INVESTING IN TOURISM ENTERPRISE ZONES: PROCESS & INCENTIVES

Atty. Niño Ruperto F. Aquino

Manager, TEZ Regulation Department Tourism Infrastructure and Enterprise Zone Authority



Tourism Enterprise Zone (TEZ)

Fiscal and Non-Fiscal Incentives

Incentives for Enterprises Outside TEZs

TOURISM ENTERPRISE ZONE

A vast tract of land with defined boundaries master planned to be developed into an integrated tourism complex with prescribed carrying capacities to host tourism enterprise facilities and services within the property.



TOURISM ENTERPRISE ZONE

Is one contiguous territory

Has historical and cultural significance, environmental beauty, or existing or potential integrated leisure facilities

Is in a strategic location with easy access to transportation and utilities

Must be sufficient in size

- 5 hectares for Private TEZ
- 50 hectares for Flagship TEZ

Minimum investment cost of USD 5M



CLASSIFICATION OF TEZS

Cultural Heritage Tourism Zone

Health and Wellness Tourism Zone

Ecotourism Zone

General Leisure Tourism Zone

Cruise Tourism Zone

Mixed Use Tourism Zone



Facilities, Services and Attractions Involved in Tourism



Travel and Tour Services



Tourist Transport Services



Adventure Sports Services



· Zoos



Retirement Facilities



Theme Parks



Convention Centers



Accommodation Establishments



Restaurants and Shops



Sports and Recreational Centers



Museums and Galleries



Facilities offering Health and Wellness Services



Convention Organizers



Cruise Port/ Marina

Enterprises Outside TEZs

Limited to EXISTING ACCOMMODATION ESTABLISHMENTS outside a TEZ which shall undertake substantial expansion or upgrade of its facility

Incentives For Enterprises Outside TEZs

- INCOME TAX HOLIDAY
- TAX AND DUTY-FREE IMPORTATION ON CAPITAL INVESTMENT AND EQUIPMENT



Who may apply for designation as TEZs?

Private entity created under Corporation Code

Local Government Unit or any instrumentality of government in pursuit of its mandate

Joint Venture between Private And Public Sector

UPON APPLICATION REQUIREMENTS:

- 1. Duly Accomplished TIEZA Application Form
- 2. Project Brief
- 3. Board Resolution or Secretary's Certificate authorizing the filing of application and designating the proponent's authorized representative to transact business with TIEZA
- 4. SEC Certificate of Registration, Articles of Incorporation and By-Laws, latest General Information Sheet and Audited financial statement
- 5. Proof of land ownership, Transfer Certificate of Title, Long-Term Lease Agreement(s) and other tenurial instrument for a period of not less than 25 years on the entire area of the proposed TEZ and other documents evidencing development right
- 6. Certification from the host Local Government Unit (LGU) (Planning and Development Office or equivalent) of the current land use of the proposed area for TEZ under the approved Comprehensive Land Use Plan (CLUP) and a zoning map with the proposed TEZ clearly identified/delineated.

