



# BAHARI BEACH SATELLITE TOWN PROJECT

Dar es Salaam, Tanzania | 120 Acres | Mixed-Use Beachfront Development

Offered by: Integrated Property Investments (T) Ltd

A Vision for the Future of Coastal Urban Living in Dar es Salaam

We invite you to explore a rare opportunity to invest in a landmark mixed-use development that combines lifestyle, infrastructure, and economic return. Strategically positioned along Tanzania's vibrant northern coastline, Bahari Beach Satellite Town is designed to deliver lasting value — for communities, investors, and the future of sustainable urban growth.

# Project Overview

The Bahari Beach Satellite Town is a 120-acre master-planned, mixed-use development located in the Bahari Beach area, approximately 20 kilometers north of central Dar es Salaam, Tanzania. Developed by Integrated Property Investments (T) Ltd, the project is designed to create a self-contained urban community integrating residential, commercial, hospitality, healthcare, education, and recreational elements. Strategically located along a rapidly urbanizing coastal corridor, the project caters to Dar es Salaam's growing middle- and upper-income population, expatriates, and institutional users.



## Development Components

The project features a full spectrum of urban lifestyle infrastructure, including:

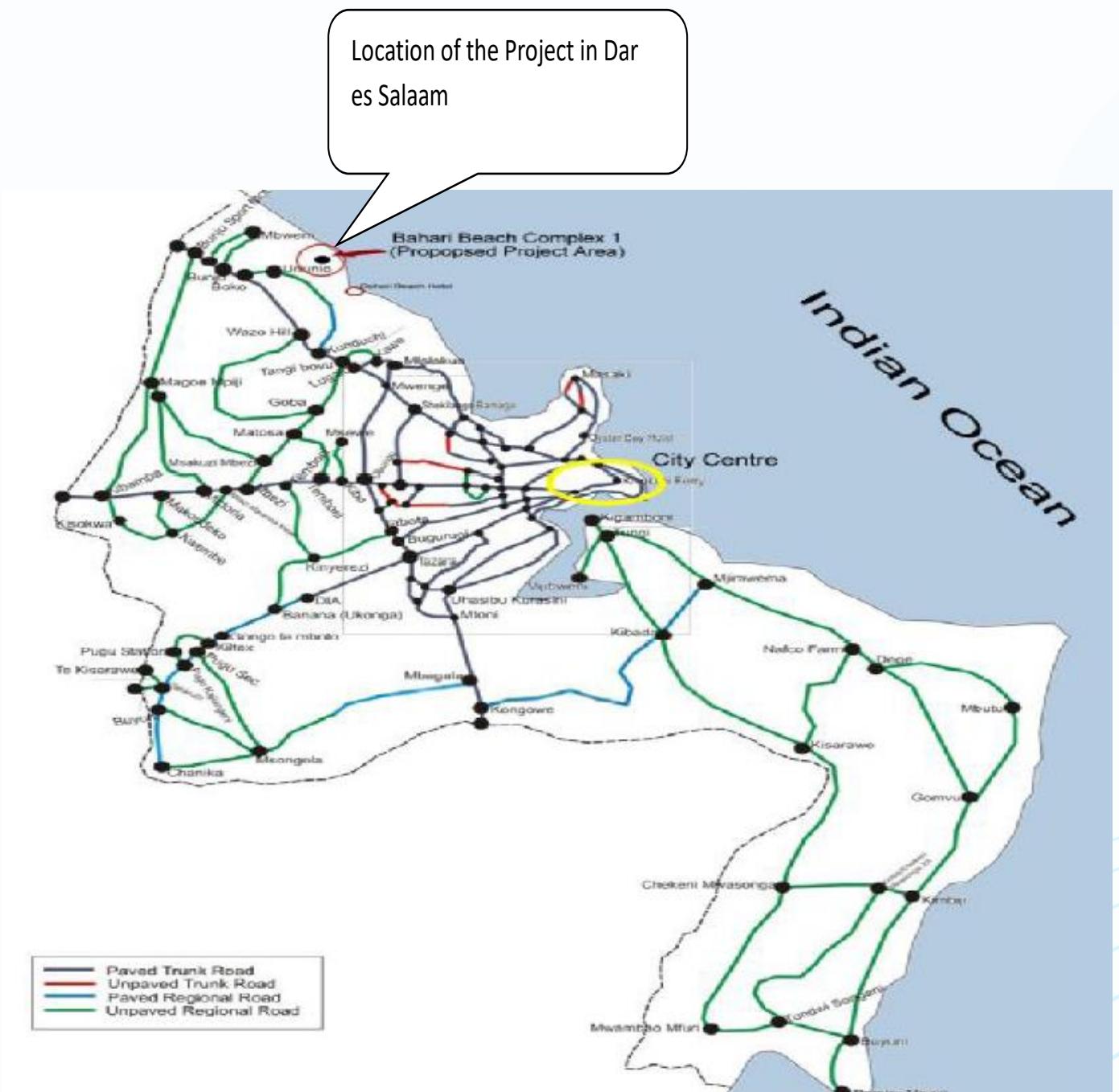
- **Residential:** 600+ units (executive villas, townhouses, luxury apartments)
- **Commercial:** Office park, 26,000 sqm retail shopping mall, waterfront commercial promenade
- **Hospitality:** Upscale beachfront resort hotel (250 rooms), eco-tourism chalets, clubhouse.
- **Institutional:** 200-bed hospital, international school, nursery
- **Community & Recreation:** Community center, spa, gym, jetty, nature trails



# Phasing Strategy

The project is structured into 10 development phases from 2025 to 2032, beginning with high-demand residential villas and townhouses. Commercial, hospitality, and institutional elements will be rolled out in subsequent phases. The strategy is designed to:

- Accelerate cash flow through early-phase unit sales.
- Allow reinvestment into later phases.
- Offer optional exits at each phase.



