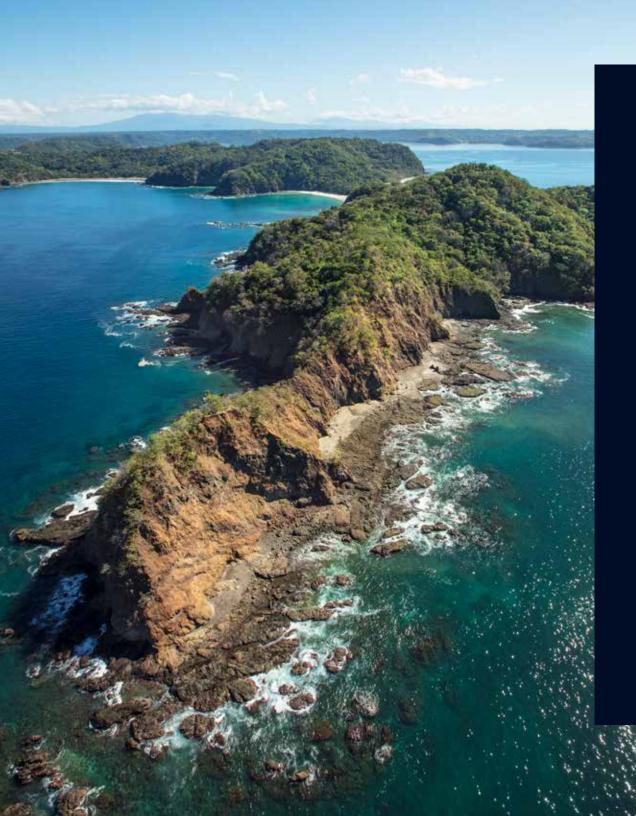


## PENINSULA PAPAGAYO

WELCOME TO A WORLD APART There are places
which exist in
this world beyond
the reach of
imagination.

33

DANIEL J. RICE
THIS SIDE OF A WILDERNESS



## THE ULTIMATE ESCAPE

More of everything you love.

Home to one of the most extraordinary landscapes and biological corridors on the planet, Peninsula Papagayo is the ultimate coastal escape, offering exclusive passage to a way of life that exists nowhere else. Behind the gates, this 1,400-acre peninsula provides an unparalleled closeness to nature—an eco-rich paradise that has become a global symbol of Costa Rica's astonishing beauty and biodiversity. Where life integrates with nature, the great artist. Where co-created experiences cater to generations of nature lovers and adventurers. And where a more-than-US\$100-million investment over the next 16 months will help shape an important metamorphosis in the lifecycle of Latin America's premier geo-luxury residential and resort destination.





- I. METAMORPHOSIS The Journey Continues
- 2. WHY THIS MATTERS Environmental Preservation
  - 3. THE VISION Nature Without Borders
- 4. CORNERSTONES Reimagining the Peninsula Experience
  - 5. THE HOTELS Elevating the Art of Hospitality
- 6. Residential More Opportunities To Call Paradise Home
  - 7. Repositioning The Club For Members Only
- 8. The Promise A World Apart and a Way of Life Like No Other

Geo-luxury is a natural evolution of a lifestyle and culture that has become an aesthetic and belief. A rediscovery of local folklore is stronger than ever, an appreciation of the handmade, artisanal, recycled and reused is not only ethical but also inspirational and poetic.



# THE JOURNEY CONTINUES

Evolution of Latin America's premier geo-luxury destination.



The origins of Peninsula Papagayo date back to the early 1970s when studies were first commissioned by the development bank for Central America to analyze tourism potential throughout the area. Industry experts and government officials became so enthralled by the scenic beauty, high biodiversity and cultural richness of the Papagayo Gulf region that it was selected as the best-qualified tourist area in all of Central America.

In 1979, a law was passed by Costa Rica's Congress to designate Peninsula Papagayo and the surrounding area an official tourism zone under the jurisdiction of the Costa Rica Tourism Board ("ICT"). ICT's master plan and supervision would align public and private interests within a framework of sustainable development.

It wasn't until after 1987 though, when President Óscar Arias won the Nobel Peace Prize for the Central American Peace Plan, that Costa Rica's international reputation was transformed and ecotourism really began to take hold.

By the 1990s, Costa Rica was already being hailed as the number one ecotourism destination in the world thanks to its outstanding network of public and private parks, as well as its relatively good infrastructure, large middle class, welleducated workforce and stable, democratic government. These ingredients, plus close proximity to the North American market, made it possible for Costa Rica to move rapidly into the travel industry's hottest new sector.

When Four Seasons Resort Costa Rica at Peninsula Papagayo debuted in 2004, two years after the opening of the Liberia airport, it established a new level of ecotourism, introducing the wonders of Costa Rica's Guanacaste Province to an international audience of luxury travelers.





The project became so important to the country that two presidents—Miguel Ángel Rodríguez in 1999 and Óscar Arias in 2006—took the unusual step of issuing Declarations of National Convenience, first for Peninsula Papagayo and then for the entire Gulf of Papagayo Tourism Pole ("PTGP").

The peninsula became known for a unique fusion of barefoot luxury—unspoiled natural beauty, five-star accommodations, personalized service, world-class amenities and extraordinary residential real estate.

