



everywhere i look around



ALL
YOU
NEED
IS
ECUADOR
.TRAVEL



UN VISTAZO AL ECUADOR

0°



ISLAS GALÁPAGOS
Patrimonio Natural
de la Humanidad.



CIUDAD: MANTA
Principal Puerto
Pesquero y de Cruceros
Internacionales

CIUDAD: GUAYAQUIL
Principal Puerto
Internacional de Carga

CAPITAL: QUITO
Patrimonio Cultural
de la Humanidad.

CHIMBORAZO
Punto más cercano
al sol, 6.310 msnm.

CIUDAD: CUENCA
Patrimonio Cultural
de la Humanidad.

OCEANO
PACIFICO

PERÚ

COLOMBIA

**ECUADOR EN
EL CENTRO DEL
MUNDO**



EXTENSIÓN
283,561 Km²

POBLACIÓN
16'528.730

IDIOMA
ESPAÑOL

**IDIOMA DE
NEGOCIOS**
ESPAÑOL E INGLÉS

FORMA DE GOBIERNO
REPÚBLICA
DEMOCRÁTICA

MONEDA
DÓLAR AMERICANO
desde 1.999

ACUERDOS COMERCIALES
Más de 13 acuerdos comerciales, incluyendo el
Acuerdo ECUADOR-UNIÓN EUROPEA



GALÁPAGOS

The Galapagos Islands proclaimed by UNESCO as a World Heritage Site, and the green destination of the world for investment projects related to tourism



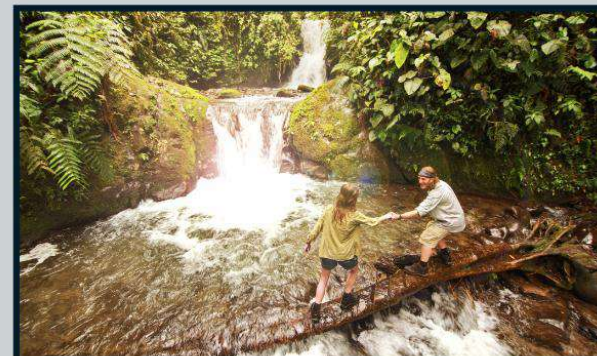
COSTA

The Ecuadorian coast offers opportunities to develop a hospitality infrastructure; such as hotels and Eco-resorts aimed at all kind of travelers



ANDES

Excellent environment for the development of hotels projects of; different sizes and standards, tourist services or leisure travel, meetings and the incentive industry as well as the development of adventure tourism services.



AMAZONÍA

Opportunities to develop Eco-lodges and sustainable tourism infrastructure and services that incorporate flora, fauna and local communities with it's own cultural heritage

In the last 4 years Ecuador has won more than **50 prizes** awarded by important associations and leading media.

Condé Nast
Traveler

**TRAVEL+
LEISURE**

WORLD
TRAVEL
AWARDS



WHY INVEST IN ECUADOR



Tourism is a priority for the Local Government



Investors will receive permanent counseling during all of the investment process



Cultural, geographical and cultural diversity makes Ecuador a unique country



The continuous public investment has become into continuous growth in the tourism sector (3rd largest in non-oil revenues)



Competitive Costs - Ecuador offers one of the lowest costs in the region in key areas such as: labor, basic services, transportation and taxes

IMPORTANT PUBLIC INVESTMENT IN THE LAST 10 YEARS



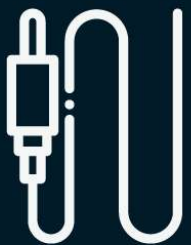
US\$ 329 millions

Airport investments include 2 new airports and 10 renovated with international standards



US\$ 9.36 billion

Public investment in roads, renewing more than 9,790 km



60.000 km

Of laid Internet fiber optic making Ecuador one of the countries with the highest access to internet in the region.



USD 8 billion

In public investment in 6 multipurpose projects.



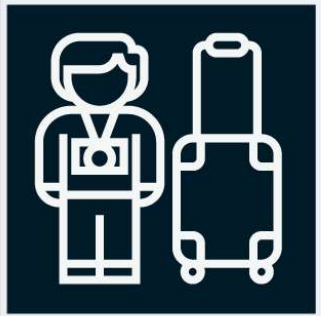
USD 5.9 billion

Investments in hydroelectric plants with a total of 8 projects



Average Spenditure

\$1.250



Average Visit

8 days



**Tourism Participation
in GDP**

2.15%



Arrivals in

2016

1'581.713



- **1'305.157** of tourists arrivals until October of 2017, 11% more than 2016
- **USD \$773,2 millions** in revenue until June 2016 for the Tourism Industry, 8,6% more than 2016
- Tourism has a multiplier effect of **USD\$ 1,6 in the economy**
- It is the **third source of non-oil revenues** in 2016



- During 2016, the total contribution of tourism to the GDP was **5,6%**
- Foreign tourists moved **USD\$ 3'970.000** per day in 2016
- Domestic tourism moved **1,6 million** people in 2016.
- In 2016, **12,3 million** of domestic trips were made.