| UPON APPLICATION DOCUMENTS 1. Duly Accomplished TIEZA Application Form 2. Project Brief 3. Board Resolution or Secretary's Certificate authorizing the | PRO-FORMA | NUMBER OF COPIES Six (6) ring-bind copies in A- paper and Six (6) electronic |
|--|--|---|
| 2. Project Brief | 1 10000 | paper and Six (6) electronic |
| A 1620 () - 1 A 200 () C () | Q. (1) | |
| incommon or bestern) - serminate dathering the | 1 | copies (CD/USB) |
| filing of application and designating the proponent's authorized representative to transact business with TIEZA In the case of an instrumentality of the national government acting in pursuit of its mandate and/or a local government unit an authority from the Head of Agency or Local Chief Executive authorizing the filing of the application and the | iei | |
| designation of their authorized representative to TIEZA | | |
| SEC Certificate of Registration, Articles of Incorporation and By-Laws, General Information Sheet, and latest Audited financial statement | | |
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| PRIOR TO DESIGNATION DOCUMENTS | | |
| Jpon receipt of the Notice to Proceed, kindly submit the documents isted below in the following formats specified: | | |
| 1. Development Plan | - | Six (6) ring-bind copies in A |
| Sangguniang Resolution from host LGU approving the Development Plan and endorsing the designation of the TEZ application under R.A 9593. Note: If the proposed TEZ covers two (2) or more LGBs, resolution has to be secured. | | paper and six (6) electronic copies (CD/USB) |
| from each LGU. 3. Verified survey return and the consolidated narrative technical | | |
| descriptions of the metes and bounds of the proposed TEZ (contiguous) | | |
| Environmental Compliance Certificate issued by the Department of Environment and Natural Resources (DENR) covering the entire proposed TEZ | | |
| NOTE: For pending application: submit copy of the stamped received application form and necessary attachments: | | |
| 5. 10-Year Financial Projection | - 1 | |
| | To be compiled only if the | |
| the Comprehensive Agrarian Reform Program. | proposed TEZ is classified as an Agricultural land. | |

Master list of importables shall be submitted to TIEZA and approved by the TIEZA Board of Directors prior to
the actual importion.

PRIOR TO DESIGNATION REQUIREMENTS:

- 1. Development Plan
- 2. Sangguniang Resolution from host LGU approving the Development Plan and endorsing the designation of the TEZ application under R.A 9593.
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- 5. 10-Year Financial Projection
- 6. Department of Agrarian Reform-Conversion or Exemption Order if the proposed land for TEZ designation is covered by the Comprehensive Agrarian Reform Program.
- 7. Other requirements as may be prescribed by the TIEZA

| | CHECKLIST OF DOCUMENTARY REQUI | PRO-FORMA | NUMBER OF CORIES |
|---------|---|---|---|
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| 6466 | Project Brief | 7 | paper and Six (6) electronic |
| | Board Resolution or Secretary's Certificate authorizing the | 1 | copies (CD/USB) |
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| I d | Executive authorizing the filing of the application and the designation of their authorized representative to TIEZA | 8 | |
| E | SEC Certificate of Registration, Articles of Incorporation and By-Laws, General Information Sheet, and latest Audited Inancial statement | | |
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| Acces 1 | | | |

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ACCOMMODATION ENTERPRISE

| DOCUMENTS | PRO-FORMA | NUMBER OF COPIES |
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| Duly Accomplished TIEZA Application Form | - | Six (6) ring-bind |
| Project Brief | - | copies in A4 paper and Six (6) |
| DTI Business Registration / Securities and Exchange Commission's Certificate of Registration: Articles of Incorporation and By-Laws | | electronic copies (CD/USB) |
| Secretary's Certificate or Board Resolution authorizing the filing with TIEZA and submission of name of a representative who will transact business with TIEZA | | |
| Endorsement Letter from TEZ Operator, if located inside designated TEZ | | 1 |
| 6. 10-Year Financial Analysis | | 1 |
| Additional supporting documents/papers/clearances as may be required by the TIEZA depending upon the nature of the business and the type of business organization of the applicant, if applicable: | | |
| Certificate of land or CHECK | LIST OF DOCUME | NTARY REQUIRE |

Registration (ORCR Certificate of Public Franchising and Reg

Master List of Importables (MLC

Detailed Engineer

1. Assessment of th

2. Building Permit

TOURIST TRANSPORT SERVICES

| CHECKLIST OF DOCUMENTARY REQUIRES | MENTS | |
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| 6. 10-Year Financial Analysis | - | Tî |
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OTHER TOURISM ENTERPRISES

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| A. Endorsement from Department of Health (DOH) | For medical tourism related enterprise only | |
| B. Endorsement from Philippine Retirement Authority (PRA) | For retirement villages/ communities only | |

*Master List of Importables (MLOI) shall be submitted and approved by TIEZA Board of Directors prior to actualimportation.