Four Seasons Resort Costa Rica at
Peninsula Papagayo became the only Forbes
Five-Star Resort in Central and South America.
The 18-hole Arnold Palmer Signature Course,
a Certified Audubon Cooperative Sanctuary,
became the finest golf experience in Central
and South America.

Guanacaste, once a remote and little-known region, became an international ecotourism destination in its own right and a leader in environmentalism. Waves of affluent travelers came to Peninsula Papagayo to discover the undiscovered—and to return again and again. A fortunate few became founding members of the community.

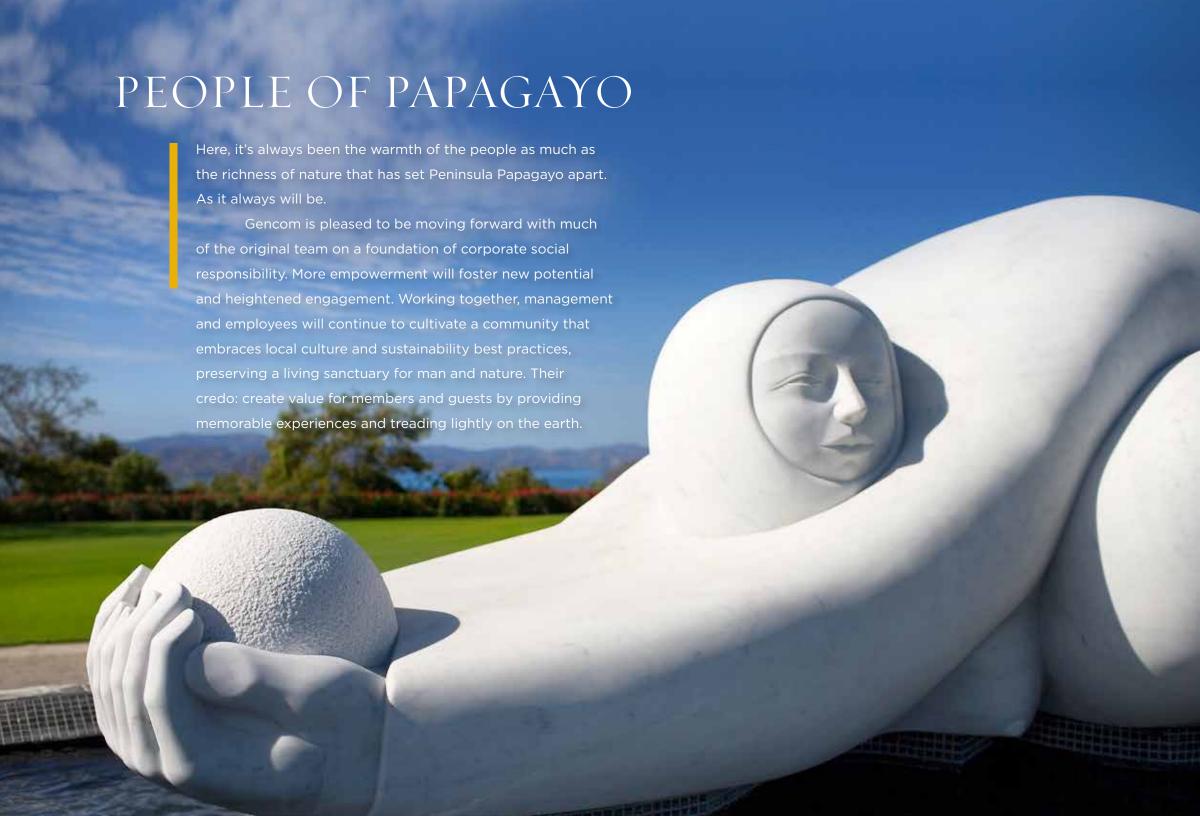
Despite the best-laid plans, the global economic crisis eventually landed in Costa Rica, stalling development on the peninsula as it did elsewhere. Planned capital projects were put on hold. Annual maintenance was deferred.

Until now.

In 2016, new ownership led by Gencom brought much-needed investment capital and a reinvigorated vision that will lead the way for geo-luxury development in the Americas into the 2020s.

The best is yet to come.





## 2017-2018 CAPITAL PROJECTS AND STRATEGIC INITIATIVES

More than \$100 million has already been committed for capital improvements in 2017-18, encompassing the complete refurbishment of all club facilities and infrastructure. As importantly, member and guest focus is being realigned. Exclusivity restored. Important new member services and amenities added.

Work has already begun. Club life will soon become the catalyst for growing together, with more of everything Peninsula Papagayo members and guests value most.





## ENVIRONMENTAL PRESERVATION

Protecting the peninsula in perpetuity.



New ownership believes the peninsula possesses one of the most extraordinary biological corridors on the planet—one of the last remnants of tropical dry forest. And that the best way to protect its ecosystem and biodiversity is by integrating people and nature so that Peninsula Papagayo members and guests come to appreciate, value and contribute even more to its conservation, in perpetuity.

One peninsula connected from end to end for the first time, unified by amazing people who embody the values of Guanacastecans through the ages—warm, happy, unpretentious, authentic.

