Arpura, Bardey - 6	rea
within Panchayat jurisdiction approved vide resolution No In the meeting h	eld
on <u>O2/04/2018</u> as per the section 70 of Goa Panchayat Raj Act 1994. The licence shall folk	wc
and fulfill the 'Terms and Conditions given below. This Licence should be produced for inspect	ion
to any Panchayat Authority on demand	

#### **TERMS AND CONDITIONS**

- The domestic waste solid / liquid shall be disposed off in a proper manner so as not to cause any health hazard to the neighbouring establishments.
- The Management of the unit shall not cause any nuisance to the surrounding areas arising from bad smell gaseous or particulates omissions, discharge of influents, filth etc., failing which, the licence will be terminated without any showcause Notice.
- 3. The waste water shall be treated in a well designed Soak-pit.
- 4. No influents shall be released in the open and outside the premises.
- You have to register your business in the labour department and the Tourism Department, Food and Drugs Department, Health Department, Police Station whichever is applicable to you.
- 6. A Dust-bin is compulsory and should be maintained and cleaned every day.
- 7. Toilet with Septic tank and soak-pit are essential.
- 8. No narcotics should be sold at any cost.
- 9. No illegal activities shall be carried out in the business premises.
- 10. This Licence is valid up to 3/20/9 and subject to further annual renewal of Licence. The house tax should be paid along with the Licence fees else the Licence will not be renewed.
- 11. You have to renew your licence at the financial year end.
- 12. You should not sublet your above Premises / Establishment Licence.
- 13. The applicant shall produce a contract letter / receipt from the garbage collector / contractor
- 14. Details of tenants / occupants should be submitted to the nearest Police Station.
- 15. This licence is liable to be withdrawn if the conditions stipulated above are not complied with.



Shri. Shrikrishna R. Magvekar

V. P. Arpora - Nagoa Bardez - Goa

> Snri. Rui A. Cardoso Secretary V.P. Arbona Nagoa Bardez - Goa

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### LICENCES

#### SPALICENSE

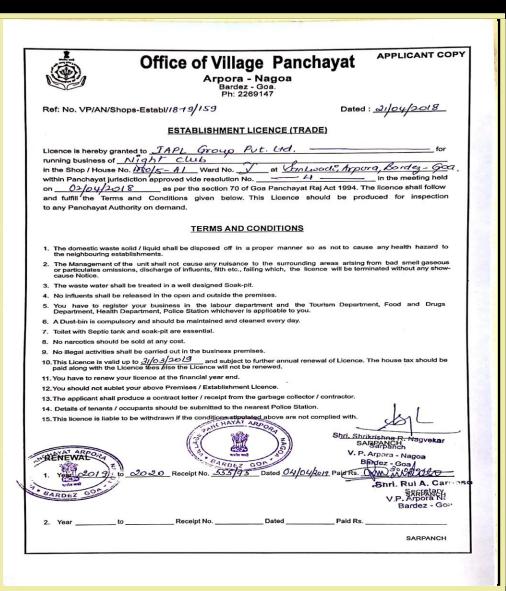




- Salon and Spa Area is 150 sq. mts
- Current license from Panchayat body valid till 2019
- 7 persons can avail the facilities at a time
- Annual License renewal fee is INR 50,000/-
- Gym, Sauna & Jacuzzi



#### NIGHTCLUBLICENSE-LOCAL PANCHAYAT





Proposed area for Night Club is 200 sq. m



Proposed Night Club sit-out area is 300 sq. m

#### CASINOLICENSE-LOCAL PANCHAYAT



#### **LICENCES**

#### TOTALINITIAL INVESTMENT REQ'D~ INR 150 cr



- Annual Panchayat License fee is INR 50K
- Govt. Feespa: 1000 sq. m gaming area INR 36cr + 28% GST
- One Time Application Fee: INR 1cr + 28% GST
- New License Approx. 30 cr
- SET-UP cost for 2000 sq. m ~ INR 24 cr for bldg.
   construction, casino interiors, security surveillance cameras,
   Gaming machines, back-office set-up, 100 nos. car park etc

