

A couple is seen from behind, sitting on wooden lounge chairs on a wooden deck. They are holding hands. The chairs have blue and black striped towels draped over them. A straw hat is on the chair to the left. The background is a clear blue sky with white clouds and a vibrant turquoise ocean. The bottom of the image has a teal gradient background with a white rounded rectangle containing the title text.

## Top 10 Things to Know Before You Buy Property Anywhere Outside Your Home Country



# *15 Critical Questions*

*for Overseas Investment and  
Offshore Property Ownership*

- 1. Buy what you see*
- 2. Own community*
- 3. Know the developer*



## Michael K. Cobb

Chairman & CEO  
ECI Development

## ESTABLISHED 1996

ECI Development offers affordable luxury residence and resort communities in Central America, providing our clients with various premier lifestyle options from the Caribbean to the Pacific.

ECI delivers inspired lifestyles for adventurous souls.

# The Cobb Family

## 14 Years in Nicaragua









# Fishing



# *Ballooning*





# *Golfing*



# Rafting

# *Snorkeling*





*Kayaking*



*Exploring*



A  
WORLD  
— OF —  
OPTIONS



# **!!! Margarita Madness !!!**



**SLOW DOWN**

**PROCEED WITH CAUTION**



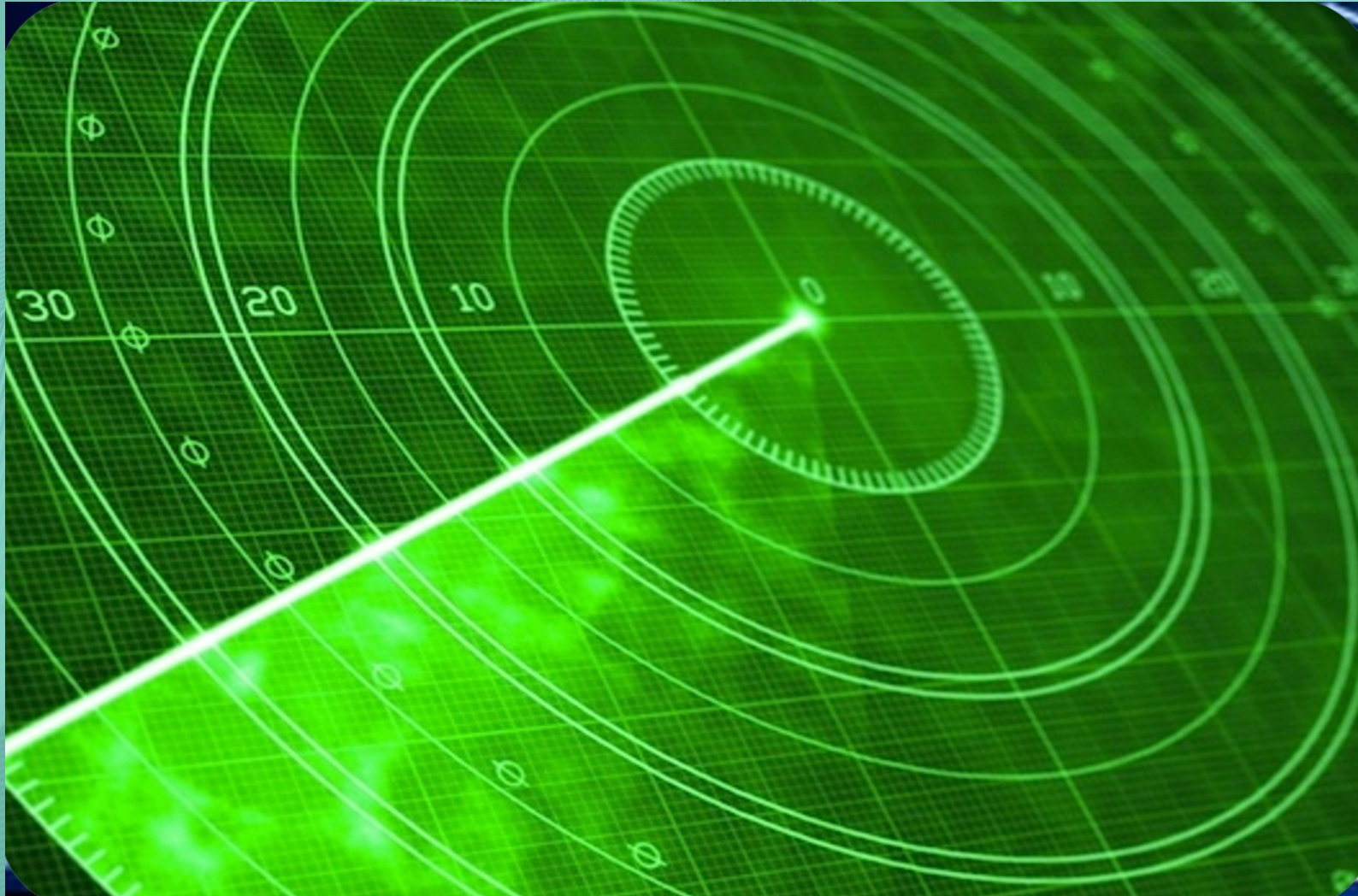


# Apples vs. Oranges?



***But are all apples the same?***

# *We Don't Know What We Don't Know*



# *Changing How We Think*

## **Caveat Venditor**

A Latin term meaning “let the seller beware,” in contrast to the more widely known saying caveat emptor (let the buyer beware).

The principle of caveat venditor cautions that the seller is responsible for any problem that the buyer might encounter with a service or product.