- 1. Duly Accomplished TIEZA Application Form;
- 2. Project Brief;
- 3. DTI Business Registration / Securities and Exchange Commission's Certificate of Registration; Articles of Incorporation and By-Laws;
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| For existing accommodation outside of designated TEZs that will u substantial expansion, renovation and upgrade: | indergo | |
| Assessment of the fair market value of the physical exclusive of the cost of land; and | assets, | |
| Building Permit issued by the host LGU | \$ · | -3 |

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Additional requirements:

- 1. Certificate of land ownership, lease contract, rights or agreement entered into for the development of the land;
- 2. Detailed Engineering Design Plans preferably in A3 size; and
- 3. Environmental Compliance Certificate from the DENR.

For existing accommodation outside of designated TEZs that will undergo substantial expansion, renovation and upgrade:

- 1. Assessment of the fair market value of the physical assets, exclusive of the cost of land; and
- 2. Building Permit issued by the host LGU.

TOURIST TRANSPORT SERVICES

| DOCUMENTS | PRO-FORMA | NUMBER OF COPIES |
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| A. Land Transportation Offices' Official Receipt and Certificate of Registration (ORCR) of the vehicles | For Tourist Transport (Land) | - * |
| B. Certificate of Public Convenience from the Land Transportation Franchising and Regulatory Board | | |
| C. Photos of the vehicles/technical description/brochures | Market Anna Carlo | 1 |
| A. Certificate of Franchise Certificate of Public Convenience from the Civil Aeronautics Board or the Maritime Authority, whichever is applicable | For Tourist Transport (Air & Water) | |
| B. Technical description/specification of units/brochure | | |

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Additional requirements:

- Certificate of land ownership, lease contract, rights or agreement entered into for the development of the land;
- 2. Detailed Engineering Design Plans preferably in A3 size; and
- 3. Environmental Compliance Certificate from the DENR.

How is it designated / registered?



PROPONENT SIGNS
DESIGNATION
AGREEMENT WITH
TIEZA SIGNED BY THE
COO



Fiscal and Non-Fiscal Incentives



Six-year Income Tax Holiday

that may be extended for another six (6) years



5% Gross Income Taxation

In lieu national and local taxes (except real property tax)



Net Operating Loss Carry Over (NOLCO)

scheme for six (6) years



Tax and Duty Free Importation

on the following: Goods and Services; Capital Investment and Equipment; and Transportation Equipment and Spare Parts



Tax Credit

equivalent to taxes paid on locally sourced goods



Social Responsibility Incentive

through tax deduction of up to 50% of cost of environmental protection and cultural heritage preservation activities, and sustainable livelihood programs



Employment of Foreign Nationals

provided that the total number of foreigners shall not exceed 5% of total workforce



Special Investor's Resident Visa

to be granted if at least \$200,000.00 is invested in a TEZ and/or an RTE



Lease of Land

to foreign investors for a period not exceeding fifty (50) years; extendable for another twenty five (25) years



Exemption from Requisition of Investment

except in the event of war or national emergency and only for the duration thereof



Foreign Currency Transactions

wherein repatriation of investment, remittance of foreign exchange, and foreign loans and contracts are guaranteed



Schedule of Fees for Designation of TEZ

Filing Fee

PhP 200,000

Publication Fee

PhP 100,000

Designation Fee

PhP 150,000

Schedule of Fees for the Registration of Tourism Enterprise

New RTE

Filing Fee - 0.1% of the Capital Investment but not to exceed PhP 200,000

Publication Fee PhP 10,000

Registration Fee PhP 10,000

Existing Accommodation

Filing Fee - 0.1% of the Capital Investment but not to exceed PhP 100,000

Publication Fee PhP 10,000

Registration Fee PhP 10,000

R.A. 11262

"An Act amending R.A 9593 or the Tourism Act of 2009, extending TIEZA's exclusive jurisdiction to grant incentives to TEZ locators and developers until 31 December 2029"



Electronic Import Permit System (eIPS)

 "Is a cloud – based web portal and an online system for the filling and processing of TIEZA Import Permit Application of Tourism Enterprise Zones (TEZs) and RTEs"