## Project Status

- **Land Ownership:** 120 acres fully titled to Integrated Property Investments (T) Ltd.
- **Approvals & Planning:** Zoning, architectural plans, feasibility studies, and permits secured.
- **Infrastructure:** Site clearance and partial infrastructure works initiated.
- **Construction:** Initial phases commenced and paused due to liquidity constraints.



# FINANCIAL HIGHLIGHTS



## Financial Highlights

- **Total Revenue Potential:** USD 686.5 million
- **Total Investment Cost:** USD 256.7 million
- **Total Land & Development Cost:** USD 496 million
- **Equity Investment:** USD 200 million
- **Gross Profit (Pre-Tax):** USD 429.7 million
- **Equity IRR:** 39%
- **Leveraged Project IRR:** 30%
- **Return on Equity:** 4.3x within 7 years

### Note:

The difference between the development cost and total investment cost is covered through reinvestment of revenues from earlier phases into later ones.

## Investment Highlights (Table Format)

Key Metric	Value
Total Site Area	120 acres
Zoning	Mixed-use (residential, commercial, hospitality, institutional)
IRR (Equity)	39%
IRR (Project/Leveraged)	30%
Payback Period	4 years post-development
Projected Gross Profit	USD 429.7 million
Total Revenue	USD 686.5 million
Total Investment Cost	USD 256.7 million
Total Land & Development Cost	USD 496 million
Equity Investment	USD 200 million
Ownership Structure	Single titled entity
Investment Entry	Full acquisition, JV, or phased buy-in

## IRR & Payback Analysis by Phase

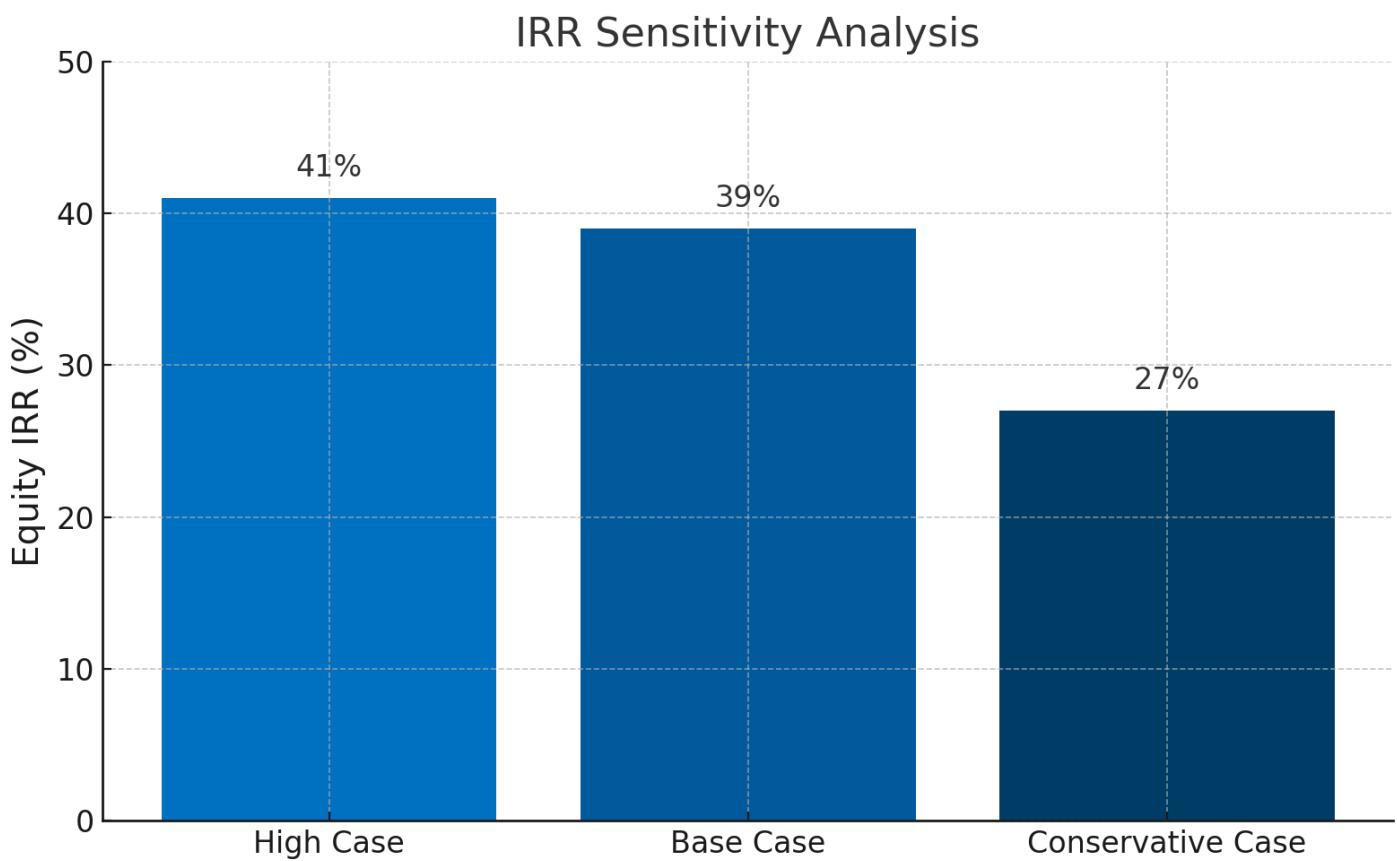
Phase	Component	IRR (Est.)	Payback Period
1	Villas & Townhouses	28–32%	12–18 months
2–4	Residential Clusters	30–35%	12–18 months each
5	Shopping Mall	38–42%	4–5 years post-lease
6	Resort Hotel	40–45%	4–5 years post-lease
7	Office Blocks	35–40%	4–5 years post-lease
8–10	Apartments + Towers	25–30%	3–4 years