## PARKREGIS-P&L

Particulars	2015-16	2016-17	2017-18
Total rooms available for sale per year	95 rooms	113 rooms	113 rooms
%Occupancy	75%	80%	80%
Average Rooms sold per day	71.25 rooms	87.20 rooms	87.20 rooms
Average room rate	INR 7500	INR 8000	INR 8500
A) Total Room revenue per annum	19.51 cr	25.46 cr	27.05 cr
B) F& Brevenue per annum	8.00 cr	10.00 cr	10.00 cr
C) Banquet and Conf rev per annum	10.00 cr	12.00 cr	14.00 cr
TOTAL GROSS REVENUE (A+B+C) per annum	37.51 cr	47.46 cr	51.00 cr
EXPENSES per annum **	9.00 cr	11.00 cr	15.00 cr
ROI per annum	28.51 cr	36.46 cr	36.00 cr
** Expenses: Administrative Expenses, Repairs and maintenance, Marketi	ng and Advertising, Salary, Interest on	Loan, Lease hold payments etc	

<sup>19</sup> 

Sr. #	Details	Area of Land Allotments	Unit of measurement	Remarks
1	Area of the Plot	10,353	sq.m	settlement area
	(plot surveyed under Sy. No. 157/1-A)	21,950	sq.m	Settlement Zone. (PDA)
		32,303	sq.m	total area of plot
2	FAR of the plot	80		
3	No of Guestrooms/ Type Details- Areas	117	Rooms	
4	Parking Area	2000	sq.m	
5	Ground Coverage			
6	MEP	3450	sq.m	complete with all machinery including STP, solar systems& Generator installations
7	Amenities			
8	Kitchen			COMPLETE
9	Public Areas			COMPLETE

Sr. #	Details	Area of Land Allotments	Unit of measurement	Remarks
10	Boundary Wall Length	1000	r.m	
11	Internal Road Width	8	r.m	
12	Construction Area floor wise			
13	Area Programme of Different Segments			
14	Electrical Load	750	kW	
15	Heat Load	NA		Solar System for Hot water 12000L with temperature of 55 deg.
16	Total Size of Underground Tank	NA		Provision of OHT with capacity 3,50,000 L
17	Landscaping Area	7900	sq.m	
18	STP Load	100	KLD	
19	DG Capacity	400 and 400	KVA	

Sr.#	Details	Area of Land Allotments	Unit of measurement	Remarks
20	External Façade Area	500	Rm	
21	Façade Details of materials			Sand plaster with paint
22	Fire Tank Size	40	Cubic metre	
23	No of Lifts	4	nos	
24	Height of Building	10	m	