EMPLOYMENT GENERATION

- **498,385** jobs were created until Oct 2017 (in housing and food services industries)
- Tourism represents **6,4%** of jobs in the economy
- **67,5%** of employees are women.
- Is the **6th** industry contributor of jobs in the Ecuador





The Ministry of Tourism of Ecuador in relation with the investment attraction strategy, one of our main pillars, has created very useful tools in order to facilitate the inversion process. Some of these tools are:

- **Doing Business Manual**
- **Manual for the creation of new companies**
- **Entrepreneurs' manual**
- **Treaties with financial institutions**

Ecuador due to it`s geographical location and climate does not suffer from these natural disasters:

- Blizzards
- Freezes
- Tornadoes
- Cyclonic Storms (Hurricanes)





BENEFITS OF INVESTING IN ECUADOR

- **5 year Income Tax exemption for new investments** (outside of Quito or Guayaquil)
- **Exemption of up to 10 years in tourism areas affected by the 2016 earthquake** (Manabi and Esmeraldas).
- **Reduction of 10% of income tax on the reinvestment of profits in the acquisition of new productive assets**
- **Double tax deduction for the depreciation costs of productive fixed assets for 5 years**(including Quito or Guayaquil).

It is an agreement to protect new productive investments, available for investments over **USD 1 million**, offering the following incentives:

Stability

- Stability on tax incentives up to 15 years.
- Renewable once (maximum validity of 30 years)

Tariff Reduction

- The company can request the total or partial reduction of the tariffs for imported capital goods.
- Outcome Tax Exception on international financing operations

Security

- Conflict resolution mechanisms

APPROVED INVESTMENT CONTRACTS



80% investment
comes from international
investors



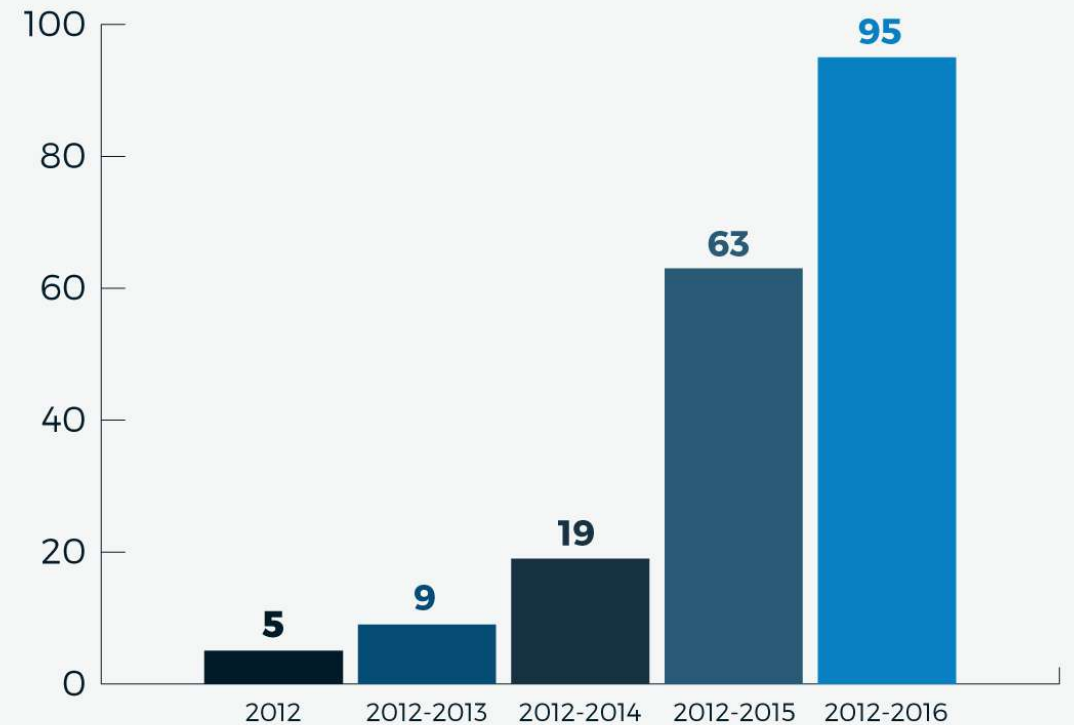
8.807 direct jobs



USD 6.624 millions



Approved investment contracts



The Public-Private Partnership (PPP) model allows for **risk sharing** between the public and private sector.

Taxes

- Income tax exemption for up to 10 years starting on the first year of operation.

Tariffs

- Exemption of customs duties or tariffs on imported products and services during the development of the project

Legal Stability

- Legal stability on various aspects affecting investment and tax incentives
- Disputes may be submitted to international arbitration.