With 1,400 acres spanning eleven miles of coastline, the peninsula will remain a living, breathing work in progress for years to come. In that context, the more-than-\$100-million investment in capital projects over the next 16 months is really just a down payment on a much larger, long-term commitment of strategic stewardship that will help preserve Peninsula Papagayo's legacy for future generations. The hope is that it remains an important part of your family story.





## NATURE WITHOUT BORDERS

1,400 acres of all things beautiful.



The vision for Peninsula Papagayo began as a world of nature without borders. Now comes the momentous opportunity to connect and celebrate the sprawling peninsula from end to end for the first time—creating an irreplaceable 1,400-acre playground of geo-luxury and transformational experiences amid some of the world's most spectacular landscapes: eleven miles of dramatic coastline, eight miles of majestic bluff edges, seven sandy beaches and one of the last remaining tropical dry forests on the planet.

New ownership has revisited the land plan and established discrete zones that make it easier to access more of the peninsula's hidden treasures, creating new and exciting opportunities to interact with the wonder of the wilds. The new Nature Center, Macaw Sanctuary and more than eight miles of nature trails and wilderness outposts will spark adventure, ignite passion and bring you as close as you can get to nature.

## TRAILS

These scenic trails are designed to integrate man and nature and help preserve one of the most extraordinary biological corridors on the planet. Two new mountain bike courses will thrill biking enthusiasts.

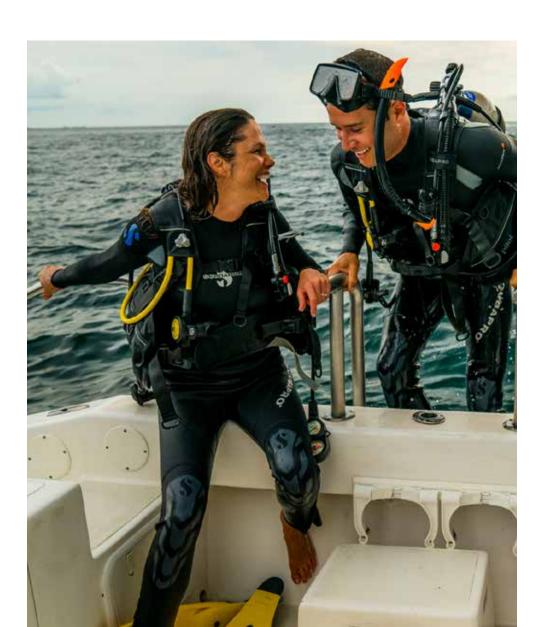




## OUTPOSTS

To help you enjoy your new access, a series of outposts are being created throughout the peninsula, connected by an extensive trail system—from easy walking trails along the roads to more challenging hikes deep into the dry forest. Discover treehouse-inspired seating areas, gathering places for concerts and campfires, yoga pavilions, hammock gardens and satellite nature stations with protected wildlife viewing areas, so you can refresh, tap into nature without borders or awaken your inner Robinson Crusoe. Interpretive signage will point out fascinating flora and natural landmarks.

## **EXPLORATIONS**



One of the first initiatives undertaken by new ownership was the creation of a new service platform to offer members and guests a spectrum of exciting only-here adventures and out-of-comfort-zone experiences.

New facilities under development include a variety of basecamps and access points for all lifestyle interests, ages and skills.







## NATURE CENTER

Peninsula Papagayo's ongoing focus on sustainability includes the creation of a Nature Center that will serve as the gateway to the peninsula's incredible wealth of biodiversity. The new family-friendly center, staffed by naturalists and researchers, will focus on the growth of environmental, maritime, archaeological, social and educational initiatives, offering a basecamp for nature studies, interactive programs and exhibits and hands-on programs that teach appreciation and conservation of the peninsula's natural inhabitants.





## MACAW SANCTUARY

Costa Rica is a bird lover's paradise—home to 857 different species, including the colorful and highly intelligent scarlet macaw. Sadly, the macaw population has been devasted by the illegal pet trade and is now classified as endangered. Working in close collaboration with Costa Rican government agencies, new ownership is leading an effort to provide refuge and protection to the last existing wild population of scarlet macaws on the Nicoya Peninsula, reintroducing the species at Peninsula Papagayo under a comprehensive program of habitat management, captive breeding, monitoring and environmental education. Members and guests will be able to explore the Macaw Sanctuary by appointment only.









## REIMAGINING THE PENINSULA EXPERIENCE

Planning paradise for the modern age.

Four discrete cornerstones form the foundation for the relaunch of Peninsula Papagayo as a world leader in the geo-luxury segment. Together, they position the community for prosperity over the next decade and beyond.



## TRANSFORMATIONAL EXPERIENCES Creating Possibilities

#### Foster health, happiness and personal growth

- Integrate health, wellness and well-being into the peninsula culture
- Activate this incredible 1,400-acre living sanctuary as an adventure playground from one end of the peninsula to the other
- Build a new service platform for delivering a spectrum of individualized explorative adventures and out-ofcomfort-zone experiences for all ages and skills

#### **CULTURE**

#### Honoring People and Place

#### Provide a locally immersive experience

- Connect local arts and culture to all aspects of club life
- Support the goals of the Guanacaste Conservation Area by promoting environmental awareness
- Continue to lead the way in corporate social responsibility and improve the lives of all stakeholders
- Harmonize architectural design guidelines so they honor people and place



#### COMMUNITY

#### Facilitating Connections

#### Build a strong and cohesive community

- Create more gathering places and make it easier to get around the peninsula
- Redefine and elevate the club experience
- Increase the level of communication between stakeholders

#### SIMPLICITY

#### The Art of Hospitality

## Facilitate a seamless member experience across the peninsula

- Align intra- and inter-company goals and objectives
- Create a service culture conducive to attracting and retaining best-in-class talent
- Define and indoctrinate Peninsula Papagayobranded customer service, delivering the very best of Costa Rica at the highest possible level





# ELEVATING THE ART OF HOSPITALITY

A seamless service experience.