Manual Application vs. eIPS Comparison

| Manual Application | TIEZA Electronic Import Permit System (eIPS) |
|---|--|
| Processing takes 5-6 working days under ormal circumstances | Processing can be done within the day |
| Application of the Import Permit should be lone prior to shipment | In transit, once bill of lading is available |
| Oocumentary Requirements must be submitted in the main office | Documentary requirements can be scanned and attached through the website. Submission of hard copies will be required only upon inspection stage. |

One - Stop Shop

 Prospective TEZ investors and tourism enterprises can register under a single window system to avail of the incentives and benefits, including the issuance of permits and visas.



Tourism Enterprise Zones

Accreditation and Expansion

Php 222 Billion

Projected Total Investment in TEZs

✓ R.A. No. 11262

TEZ incentives to be in effect until 31 December 2029

DESIGNATED

- Private TEZs
- **FTEZs**
- RTEs
- **TEMFs**



VICTORIA BULACAN



BALESIN ISLAND

QUEZON



KINGDOM GLOBAL BRAVO GOLF



PASAY







PALAWAN



PROJECTED ECONOMIC IMPACT



Php 79I Billion

Projected Economic Benefits, assuming 30 TEZs will be designat'ed by 2029



PALAWAN



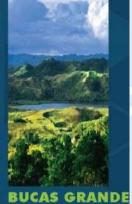
MT. SAMAT BATAAN



PANGLAO BAY PREMIERE BOHOL



RIZAL PARK MANILA



SURIGAO **DEL NORTE**



| FISCAL INCENTIVES | | NON-FISCAL INCENTIVES |
|--------------------------|---------------------------------------|--|
| Income Tax Holiday | Tax and Duty Free Importation | Employment of Foreign Nationals |
| Net Loss Carry Over | Tax Credit | Special Investor's Resident Visa |
| Gross Income Taxation | Social Responsibility Incentive | Lease of Land |

For more information:

- (02) 249-5900 loc. 747
- tez.erd@tieza.gov.ph tez.secretariat@tieza.gov.ph
 - www.tieza.gov.ph
 - f TIEZAOfficial / TEZSector

INVESTMENT OPPORTUNITIES IN TIEZA FLAGSHIP TEZS, DESIGNATED PRIVATE TEZS

Mr. HERNANDO A. ENAL

Manager, TEZ Assistance and Monitoring Department Tourism Infrastructure and Enterprise Zone Authority

PRIVATE TEZS



Resorts World Manila (Pasay)

It is a 13.9hectare mixed
residential,
commercial and
gaming, sports
and hotel-use
zone. It is home
to luxury hotels,
malls, theater
and a convention
center.





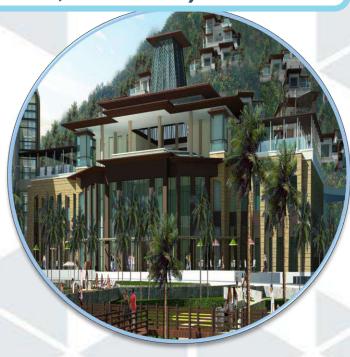


Ciudad de Victoria (Bulacan)

It is a 58-hectare events complex that provides a robust portfolio of service and recreational facilities, transport, infrastructure, sustainable townships and prime residential condominiums.

Jewel Resorts (Puerto Princesa, Palawan)

It is a 16-hectare integrated tourism center that will house a 225-room internationally branded hotel; 76room boutique hotel and beach club; residentialretirement community; nature park and botanical garden.





Amorita Resort (Panglao, Bohol)

It is a 7-hectare property with a hotel and restaurant, wellness facility, arts village, Tawala Marine Protected Area Center, and other activity facilities and areas.





Queen's Castle (Cebu)

It is a 70-hectare property with four components: 18-Hole Golf Course and Hotel; Condominium Hotel Resort; Retirement Village; and Golfer's

Village.