FOR THE GOVERNMENT

- Satisfaction of the needs of the State and society for the provision of services and jobs by the private sector
- Risk diversification of public funds
- Public Budget Relief
- Indirect access to financing
- Incentive for public investment in the areas of investment



FOR THE PRIVATE SECTOR

- New investment opportunities
- Government support for the development of more private investment projects
- Project financing and development independence.
- Tax reduction
- Legal stability
- Public investment certainty and security



INVESTMENT OPPORTUNITIES



CHATEAU ROSE BOUTIQUE HOTEL

- The Hotel is based on the creation of a 40 room Boutique Hotel inspired by the architecture and service of the South of France.
- Located in the North Kennedy neighborhood, known as the new business center of the Guayaquil and considered the highest to gain capital value
- **Type of contract:** Total sale of the property and business
- **Land:** 3.587 m²
- **USD \$4'177.027**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



CARAVEL HOTEL

- Located in the most visited beach in Ecuador, Salinas
Its a new construction finished on 2009
- It is a 5-story building the first four floors have 12 rooms each and the fifth floor is a terrace in total there are 48 rooms.
- **Type of contract:** Total sale of the property and business
- **Land:** 1 625 m2
- **USD \$1´000.000**
- **Contact:** Xavier Rueda (593) 9981-31018 /
xavier.rueda@turismo.gob.ec



AQUA HOTEL PROJECT

- The property has approval to build a project up to 14-story high. The project proposes a 102-room hotel with restaurants, shops, swimming pool and other attractions.
- It will include a tunnel that will connect the property with the beach.
- **Type of contract:** Joint Venture or Financing
- **Land:** 5.246 m²
- **Price is subject for negotiation with the owner**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



FORMER GARCÍA MORENO CORRECTIONAL CENTER

- Opportunity for a luxury hotel, whose contemporary rehabilitation and the enhancement of its republican architecture date as back as the late nineteenth century.
- Exploit the tourist market of Downtown Quito, the First World Heritage Site, through the formation of a public-private partnership that will build a hotel business.
- **Type of contract:** Public-Private Partnership
- **Land:** 14.000 m²
- **Price is subject for negotiation with the State**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



CASA MEJÍA

- It has a privileged location in Downtown Quito given the variety of tourist spots concentrated in the immediate surroundings of the property,
- Opportunity to build a Boutique Hotel with a capacity for 40 rooms, elevator and a parking space for 15 to 20 vehicles
- **Type of contract:** Total sale of the property
- **Construction:** 2.907 m2
- **USD \$1'719.000**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



METROPOLITAN CONVENTION CENTER

- The land is part of one of the biggest real estate development and services project that will become the pole of real estate development in the North of the city.
- This complex rises in a total area of 10.75 hectares, where the old Quito airport operated.
- **Type of contract:** Search for companies interested in the construction, operation, administration and marketing
- **Land:** 33.000 m²
- **The amount agreed with the City's Municipality depends on the chosen activity**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



CAJAS

- Ideal for a countryside hotel, tourist hacienda (similar to *Dos Chorreras*) and it is just 30 minutes from the city of Cuenca.
- Direct connection to the city of Guayaquil tourist will also find natural and archaeological attractions.
- **Type of contract:** Joint Venture
- **Land:** 30 hectares
- **USD \$ 150,000**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



ILINIZAS PROJECT

- The possible strategic partner is a large Ecuadorian real estate entrepreneur and a business holding company associated with food.
- Permits in order to start construction including residential, hotel and private club.
- **Type of contract:** Partial sale of the land for the approval of construction or concession of the land in society for project development.
- **Price is subject for negotiation with the owner**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



MANTA HOTEL PROJECT

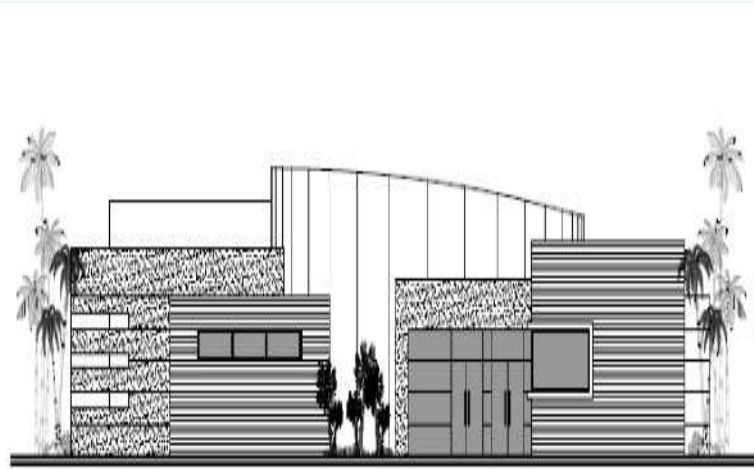
- Located on Santa Marianita, 10 minutes from the international airport and the project includes Cruise Ship Port
- Project has 5 km of beach front and next to the urban area.
- **Type of contract:** Partial sale of land to begin construction
- **Price is subject for negotiation with the owner**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



IGUANA CROSSING HOTEL



- Project developed on Isabela Island, began operations in 2009.
- Project developed with an ecological concept, built with typical materials of the region.
- **Type of contract:** Total sale or up to 80% of shares
- **Land:** 1042 m2 of land and 1842 m2 of construction.
- **USD \$6'000.000,00 or USD \$5'000.000,00 (80%)**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