Ownership of the resort's two hotels—Four Seasons Resort

Costa Rica and Andaz Papagayo—is in the process of being

consolidated, with the goal of aligning interests, creating a

more varied yet seamless service experience and satisfying the

needs and tastes of the peninsula's members throughout the

community.

Members will be welcome, familiar faces at both properties—made to feel at home with hotel guests who share a special love of this place, like no other. Surrounded by a deeply instilled ethic of personal service, the finest prepared dishes and new convenient charging privileges and member perquisites that make it easier than ever to access and enjoy all resort outlets—not only at Four Seasons and Andaz but also at future hotels now in development.

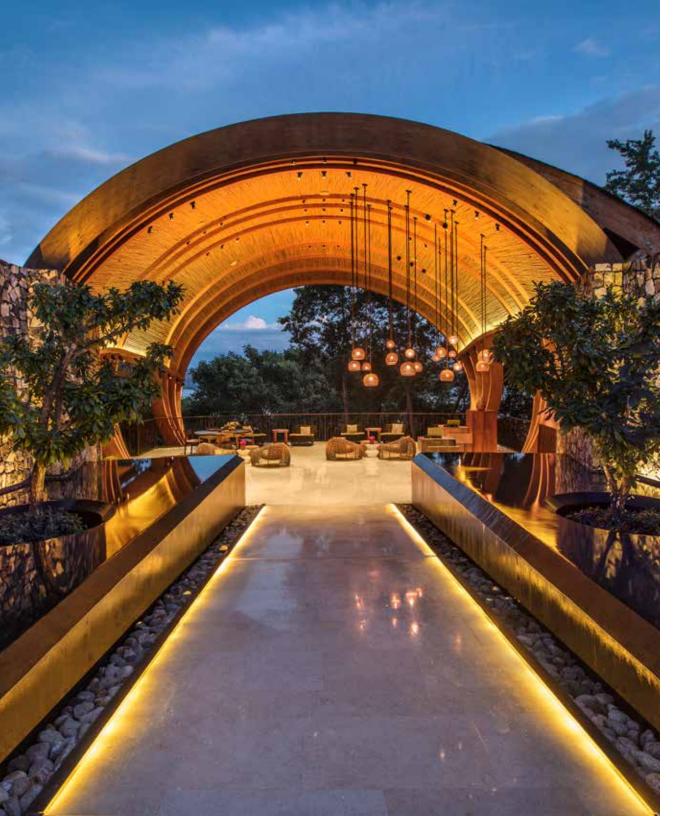






Guestrooms and suites will become
less formal and more spacious,
embracing the organic qualities of the
setting, with one-bedroom Canopy
Suites built into the hillside featuring
new plunge pools. The redesigned
lobby will offer an inviting and
convivial open-air gathering space that
connects to the surrounding nature
and a new luxury retail experience by
Maris Collective. The signature pool
area will be enhanced with new luxury
cabanas, amenities and programming
that offer new ways to relax and play.





