

# Albania – an investment opportunity

The first major luxury resort to be launched in Albania

- **Strong capital appreciation**
- **Tourism growing quickly**
- **Prices 50% less than Croatia and Montenegro**
- **EU Accession in 2014 offers huge potential**
- **Apartments from €50,000**

LALZIT BAY  
RESORT AND SPA



**Lalzit Bay Resort & Spa is no ordinary Eastern European development.**

It is unique because it represents a milestone in Albania's progress towards becoming a leading European tourist destination and EU Member state in 2014.

The resort is situated in a pristine Adriatic bay, just 30km from the international airport and the capital Tirana.

- A 5 star resort in a stunning, un-spoilt Adriatic bay
- A fully master-planned area, protected by strict planning controls
- Full-due diligence to the highest standards
- Financial backing and management by a leading London investment company
- Less than 30km to the 2 major cities - the capital Tirana and port city Durres
- 30 minutes from the brand new international airport with direct flights across Europe

The project boasts some of the best international partners and has full government support.

[www.lalzitbay.com](http://www.lalzitbay.com)



# Lalzit Bay Resort & Spa

Beach-front luxury

LALZIT BAY  
RESORT AND SPA



## A unique opportunity

Albania is already a popular holiday destination. Living costs and property prices are far cheaper compared to neighbours Croatia and Montenegro primarily because of the country's isolation and lack of European standard tourist infrastructure. There is currently significant investment into Albania's infrastructure offering excellent investment potential.

## The site

The site is 20ha in size and has 300 metres of private beach frontage. All of the properties within the resort are set within beautifully landscaped gardens, pool areas and secluded pedestrian walkways. Buildings will only be 25% of the actual resort ensuring the exclusivity and desirability remains long into the future.

## A stunning location

Lalzit Bay is beautiful. 10km in length, with golden sandy beaches surrounded by distant mountains. The sea is shallow, calm and gently sloping making it perfect for families.

It is as yet untouched by development and any building that takes place is strictly controlled by a coastal development plan recently introduced by the government.

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# Albania

Superb growth potential

## Property price trends following EU accession. (Albania expected to join the EU in 2014)

EU accession in 2004 (2007)	2002 (2005) property prices compared to 2009
Slovak Republic	88% increase ↑
Czech Republic	83% increase ↑
Poland	126% increase ↑
Slovenia	83% increase ↑
(Bulgaria)	(50% increase ↑)
Albania	What next for Albania after 2014?

## Why invest in Albania?

- The last emerging market in Europe
- Property significantly cheaper than Croatia and Montenegro
- EU Accession anticipated for 2014
- Stable democratic government
- Became a full member of NATO in 2009
- Increasing levels of FDI attracted by an investment-friendly 10% tax rate
- A growing middle-class and a severe lack of quality housing
- Infrastructure is quickly improving with help of EU and World Bank grants

## Why invest in Lalzit Bay?

- Just 30km from the capital Tirana
- An exclusive resort, on the beach-front with 5\* star facilities
- Existing and potential demand from local, regional and international tourists
- A brand new international airport 30 minutes from the resort
- New roads and infrastructure being built in the area
- Fully government master-planned bay preventing over-development
- 300 metres of private beach frontage
- A Mediterranean climate with long, warm summers and mild winters

# Apartments and Villas

Pre-release units now available

LALZIT BAY  
RESORT AND SPA



## Choose between beach-front villas or 1 and 2 bed apartments.

All properties are finished to exacting standards of detail and luxury.

### Apartments: From €50,400

- 1 bed apartment – 45m<sup>2</sup> of living space
- 2 bed apartment – 90m<sup>2</sup> of living space

### Villas: From €234,000

- 3 bed villas 150m<sup>2</sup> of living space, plot size 220m<sup>2</sup>
- 4 bed villas 200m<sup>2</sup> of living space, plot size 400m<sup>2</sup>

Lalzit Bay Resort and Spa Property Management will manage your rental needs to help you optimise your rental income.



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# The Resort and Facilities

5 Star luxury amongst exotic restaurants, bars, night-life and shops



## Beach Club, Sports & Tennis

Enjoy the refreshing allure of sand and sea at the beach clubs which are located directly on the beach. Socialise and entertain whilst sipping on a refreshing cocktail or just kick-back and relax in the purpose built beach club. Lalzit Bay Resort and Spa will have tennis courts with qualified coaches on hand to assist with coaching.

## Spa and Wellness Centre

The spa will have numerous steam rooms and a full range of thermal treatment rooms, an indoor hydrotherapy pool and indoor/outdoor infinity pools.

## Shops

There will be a number of boutique-style shops located throughout the resort. Catering for all tastes, these will ensure that hotel guests and owners alike do not miss out on their everyday needs as well as the occasional luxury indulgence.

## Restaurants & Nightlife

There will be a wide choice of international cuisines on offer from a range of independent and carefully selected restaurants. Ranging from local Albanian dishes and sea food through to exotic foods of the Orient and Asia, there will be ample choice of quality food and dining experiences to fulfil the needs of even the most discerning guests.

