



REPUBLIC OF CROATIA

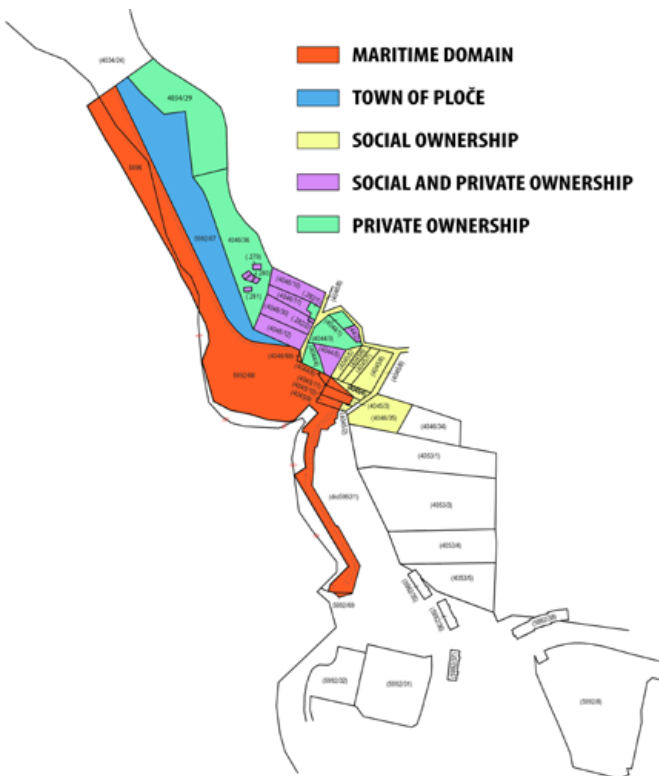
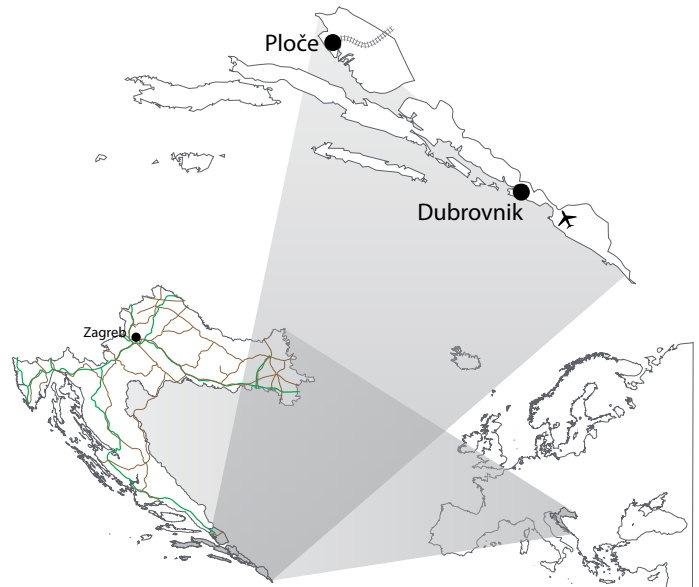
MARINA PLOČE, Ploče

PROJECT DESCRIPTION

The project includes construction of a nautical port – marina in Ploče with a maximum capacity of 400 berths at a site called *Pod cestom* in the Bačine area.

Based on the Amendments to the Physical Plan of the Town of Ploče (adopted on April 18, 2017), the main characteristics of the nautical port are:

- a total project area of approximately 9.33 hectares, which will include 1.34 hectares of land area and 7.99 hectares of water area.
- different versions of the port solution will be permitted, provided that they comply with the Development Plan for the *Pod cestom* area and the results of an environmental impact study and a maritime study.
- reconstruction and conversion of existing facilities into port auxiliary facilities will be permitted.



The conceptual design prepared by the town of Ploče offers two options for the development of this project:

1. The first option includes construction of 282 berths, parking space for 101 cars, dry berths, an exit station - travel lift, and reconstruction of the existing facilities (the site was previously used as a technical workshop, so there are currently several unused facilities) into a restaurant, a reception area, shops and storage space.
2. The second option is an extended version of the first, which, in addition to the facilities built in the first option, envisages the full commercialization of the area, including the construction of a hotel with 140 beds, more berths (up to 400 in total), and a facility with shops, storage and a garage with 240 parking spaces.