## ANDAZ PAPAGAYO

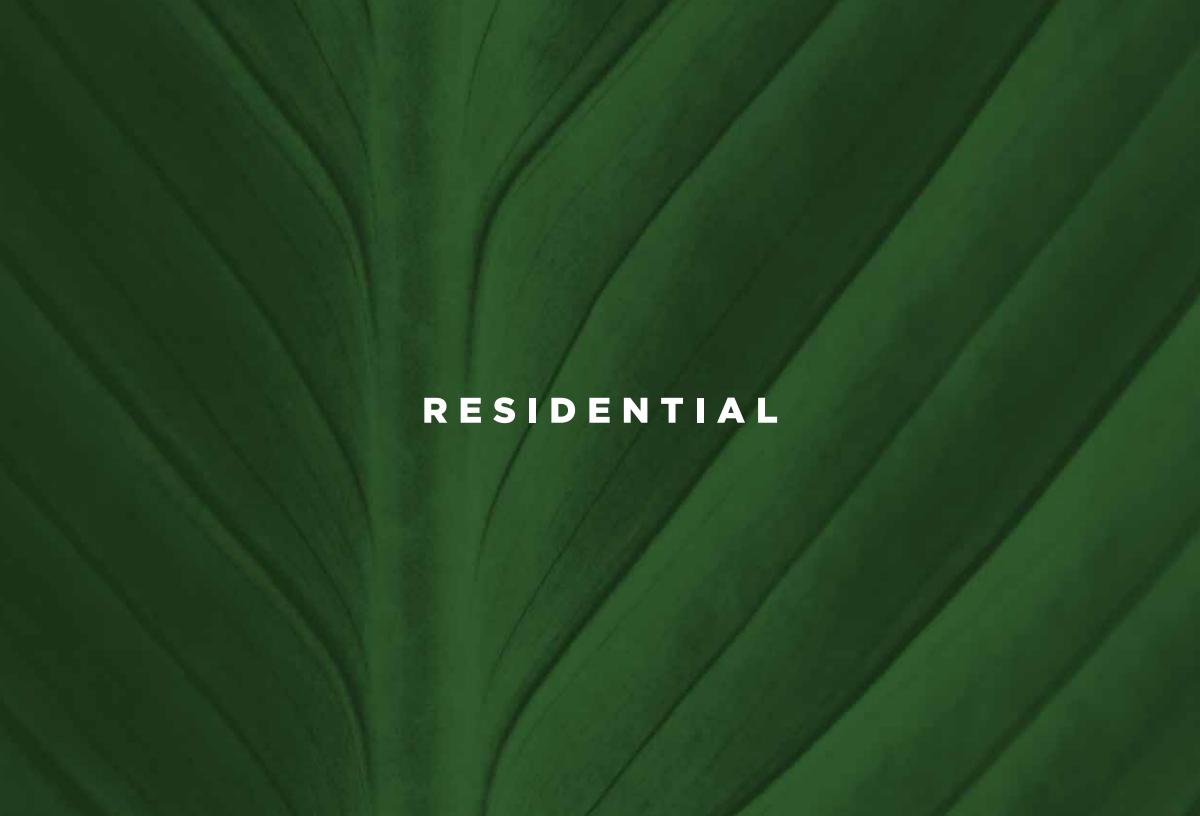
Andaz Papagayo will continue to offer a kaleidoscope of Costa Rican culture and social life where club members are always welcome.

Responding to changes at Prieta Beach Club, ownership is already in the process of developing a new beach club at Playa Nacascolo, especially for Andaz guests. The new facility will be true to the Andaz brand: stylish and spirited with a friendly attitude and warm, personal service.



Bookending the new ownership group's pending acquisition of Andaz Papagayo is an agreement to buy-back one of the peninsula's premier hotel sites perched above Playa Pochote, not far from the Golf Clubhouse and Tennis Center.

As the master developer of these lands,
Gencom is already meeting with the world's
elite names in hospitality to ensure future
development aligns with its environmental
values and particular vision of authentic, locally
infused hospitality. Design and approvals will
commence in 2018.

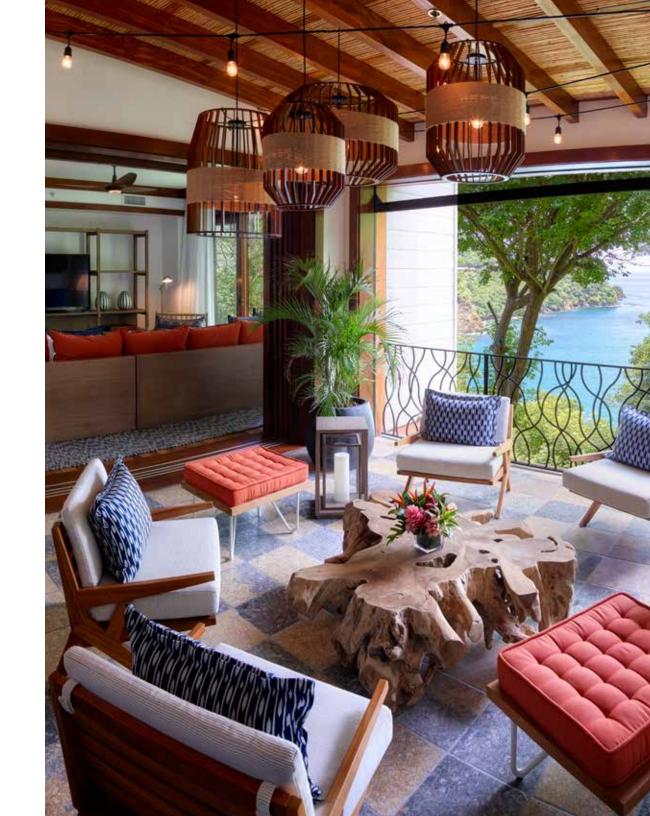


## MORE OPPORTUNITIES TO CALL PARADISE HOME

Offering the ultimate private havens.