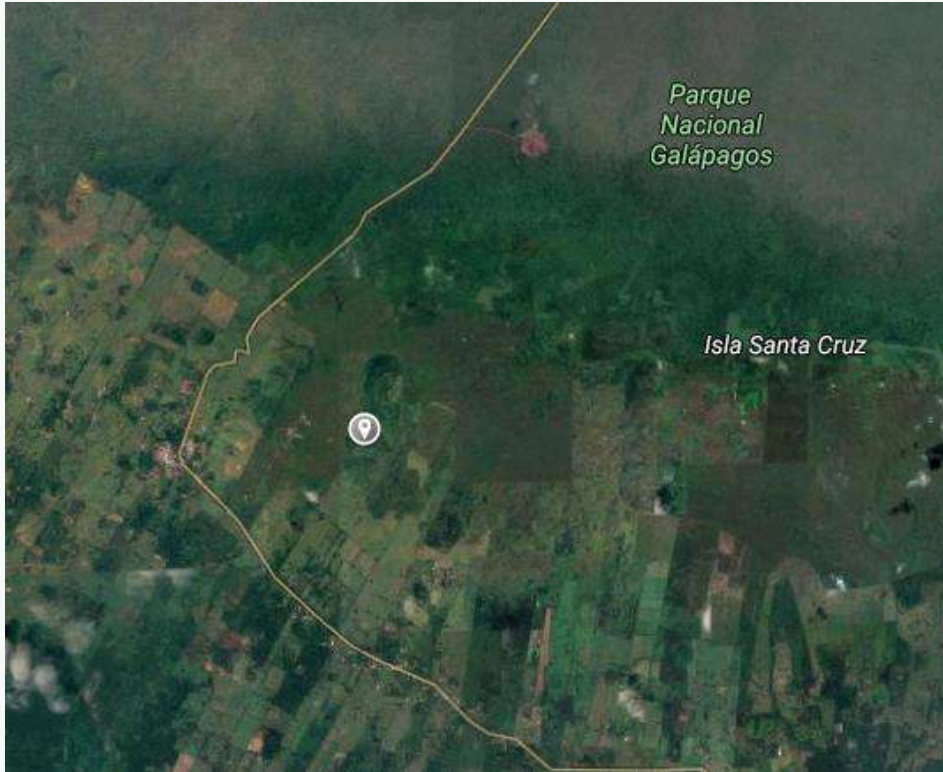
OCEAN VIEW PROJECT

- Project developed in Santa Cruz Island, infrastructure has private and direct access to the beach.
- The project has 9 cabins with capacity for two people, and a multiple cabin with 8 independent rooms with capacity for 1 person each
- **Type of contract:** Total sale of the project
- **Land:** 18,000m² of land and 6,200m² of construction
- **USD \$3'663.291**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



GALAPAGOS SUITES

- Construction of a 4 stars hotel with a total of 25 rooms at San Cristobal Island
- The infrastructure has direct access to the beach and also has all the permits in order to start the construction of a Hotel
- **Type of contract:** Joint Venture or financing
- **Land:** 30 hectares
- **USD \$1'401.213**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



ZAPLOE

- It is a house with ten comfortable rooms. The amenities of the rooms, the bathroom, and the bathroom start from the same concept: organic, environmentally sustainable materials.
- Ecological project, the tourist will enjoy a different side of the Galapagos Islands
- **Type of contract:** Joint Venture or financing
- **Land:** 15 hectares
- **USD \$1'658.114**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



ECOCABAÑAS FLOREANA PROJECT

- It is designed as a three star bungalow type accommodation and offers accommodation services for food and drinks, and a bar and the project has 10 cabins.
- Permits are ready in order to start construction, for hotel use.
- **Type of contract:** Total or partial sale
- **Land:** 1.320 m²
- **USD \$ 500,000**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



OPUNTIA

- The Opuntia Lodge Project will be built in the Man Beach area in San Cristóbal Island on the Galapagos Islands
- 32-room ecological hotel with a privileged facing the sea location. It will be built on a 2250 square meters land plot which is only 70 meters from the nearest beach.
- **Type of contract:** Foreign direct investment
- **Land:** 2,255 m²
- **USD \$ 4'200,000**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



GRAND JOURNEY

- This is the largest inter-island tourist investment opportunity in the Galapagos that integrates the best hotel proposal in the Santa Cruz, Isabela and Floreana islands.
- **Santa Cruz:** 4 star hotel. **Isabela:** 5 star hotel. **Floreana:** 2 floor luxury house
- **Type of contract:** Foreign direct investment
- **Land:** 156 hectares in total
- **USD \$ 15,000,000**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec

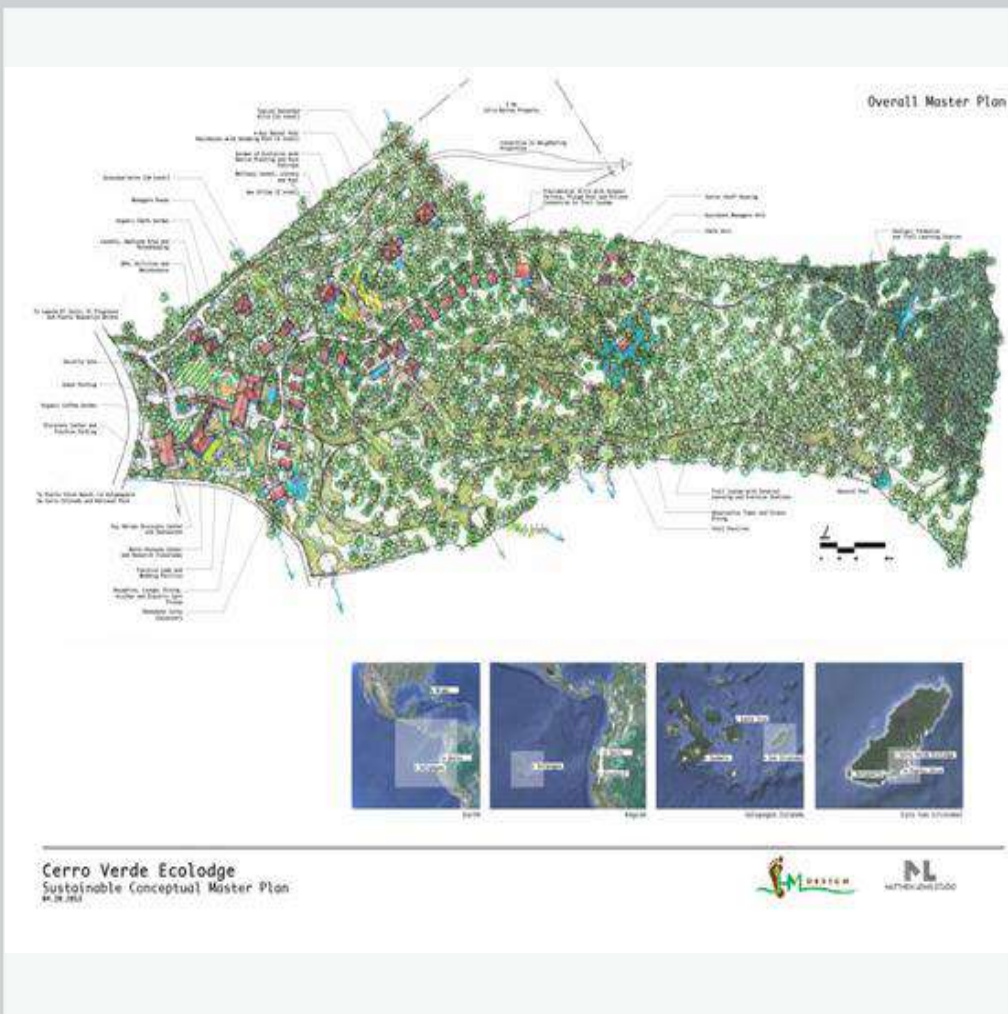


HOLOGALAPAGOS PROJECT

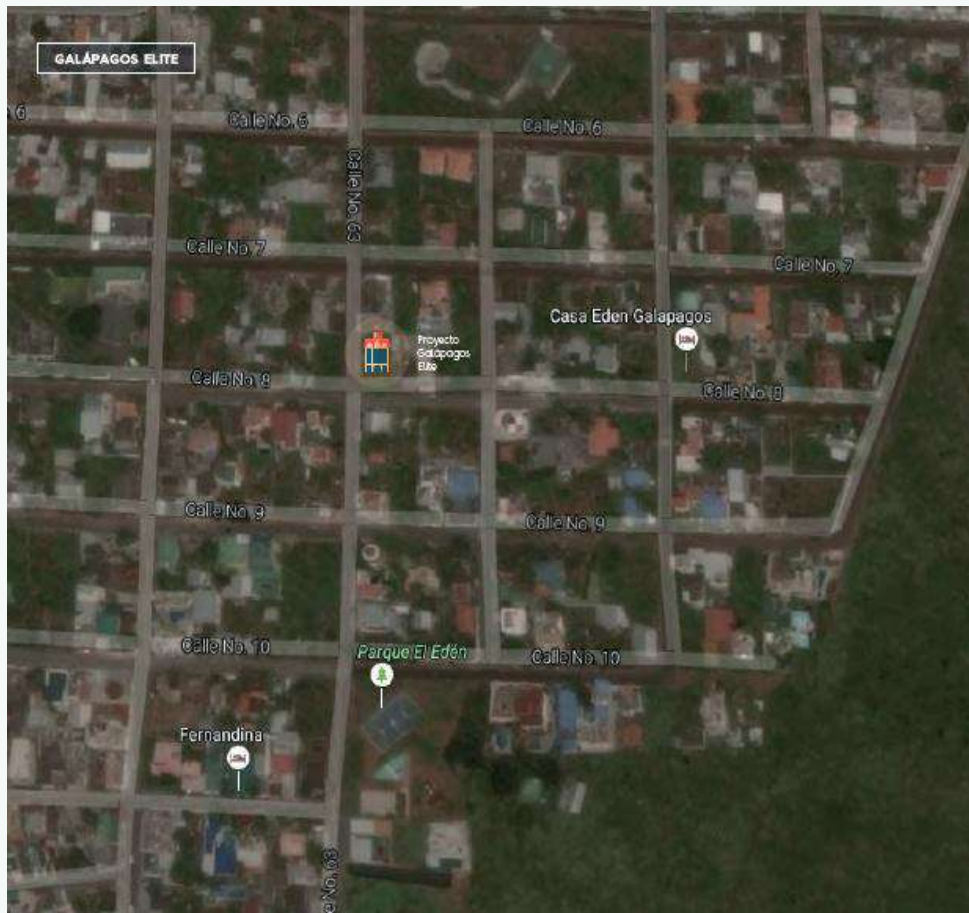
- Project developed in the Province of Galápagos on at the Baquerizo Moreno Port.
- Construction of a hotel tourism project of category 4 or 5 stars includes 500 m of beach next to the urban area.
- **Type of contract:** Joint Venture, Total or partial sale
- **Land:** 75.000 m2 of land
- **Price is subject for negotiation with the owner**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