Bravo Golf (Negros Occidental)

It is a 19.4-hectare general leisure zone operating quality accommodation facility with complete amenities such as swimming pool, spa and dining, chapel, and 9-hole golf course.





Aton Land (Silay City, Bacolod)

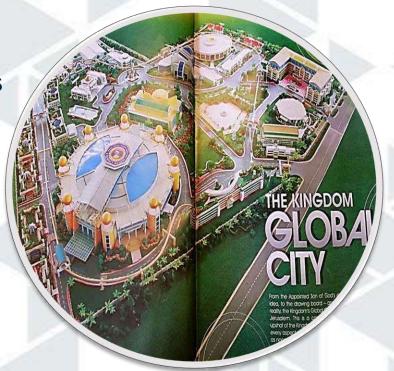
A 13.1 hectare property which will be developed into an integrated tourism complex composed primarily of Magikland Theme Park, Hotels, commercial Complex and lifestyle complex. The Zone aims to create alternative livelihood to monocrop sugar industry and showcase Silay heritage sites of the past agricultural revolution





Kingdom Global City (Davao)

It is a 26hectare
property that is
envisioned to
house the
grandest
integrated
leisure resort
complex.





It is a 350-hectare property composed of the following: leisure villas, safari recreational site, urban parks and resort hotel.



It is a tropical island paradise of approximately 405-hectares, with 7.3 kilometers of pristine white-sand beaches. It is located 21 kilometers southeast of Polillo, Quezon Province and just 60 nautical miles east of Manila.





Boracay New Coast (Boracay)

A 68.76-hectare land area and is situated on the northeastern part of Boracay Island. It boasts of a kilometer stretch of coastline with 3 world famous Boracay white sand beach cove areas.



Solaire Cruise Center & Yacht Harbor (Pasay)

Solaire Cruise Center and Yacht Harbor, a 19.73-hectare development, is set to launch the Manila Cruise Port Project targeted to be constructed in 2021.





FLAGSHIP TEZS

- Master planned
- Provided with basic infrastructure support
- Infused with incentives
- O Distributed benefits to local community
- Conducive environment for locators or Registered Tourism Enterprise



DESIGNATED FLAGSHIP TOURISM ENTERPRISE ZONES

RIZAL PARK COMPLEX FLAGSHIP TEZ (MANILA)

MT. SAMAT FLAGSHIP TEZ (BATAAN)

SAN VICENTE FLAGSHIP TEZ (PALAWAN)

> PANGLAO BAY PREMIERE FLAGSHIP TEZ (BOHOL)

BUCAS GRANDE
ECOTOURISM
ENTERPRISE ZONE
(SURIGAO DEL
NORTE)



Panglao Bay Premiere Bohol

Master plan approved and designated as a Flagship TEZ last December 05, 2017

LOCATION: Panglao Island, Bohol

Core Area: 46.5 has.

New Land Acquisition: 9.91 has.

Non-Contiguous Area: 64.5 has.

Total Land Area: 111 has.

 Owned by Alturas Group of Companies under the Panglao Bay Premiere Parks and Resorts Corp.

 There is an existing resort with 90 rooms and villas, 2 swimming pools, clubhouse, and conference rooms

 It has seven hundred fifty (750) meters of white sand beach frontage, said to be the longest frontage for a single beach resort in the island of Panglao



SITE DEVELOPMENT MAP



INVESTMENT OPPORTUNITIES

| PROJECT | DESCRIPTION | PROJECT COST |
|-------------------------------|--|------------------|
| Mid-Tier Family Resort | 300 keys including 30 suites and 15 villas; | Php 2B |
| Hotel | meeting center - 600 persons; | USD 39.2M |
| | • Land Area: 4.95 ha. | |
| Mid-Tier condominium | 500 keys in mix of studios, one bedroom, and two bedroom units | Php 3.68B |
| / hotel | • Land Area: 7.54 ha. | USD 72.2M |
| 5 | | |
| Branded Beach Health | 250 keys including 25 suites and beach 25 villas; | |
| and Wellness Resort | high-end meeting center with capacity to banquet 500 persons; | Php 2.185B |
| | • Land Area: 6.45 ha. | USD 42.8M |
| Top Tier Millennial | 130 modern design rooms and 20 villas with plunge pools | Php 1.39B |
| Beach Resort | • Land Area: 2.85 ha | USD 27.2M |
| Top Tier Signature | • 80 suites with three restaurants and four private dining | Php 1.72B |
| Beach Resort | pavilions | USD 33.7M |
| | • Land Area: 3.7 ha. | |
| Branded Luxury | 50 suites and 20 villas and events center for 300 persons | Php 1.72B |
| Events Resort Hotel | • Land Area: 3.7 ha. | USD 33.7M |