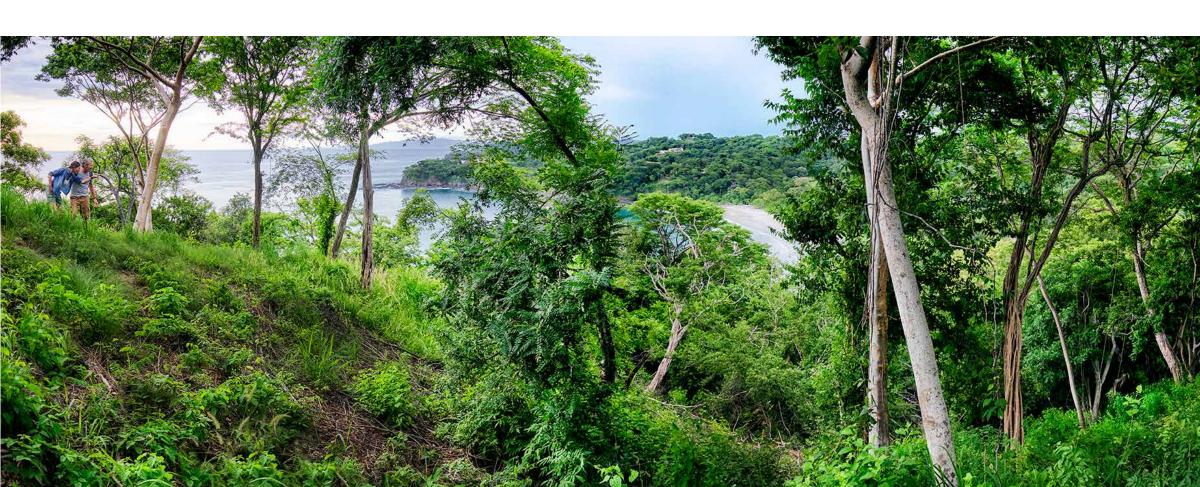
One of the keys to building community is scale.

The new capital projects and operations improvements already in process will extend community by increasing quality of life. Another strategy being actively embraced by new ownership is creating more exciting opportunities to call paradise home. Building community success stories across the peninsula, neighborhood by neighborhood, starting on Prieta Bay.



# AVAILABLE THIS FALL – NEW OCEANFRONT RESIDENCES ON PRIETA BAY

Nestled between Four Seasons Resort and the Prieta Beach Club, this exclusive enclave will become the ultimate home away from home for those who know and appreciate the best. An exquisite amalgam of beauty, comfort and personalized service. Construction gets underway in December. For more information and priority registration, email info@peninsulapapagayo.com.



# FUTURE DEVELOPMENT

A new group of designers will help the peninsula go to scale with new buildings that expand horizons, offering new solutions to social, environmental and aesthetic issues. Soon they will be adding original ideas to the peninsula's rich tapestry, creating new sustainable environments, extending community and evolving this world apart to be even more socially engaged. Cool seaside flats in the marina district. Stylish waterfront townhomes in Los Riscos. A future generation of pool villas in La Meseta with majestic views as far as the eye can see—designed by the next generation of starchitects. All idyllic getaways satisfying a range of tastes and preferences. All future success stories presenting passage to a way of life that exists nowhere else.



# REPOSITIONING THE CLUB

# FOR MEMBERS ONLY

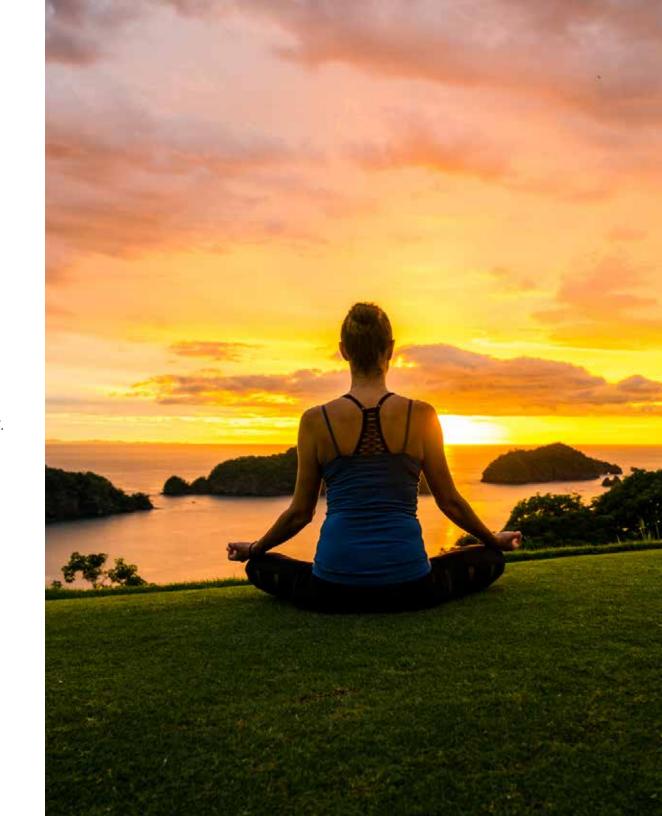
Privileged passage to a way of life that exists nowhere else.

Throughout the community, Peninsula Papagayo is embracing a members-first attitude that will strengthen the club culture and foster well-being.

It begins by restoring exclusivity and elevating the experience of the Peninsula Papagayo Club.

Membership will regain its status as

Costa Rica's quintessential private club, offering
experiences of exceptional quality in an
environment where social bonds flourish.



# PRIETA BEACH CLUB & SPA

With an ambitious revitalization, Prieta Beach Club will soon reclaim its position as the ultimate member hideaway.



#### Olas

When it comes to being social, there will soon be even more benefits. During the day, Olas, the original sports bar, will metamorphose into the Owner's Club Lounge, featuring a Costa Rican take on Baja Californian cuisine. Steps from the sand, a new Beach Bar will make delicious drinks and deliver food off the Owner's Club Lounge menu. In the evening, members will have the option of a more sophisticated dining experience with casual fare for those seeking simplicity.

#### Marea

Due to its size, Marea will transition to a venue for banquets and special occasions, offering a unique dining experience for larger groups.

