

# 2024



GREEN BY DESIGN, BRILLIANT BY NATURE



# INVESTOR PACKAGE

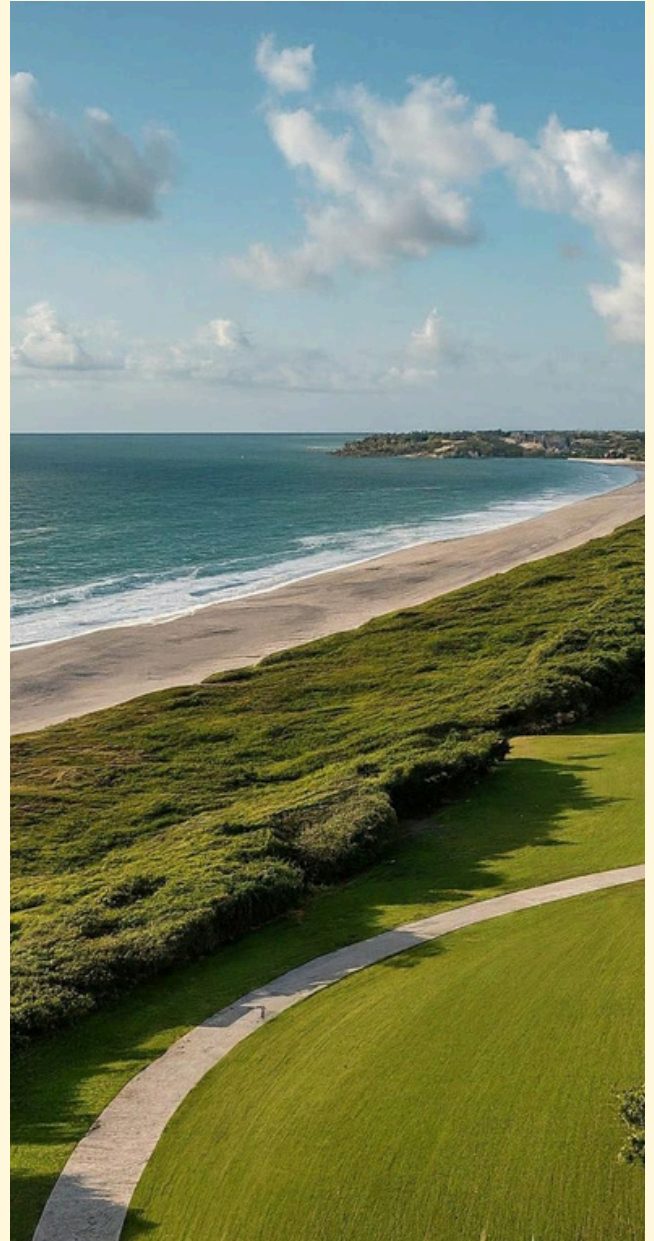


# AGENDA

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# AMIDST CLIMATE CHANGE AND URBAN SPRAWL, OUR PROJECT SHINES AS A BEACON OF SUSTAINABLE INNOVATION.

EcoVista is an exceptional investment opportunity designed to advance sustainable development and accessible education in the Caribbean region. This visionary project perfectly aligns with your dedication to positive societal impact and your commitment to creating a better future. EcoVista is not just a city; it's a dynamic and sustainable solution to the pressing challenges of sustainable infrastructure and education accessibility in the Caribbean. By seamlessly integrating renewable energy sources, green design principles, and innovative educational strategies, EcoVista aims to establish a new benchmark for environmentally responsible urban development.





The University of the Commonwealth Caribbean (UCC) Group, under the leadership of Executive Chairman Dr. Winston Adams, has a diverse portfolio of business activities aimed at strategic development. Over the past five years, UCC has experienced steady growth in student enrolment, with a majority (73%) enrolled in the Business Administration department. UCC has shown robust performance, with a net profit margin of 15.2% in 2022.

**2021**



**4981**




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**Est. UCC Group Controlling Company**

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**Average Student Population**

**\$8.9m**



**\$11.2m**




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**Total Revenue FY22 (USD)**

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**Total Assets FY22 (USD)**



# PIONEERING A SUSTAINABLE FUTURE THROUGH INNOVATIVE EDUCATION, GREEN LIVING, AND A VIBRANT GLOBAL COMMUNITY.



## PROBLEM



Trelawny, Jamaica grapples with significant challenges, including limited tertiary education access and high costs, hindering educational advancement. Housing shortages in middle to upper-income segments. Underdeveloped infrastructure, such as inadequate healthcare and recreational facilities, constrains economic growth despite tourism potential. As well as significant unemployment and limited job opportunities, especially among young graduates, further stifling overall development.

