



Compass Point  
Property Investments

Building Wealth  
Through Property



*Projected Rental Returns >12%pa...*

## Cebu Lancaster – Phillipines

*...From Just £26k*



Pacific Concord Properties, Inc.  
Building Relationships. Harnessing the Region's Best.



The Pacific Concord Properties Cebu Lancaster project:

- § High class hotel resort on Cebu Island, aimed at expats, chinese tourists and business travelers from all over South-East Asia
- § Rental returns pooled so will provide regular income – returns expected at 13.5%
- § Capital growth plus rental expected to double your outlay within 3 to 5 years
- § Situated near the Hilton, Shangri La and a luxury shopping mall...
- § Walking distance to tropical beach, 5 mins to the airport, golf and country club also nearby
- § Studio, one bed, two bed and loft style apartments for sale from £26k!!!
- § Fully furnished, fully managed, all 4\* hotel services (spa, pools, business centre, gym etc)
- § Buyer funds protected through escrow account with Philippines National Bank (PNB)
- § Earlybird investors don't delay – planned price increases by 30% by year end (2005)
- § Managed by industry heavy weights in the real estate and hotel sector – highly experienced and totally professional (see web site [www.pacificconcord.com.ph](http://www.pacificconcord.com.ph) )

As a pure investment venture, this new 'boutique condotel' is strongly recommended.

This project has only recently been released to market and interest has been high.

**\*\*\* this is one to watch \*\*\***

*For further details on how to purchase this property, please contact:*  
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## Regional Economics

With GDP growing at 6% a year and booming regional tourism, the Philippines is one of the fastest growing and most profitable residential property markets in Asia, for investors to be in over the next 3-5 years. Manila, the capital, is fast becoming one of Asia's business hotspots and as the economy begins the journey to catch up with its regional neighbours, prices are still low enough for Filipino based businesses to compete and win big ticket contracts - often because of competitive unit costs (staff wages, land prices etc). Cebu, in particular, has been listed as one of the fastest growing sectors in the Philippines in recent years, due to its strong tourism demand and because of its main Chinese links as a trading and manufacturing Free Export Trade Centre.

For a premium resort, this project is already under priced. There is massive opportunity for capital growth as there is unlimited room upstairs.

The Cebu Lancaster will be a flagship hotel - to own a piece of it for just £26k is a very special opportunity indeed.

## Cebu – Travel

Cebu Province is situated in the heart of the Philippines archipelago, in the centre of the Visayan Islands some 560 km south of Manila. It is made up of 167 islands including Cebu Island, Mactan, Bantayan, Daanbantayan and the Camotes Group, and lying between Negros in the West and Bohol in the East. The island is 300 km long about 40 km at its widest point. From Santander in the south to Medellin in the north a mountain range divides East and West.

Cebu City is the oldest and third-largest city of the Philippines and basks in its enviable status as the most popular tourist and business destination in the Philippines. The island offers fine beaches and scuba diving and it is the Philippines' shipping crossroad located at the centre of the archipelago.

Exploring Cebu City, one encounters a rich historic past. Cebuanos are extremely proud of their cultural and historical heritage, a legacy which has endured through the centuries since the great explorer Ferdinand Magellan first planted the cross on Cebu's shore.

Time has been kind to Cebu. From Zubu, the fishing village and busy trading port in 1521 it has evolved into a highly urbanized metropolitan centre which now serves as focal point of growth and development in Southern Philippines, but in contrast to this bustling metropolis, the rest of Cebu's 167 islets and islands are lined with idyllic white sandy beaches and pristine clear waters. Cebu has gained wide popularity for its

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fantastic diving grounds evidenced by the proliferation of resorts which offer luxurious accommodation and excellent dive facilities.

Cebu Island's strategic location makes it ideal for those who wish to travel to the other islands and provinces. By plane, boat or bus, nowhere is too far from Cebu.



## Prime Location

Cebu is a stunning destination, with a developed infrastructure and tropical, white sandy beaches – a paradise for holiday makers and investors alike.

Lancaster Cebu Resort Residences is in an excellent central location, 5 minutes to the international airport but located in a quiet street away from the main road, only 10 minutes (walking) to those famous beaches and the Shangri La hotel, and 15 minutes to 15 minutes from the new upper class Ayala Shopping Mall and Business Park and only 20 minutes from the Cebu Golf and Country Club. The property enjoys super views of the harbour and mountains

## Units For Sale

A limited number of fully furnished:

- large studios
- one bedroom luxury apartments and loft units
- two bedroom luxury apartments and loft

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All units will be marketed as furnished units and be able/invited to go into the condotel rental pool.  
A good investment product if anyone is looking for income and capital gains over the next 18 months.