#### Sunset Bar

The Sunset Bar will continue to feature an incredible setting with a Tequila-themed bar, ceviche chef and light fare menu, also with the option of ordering from the Owner's Club Lounge menu. It will be the only venue on the lower level not exclusive to owners, where members and hotel guests can come together to connect and share stories about this special place and its people.

#### Prieta Island

With only four tables nightly, Prieta Island will become one of the ultimate outdoor dining experiences on the peninsula. Guests will delight in starry-eyed dining prepared without a menu by personal chefs.



#### Spa

The renovation of the spa will be completed in two stages. The first phase, opening this November, includes treatment rooms and both men and women's locker areas. Breathtaking spa bungalows and the full spa experience will debut in 2019, coinciding with the delivery of new private residences now under development on the adjacent oceanfront parcel.



#### Gym

The gym is in the process of being transformed into a premium wellness destination with new state-of-the-art equipment supported by the first-ever cloud-based open platform. Members will be pampered with personalized solutions tailored to meet every need and enjoy a complete wellness experience away from home.

On the first level: a perfectly balanced functional training area will be focused on high-intensity interval training with digital group cycling and a stretching and flexibility area.

On the second level: a nature-encased mind and body studio and adjacent strength and fitness room will feature all-new ARTIS® treadmill and elliptical machines, StepMill, recumbent and upright bikes, Vario crosstrainer and seven-piece fixed-motion ARTIS® Strength line for maintaining core strength and strain-free body movement. Operating hours have been extended (6AM-6PM) to accommodate a spectrum of classes for all fitness levels.

#### Kids Club

The new Kids Club area will expand your child's horizons and help them better understand and appreciate a new and different culture, with a balanced focus on environmental sciences and the arts. The Kids Club will feature a wideranging program of unique, fun and stimulating activities each and every day, encouraging kids to discover the world around them. Every month will have a different theme and curated program of outdoor experiences, geared for developing lifelong skills and cultural affinity.





#### Beach Toys

Members will have an expanded array of beach toys to choose from, including a flotilla of boats, inner tubes, stand-up paddleboards, kayaks, outrigger canoes, surfboards, boogie boards, snorkeling and diving gear.

#### Outdoor Furniture

Upgraded pool and beach furniture will feature new sails, umbrellas, side tables and luxury services like a beach concierge and an assortment of complimentary water, suntan lotion and hydration spritz for sheer indulgence.

# PALMER SIGNATURE COURSE



Already a resort masterpiece, the Palmer Signature Course will become even more lush and exclusive under Gencom's stewardship reserved exclusively for Peninsula Papagayo Club members and hotel guests. Advance reservations and priority tee times have been extended to members only. Restoration will respect Arnold Palmer's legacy while implementing state-of-the-art irrigation, drainage and turf grasses. The new golf course master plan encompasses water management, irrigations system improvements, drainage infrastructure improvements, equipment replacement, tree management and cart path infrastructure improvements.

## GOLF CLUBHOUSE

A full-scale remodel in 2018 will transform an architectural icon into a quintessentially private club experience where residential style meets resort sophistication. Curated dining experiences and social events are sure to make the Golf Clubhouse a magnet for members and a good time for all.





## TENNIS CENTER

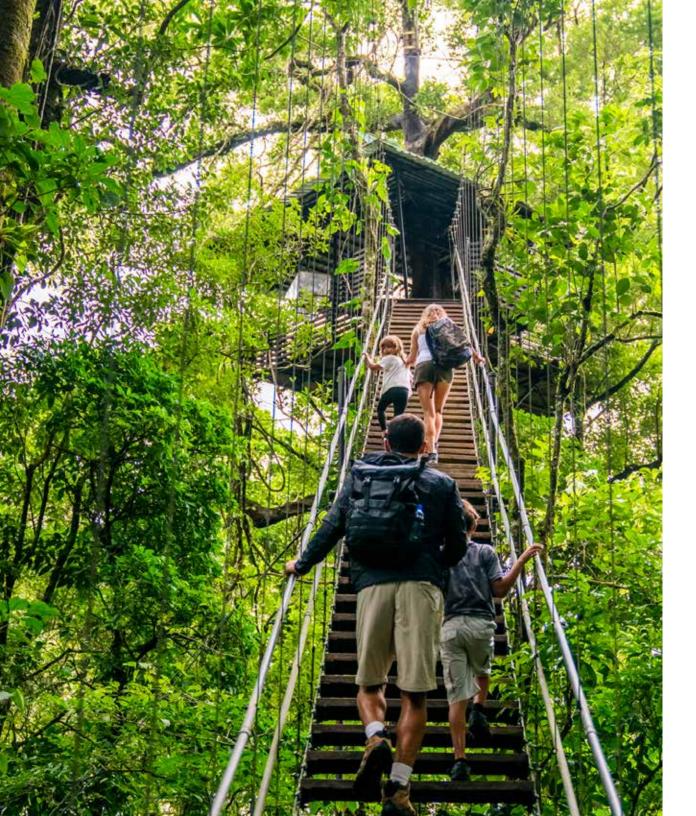
Tennis is one of the great sports of a lifetime, serving up a long list of health benefits for a happy and healthy life. Peninsula Papagayo is blessed to have an amazing setting for it. To make the experience even more memorable for members and guests, new ownership is renovating the Tennis Center, adding a pickle ball court and building a tennis program to satisfy the needs of all types of players.



