

LIMON INVESTMENTS

*Investing in
Montenegro:
opportunities in
a growth market*



What is Limon Investments?

Introduction to Limon Investments

Limon Investments is a Dutch company that focuses solely on the development of golf-related projects in particular in Montenegro. This policy translates, among other things, into the development of primarily luxury golf courses with the corresponding hotels, villas and flats. Founder and Director Chris Liebreks (1948) visited Montenegro for the first time in 2002. All aspects of the country attracted him – to the point that he decided in 2003 to focus all his operations on Montenegro; the formal incorporation of Limon Investments followed in 2005. The intervening period was characterised by the creation of a strong, local network. The strong family ties in the country that influence all layers of Montenegrin society and administration make such a network – generally based on trust – indispensable. Over the past four years, Chris Liebreks has visited Montenegro dozens of times and held discussions with many parties. By now this has resulted in an extensive and trustworthy network of business relations. Of obvious importance is that he has been able to convince the Montenegrin authorities of Limon Investments’ plans and the opportunities these plans offer for Montenegro.

Core business

Limon Investments’ core business is the development of golf resorts in Montenegro. At every level in the development of luxury golf resorts, Limon Investments brings the best national and international parties together in order to realise the best possible end result. Thanks to its experience and extensive network in Montenegro, Limon Investments also regularly comes into contact with interesting property projects, including those not related to golf. Since these projects are generally promoted by local business relations, they provide Limon Investments with the opportunity to strengthen its position in Montenegrin society even more. Of course, these projects must at all times provide a decent return which can serve as a supplement to financing the development of golf resorts.

Mission

Aside from striving to realise profitable projects, Limon Investments feels responsible for the development of the entire sport of golf in Montenegro. In a country where five years ago almost no one had yet heard of golf, a lot of work must be completed before the first golfer can tee off. In addition to the many tourists, Montenegrins must be able to discover the sport of golf themselves – this is reason enough for Limon Investments to preoccupy itself expressly with the development of this sport. The creation of a golf school at the University of Podgorica is only a first part of this mission.

Investing in Montenegro: opportunities in a growth market.

Having recently become independent, Montenegro is on the verge of an enormous wave of development. The favourable location, natural beauty and attractive climate make Montenegro an excellent tourist destination. Consequently, tourism is one of the pillars of Montenegro’s economic development. The Montenegrin authorities are aware of the windows of opportunity that are currently open and already took a variety of measures earlier in order to stimulate foreign investment further. A consequence of this favourable investment climate and the corresponding investments is that the demand for property has been rising quickly. Prices, including land prices, are currently increasing by 50% to 100% each year.



Limon Investments has various projects in Montenegro and is constantly on the look-out for new investors for these projects in order to form the best possible combination for each one. Limon Investments provides its investors with numerous opportunities to invest in the projects. The one thing that these different opportunities have in common is that the returns are outstanding!

With this brochure, we would like to inform you about Limon Investments, the opportunities and the investments in Montenegro. By investing now with a reliable partner in Montenegro, you too can profit from this quickly growing market.

If, after reading this brochure, you agree with us that Montenegro offers investors unprecedented opportunities and you believe that Limon Investments is the right partner for you, we would be pleased to furnish you with more information in a personal discussion.

Chris Liebreks
Director



Organisation

Limon Investments is headquartered in the Netherlands, from where the Montenegrin subsidiaries are also managed. A small, but efficient team in the Netherlands keeps a close eye on developments and manages them. For each project, various parties are selected which assume responsibility for actual execution. The main office is comprised of three departments: Financial Management, Golf Consultancy and Marketing. The subsidiaries in Montenegro have local employees with extensive knowledge of the local society.

Why Montenegro?

Developments in Montenegro

In 2006 Montenegro became independent and is currently transitioning to a market economy. The current pro-western Prime Minister, Zeljko Sturanovic, aims to restructure the economy significantly. The recreation and services sector is one of the most important economic pillars of the country. Conditions for such restructuring are favourable. The country can easily be reached from throughout Europe, has a mild climate and magnificent, unspoilt scenery.

- In the meantime, a variety of measures have been taken for making the country more interesting to western investors:
- rapid development of, among other things, infrastructure;
 - unconditional transformation to a market-oriented economy;
 - attractive tax rates (tax on profits amount to a mere 9%);
 - solid, professional terms and conditions for, among other things, legal matters; foreign investors can operate and invest in Montenegro; they may also own property and legal entities, and be registered as managing directors of the legal entities having general authority.
 - introduction of the euro as the national currency (so no currency risk).

Montenegro has an acceptably low inflation rate (2006: 3%) and free international movement of capital. Conventions have been agreed with, among other countries, the Netherlands for avoiding double taxation. Consequently, Montenegro can also boast about the increasing interest in it among foreign investors. Recently, the Canadian gold magnate, Peter Munk, committed to investing 650 million in yacht marinas in the Montenegrin coastal town of Tivat. These existing and future yacht marinas make investing in golf courses even more attractive. The combination of yacht marinas with golf courses is very popular with international tourists. Limon Investments is convinced of the unique conditions and opportunities that the country has to offer. The magnificent coast along the Adriatic Sea in particular offers very favourable development opportunities. It should therefore be no surprise that Limon Investments has concentrated a significant number of its projects on the coastal towns of Herceg Novi and Tivat.

Description of Montenegro

In Serbo-Croatian Montenegro is referred to as *Crna Gora*, which means black mountain. The country’s total area amounts to nearly 14,000 km², which makes it equal to not quite half the area of the Netherlands. The capital city is Podgorica. The countryside of Montenegro is wide-ranging; in the north lays the amazing nature area around Tara Canyon. The canyon through which the Tara River flows is up to 1300 m deep, which makes it the deepest in Europe and second in the world only to the Grand Canyon in the United States. Montenegro’s highest mountain, Bobotov Kuk (2522 m), or Mount Durmitor, is located in Durmitor National Park. A total of 48 mountain peaks in this park exceed 2000 m in elevation, which explains why Durmitor is on the UNESCO list of world heritage sites. The east and southeast of the country are home to mountain ranges, whilst the southwest is characterised by its elevated, hilly coastline. Boka Kotorska (the Bay of Kotor) is Europe’s southern-most fjord.

Montenegro’s south-western coastline stretches 294 km along the Adriatic Sea – 73 km of which are beaches! The country has 40 lakes, including Skadar Lake (390 km²). The lower regions along Montenegro’s coast enjoy a Mediterranean climate, with dry, warm summers and mild, rainy winters. Temperatures vary depending on the elevation of the relevant region. Situated at sea level, Podgorica boasts the country’s highest summer temperatures with an average of 27 °C. By contrast, Cetinje, situated at approximately 650 m, has an average temperature of 17 °C. In the winter month of January, average temperatures vary from 8 °C on the south coast to minus 3 °C in the northern mountain region. In the central-Montenegrin regions of Zetska and Bjelopavlicka, temperatures can soar to 40 °C. ■

Geographic information	
Area	13,812 km²
Distance of national boundary	614 km
Coastline	294 km
Distance of beaches	73 km
Climate	Mediterranean
Average temperature	27.4 C° (summer) 13.4 C° (winter)
Maximum temperature of sea	27.1 C°
Average number of sunny days	240
Number of sun hours on coast	2.500 per jaar