## Substantiation of Project IRR

The projected Equity IRR of 39% and Project IRR of 30% have been carefully validated against the project's development and cash flow timeline. Key assumptions supporting these returns include:

- **Equity Investment:** USD 200 million, phased primarily during the 2025–2027 construction period.
- **Gross Revenue Generation:** USD 686.5 million achieved primarily between 2028 and 2032.
- **Gross Profit:** USD 429.7 million, resulting from unit sales, commercial leasing, and the capitalized sale of income-generating assets.
- **Early Cash Flow Strategy:** Revenue from the initial residential phases (Phases 1–4) is reinvested into later phases, reducing external financing needs.
- **Payback Period:** 4 years post full development completion, ensuring accelerated capital recovery.

An internal financial model simulating phased cash inflows over the 4 years post-completion confirms an achievable Equity IRR in the range of 35% to 39%, depending on final absorption rates and sale valuations. Even under more conservative assumptions, the project demonstrates a resilient IRR above 27%, making Bahari Beach Satellite Town a highly attractive and financially viable investment.



### IRR Sensitivity Analysis

Scenario	Assumptions	Equity IRR (%)	Payback Period (Years)
High Case	Strong unit absorption, sales at or above forecast prices, early stabilization of commercial assets	41%	3.5 years
Base Case	Sales and lease-up according to current projections, no major delays	39%	4 years
Conservative Case	10–15% slower sales absorption, slight price softening, delayed exit of some commercial assets	27%	5 years

### Key Notes:

- Even in the Conservative Case, the project remains profitable with attractive double-digit returns.
- Phased reinvestment from early residential sales significantly strengthens the capital structure across all scenarios.
- Flexibility to adjust phasing and pricing strategy helps mitigate downside risks.

## Updated Project Phasing & Timeline

Phase	Component	Duration	Development Years
1	11 Villas + 24 Townhouses	15 months	2025–2026
2	30 Grand Villas	15 months	2026–2027
3	30 Grand Villas	13 months	2027–2028
4	22 Townhouses	17 months	2028–2029
5	26,000 sqm Shopping Mall	88 months	2029–2036
6	250-Room Beachfront Hotel	76 months	2029–2035
7	8 Office Blocks (8 floors)	85 months	2030–2037
8	8 Apartment Blocks (8 floors)	37 months	2031–2034
9	8 Office Towers (8 floors)	34 months	2032–2035
10	8 Apartment Blocks (8 floors)	62 months	2032–2037

## Phased Timeline Overview

Period	Development Focus
2025–2028	Residential units (Phases 1–4)
2029–2031	Commercial retail (Phase 5)
2030–2032	Hospitality and office towers (Phases 6–7)
2031–2035	Mixed-use apartments (Phases 8–10)

## Project Rationale

The Bahari Beach Satellite Town responds to the urgent need for integrated, well-planned suburban development in Dar es Salaam. As the city faces mounting congestion and sprawl, this project offers a smart-growth solution with economic, social, and environmental benefits.

- **Urban Pressure Relief:** Eases congestion in the city center by decentralizing residential and commercial hubs
- **Middle-Class Housing Demand:** Addresses demand from a rising middle-income population
- **Strategic Location:** Proximity to SEZs, Bagamoyo Port corridor, and coastal tourism developments
- **Government Support:** Backed by national policies favoring housing, infrastructure, and investment
- **Peace and Stability:** Tanzania's longstanding political stability is a magnet for regional and international investment

## Project Description and Cost

The project is organized into ten development phases. Each component is self-sustaining and structured to generate revenue for reinvestment.