CERRO VERDE



- 5 Hotel stars with 18 units with 36 rooms and its located on a hill between 365 meters and 430 meters above sea level.
- The rooms that have been design to meet environmental requirements that ensure comfort and thermal, visual and silent comfort.
- **Contract:** Joint Venture
- **Land** 216.285 square meters
- **USD \$3'800.000**
- **Contact:** Xavier Rueda 0998131018 / xavier.rueda@turismo.gob.ec



GALÁPAGOS ELITE

- The Hotel will be located on the Santa Cruz Island and its strategic, since, this island concentrates the largest amount of tourist activities in the archipelago
- It will be a First Class establishment, it will offer the luxury accommodation service in 16 rooms
- **Contract:** Financing, Joint Venture, Operation or Sale of the Land
- **Land:** 450 square meters
- **USD \$1´665.800**
- **Contact:** Xavier Rueda 0998131018 / xavier.rueda@turismo.gob.ec



JAMA CAMPAY

- 17 hectares dedicated for construction and 45 hectares of dry forest facing the ocean.
- Initial capacity of 30 rooms plus 4 villas where a total of 150 units will be built on 17 hectares with ocean view.
- **Type of contract:** Acquisition of shares
- **Land:** 17 hectares of project + 45 hectares of dry forest
- **USD \$ 4,500,000**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



GUARANDA INN LAND

- It is considered the first high-end hotel construction in the city of Guaranda.
- The land has a privileged location with a 360 degree view dominated by the Chimborazo mountain.
- **Type of contract:** Joint venture or sale of land
- **Land:** 3,996 m²
- **USD \$ 2'100,000**
- **Contact:** Xavier Rueda - (593) 998131018 / xavier.rueda@turismo.gob.ec



CASA GIRALDA

- This hotel is a first class establishment in infrastructure.
- Luxurious rooms, swimming pool, meeting rooms, Jacuzzi, panoramic elevator, electric generator and thermal insulation and hot springs.
- **Contract modality:** Joint venture or sale
- **Land:** 9,280 m²
- **USD \$ 5'000.000**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



HOTEL AMBATO

- The most iconic hotel in the city of Ambato right in the middle of the city center.
- Mixed concept for business executives and family vacations all with modern remodeled facilities
- **Type of contract:** Sale of shares (69.30%)
- 59 rooms
- **USD \$ 3´341,600**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



HOTEL SAN VICENTE

- Spectacular luxury hotel located in the heart of the "City of Knowledge" Yachay. Perfect for a high end project.
- It will have well-equipped rooms and recreation areas, within an academic environment of technology and innovation.
- **Contract modality:** Public-private partnership
- **Land:** 89,575 m²
- **USD \$ 10'000.000**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



ARAHUANA

- Comfortable infrastructure for relaxation, bird watching, hiking and ecological excursions all between unique landscapes and sights with a capacity for 157 guests.
- The investment will include the expansion of the resort including; a water park, ecological trails and sports activities.
- **Type of contract:** Foreign direct investment
- **USD \$ 10'000.000**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



GRANOBLES

- Renewed hacienda perfect for events and the operation of a hotel. The estate has 5 houses to be used as guest accommodations besides the main complex and 3 stables with an Olympic space to horse ride.
- 3.700 m² of land with a 3.500 m² construction from 1965 refurbished 3 years ago with green spaces and a gorgeous 17th century chapel.
- **Type of contract:** Foreign direct investment
- **USD \$ 2,500,000**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



SANGAY

- Located next to an impressive 80 meters waterfall and located on the street where you will find the most famous thermal baths in the area.
- European-style hotel with 66 spacious rooms and a restaurant with huge windows where you will admire the valley, mountains, beautiful gardens and exotic flowers of the area.
- **Type of contract:** Foreign direct investment
- **Land:** 4,966 m²
- **USD \$ 6,000,000**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