Rizal Park Complez (Manila)

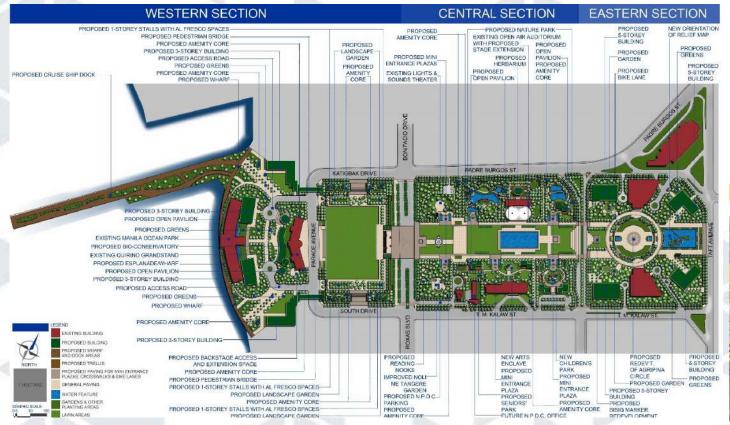
- Master plan approved and designated as a Flagship TEZ last October 2014

LOCATION: Manila

Total Land Area: 54 hectares

- A national park of rich history, culture, and heritage nestled in nature.
- Envisioned to be a "Nation's Premier Historic Green Park."











WATERFRONT DEVELOPMENT AND ESPLANADE PROJECT:

- Multi-level parking building
- Concessionaires and al-fresco dining
- View-deck
- Esplanade
- Area: 9,800 square meters;
- Project Cost: Php326M / USD 6.04M





Mt. Samat Shrine (Pilar, Bataan)

- Master plan approved and designated as a Flagship TEZ last October 2014

LOCATION: Municipality of Pilar,

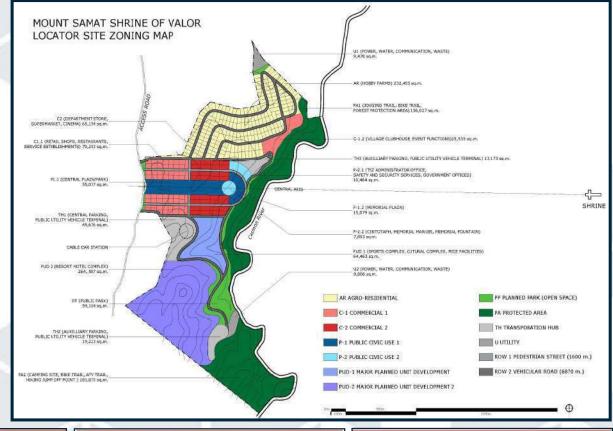
Province of Bataan

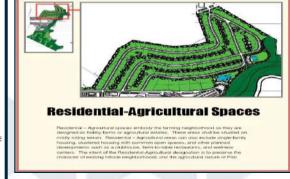
Total Land Area: 194 hectares

Priority Area: Mt. Samat Shrine Site -50 has

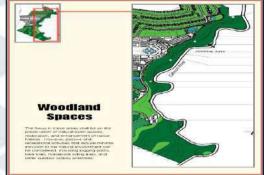
- The Mt. Samat Shrine Site is located at the summit of Mt. Samat.
- The Locator Site is situated in a less rolling and more open terrain within the TEZ enclave.
- The site for mixed-use development focused on agri-tourism, health and wellness, nature and eco-tourism, and sports and adventure tourism.