Phase	Description	Estimated Cost (USD)	Estimated Revenue (USD)	Profit (USD)
1	11 Villas + 24 Townhouses	10.2M	11.7M	1.5M
2	30 Grand Villas	10.9M	13.0M	2.1M
3	30 Grand Villas	10.9M	13.0M	2.1M
4	22 Townhouses	4.9M	6.3M	1.4M
5	26,000 sqm Shopping Mall	32.2M	98.9M	66.7M
6	250-Room Beachfront Hotel	33.9M	124.4M	90.5M
7	8 Office Blocks (8 floors)	46.2M	160.8M	114.5M
8	8 Apartment Blocks	31.9M	46.5M	14.6M
9	8 Office Towers	43.7M	165.6M	121.9M
10	8 Apartment Blocks	32.1M	46.5M	14.4M
Total		256.7M	686.5M	429.7M



## Revenue Projections

The project will generate a mix of sales revenue and rental income, with most gains realized from years 3–7 after development begins.

- **Unit Sales Revenue:** Over USD 136 million from residential and commercial units
- **Rental Income:** Over USD 167 million from commercial leasing (retail, hotel, offices)
- **Capitalized Income:** USD 382 million from future sales of income-yielding assets
- **Total Gross Revenue:** USD 686.5 million

## Profitability

The project delivers outstanding financial returns for investors.

- **Gross Profit (Pre-Tax):** USD 429.7 million.
- **Equity IRR:** 39%.
- **Project IRR (Leveraged):** 30%.
- **Return on Equity:** 4.3x within 7 years.
- **Cap Rate Assumptions:** Commercial and hospitality assets sold at 10% capitalization rate

# Exit Strategy Options

Bahari Beach Satellite Town has been carefully designed to provide multiple flexible exit strategies, ensuring that investors have clear, profitable pathways to realize returns at various stages of the project lifecycle.

## 1. Phased Unit Sales

- Residential villas, townhouses, and apartments will be sold progressively from Phase 1 onward.
- Allows partial exits with profits reinvested or distributed as phases mature.

## 2. Commercial Asset Disposition

- Key commercial assets (shopping mall, office parks, hospitality components) are held for lease stabilization, then sold at capitalized market values.
- Target holding period: 4–5 years post-completion for maximum yield.

## 3. Portfolio Sale

Upon reaching substantial completion and revenue stabilization, the entire developed property or remaining unsold assets can be marketed to institutional buyers, REITs, or international funds seeking stabilized, income-generating portfolios.

## 4. Strategic Investor Buy-In

Opportunity for early-stage investors to sell down equity to incoming strategic or institutional partners during later phases of development at higher valuations.

## 5. Public Listing (Optional Long-Term Path)

Depending on scale and investor appetite, potential to package stabilized assets into a listed Real Estate Investment Trust (REIT) on the Dar es Salaam Stock Exchange or a regional bourse.

### Summary:

The multi-exit strategy framework ensures that investors can optimize returns based on market conditions, individual phase successes, and personal investment timelines, balancing short-term gains with long-term value creation.

# CONSTRUCTION DEVELOPMENT



## Construction Developments

Initial construction and servicing works began in 2017, including site clearance, limited foundation activity, and installation of basic infrastructure (such as preliminary road access and perimeter demarcation). The project was temporarily paused due to capital constraints and is now poised for full reactivation.

- **2017–2018:** Site mobilization, land grading, and perimeter fencing
- **2018–2019:** Partial drainage installation, road network planning, and foundation testing
- **2025 (Planned Restart):** Phased construction resumption with a focus on residential housing units (Phases 1–4)
- **2026–2032:** Full vertical and horizontal development across commercial, hospitality, and institutional segments
- **Ongoing:** Environmental approvals and land titling remain valid and up-to-date

## Phase 1 Development of Plots 2, 3 and 5

Plots 2,3,& 5 Block A located in Ununio comprises approximately 20.642 hectares of beach land. The land has been delineated into two distinct development zones; the beach/mangrove area comprising approximately 16.64 hectares has been committed to development of eco-hotel while the remaining area fronting the Ununio Road measuring 3.99 hectares has been delineated for the development of residential houses and a recreational centre to serve the residential community.

A proposed optional beach road reserve measuring 12m wide and provision for public access to the sand beach have not been implemented as yet and will require consent of the Kinondoni Municipal Authority. A jetty has been proposed and forms part of the development works to provide for yachts' mainly for leisure.

## Plot 2, 3 & 5 Block A Kunduchi Ununio



## **Front row developments on the 3.99ha of land will include the following:**

- 18 Executive Villas in Class A each on a plot size of 1,050 sqm
- 17 Executive Villas in Class B each on a plot size of 1,000sqm
- 21 Executive Villas in Class C each on a plot size of 975sqm
- 43 Town Houses each on Plot size of 320sq.m
- 10 Villa Type E each on shared grounds of 1,000sq.m
- 5 Beach front villas Type F, each on plot sizes of 1,000sq.m
- A recreational centre on 504sq.m of land that will include a clubhouse, spa.

