

# CARIBBEAN TRACK RECORD



SMITHSGORE

Property & Location Cocoloba Beach Resort, Anguilla



Client First Caribbean International Bank  
 Instruction Appraisal and sale of the Cocoloba Resort on Anguilla to the Kor Group, redeveloped as The Viceroy, Anguilla.  
 Value Range Sold for US\$15 million  
 Description Hotel located on excellent north coast beach. Amalgamation of three sites to create a single development site for the Kor Group’s first development in the Eastern Caribbean.

Property & Location Altamer Resort, Anguilla



Client Michael & Rebecca Eggleton  
 Instruction (Current) Consultancy and sale advice for high net worth developer owner.  
 Value Range US\$40 million  
 Description Superb luxury villa resort and proposed mega yacht marina development located in the south west of Anguilla.

Property & Location    Temenos Resort and Golf Club, Anguilla



Client                              Credit Suisse and Zolfo Cooper acting as receiver  
Instruction                        Sale to high net worth individual following comprehensive marketing process.  
Value Range                      Sold for US\$15 million.  
Description                      Luxury beachfront hotel, villa and golf resort development with a completed Greg Norman designed 18 hole championship golf course.

Property & Location    Antigua Yacht Club, Falmouth, Antigua



Client                              Island Global Yachting (IGY)  
Instruction                        Acquisition advice and due diligence appraisal.  
Value Range                      US\$30 million

**Property & Location** Blue Waters Hotel & Cove Suites Development, Antigua



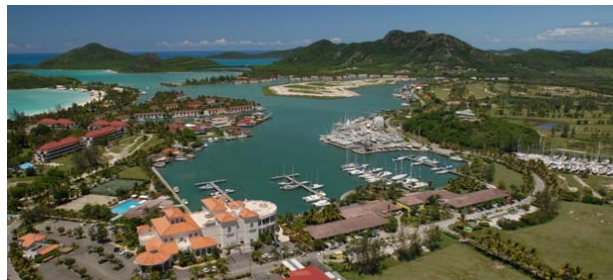
**Client** 360 Hotels & Resorts

**Instruction (Current)** Selected a high net worth European syndicate to form a JV partnership with 360 Hotels & Resorts to undertake development of adjoining land.

**Value Range** End values for the completed scheme circa \$120 million.

**Description** Established 4 star hotel and adjoining land with potential to create 50+ villas to operate within the existing hotel’s rental pool.

**Property & Location** Jolly Harbour, Antigua



**Client** Caribbean Development (Antigua) Ltd

**Instruction** Advice on sale and development strategies.

**Value Range** US\$40 million

**Description** Mixed use marina, hotel and residential resort with extensive development opportunities.

Property & Location    Elegant Hotels Group, Barbados



Client    Vision Capital

Instruction    – Acquisition and valuation due diligence  
 – Ongoing development and strategic consultancy  
 – Portfolio offered to market

Value Range    US\$150 million

Description    Portfolio of five prime hotel resort assets located on the west and south coasts of Barbados acquired by a UK based venture capital fund.

Property & Location    Banyan Tree Plantation Resort, Barbados



Client    Helical Bar plc

Instruction (Current)    Acting for major UK property company who are enforcing their rights under a 1<sup>st</sup> charge to sell the property and recover their investment.

Value Range    Quoting price US\$15 million

Description    240 acres located in a prime hilltop location overlooking the west coast and Caribbean Sea. Planning for a 47 villa luxury hotel and spa, 18-hole golf course and 124 private villas.

Property & Location Palm Beach Hotels, Barbados



Client Palm Beach (Cayman) Ltd

Instruction (Current) Recently instructed in the sale of two hotels located on the south coast with a combined room count of 280 rooms.

Value Range Quoting price US\$35 million

Description Hotels are well located established properties with excellent beach frontage. Interest is expected from a range of capital sources including operators, developers and private investors.

Property & Location Oil Nut Bay, Virgin Gorda, British Virgin Islands



Client Victor International

Instruction (Current) Development consultancy and sales advice

Value Range Completed development costs of US\$400 million

Description Luxury villa and marina development comprising 88 villas on 300 acres located on a protected peninsular of Virgin Gorda's North Sound.