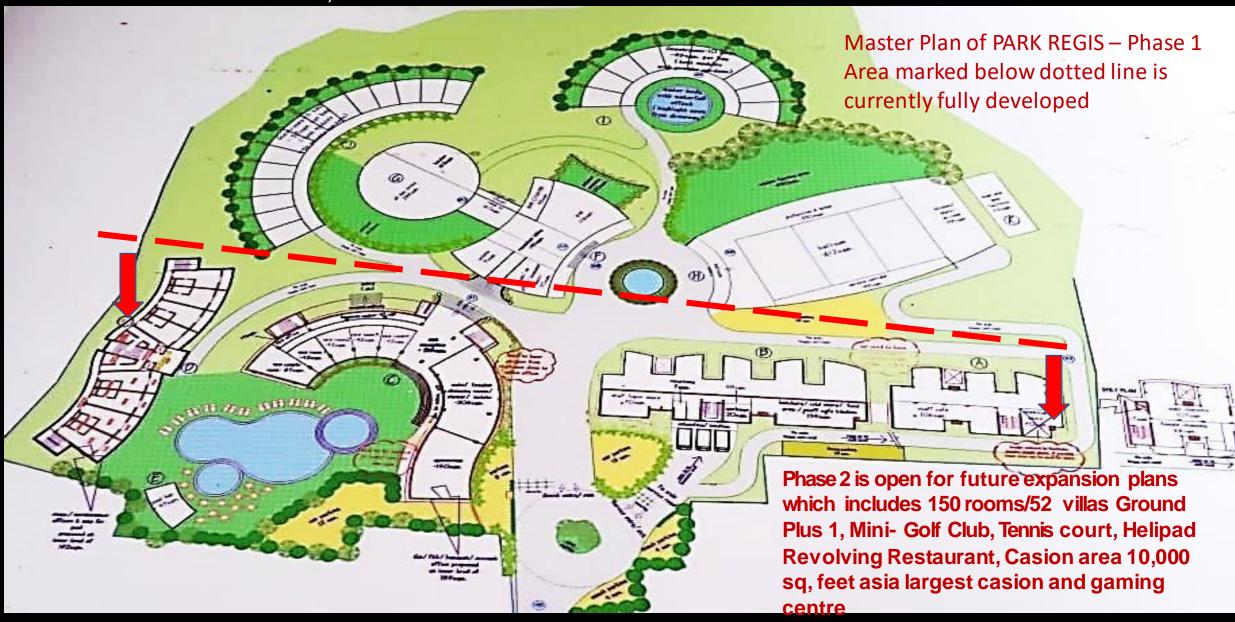
Sr.#	Details	Total Area
25	Main Kitchen	350 sq. m
26	Kitchen Store	60 sq. m
27	Dish Wash Area	30 sq. m
28	Prep-Area	
29	Restaurant	210 sq. m
30	Reception Desk	
31	Waiting Hall	
32	Coffee Shop	Part of restaurant
33	Corridor	60 sq. m
34	Cafeteria/ Bar	144 sq. m
35	Back up House Area	560 sq. m

Sr.#	Details	Total Area
36	Laundry/Carpentery/ Change Room Area	
37	SPA,Sauna, Steam Bath	150 sq. m
38	Gym, Sport Centre	150 sq. m
39	Yoga/Meditation Centre	Area included in gym
40	Salon	Area included in spa
41	Ballroom 1	360 sq. m
42	Banquet Hall	1375 sq. m
43	Pre-Function Area	200 sq. m
44	PAN ASIA Restaurant	130 sq. m
45	Book Shop	30 sq. m
46	Open Lawn Area	7000 sq. m