The area designated by the Physical Plan covers 1.34 hectares of land with the following ownership structure: maritime domain (Republic of Croatia), the Town of Ploče, social ownership, and several parcels that are privately owned. An overview of the ownership of the land parcels is shown in the graphic on the left.

Option 1 is to be developed exclusively on the maritime domain (16,784 m²) and the land part owned by the Town of Ploče (9,076 m²). Option 2 requires resolving the ownership rights with private owners prior to investment.

LOCATION

The project area is situated on a 700-meter section of coastline in the northern part of Ploče (Bačine Bay) approximately 400 meters from the center of town. Ploče is located on the Adriatic Sea, halfway between Split and Dubrovnik. It is an ideal location for a port because it is shielded by the Pelješac Peninsula and provides easy connections to the Croatian islands. The town is located in Pan-European corridor Vc, which will also contribute to the development of Port of Ploče, the second largest seaport in Croatia.

ESTIMATED VALUE

The estimated value of Option 1 is 6 million EUR, while Option 2 will be an additional 15.5 million EUR. However, the final amount will depend on the investor's preferences and possible port solutions.

TRANSACTION MODEL

For the maritime domain and land owned by the Town of Ploče the transaction model will include a concession for the maritime domain, which implies the selection of future concessionaire through a public tender.

PROJECT STATUS

The project is being developed in accordance with the Amendments of the Physical Plan of the Town of Ploče, adopted on April 18, 2017. The Town of Ploče has already prepared a conceptual design.

The maritime domain border was determined in 2013 and recorded in the land registry. The border for the port area has not yet been determined since a site permit must first be obtained.



DUBROVNIK-NERETVA COUNTY

Population (2011): **122,568**
GDP per capita (2014): **10,177 EUR**
Unemployment rate (2016): **18.3%**
Average gross salary: **1,027 EUR**
Average gross salary in the sector (tourism): **1,168 EUR**

Dubrovnik-Neretva County is comprised of five cities and 17 municipalities. The county also includes several islands covered in thick Mediterranean vegetation and forests, smaller settlements and agricultural land (olive groves and vineyards). Its main economic activities are the tourism and hospitality industries and maritime shipping. The area also has significant agricultural potential in the Neretva River delta and on the Pelješac Peninsula, known for its production of high quality wines.

The county is very easy to reach via Dubrovnik International Airport. It is also close to the modern A1 Zagreb-Split-Dubrovnik highway, the seaport of Dubrovnik, which can handle large cruise ships, and the important cargo port of Ploče (the gateway of the future Pan-European Transportation Corridor Vc).

Dubrovnik's famous medieval old town (a UNESCO World Heritage Site 1979) and the nearby island of Korčula has positioned Dubrovnik and the county as a high-end

European and global tourist destination. Dubrovnik has been declared the best congress destination in the region in 2017 (Conventa Fair in Ljubljana) and one of the top three destinations in the congress industry in CEE in 2015 by Congress Magazine. 10BEST and USA TODAY awarded it seventh place in the category Best Cinematic Destination, and it was also declared the best cruise destination by Spanish publication "Cruise News".

Through investments in new and existing hotels, sports and infrastructure capacities and their constant development, tourism has become an industry of great strategic importance for the county, currently with 15 five-star hotels and 24 four-star hotels. There are 3 marinas in the county (Lastovo, Slano and Korčula) with total capacity of 415 berths.

The potential for high-end tourism has already been recognized by international hotel chains (Sheraton, Hilton, Radisson Blu, Rixos, Uzel Holding, Adriatic Luxury Hotels and the Luksić Group). Amanresort also plans to open a hotel in Cavtat.

Educational infrastructure relevant to the sector includes higher schools for hospitality and catering and two universities with excellent programs related to tourism (RIT Croatia - a division of the Rochester Institute of Technology, New York and the University of Dubrovnik).

CONTACT

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