## **The Bahari-Eco Hotel site will accommodate the following structures:**

- One Main Hotel Block with a built up area of 9,750sq.m on 5-floor levels with ample parking bays on either side of the block, approximately on 6,208sq.m of land.
- 6 Executive villas in Class B each on a plot size of 1,000sq.m.
- The jetty for watercraft, sailing and power leisure boats.
- 9 Environmental-friend cottages on stilts providing twin rooms in the mangrove areas. These chalets are spread out within the mangrove areas to the extent of not being obstructive to the natural growth and maintenance of the mangroves. The specifications for the chalets include local building materials (boriti sticks, palm reeds and grass thatch) that are subject of approval by environmental consultant.
- An eco-centre assembly point behind the front row developments with a nature trail that will link all interesting points within the eco-hotel site.
- Saltwater swimming pool has also been planned to the extreme eastern end of Plot No.5.

Once completed, the individual units will be sold out or operated jointly with a strategic investor. Contractor for the constructions works has been appointed and handled the site and site clearance works are in progress.

According to the valuation report done by Majengo Estates Developers Limited this is expected to cost US\$ 37,151,452 excluding financial charges.

The main components are as summarized in Table 3.0 below:

**Table 4.0 Development of Plots no.2, 3 and 5**

Item	Total Built Area (Sqm)	Cost per Sqm (US\$)	Total Costs (US\$)
Executive Villas Type A	9,360	500	4,680,000
Executive Villas Type B	8,500	500	4,250,000
Executive Villas Type C	7,140	500	3,570,000
Town Houses	14,104	500	7,052,000
Recreation Centre	504	500	252,000
Villas Type E	3,300	550	1,815,000
Beach Front Villas Type F	2,250	550	1,237,500
Eco-Hotel main Building	9,750	500	4,875,000
Executive Villas Type B	3,000	500	1,500,000
Cottage on Stilts	1,800	400	720,000
Jetty, approx 200m long x 3m wide			350,000
Eco-Centre Assembly & nature trail			200,000
Salt water Swimming pool			150,000
<i>Sub Total</i>	59,708		30,651,500
B: Ancillary costs			
Site preparation			2,000,000
driveway & parking	6,667		42,000
Garden & lawns	140		10,000
Drainage work & paving			15,000
<i>Sub Total</i>	6,807		2,067,000
C: Professional Fees			
Architects, QS & Engineers (of A+B)	8.00%		2,617,480
D: Contingency Allowance			
Contingency allowance (of A+B+C)	3.00%		1,060,079
E: Letting Fees			
Letting fees 8% of first year income	8.00%		755,393
<b>Total Costs For Plots 2,3 &amp;5</b>			<b>37,151,452</b>

## **Development of Plot No. 208**

Plots 208 Kunduchi is located about 18km from the City centre of Dar es Salaam off Ally Hassan Mwinyi Road past the Kunduchi Hotel Access road in a quiet neighbourhood with direct access to beach, in a neighbourhood generally known as Bahari Beach within Ununio village. Ununio Village is a fast urbanizing rural enclave within the Kunduchi Ward.

This plot is for development of waterfront mixed development building structures, residential apartments, office blocks, shopping mall and other amenities such as Medical clinic petrol station, school, car parking areas, etc as detailed in Table 4.0 below.



**The total project costs have been estimated to be US\$ 261,727,218.**

**Plot No.208 Commercial Park Development, Kunduchi Ununio**

**Table 5.0: Construction Costs for Plot No. 208**

Building Item	Total Built Area(Sqm)	Cost per Sqm (US\$)	Total Costs (US\$)
Waterfront Mixed Commercial Development			
Commercial Development Type A	11,600	600	6,960,000
Commercial Development Type B	11,500	600	6,900,000
Commercial Development Type C	34,200	600	20,520,000
Commercial Development Type D	30,000	600	18,000,000
Commercial Development Type E	10,900	600	6,540,000
Commercial Development Type F	12,150	600	7,290,000
Commercial Development Type G	35,000	600	21,000,000
<i>Sub Total</i>	145,350		87,210,000
Residential Development			
Retail/Residential Block 1	17,600	500	8,800,000
Retail/Residential Block 2	7,100	500	3,550,000
Retail/Residential Block 3	7,800	500	3,900,000
Town Houses	13,776	500	6,888,000
Spanish Apartments	17,280	500	10,368,000
Apartments Type 2	69,600	500	41,760,000
Houses Type G	3,905	500	1,952,500
<i>Sub Total</i>	137,061		77,218,500
Office Blocks			
Block 1	6,850	500	3,425,000
Block 2	6,750	500	3,375,000
Block 3	6,075	500	3,037,500
<i>Sub Total</i>	19,675		9,837,500
Shopping Mall			
shopping Mall shared Ground	30,500	500	15,250,000
Waterfront Strip Mall Common Promenade	5,460	500	2,730,000
<i>Sub Total</i>	35,960		17,980,000
Other			
Medal Clinic	4,675	600	2,805,000
Service Station	500	400	200,000
Utility Building/Garbage/Transformer	450	300	135,000
School Common Ground	1,200	200	240,000
<i>Sub Total</i>	6,825		3,380,000
B: Ancillary Costs			
Site Preparation	120,000	250	30,000,000
Driveway & parking	50,000	120	6,000,000
Garden & Lawns			150,000
Drainage Work & Paving			185,000
<i>Sub Total</i>	170,000		36,335,000
C: Professional Fees			
Architects, QS & Engineers (of A+B)	8.00%		18,556,880
D: Contingency Allowance			
Contingency allowance (of A+B+C)	3.00%		7,515,536
E: Letting Fees			
Letting Fees, 8% of First Year Income	8.00%		3,693,802
<b>Total Project Costs (Exclusive of finance costs)</b>			<b>261,727,218</b>