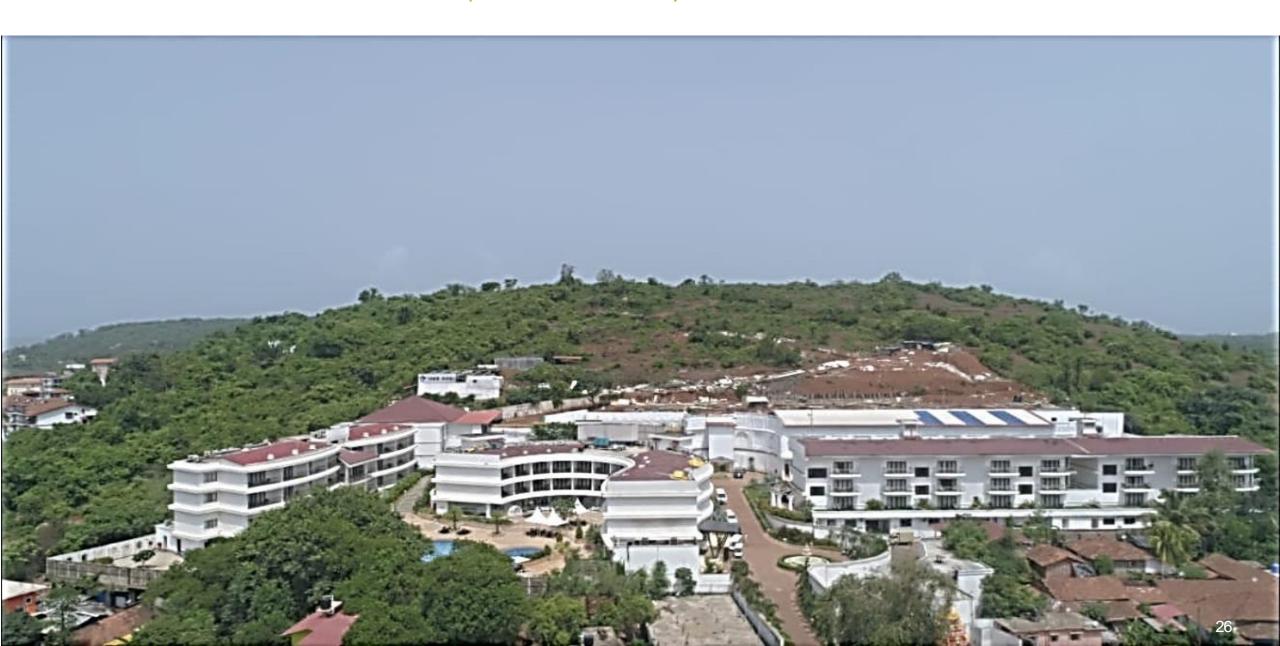
Sr.#	Details	Total Area
47	Atrium	25 sq. m
48	Porch cum Reception	300 sq. m
49	Swimming Pool Area	400 sq. m
50	LTPanel Room	15 sq. m
51	HT Panel+ Meter Room	40 sq. m
52	Transformer	16 sq. m
53	UG Tank (2 nos)	90.75 cubic m
54	Overhead Tank	Area included in UG tank
55	Boiler Room	NA
56	Gas Bank	9 sq. m
57	Kitchen Air Washer	
58	DG Room	48 sq. m