### **Limited Access to Tertiary Education**

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### **Insufficient Housing Stock**

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### **Underdeveloped Infrastructure**

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### **Unemployment & Limited Opportunities**

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# **EMPOWERING COMMUNITIES THROUGH EDUCATION, SUSTAINABLE HOUSING, MODERN INFRASTRUCTURE, AND ECONOMIC PROSPERITY**

EcoVista addresses multiple challenges in Trelawny, Jamaica, through a comprehensive approach. By adopting an innovative "Mall approach" to higher education, EcoVista provides accessible opportunities for residents without requiring them to leave their communities. It tackles the housing shortage by constructing affordable and sustainable middle to upper-income residential units with essential amenities.

Additionally, EcoVista will invest in modern infrastructure, including transportation networks, healthcare facilities, and recreational spaces, enhancing the region's appeal to residents, tourists, and investors. Through its holistic development strategy, EcoVista stimulates economic activity, generates employment opportunities, and fosters long-term prosperity, contributing to sustainable growth in Trelawny.



# OUR GOALS



**Accessible Higher Education**



**Sustainable Housing Solutions**



**Modern Infrastructure  
Development**



**Job Creation &  
Economic Stability**





# TIMELINE

The project is outlined to be completed in phases, starting with the immediate purchase of the Coral Spring Trelawny property, followed by medium to long-term development of residential housing, university town, and resort development.

## PHASE 1



Subdivision of the land

Develop the main Infrastructure, main roadways, entrance, utilities and infrastructure

## PHASE 2



Residential Housing Medium to High End

Support facilities such as banks and sports areas

Construct approximately 578 units with at least 3 bedrooms each

## PHASE 3



University Town Development

## PHASE 4



Resort Development

# FOSTERING LEADERSHIP AND INNOVATION!



UCC has emerged as one of Jamaica's fastest-growing tertiary educational institutions, attracting both local and international students through its five campuses and online platform. As of FY22, UCC reported a net profit of US\$1.7 million, demonstrating financial stability and growth potential.

# THE TEAM

UCC employs and continuously develops a system of management by objectives, to ensure that the quality of its deliverables is improved as the institution grows. This ensures the highest standards for our students and stakeholders.



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**DR. WINSTON ADAMS**

Founder, Executive  
Chairman UCC Group



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**DR. HALDANE DAVIES**

President



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**STEPHEN WILDES**

Manager



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**FIONA HYMAN**

Partner



# ACHIEVEMENTS



**15.2%**

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Net Profit Margin FY22

**11.2%**

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Average Return On Assets (ROA)

**28.8%**

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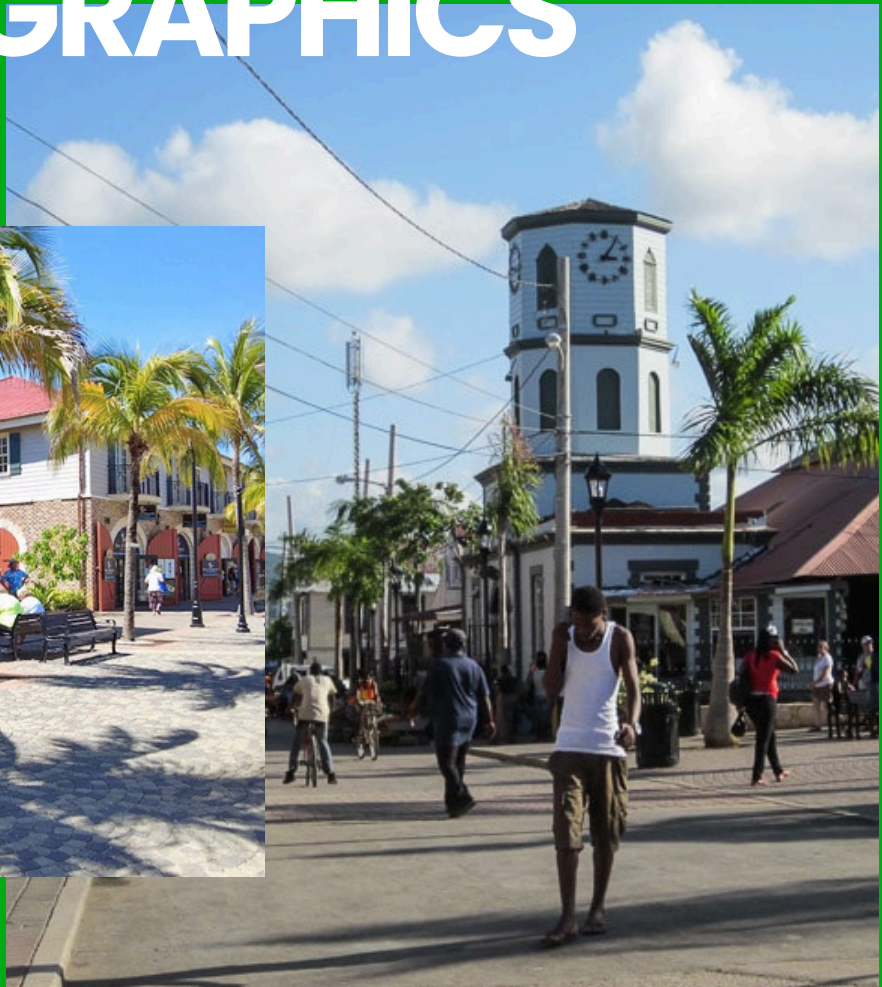
Average Return on Equity (ROE)