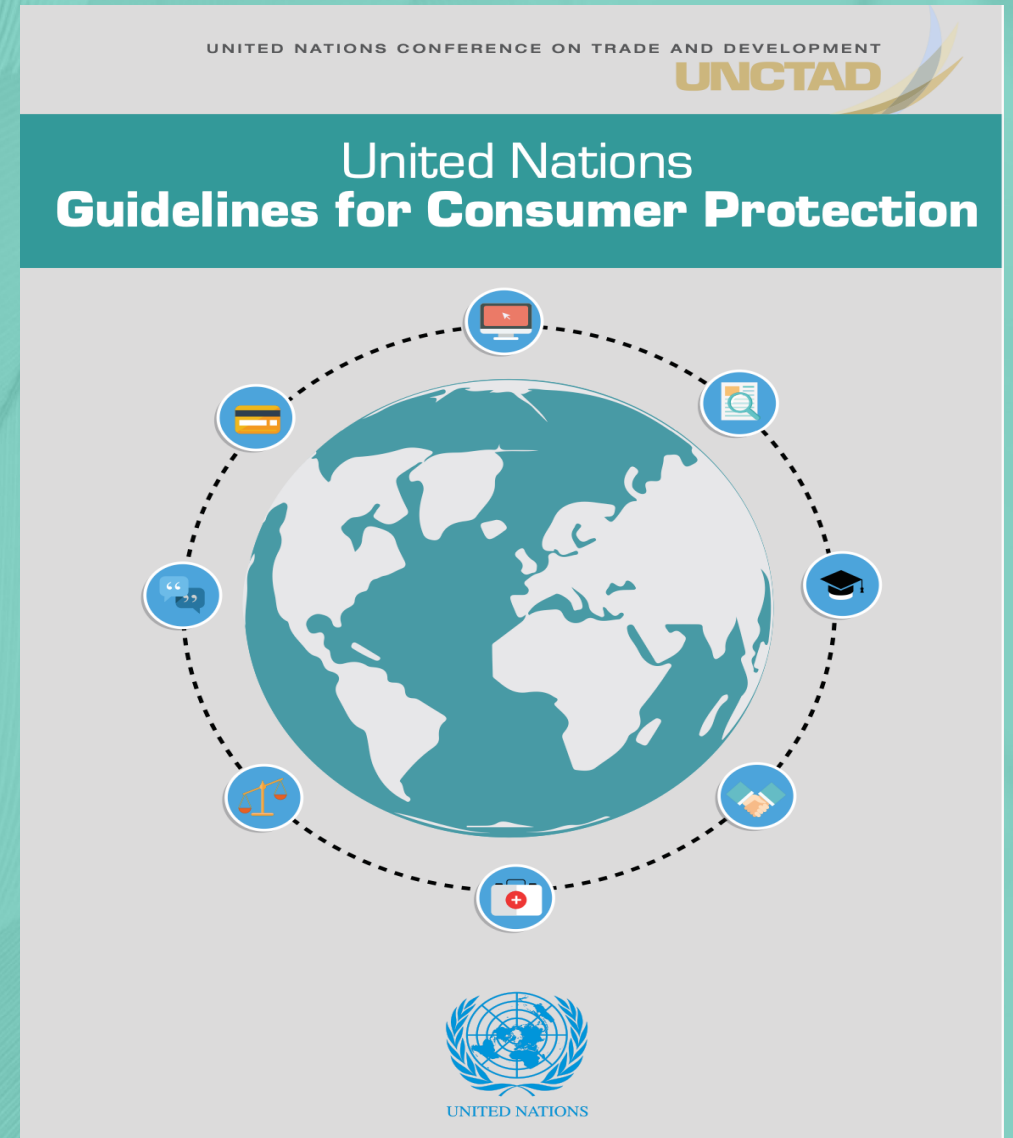
**CAUTION**

**BUYER  
BEWARE!**

**Proceed At Own Risk**

# Key US and Global Consumer Protection Laws

- Federal Securities Act
- Fair Credit Reporting Act
- Dodd-Frank Act
- The Fair Housing Act
- The Fair Debt Collection Practices Act (FDCPA)
- Section 5 of the Federal Trade Act
- Telephone Consumer's Protection Act (TCPA)
- The CAN-SPAM Act
- The Gramm-Leach-Bliley Act (GLBA)
- The Children's Online Privacy Protection Act
- Homeowners Protection Act
- Home Affordable Modification Program (HAMP)
- Electronic Fund Transfer Act (EFTA)
- Fair Credit Billing Act





Forget What You Think You Know



# *15 Critical Questions*

*for Overseas Investment and  
Offshore Property Ownership*

- 1. Buy what you see*