# CONCIERGE SERVICES

A bespoke concierge service will remain a valued aspect of club life, with an enlarged team providing individualized end-to-end travel and lifestyle support. Proactivity, creativity and discretion continue to be program cornerstones. Known for delivering exclusive insider access and exceeding expectations, the peninsula's concierge managers possess a deep understanding of member preferences and a passion for co-creating the specific experiences members desire. As a future member, they will keep you connected to happenings throughout Guanacaste and protect your most valuable asset: time.





# DISCOVERY PROGRAM

For many members, the club's Discovery
Program has been a treasured passport to
the outdoors—the platform for accessing
special experiences focused on adventure
and exploration. Up until now, these
experiences have been facilitated through
external service providers.

The evolution of Peninsula Papagayo includes the fulfillment of this exclusive club program through an internal team of seasoned Discovery Guides—an elite recreation management group trained in the forgotten art of discovery, whose sole mission is to facilitate individualized, co-created experiences for club members.

Venture into Peninsula Papagayo and surrender to the call of 1,400 acres of ecologically rich lands met by equally abundant seas that only hint at the mysteries that lie within. Deep-sea diving. Stand-up paddling. Mountain biking. Infinite opportunities for outdoor recreation and exploration abound. Much of it within the comfortable surroundings of Costa Rica's premier five-star residential resort. No other place can make such a claim.

This is the inspiration behind the new
Discovery Program: an extraordinary passport
to the undiscovered wilds of Peninsula
Papagayo and beyond. Get out of your
comfort zone, connect with nature and each
other, and be transformed forever by enriching
individualized adventures on land and sea. It's
the ultimate geo-luxury experience.

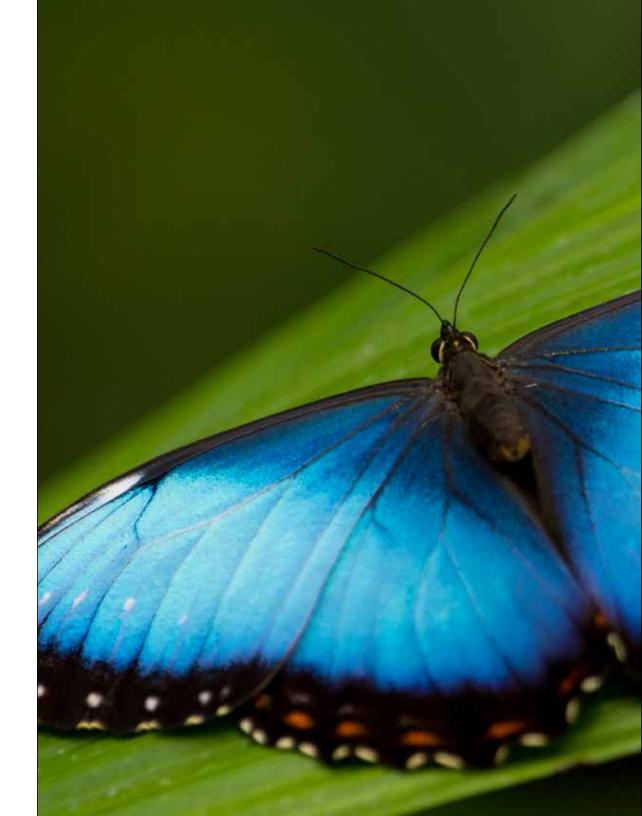




# STRATEGIC STEWARDSHIP

A world apart and a way of life like no other.

When Peninsula Papagayo opened its doors in 2004, it established itself as the premier residential resort destination in Central America and the Caribbean, known especially for the beauty of the natural landscape, flora and fauna. This set in motion a course that would forever change the lives of founding community members and guests who have returned year after year to not just reconnect with nature but also rediscover the soul of the Costa Rican people—those met casually during previous visits, remembered by their smiles.





New ownership is committed to supporting activities and outreach that strengthen the surrounding communities while protecting this important biological corridor in perpetuity. Gencom will increase Peninsula Papagayo's capacity and credibility as a conservation-focused organization by measuring species diversity, abundance and production, and returning degraded habitat to a healthy, functioning condition that supports priority wildlife species. And invest in the wellness and well-being of the community, in part by gathering the right people—many who have been here since the very beginning—to bring an unprecedented new level of meaningful geo-luxury and only-here transformational experiences to one of your favorite coastal hideaways.

The entire Peninsula Papagayo team hopes you will continue to be part of this extraordinary evolution and legacy—a world apart.



# PENINSULA PAPAGAYO

Questions or suggestions? We'd love to hear from you: info@peninsulapapagayo.com

Coming fall 2017—the all-new peninsulapapagayo.com.

This information deals with ownership's new strategic direction for Peninsula Papagayo and Marina Papagayo. The contents of this document are provided for informational purposes as of September 11, 2017, and may be subject to change in the future. Referenced capital projects and strategic initiatives may be completed in phases at ownership's discretion THIS MATERIAL DOES NOT CONSTITUTE AN OFFER OR SOLICITATION TO SELL REAL ESTATE OR ANY OTHER PRODUCT IN ANY JURISDICTION WHERE OR