

SOLAR DOS MARCOS

SUMMARY AND PROPOSAL OF SALE / INVESTMENT

Name:

Solar dos Marcos

Localization:

Santa Cruz Street, Village of Bemposta, Locality of Mogadouro

Classification:

Inn 4 stars; License of Tourist Use nº 54/2003;

Management Company:

Marcos & Marcos Hotelaria, Lda.; NIF: 503 774 359; Constituted at 11/11/1996;

Proprietor:

Adérito Fernandes Marcos and José António Fernandes Marcos

Brief History:

The Solar was constructed by adaptation of an existing building, brasonado (blazon of the Martins) and was habitation of D. Manuel Tame Martins, bishop of Guarda, natural of the village of Bemposta, who will have added it the chapel in honour of Holy Mary, already in the second half of XIX Century.

Excellent Architectural Value:

At 1996.04.19 the building has been classified with Excellent Architectural Value, by the General Directorate of Tourism;

Architectural Project:

Approved by General Directorate of Tourism in 09.09.96, Evaluation nº 291/96 de 09.04.96; Procº HT-ET-10524-1.3.

Ground area: 1080 m²

Total Construction area: 1665 m²

Area of Garden and internal accessing: 740 m²

Starting and concluding date of the construction:

Jan. 1998; Dec. 2002;

Opening date:



SOLAR
DOS
MARCOS

Jul. 2002 (informal); Jun. 2003 (effective);

Relevant characteristics of the project:

The current project integrates 8 double rooms (1 room adapted for handicapped), 1 suite, 1 extensible restaurant for up to 140, 1 bar, 1 multi-functional hall for 40 places, private garage covered for 13 places, private chapel and garden with swimming pool. The project still integrates a private accessing park that serve of access to the residence of the manager consisting of 1 dinning room, 1 kitchen, 2 rooms and 2 WC (1 with bathtub). By the localization of Hotel and the its topology of construction, it is possible to extend it by acquisition of adjacent old gardens and rural houses, however keeping the Hotel's main entrance.

Project potentialities:

- a) The **Solar is located in the Nature Park of International Douro - PNDI**, offering therefore excellent conditions for the development of a local tourist market, with special relevance for the Ecological Tourism (e.g. bird watching) and of Adventures. The Hotel is ones of the first of this kind in the area of the PNDI;
- b) **Proximity to Spain** (near the cities of Salamanca, Zamora and Formoselle), what it has allowed to attract Spanish tourists as customers, having into account over all the gastronomic aspect;
- c) **Good internal road linkings and with Spain**, benefiting of the existing roads and some that are under construction;
- d) The **Solar is encircled with Zones of Hunting** (including the wild boar) what it has allowed to catch the hunter as target customer;
- e) The **Solar is situated in the proximity of the Douro river**, what it has allowed to use the strolls in the river and by foot, guided or not, in the area of Arribas (edges of the Douro and typical villages of the neighbourhood), as activities of touristic animation;
- f) The Solar is installed in a **classified building** and with a own historical background, being that **the chapel** has also functioned as ex-libris, catching the attention of the guests and customers in general;
- g) The **trade mark "Solar dos Marcos"** has been registered next to the National Institute of Industrial Propriety Registering (INPI);

h) The **Solar has a presence in the Internet since May of 2002** at the address: <http://www.solar-dos-marcos.com>. the Internet has been widely used for spreading of the activities and promotions of the Solar.

Actual Status:

The exploration of the Hotel is of the responsibility of the familiar company Marcos & Marcos Hotelaria, Lda.

Since some 12 months now we have come to establish partnership agreements with some travel agencies, what has allowed to implement mixing packages (lodging, restoration and animation on the basis of strolls by foot in Arribas and by boat in the Douro river, as well as visiting Spain) of end-of-week and festive times.

Clearly the factors of acceleration of the success of the Solar are identified: investment in the increase of the number of rooms, in equipment of tourist animation (mini-golf, own boat, 4x4 vehicles), in the marketing and publicity in Spain (over all) and Portugal; and the effective integration in international tourism circuits.

The partners can advance with more investment, for that are they interested in finding an investing partner or proceeding by selling of the totality of the company and the property.

SALE OR INVESTMENT PROPOSAL:

Sale / investment will be for 1.0 million EURO;

The conditions of sale / investment are:

- a) the payment of a 40% entrance (400.000,00 EURO) - immediately - with signature of a contract of commitment;
- b) payment of 30 % (300.000,00 EURO) - up to a three months after - with the delivery of 70% the shares of the society;
- c) the payment of the remain 30% (300.000,00 EURO) – for investment;

or

- d) the payment of remain 30% (300.000,00 EURO) – for acquisition of the remaining 30% of the shares of the society;