# The deal explained

## The buying and build process



## How much and when do I have to pay?

A 2 bedroom sea-view apartment costs €111,500 Euros.

### The payment process is as follows:

- Reservation: €4,000 – fully refundable.
- First payment/deposit 10% less reservation fee: €7,150.
- Second payment 30%: €33,450 on receipt of building permits.
- Third payment 40%: €44,600 on shell – foundations, walls and roof.
- Fourth payment 15%: €16,725 on completion of construction.
- Fifth payment 5%: €5,575 on registration of building and owner title.

### The build schedule

Land preparation and fencing of the site begins on September 1st 2010. This paves the way for pre-launch initial reservations and infrastructure and construction schedule confirmation.

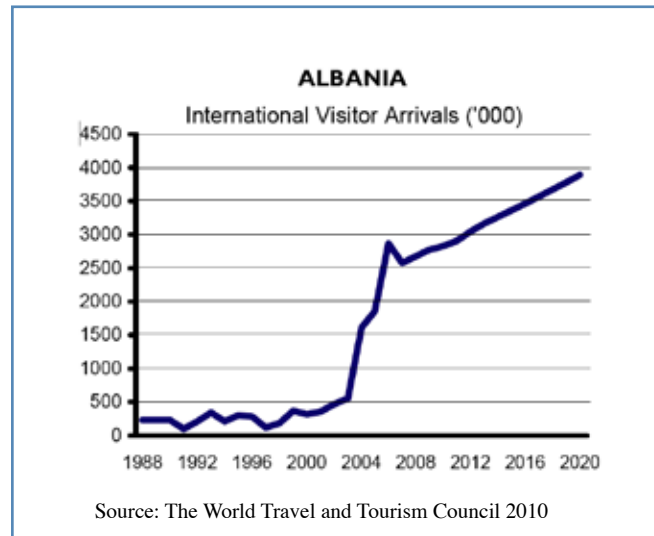
Phase 1 is a total of 156 units and will be completed by 2011.

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## Local demand for re-sales

- **Close proximity to millions of potential buyers:** Tirana has a population of 1 million. Durres, 30 minutes away has 750,000. Bari in Italy is just 80 miles across the Adriatic on a ferry trip.
- **Exclusive** – There are no other resorts or holiday homes like this on the market and supply of beach-front property is limited.
- **Desirable** – As a luxury, exclusive resort, it will maintain its popularity by securing one of the best locations in the country for a beach resort.



## Tourism growth: pushing up rental potential

- **Tourism is increasing rapidly** – conservatively estimated to increase by 5% each year until 2019.
- **The region has a severe lack of quality holiday homes** and demand exceeds supply in many coastal areas due to the many landlocked Balkans' holiday-makers rushing to the coast.
- **Direct flights from across Europe** from BA, Lufthansa, Alitalia, Malev and Albanian Airlines and an improving road network will improve access from across Europe.

## Tirana's new international airport



# The partners

## The best backers and builders

### The financial backers

Charles Street Securities LLP (CSS LLP) are a London based investment company founded by Gerard Mizrahi in 1984. They are the main financial backers in Lalzit Bay Resort & Spa. They are fully regulated by the UK's Financial Services Authority. Gerard has 25 years' experience in a wide range of asset classes and investment types and has an MA in Economics from Cambridge University. [www.charlesstreetsecurities.co.uk](http://www.charlesstreetsecurities.co.uk)

### The developer

CSS Property Partners LP, a subsidiary of CSS LLP are the team leading the project. The key individuals in the team are Ravin Maharajah, a property developer of 20 years and successful businessman. In addition to a wealth of property development experience Ghulam Alahi trained as an accountant with KPMG in London before setting up his own successful accountancy firm.

### The architects

Woods Bagot are a world-class, award-winning architectural practice. They have extensive experience designing luxury resorts that combine cutting-edge design, a sense of empathy with the environment and using sustainable, environmentally friendly materials. [www.woodsbagot.com](http://www.woodsbagot.com)

### The construction company

The final decision on the construction company will be made once land clearance has been completed. Discussions are taking place with the best companies in the region. Land clearance has been awarded to Trema, a 51% Austrian owned company that were the main contractor on the new airport terminal. They have an excellent management team and experience in the region.

### The accountants

Ernst & Young (Albania) and Haysmcintyre (UK) have been chosen as accountants to provide the best financial guidance in the local markets. They have undertaken due diligence on the tax climate within Albania and the UK. [www.ey.com](http://www.ey.com) , [www.haysmacintyre.com](http://www.haysmacintyre.com)



# The next stage

How to make your reservation

LALZIT BAY  
RESORT AND SPA 

**You can reserve a pre-release unit now for only €4,000.**

This is fully refundable and protected in an Escrow account at Raiffeisen Bank, Tirana.

Phase 1 pre-release requires that 42 units are reserved prior to final plans being submitted and building permits being received.

## FOR MORE INFORMATION

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