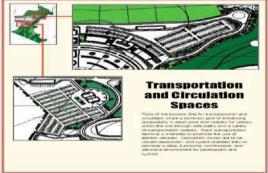




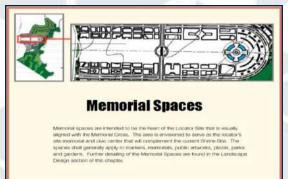












| PROJECT | DESCRIPTION | PROJECT COST |
|-----------|---|-------------------|
| Hotels | designed to facilitate better access and interface | Php 160M |
| | with the business meetings and events building | USD 3.14M |
| | during events. | |
| Cable-car | A stretch of a maximum of four (4) kilometers that | Php 600M |
| system | will take approximately 20 minutes for passengers | USD 11.77M |
| | to reach from end-to-end and provides an aerial link | |
| | from Mt. Samat Shrine on the main land of Pilar | |
| | across the locator site. | |
| Museum | Serves as an exhibition gallery to depict life during | Php 86M / |
| | World War II. Displays artifacts during World War II | USD 1.7M |
| | | |



Bucas Grande Ecotourism Enterprise Zone

- Master plan approved and designated as a Flagship TEZ last May 2018

LOCATION: Municipality of Socorro,

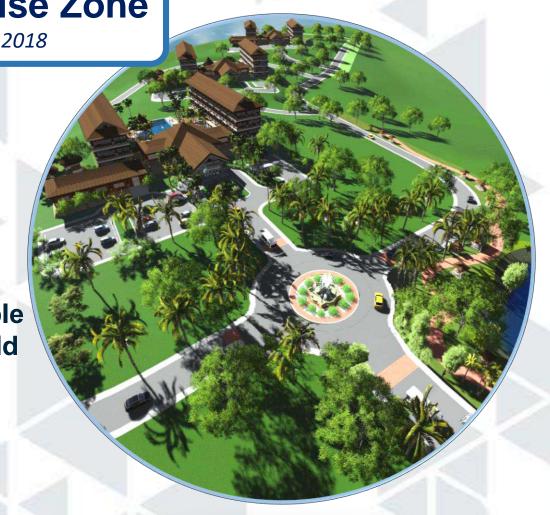
Surigao del Norte

Total Land 167.7 has.

Area:

Designated 167.7 has. Ecotourism Zone

 It is envisioned to be "a sustainable and responsible integrated ecotourism development providing world class facilities and services."













| | | The second secon |
|-------------------|--|--|
| PROJECT | DESCRIPTION | PROJECT COST |
| Reception Zone | Extreme Adventure Park where | Php 153M/ |
| | activities and rides are offered. | USD 2.83M |
| Main Resort Zone | located at the center of the | Php 865M/ |
| | Flagship TEZ with 3 hectares | USD 16.01M |
| | allocated for three 3 resort facilities. | |
| Agro-Tourism Zone | | Php 535M/ |
| | | USD 9.91M |
| Mountain Zone | Mountain Ecolodge with Park and | Php 415M/ |
| | Open Spaces | USD 7.68M |
| Forest Zone | Mountain Ecolodge with Park and | Php 250M/ |
| | Open Spaces | USD 4.63M |
| 21 12 2 | | |





San Vicente (San Vicente, Palawan)