**79.4%**

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Efficiency Ratio FY22

# MARKET & DEMOGRAPHICS



Trelawny, Jamaica, is experiencing rapid population growth driven by housing and resort developments, supported by the North Coast Highway. The housing market struggles to meet demand, particularly in the middle to upper-middle-income segments. Northern Trelawny, centered around Falmouth, the administrative capital, serves as the hub for essential amenities and housing. Minister of Industry and Investment, Aubyn Hill, plans for mega free zones highlighting Trelawny's potential for development. Expansions at the Falmouth Cruise Terminal and hospitality offerings, including new hotels and villa developments, indicate significant growth in tourism infrastructure. With lodging capacity set to double in the next decade, Trelawny is poised for substantial economic expansion and job creation.

## MARKET & DEMOGRAPHICS

Jamaica presents strategic advantages for development, with still yet untapped potential in luxury tourism. The island offers an investor-friendly environment, supported by its rich cultural heritage, modern infrastructure, and abundant natural beauty.

Jamaica has three international airports including Sangster International Airport, as well as popular ports such as the Port of Falmouth (See Right). Jamaica attracts high-end travelers and investors and is poised for continued significant growth in the tourism and hospitality sectors.

## Low-Med

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Communities in Trelawny are largely made up of low to lower medium income earning groups

## 2x

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Lodging in Trelawny is set to double from 4000 rooms to 8000 in the next 5-10 years



## Ideal Location

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Coral Spring is ideally located between the resort towns Montego Bay and Ocho Rios, leveraging tourism infrastructure, while offering an exclusive setting for development.



# INVESTMENT TERMS

The acquisition will be funded through a mix of debt and equity, with debt secured by the acquired land and additional collateral from UCC properties, maintaining a low Loan-to-Value (LTV) ratio of 27% post-acquisition. This approach is supplemented by IPO proceeds, UCC Group contributions, reported annual profits of US\$1.4 million (2022), and an US\$8 million vendor's mortgage/agreement. The land's acquisition price of US\$32.5 million, significantly below its appraised value of US\$52.0 million, ensures a favorable investment scenario. Spearheaded by the UCC Group, an Initial Public Offering (IPO) aims to raise funds for the EcoVista project, leveraging the university's reputation and enhancing project visibility for sustained growth and development.

We invite financiers to submit Term Sheets for financing the land acquisition. Below are the outlined term considerations:

### **1. Ordinary Shares:**

- Equity and desired percentage holding, aiming for controlling interest with clawback provisions at set prices.

### **2. Preference Shares:**

- Cash dividend of 12% per annum payable quarterly.
- Deferred Dividend Premium (Kicker) of 3%.
- Option for conversion to ordinary shares.
- Consideration for residual profit sharing after preference share repayment and cash flow to ordinary shareholder to an Internal Rate of Return (IRR) of 18%.
- Tenure of 3 to 5 years.

## INVESTMENT TERMS

### **3. Debt:**

- Tenure of 10 years with amortization over 8 years and a 2-year moratorium.
- Interest rate at 11% (Government rate + 4% premium).
- Penalty rate if development partners and financing not secured within 18 months.
- Pricing based on the Loan-to-Value (LTV) ratio of 39% and considering the security package totaling US\$12.7 million.

### **Financial Covenants:**

Based on projections of current company operations, excluding projected revenue from new ventures:

<b>Financial Metric</b>	<b>2023</b>	<b>2024</b>	<b>2025</b>	<b>2026</b>	<b>2027</b>
Interest Covergae	2.06	2.57	3.49	4.45	6.31
Debt Service Coverage Ratio	2.67	3.35	5.63	8.04	10.38
Net Debt to EBITDA	0.51	0.77	0.58	0.44	0.32
Debt Equity	0.47	0.59	0.18	0.11	0.07



GREEN BY DESIGN, BRILLIANT BY NATURE

# CONTACT US



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