AIRPORT LAND

- An ideal place for commercial development or any activity because for its large front of 762 m² facing the Bombero Ave.
- It is one of the largest land lots in the Guayaquil area.
- **Type of contract:** Foreign Direct Investment
- **Land:** 289 hectares
- **USD \$ 28,500,000**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



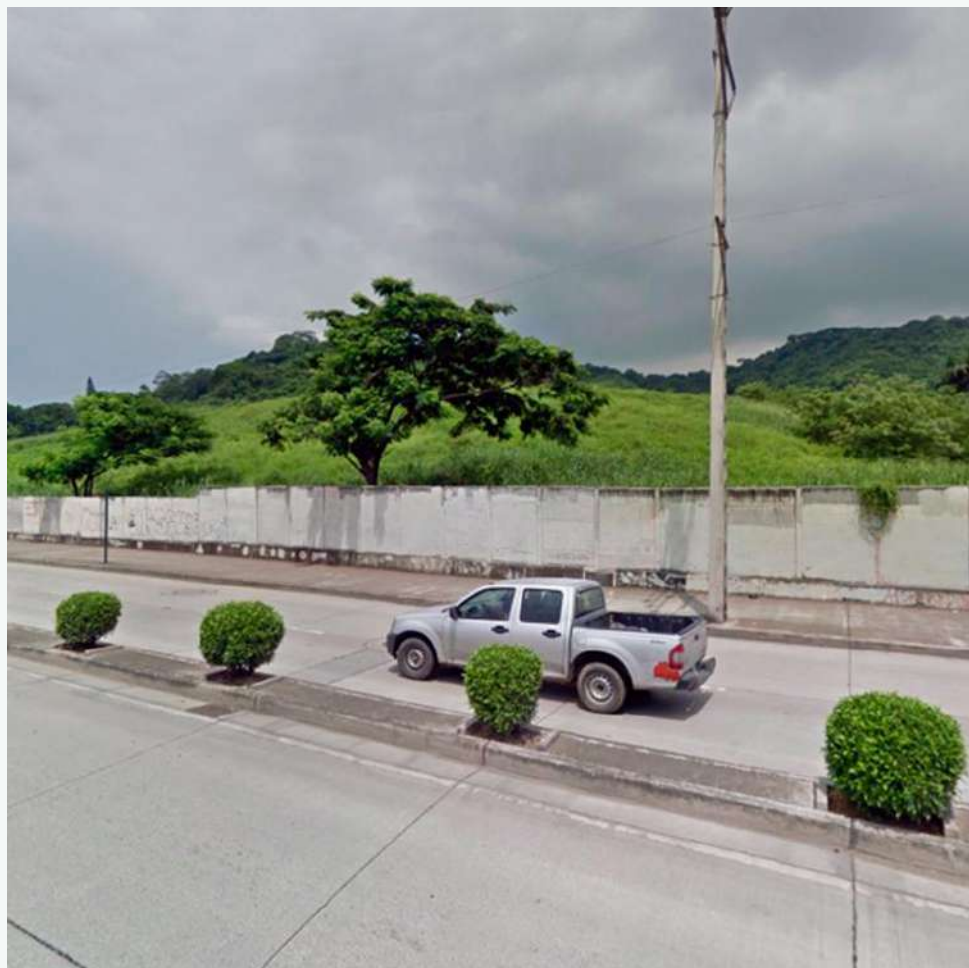
EL SEÑOR DE LOS CABALLOS

- Purchase of the tourist installations of the Hacienda or the whole establishment including its crops, horseback riding, swimming pools, rodeo, chocolate spa, etc.
- This is the only project in the area of the cacao route of Ecuador, in this area there is no infrastructure equal to attend tourists interested in agro tourism, cacao and bird watching.
- **Type of contract:** Direct Foreign investment
- **Land:** 140 hectares
- **USD \$ 3,000,000**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



HUMBOLDT

- Located near beautiful beaches, a tourist haven for its cozy landscape and natural beauty.
- Whole sale of hotel project currently under construction.
- **Type of contract: Direct Foreign Investment**
- **Land: 8,333 m²**
- **USD \$ 28,500,000**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