Sr. #	Details	Total Area
59	Chillers/VRV etc	Split AC units
60	Cooling Tower	NA

# TOTAL PLOT AREA 32,303 SQ.M



# PRESENTDEVELOPMENT(12,000 SQ.M)



# LAND FOR FUTURE DEVELOPMENT (20,000 SQ.M)



# LAND FOR FUTURE DEVELOPMENT (20,000 SQ. M)

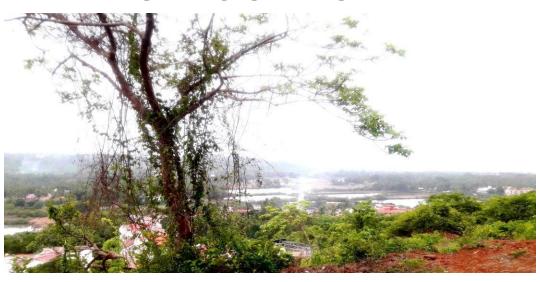
TOP VIEW - 20,000 SQ. M UNDEVELOPED



AVIEW FROM THE TOP BOUNDARY



BREATH TAKING VIEW OF SALTLAKES



HIGHESTPOINT IN PARKREGIS-N.EBOUNDARY



# NEW ENTRANCEROADEXPANSION PLANS

#### NEW ENTRANCE ROADUNDER CONSTRUCTION



ROADWORKUNDERWAY - EXPANSION PLANS



#### NEW 50 CAR PARKUNDER CONSTRUCTION



ROADWORKUNDERWAY - EXPANSION PLANS



# CASINO INVESTMENT PROJECTIONS



# CASINO INVESTMENT AND RETURN PROJECTION

CASNO GAMING AREA 1000 SQ.METERS					
Total Initial Investment			INR 146 cr	~ 146 cr	
Profit per month			INR6cr	~6 cr	
Profit per year			INR 72.5 cr	~72cr	
CAPITAL COST/INVESTME	ENT - O	VE TIME	<b>N</b> R 69.85 cr	~70 cr	
<b>I</b> tems	NOS	COST/UNIT	TOTAL	NARRATION	
One time Application Fee			NR 10,000,000	1 cr	
Government Security Deposit			NR 5,000,000	50 lakh	
GAMING EQUIPMENT					
SOFTWARES			NR 12,500,000	1.25 cr	
Detectable Gaming chips sets	i		NR 150,000,000	1.2 cr	
MANUAL MACHINES			NR 70,000,000	70 lakh	
SLOTMACHINES			NR 70,000,000	30 lakh	
Govt. and Panchayat (Miscellaneous expenses)			NR 50,000,000		
Computer and Mis. Equip			NR 2,500,000		
Interiors			NR 30,000,000		
House Keeping Equipment			NR 1,500,000		
Bar Counter and Music System			NR 3,000,000		
CCTV Surveillance System, compu	;	NR 50,000,000	5 cr		
Furniture, Dress, Staff Accommod	dation		<b>N</b> R 4,000,000	25 lakh	
Construction of Casino and Back	office		<b>N</b> R 140,000,000	1.75 cr	
CAGE MONEY			NR 100,000,000	15 lakh	

CASNO GAMING AREA 300 SQ.METERS				
Items	NOS.	COST/UNIT	TOTAL	NARRATION
RECURRING COST	(Annual co:	sts)	NR 460,850,000	46.09 cr
Govt. License fee per year (incl. of 28% GST)			<b>N</b> R 460,800,000	46.01 cr
Panchayat fee per year			<b>N</b> R 50,000	50k
			<b>ND</b> 000 000 000	
MONTHLY RECURRING COSTS	NR 300,000,000	30 cr		
RECURRING COST (Monthly costs)			NR 50,000,000	5cr
Staff Salaries, Operational cost, F&B, Transportation, Adv& Marketing etc				
Min.Business required per month (C=A+B)			NR 134,576,167	13cr
Interest on fixed Capital invested	@ 12%pa		NR 6,985,000	70 lakhs
Reccuring cost borne per month			NR 50,000,000	10 cr
Reccuring cost borne per annum broken down per month			NR 38,404,167	3.8 cr
Other Misc. expenses pm			NR 10,000,000	1 cr
SUB-TOTAL (A)			INR 105,389,167	11 cr
Looking at 24% Profit per annum (B)			INR 29,187,000	242 cr
Now Assuming a minimum average Business per month of			NR 165,000,000	16.5 cr
Expenses per month			NR 105,389,167	10.53 cr
Therefore Gross Profit per month is			NR 59,610,833	6 cr



#### 1. What is the update on the guest room expansion plans?

• Permissions are obtained from respective govt. depts. for setting up 52 temporary wooden villas / cottages. However, no layout plans are readily available as the management is actively pursuing to set up 52 permanent villas structures or 140 rooms instead of temporary wooden villa structures since the current orchard land is coming under PDAplans as New settlement area for conversion to N/A land. The files are moved to PDAdept. for Approval of orchards land to N/A land. Thus, the balance 22,000 sq. mts. of land will eventually be converted to N/A land under new PDAplans

#### 2. What are the costs associated with running a Casino

#### FOR 100 M<sup>2</sup> OF GAMING AREA

Casino license obtained from Panchayatbody for a fee of INR.50,000/- per annum and is valid till 2019 and is renewable annually

Home dept. license fee of INR. 10 cr + 28% GST renewable annually

One Time Applications fee – INR. 1 cr + 28% GST

#### FOR 300 M<sup>2</sup> OF GAMING AREA

Casino license obtained from Panchayat body for a fee of INR.50,000/- per annum and is valid till 2019 and is renewable annually

Home dept. license fee of INR. 20 cr + 28% GST renewable annually

One Time Applications fee – INR. 1 cr +28% GST

New Casino License fee – INR 25 cr. which must be obtained from the Home Dept. which will take minimum 3 to 4 months for clearance and an additional cost of INR. 15 cr should be considered for setting up security surveillance cameras + Interior designing + Gaming Machines for an area of 300 m<sup>2</sup>