## **Phase III Development of Plot No.10**

Plots No. 10 Ununio comprises approximately 20.642 hectares of beach land, out of which 5,000 m<sup>2</sup> has been delineated for the development of the following building structures with the consent of the Kinondoni Municipal Planning Authority. The land is sandwiched by the two lots of land owned by IPIL namely Plot 208 and Plots 2,3,5 Kunduchi.

### **Plot No. 10: Proposed Utilities And Restaurant Buildings Kunduchi Ununio**



**Table 6. Development Component for Plot no.10**

Building Items	Total Built Area (Sqm)	Cost per Sqm (US\$)	Total Costs (US\$)
Cottage on Stilts	2,400	400	960,000
Auxiliary building	1,800	500	900,000
Main Club House	500	500	250,000
Fish Restaurant	200	500	100,000
Boat repair	200	300	60,000
Main Building	10,000	500	5,000,000
Water front commercial building	34,200	400	13,680,000
Town houses	5,904	500	2,952,000
Administration/maintenance/utility building	540	600	324,000
	55,744		24,226,000
<b>B: Ancillary Costs</b>			
Site Preparation	14,250	250	3,562,500
Driveway & parking	2,000	120	240,000
Garden & Lawns			50,000
Drainage Work & Paving			65,000
	16,250		3,917,500
<b>C: Professional Fees</b>			
Architects, QS & Engineers (of A+B)	8.00%		2,251,480
<b>D: Contingency Allowance</b>			
Contingency allowance (of A+B+C)	3.00%		911,849
<b>E: Letting Fees</b>			
Letting Fees, 8% of First Year Income	8.00%		727,918
<b>Total Project Costs</b>			32,034,747

## Phase III Development of Plot No.10

### Development of Plot1

Plots 1 have been delineated for the development the building structures as outlined in Table 6.all have been with consent of Kinondoni Municipal Planning Authority.

The total cost for development these plots has been estimated at US\$: 55,893,363.

The 5-star hotel shall comprise of the following:

Main building which includes the reception area

Detached hotel villas

- Executive Villas Type C and D
- Detached Suites & SPA
- Sea Restaurant
- Recreational areas



**Plots No. 1 and 4 Proposed 5 Star Hotel At Plots Nos 1& 4 Kunduchi Ununio, Dar es Salaam**

**Table 6: Development Cost items for Plot 1**

Building Cost item	Total Built Area (Sqm)	Cost per SQM (US\$)	Total Coasts (US\$)
Main Building	42,000	700	29,400,000
Detached Hotel Villas	1,824	600	1,094,400
Detached Suites & SPA	2,500	500	1,500,000
Executive Villa C Type	9,520	500	4,760,000
Executive Villa D Type	2,970	500	1,485,000
Recreational Center	504	400	252,000
Common Ground Scuba dive/Surf Centre	200	600	80,000
Utility Building	5,400	600	3,240,000
Sea restaurant	500	700	300,000
Main Building	3,480	600	2,436,000
2 Min Block			648,000
	69,972		45,195,400
<b>B: Ancillary Costs</b>			
Site Preparation	15,568	250	3,892,000
Driveway & parking	2,050	120	246,000
Garden & Lawns			50,000
Drainage Work & Paving			65,000
	17,618		4,253,000
<b>C: Professional Fees</b>			
Architects, QS & Engineers (of A+B)	8.00%		3,955,872
<b>D: Contingency Allowance</b>			
Contingency allowance (of A+B+C)	3.00%		1,602,128
<b>E: Letting Fees</b>			
Letting Fees, 8% of First Year Income	8.00%		886,963
<b>Total Project Costs (Exclusive of finance costs)</b>			55,893,363

## **Summary of Developments Costs for all the plots**

The total for developing all plots nos 1,2,3,4,5,10 and 208 amounts to US\$ 386,806,338 excluding financial charges.

**Table 7: Summary of Development costs for all the Plots**

Plot	Cost Item	Total Costs (US\$)
Plot No 2,3 & 5:	Building Cost	30,651,500
	Other costs	6,499,953
	Total	37,151,4533
Plot No. 208	Building Cost	195,626,000
	Other costs	66,101,218
	Total	261,727,218
Plot No. 10	Building Cost	24,226,000
	Other costs	7,808,747
	Total	32,034,747
Plot No. 1	Building Cost	45,195,400
	Other costs	10,697,963
	Total	55,893,363
Total Cost		386,806,338



# FUTURE EXPANSION OPPORTUNITIES

# Future Expansion Opportunities

To further enhance the value, appeal, and long-term viability of the Bahari Beach Satellite Town, we are actively exploring exciting additional components that can be integrated alongside the current master plan. These additions would position the development as a leading coastal destination for both residents and international visitors.