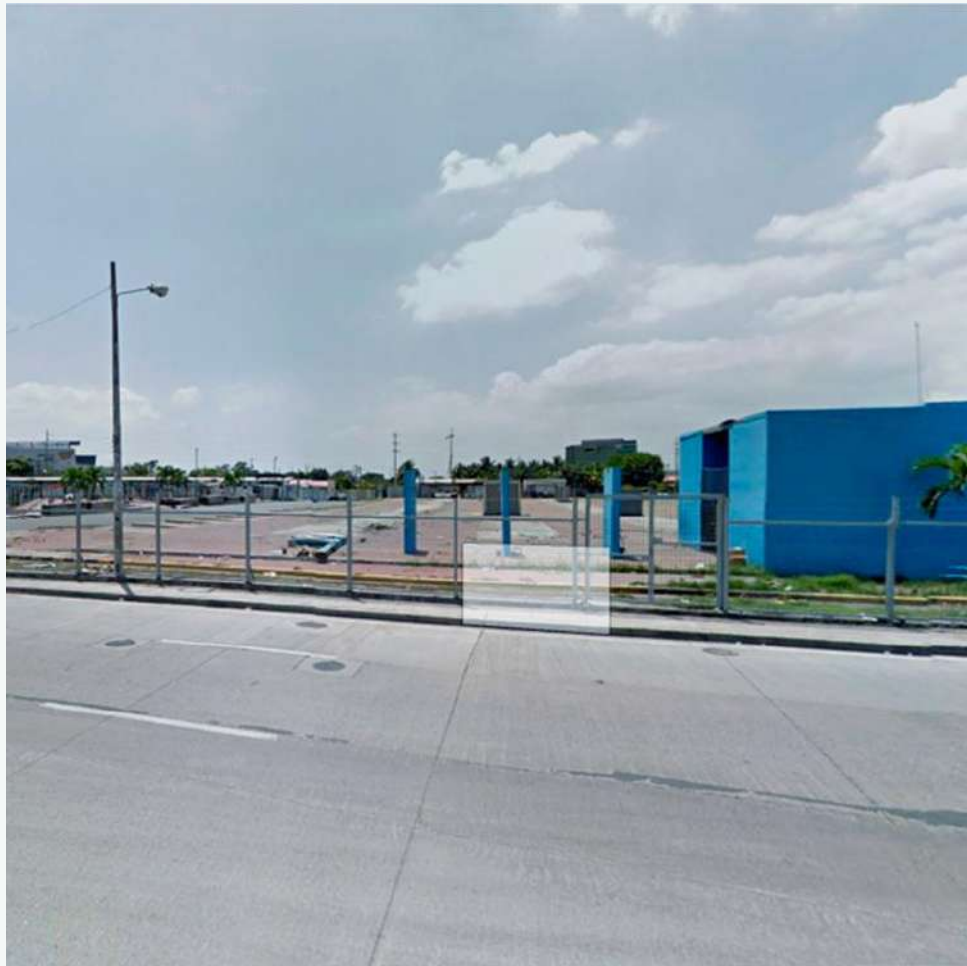
BOMBERO 1

- Being located in the city of Guayaquil, the land has asphalted access and public transportation.
- Its most important point is the Río Centro Ceibos shopping center and the new public health development considered the largest and most modern in Ecuador
- **Type of contract:** Direct Foreign Investment
- **Land:** 30,000 m²
- **USD \$ 12,000,000**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



BOMBERO 2

- It is an ideal place for commercial development or any activity because of its large front of 762 meters towards the Bombero avenue.
- Being located in the City of Guayaquil, the land has first-level access roads and public transportation.
- **Type of contract:** Direct Foreign Investment
- **Land:** 110,000 m²
- **USD \$ 27,500,000**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



BENJAMIN ROSALES

- It has a good urban and commercial development, in recent years it has had a great growth in shopping centers, educational and housing projects.
- Being located in the city of Guayaquil the land has all the necessary access roads as well as public transportation.
- **Type of contract: Direct Foreign Investment**
- **Land:** 22,000 m²
- **USD \$ 25,000,000**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



KENNEDY NORTE

- Being located in the city of Guayaquil the land has all the necessary access roads as well as public transportation.
- Close to World Trade Center, San Marino Shopping, Hilton Colón; in one of the major vehicular traffic routes great visual impact for any type of business.
- **Type of contract:** Direct Foreign Investment
- **Land:** 3,000 m²
- **USD \$ 3,000,000**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



ORELLANA

- Being located in the city of Guayaquil the land has all the necessary access roads as well as public transportation.
- The land has 20 meters of front and 53 to the back, perfect for any activity, in addition it is one of the best located land commercially in the north of Guayaquil.
- **Type of contract:** Direct Foreign Investment
- **Land:** 1,060 m²
- **USD \$ 2,000,000**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



PUERTO LÓPEZ

- Puerto López has one of the most beautiful beaches in the country and the region, is a place with high tourist demand.
- Privileged location with beachfront near the town's bus station. There is a variety of projects you can choose to implement in this area.
- **Type of contract: Direct Foreign Investment**
- **Land: 65,510 m²**
- **USD \$ 4,000,000**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec



LORENZO PIEDRA

- El inmueble perfecto para un servicio turístico de alojamiento con servicios complementarios, ubicado en zona residencial, cerca de una zona comercial y educativa.
- Construcción estimada por los años 40's o 50's con 678 m2 de área libre y 510 m2 de construcción, cuenta con 10 habitaciones.
- **Modalidad del contrato:** Inversión extranjera directa
- **Terreno:** 678 m2
- **USD \$6000.000**
- **Contacto:** Xavier Rueda 0998131018 / xavier.rueda@turismo.gob.ec



ATACAMES BOUTIQUE HOTEL

- The project includes the design and strategic planning of interrelated and coordinated activities for the construction of a Boutique Hotel on the Atacames Pier
- Open project as the investor sees fit
- **Type of contract:** Joint venture
- **Land:** 20,180 m²
- **USD \$ 950,000**
- **Contact:** Xavier Rueda (593) 9981-31018 / xavier.rueda@turismo.gob.ec