- Master plan approved and designated as a Flagship TEZ last September 29, 2015

LOCATION: Municipality of San Vicente,

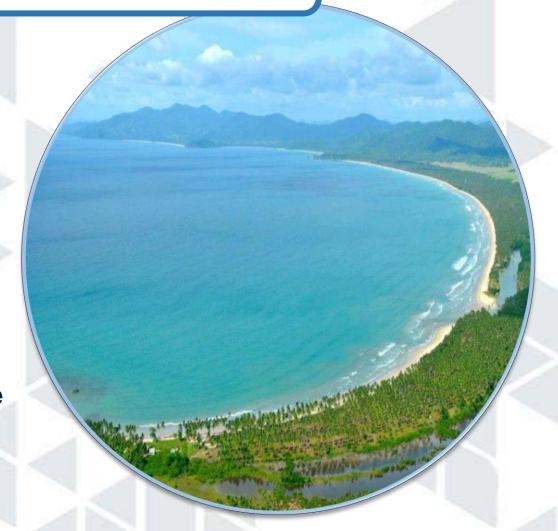
Palawan

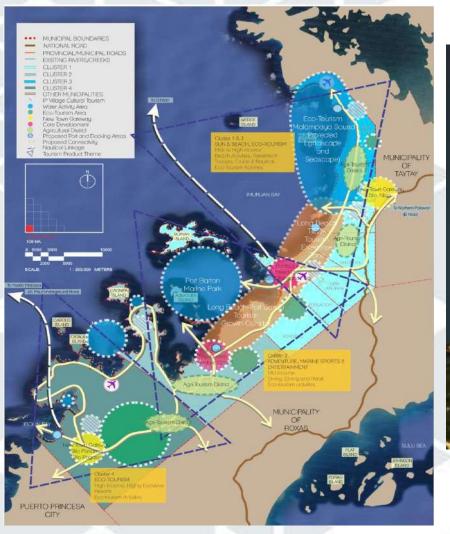
Total Land Area: 166,000 has.

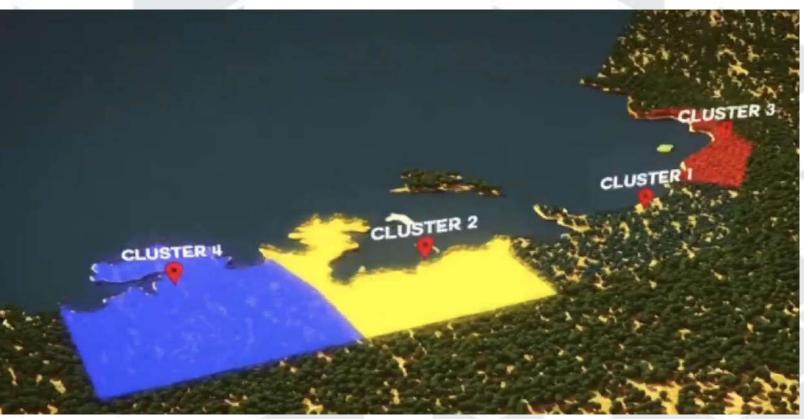
Priority Area: Long Beach Cluster 883

hectares

- Boasts of a 14.7 kilometer fine white sand beach, the longest stretch of beach in the Philippines
- The whole Municipality was Designated as a Flagship TEZ
- The new San Vicente Airport is located within the heart of the Zone; For expansion as an International Airport







| DESCRIPTION | PROJECT COST |
|---|---|
| Will service the whole Municipality of San Vicente. | |
| Capacity of 6,000 cubic meters/day. | Php 365M/ |
| | USD 6.9M |
| | |
| to supply investors, developers, tourists, and | Php2B/ |
| residents with sufficient and reliable electricity | USD 37.7M |
| within the TEZ. | |
| 300 rooms capacity | Php 1.4B/ |
| Cluster 1 – Long Beach of the San Vicente | USD 25.7M |
| Flagship TEZ (SVFTEZ) | |
| 100 rooms capacity, | Php 171.7M/ |
| Cluster 1 – Long Beach of the San Vicente | USD 3.3M |
| Flagship TEZ (SVFTEZ) | |
| | Will service the whole Municipality of San Vicente. Capacity of 6,000 cubic meters/day. to supply investors, developers, tourists, and residents with sufficient and reliable electricity within the TEZ. 300 rooms capacity Cluster 1 – Long Beach of the San Vicente Flagship TEZ (SVFTEZ) 100 rooms capacity, Cluster 1 – Long Beach of the San Vicente |



FOR MORE INFORMATION:



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