Studio Bedroom Suite



Studio Lounge



Kitchen Area

### Size Of Units (m<sup>2</sup>)

Studio:	36.5625 m <sup>2</sup>
One Bedroom L Type:	54.8438 m <sup>2</sup>
One Bedroom (Standard):	60.1088 m <sup>2</sup>
Two Bedroom Loft:	65.74 m <sup>2</sup>

In Phase One there are 56 units in total remaining for sale, mixed between studio, one and two bedroom units.

In Phase two there are 210 units in total - again, studio, one and two bedroom units.

### Financials

Including furniture the price is Peso 65,650sqm (£732.00 per m2)

So prices range from US\$49,000 (only £26,700.00 GBPs)... up to US\$68,000 (only £37,060.00 GBPs)

NB All contracts are in Peso but a fixed exchange rate of P50.00 : US\$1.00, is applied up to completion and handover. Payments can therefore be made in US\$ or Peso.

The units to be sold are fully furnished units, but for anyone seeking not to put their units into the Condotel rental pool (and therefore not requiring the furniture package) the prices will reflect a £4240.00 discount.

Payment Terms for offshore investors only:

1. US\$2,000 (£1116.00) Reservation Fee and Registration of unit.
2. 20% on signing of Contract of Sale.
3. 25% 6 months after signing Contract.
4. 25% 12 months after signing Contract.
5. 30% balance on completion less US\$2,000 (£1116) reservation fee.

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## Guaranteed Banking

PCPI is the developer of the project and are the only developers in the Philippines that has set up ESCROW Managed facilities to protect buyers payments. Funds are NOT managed by PCPI but managed under the Escrow facility through one of the countries strongest banks, EQUITABLE BANK in Manila.(The Equitable Bank in Manila is affiliated with Chase Manhattan, New York).

## Planned Price Increases

The Board has agreed to review prices on a regular basis as policy and for your information I can advise that the standard studio units will be earmarked for increases up by approx 25% within a few months. By comparison PCPI successfully increased prices in their Lancaster Suites development in Manila from P38,888sqm when it was launched in 2003 to P64,888sqm today over a 24 month period.

## Timescale

Lancaster Cebu Resort Suites will be open and running under the condotel management plan by October 2006.

## Management

Lancaster Suites in Manila and Lancaster Cebu Resort Suites in Cebu will be managed by Lancaster Hotel Suites, which is owned by PCPI. With over 600 rooms under management and 15 years experience in management of 'condotel's' I project investors will gain healthy returns from this project.

Lancaster Cebu is projected to return approx. 9-12% net based on an average minimum occupancy of 60% a year. Room rates and occupancy levels in Cebu have been growing and most hotels on Cebu are reporting average annual occupancy of over 70% and higher. Within 18 months you can expect the market demand to increase and therefore demand for affordable resort style accommodation close to the airport and the beach in Cebu will grow by 15% a year.

Lancaster Cebu was designed as a residential project in 1994, not a resort hotel, and therefore offers larger size units and rooms than any other hotel in Cebu. A major advantage for maintaining a high occupancy rate. Rooms will also be stylish and modern and reflect the quality of a 4 start resort.

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## Low Development Risk

Lancaster Cebu Resort Suites is a redevelopment, rather than an 'off-plan' development. Below is a photo of the building as it was before renovation/redevelopment work began. Don't be put off as the finished construction will be of 4 star hotel quality - inside and out.



Lancaster Cebu will offer guests 2 resort pools, a sundeck area, pool and games room, restaurant/coffee shop, business centre and sports gym room.



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## Why is this such a **solid** investment?

- § This opportunity combines surefire capital appreciation (the Philippines being one of Asia's stealth climber economies) with the regular benefit of a solid and steady rental income return from expats and Chinese tourists based in the region.
- § The location is ideal – the perfect spot for both tourists and business travelers
- § Over the next 18 months of marketing, prices will continue to rise above the current pre-launch asking prices by approx. 25-30%.
- § Investors can expect an average yield over 5 years of approx 12% net after the start of operations in approx. October 2006.
- § Monies paid into escrow as released to developer upon project completion so no risk
- § Can pay in \$USD and fix rate for duration of payment schedule
- § Professional Rental Management by an established hotel company, with an establish database and reputation – in fact the hotel is being marketed already, to ensure a high level of occupancy from day one

Low entry level pricing – just **£26k** for a fully furnished studio  
in a 4 star resort

To request more information or to make a reservation please contact

**John Thornely**

at

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