#### 3. Can you provide some details on the Night Club?

• The Night Club area is around 200 m2 and can accommodate around 200 people. It also has an additional service area and hot kitchen facility in place. In addition to this, there is a sit-out area of 300 m2 outside the night club. The only License needed to run the Night Club is that from the Panchayat which needs to be renewed every year

#### 4. Can you provide some details on the Night Club?

• The Salon and Spa Area is 150 m<sup>2</sup> and at a time 7 people can avail the facilities. The Panchayat License is all that is required to operate this facility which needs to be renewed annually

#### 5. What is the total asset value of the property along with all the fittings etc etc?

- The Total Assets value of the property along with all fittings and fixtures is around INR. 275 crores and the market value of the land is around 226 cr (INR. 70,000 x 32,303 sq. mts.) which puts the overall property valuation at around 500 cr
- 6. What is the value of the land for Park Regis as per going market rate and as per Land Revenue Department?
- The market value of the land is INR 97 r and the value of the land as per Govt. Land Revenue Dept. is around INR 50 cr (INR 15,000 x 32,303 sq, mts)

#### 7. Why does the current owner want to sell Park Regis?

- The owner wants to expand his Mitsubishi Air Conditioner manufacturing Business hence he is selling this property to raise funds to complete his manufacturing expansion plans
- 8. Does Park Regis have a business conference room and any other business area which has access to printers etc etc for guests?
- Yes, there is fully functional business area



- 9. How many restaurants are there in Park Regis?
- There are 3 Specialty Restaurants in the property with provision for further expansions
- 10. Does Park Regis have a water recycling plant or Solar equipment on the property?
- There is an operational STP plant in place and solar panel for water heater plus solar powered pumps
- 11. Do you'll have municipal water supply or tanker water supply or borewell water supply or all of the above?
- There are 4 wells on the property and overhead tanks. In addition to this on demand tankers are pushed into operations
- 12. How far is Park Regis from the new airport and the old airport and how long does it take from the new and the old airport?
- From the new proposed airport (MOPA airport) the hotel is just 20 kms away which is a 30-minute drive and from the existing airport (Dabolim Airport) it is 45 kms away which is a 60 minute's drive
- 13. Do you'll have any in-house transportation? How many cars, buses, vans etc?
- The hotel has 4 vehicles (Duster MUV) for Airport courtesy transfers
- 14. Which company is managing the hotel operations? Can the new owner change this management as per their requirements?
- The operations is managed by Staywell Hospitality Australia. The new Owner can engage anyone they wish to manage
- 15. The hotel is insured by which insurance company?
- The property is currently insured to Bajaj Alliance comprehensive coverage and is Insured against regular 5 star hotel norms
- 16. Does the hotel have an in-house laundry or is it outsourced?
- The in-house Laundry operates for staff needs only. For all hotel laundry linens, it is outsourced. An in-house full-fledged laundry can be set-up for all hotel needs at a cost of INR. 4 cr. If the hotel sets this up it will get the new title of 5 Star Deluxe



#### 17. What is the FSI available and Building height restrictions?

 Current FSI is 0.8 but permission for 1 can be approved. The Building height permission is that of 15 metres but this can be approved upto 20 metres

#### 18. Can we build a HELIPAD on this property?

 Yes. We can also facilitate the process to get all the requisite Government permissions needed for the new owner to build the helipad too.

#### 19. FURTHER EXPANSION PLANS EAR MARKED ON THIS PROPERTY?

Phase 2 is open for future expansion plans which includes 150 rooms/52 villas Ground Plus 1, Mini-Golf Club, Tennis Court, 2 Helipads, Revolving Restaurant with Viewing Gallery having 360 degree view of costal beach area, LAS VEGAS Designed Casino area 10,000sq,feet Asia Largest Casino / Gaming Centre and Rope ways.