## 1. Ecotourism Development on Adjacent Lands

- **Eco-Lodges on Stilts:** Luxury boutique rooms elevated above coastal forest or wetlands, offering unique nature-based accommodations.
- **Nature Trails and Walkways:** Curated eco-trails for residents and guests, integrating conservation zones and enhancing wellness offerings.
- **Sustainable Tourism Potential:** Taps into the fast-growing eco-travel market, promoting biodiversity and boosting hotel and leisure revenues.

## 2. Yacht Club and Marina Facility

- **Private Yacht Club:** Establishment of a marina for residents and visitors, offering mooring, maintenance, and sailing services.
- **Luxury Boat Connectivity:** Direct water links to Zanzibar, Dar es Salaam, Bagamoyo, and surrounding coastal hotspots.
- **Lifestyle and Prestige Addition:** Strengthens the project's appeal to high-net-worth individuals, expatriates, and tourism operators, setting Bahari Beach apart as a unique waterfront community.

These opportunities can be phased in parallel with or after the primary development cycle, adding strategic value uplift and opening new revenue streams for investors.



# SWOT Analysis and Risk Analysis

## SWOT Analysis

### Strengths

- Strategic Beachfront Location:** Prime position in a rapidly growing coastal corridor with proximity to city center, SEZs, and key infrastructure.
- Clear Title & Approvals:** Legally secure land ownership and full development approvals reduce regulatory risk.
- Mixed-Use Master Plan:** Diversification across residential, commercial, and hospitality sectors enhances project resilience.
- High Project IRRs:** Strong financial metrics with equity IRR at 39% and leveraged IRR at 30%.
- Phased Structure:** Modular development phases allow for flexible capital deployment and early cash flow.

### Weaknesses

- Capital Intensive:** High upfront investment required for full project realization.
- Dependence on Sales Phasing:** Cash flow projections depend on timely execution and unit sales.
- Delayed Start:** Previous construction pause may impact market momentum without refreshed marketing.

## Opportunities

- **Urban Growth:** Dar es Salaam's population is growing rapidly, increasing demand for housing and services.
- **Tourism Expansion:** Coastal and eco-tourism potential in the region can boost hospitality performance.
- **Public-Private Partnerships:** Opportunity to collaborate with government and DFIs on infrastructure and institutional assets.
- **Regional Real Estate Appetite:** Rising interest from East African and Gulf investors in mixed-use developments.

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## Threats

- **Macroeconomic Conditions:** Inflation, interest rates, or currency volatility could impact costs or investor returns.
- **Regulatory Delays:** Changes in building codes or urban plans could affect approvals.
- **Market Saturation Risk:** Nearby developments may compete for similar target markets if not adequately differentiated.

## Risk Analysis

### Development Risk

- **Risk:** Construction delays or cost overruns.
- **Mitigation:** Use of phased contracting, experienced project managers, and fixed-price contracts.

### Sales & Market Risk

- **Risk:** Slower-than-expected sales of residential or commercial units.
- **Mitigation:** Strong pre-sales strategy, staged release, and responsive pricing.

### Financing Risk

- **Risk:** Challenges in raising equity or securing long-term debt.
- **Mitigation:** Flexible capital structure, reinvestment of initial sales, and readiness for JV models.

### Currency & Interest Rate Risk

- **Risk:** Fluctuations in USD/TZS exchange rates or rising interest rates.
- **Mitigation:** Debt denominated in USD to match revenue inflows, and built-in interest buffers in financial models.

### Regulatory & Policy Risk

- **Risk:** Changes in land use policy, taxation, or investment codes.
- **Mitigation:** Active compliance, ongoing engagement with local authorities, and legal due diligence.

### Environmental Risk

- **Risk:** Environmental constraints or community opposition.
- **Mitigation:** Approved EIA, sustainable development practices, and stakeholder engagement programs.

# ORGANISATION MANAGEMENT



# **ORGANIZATION AND MANAGEMENT**

## **Organisation**

IPIL will have a simple and practical organisation structure that will facilitate communication and accountability of all the actors. The complex will be organised in two main departments namely Hotel and Real Estate Department. The departments will be headed by managers. There will be a support function of Finance and Administrative, which comes directly under the General Manager. The Finance and Administration will have three sections namely: Accounts, Administration and Personnel. The head of the Finance and Administration section will be equivalent to Head of Department.

## **Management of The Project:**

All service or residential apartments at Bahari Beach Town Complex will be sold to individuals. Some of the apartments will be occupied by the owners while others will be leased out and thus operate as a hotel.

Two companies are envisaged to be involved in the operation of Bahari Beach complex one is an ownership company and the other is the management company. The owners of the apartment through their companies will establish and own a joint company with its own Board of Directors and Annual General meeting (AGM). The company to be called Bahari Beach Town Complex will be a non-profit making company, whose operations will just break even.