Property & Location    Necker Island, British Virgin Islands



Client                        Necker Island (BVI) Limited

Instruction (Current)    Regular valuation role for Virgin/Necker Island

Value Range                Confidential

Description                Exclusive 80 acre island operated as a private island rental. Owned by Sir Richard Branson and now his primary residence. Has accommodation for around 30 guests plus extensive facilities.

Property & Location    Little Dix Bay, Virgin Gorda, British Virgin Islands



Client                        Little Dix Bay Hotel LLC

Instruction (Current)    Property consultancy, property sales and regular valuations

Value Range                US\$100 million

Description                Boutique resort comprising 100 rooms plus luxury villas located on the island of Virgin Gorda. Developed in 1964 by Lawrence Rockefeller, Little Dix Bay is established as one of the leading resorts in the Caribbean.

Property & Location Peter Island, British Virgin Islands



Client Peter Island Resort Limited

Instruction Property consultancy and valuations

Value Range US\$60 million

Description World renowned private island resort with 53 rooms and villa development all comprised on the 1,000 acre island.

Property & Location All Inclusive Hotel Portfolio, Jamaica



Client Confidential

Instruction (Current) Highly discreet marketing programme targeting international hotel investors and groups.

Value Range US\$100 million

Description Portfolio includes over 1000 bedrooms in properties located on some of the best beaches in Jamaica.



Property & Location Villa Paradiso, St Kitts & Nevis



Client Exclusive Resorts  
Instruction Development and sales advice  
Value Range US\$25 million  
Description Development of a luxury villa resort on Pinney's Beach, Nevis.

Property & Location Four Seasons, Nevis



Client Maritz Wolff  
Instruction Property consultancy and valuation  
Value Range US\$100 million  
Description One of the leading resorts developed in the Caribbean in recent years comprising 172 rooms, villa development and a golf course. Plagued by storm surges from hurricanes it was closed for 2 years and has opened again recently under new ownership.

Property & Location    Honeymoon Beach part of proposed Ritz Carlton Project, St Lucia



Client    SuperClubs and Government of Jamaica

Instruction (Current)    Government of St Lucia has compulsorily acquired the land as part of the Ritz-Carlton scheme. We continue to act for the vendor on price settlement.

Value Range    US\$12 million

Description    73 acre development site with 1,000 foot beach. Ritz Carlton development scheduled to include 275 bedroom hotel and spa and a championship standard golf course.

Property & Location    Marigot Bay Marina and Hotel, St Lucia



Client    The Moorings (part of TUI Travel plc)

Instruction    Sale of hotel and marina to private investor and simultaneous leaseback of marina to Moorings.

Value Range    US\$10M

Description    Attractive marina resort site with potential for development.

Property & Location Rodney Bay Marina, St Lucia



Client IGY

Instruction Acquisition advice and due diligence appraisal with subsequent instructions to sell 14 acres of non-core development land (Pope’s Hill).

Value Range US\$60 million

Description 232 berth marina with potential for development of a mega yacht marina.

Property & Location Anse Chastnet and Jade Mountain, St Lucia



Client FirstCaribbean International Bank

Instruction Valuation for loan security

Value Range US\$65 million

Description Instruction included the valuation of two hotels; the 49 room Anse Chastnet and the 30 room Jade Mountain together with 465 acres of development land.

Property & Location Grace Bay Club, Providenciales, Turks & Caicos



Client Blue Atlanta (International) Ltd

Instruction Sold to the Fair Group

Value Range US\$15 million

Description Considered one of the best condo hotel developments in the Caribbean, located on a prime site overlooking Grace Bay beach. It comprised 21 suites and some 4 acres of development land.

Property & Location Third Turtle Inn, Providenciales, Turks & Caicos



Client Oceanpoint Developments Ltd (In Receivership)

Instruction (Current) Acting as sales agent for PWC as the Receiver for company and CIBC First Caribbean Bank as lender.

Value Range US\$12 million

Description Originally planned as a 308 unit condo hotel and marina development. Interest has been sourced from a variety of investor groups as a high end residential community with marina.