The shareholding in the Integrated Property Investment Limited will be based on the size of each apartment in terms of built up area in square meters and any other properties which the owners can own through the company; e.g. ownership of a car garage. The more space one claims in the village, the more shareholding in Integrated Property Investment Limited. The objective of setting up the company will be to hold the leasehold for the land on the plots 28, 29 and 30, which will be transferred from the project promoters. In addition the company will own all the common areas; e.g. gymnasium building, swimming pool; etc.

Integrated Property Investment Limited will employ the following staff to work in the village and common areas namely:

- Manager of the Village.
- Receptionist;
- House Keeper;
- Gardener;
- Maintenance;
- Security; and

The management company may be established in the near future to be incorporated will be contracted by Integrated Property Investment Limited to operate the apartments and other common areas of the village. This will be an independent company with experience in operating and managing service apartments and other hospitality services.

The management company will be responsible for the following tasks namely:

- Managing the apartments on behalf of the owners who will be leasing them out;
- Managing the common areas on behalf of the Bahari Beach Village
- Keeping the accounts (income and expenditure) of the owners of the apartment;
- Marketing the apartments to outsiders for lease.
- To collect rent and service charges from common areas.
- Maintenance of the property; and
- To report the apartment owners through financial statements on the performance of the property.

The management and operation of the recreational areas covering gymnasium, fish restaurant and community based entities such as school medical clinic, service station will be outsourced and the operator will provide machines and equipment for the fitness centre.

Bahari Beach Town Complex will operate as a private property and not as a public hotel. In view of this entry to Bahari Beach Town Complex will be restricted to owners of the apartments and those who have leased them. In general the right of admission will be reserved to the Management discretion. However the gymnasium services will be allowed to have members from outside to make the operations commercially viable to the operator.

# FINANCIAL VIABILITY



## Assessment of Financial Viability

The Bahari Beach Satellite Town Project demonstrates strong financial viability across multiple dimensions, driven by its robust returns, phased capital strategy, and blended revenue model. The feasibility analysis, financial modeling, and cash flow forecasts confirm the project's ability to meet return targets, service debt, and recover capital within a reasonable timeframe.

## Key Financial Indicators:

- Total Revenue Potential: USD 686.5 million
- Total Investment Cost: USD 256.7 million
- Total Land & Development Cost: USD 496 million
- Gross Profit (Pre-Tax): USD 429.7 million
- Equity Investment Requirement: USD 200 million

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## Return Metrics:

- Equity IRR: 39% – Significantly above regional benchmarks
- Leveraged Project IRR: 30% – Strong return for mixed-use developments
- Return on Equity: 4.3x within 7 years – Highly attractive to equity partners
- Payback Period: 4 years post-completion – Accelerated capital recovery

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## Phased Capital Strategy:

Revenue from Phases 1–4 (residential) contributes early cash flow  
Profits reinvested into Phases 5–10, reducing external capital pressure  
Opportunity for phased equity buy-in or JV by component

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## Debt and Financing Considerations:

Modeled at 54% debt financing, with a 7% interest rate  
Reinvestment of early sales revenue minimizes long-term debt reliance  
Flexibility for structured finance or mezzanine instruments

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## Revenue Diversification:

Residential Sales: USD 136M projected revenue from units  
Commercial Leasing & Capitalized Sale: USD 167M rental income  
Capitalized Exit: USD 382M from income-yielding asset sales (mall, hotel, offices)

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## Sensitivity Considerations:

Scenarios modeled for price, absorption, and cost escalations  
Even in conservative cases, project maintains positive IRRs and profitability  
Delayed phases can be deferred or repackaged with minimal impact on Phase 1–4 returns

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**SITE INSPECTION  
AND BUYER ENGAGEMENT**

# Site Inspection and Buyer Engagement

We warmly invite prospective investors and buyers to schedule a site visit to experience the full potential of the Bahari Beach Satellite Town firsthand.

- **Site Tours Available:** Guided visits to view the property, assess infrastructure works, and understand the master plan layout.
- **Personalized Briefing:** One-on-one sessions to discuss the vision, financial returns, and development opportunities.
- **Negotiation Opportunity:** Serious buyers are welcome to engage in direct discussions regarding acquisition terms and price structuring.

## Important Note:

- Site inspections and detailed negotiations are available strictly by appointment.
- Proof of Funds is required prior to finalizing any site visit arrangements or price negotiations.
- This ensures we maintain focus on committed, capable investors who recognize the value and scale of this opportunity.



## Tanzania

Located in one of Africa's most stable and fastest-growing economies, Bahari Beach Satellite Town benefits from Tanzania's strong political stability, robust infrastructure investments, a growing middle class, and an investor-friendly environment that is positioning Dar es Salaam as a future megacity by 2030.

Don't miss the chance to be part of one of Tanzania's most promising coastal developments. Schedule your private site tour today and take the first step toward securing a strategic investment in the future of Dar es Salaam.



## Tanzania in Africa

### Conclusion:

The project is financially sound, strategically phased, and well-positioned for equity, debt, or JV investment. With strong underlying demand and clear cost-revenue visibility, Bahari Beach Satellite Town offers a compelling investment with high returns and manageable risk.

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