- 2. Own community*
- 3. Know the developer*



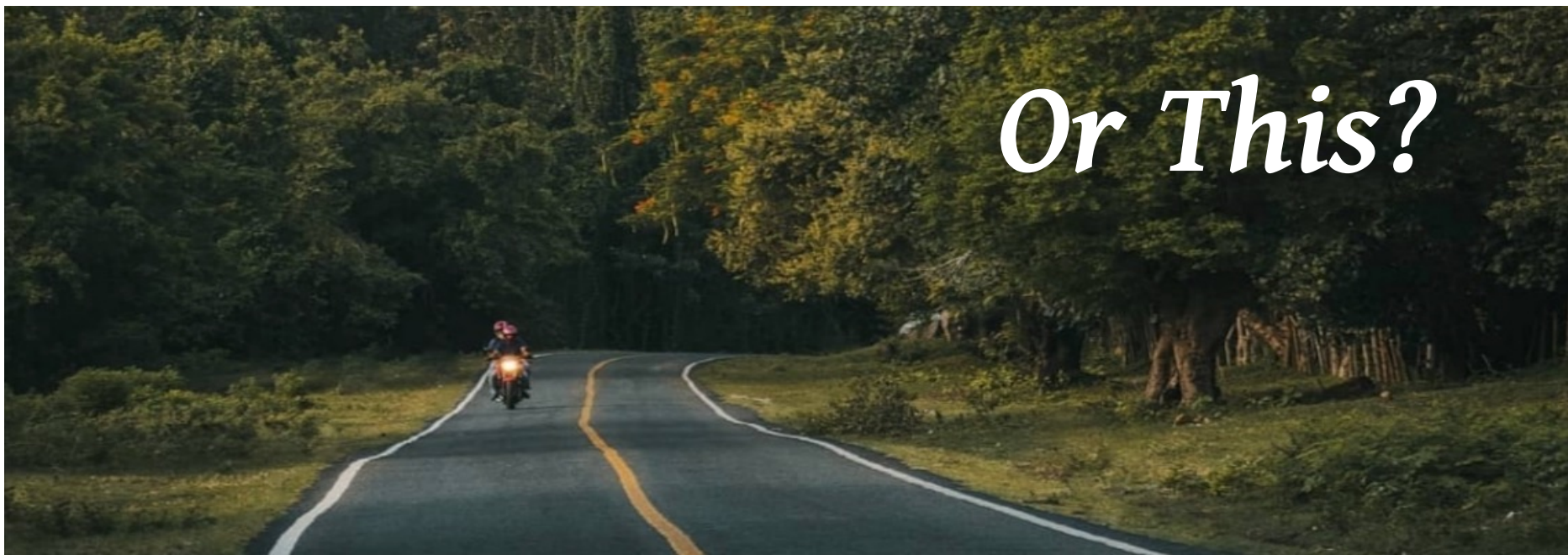
# QUESTION ACCESS

Is there year-round access to the area in both the dry and rainy seasons?





*Do You Want This?*



*Or This?*



# QUESTION ACCESS

Is there year-round access to the area in both the dry and rainy seasons?

The Water Does Get Higher !!!  
Then What ???



Think He'll Make It?



A Better Solution



# QUESTION ENGINEERING

Does the existing infrastructure include underground utilities, paved streets and sidewalks?





# QUESTION ENGINEERING

Has the property been engineered for storm water management?



# Infrastructure

Very un-sexy but critically important for happiness



# *Engineered Storm Water System*



# *No Storm Water Plans !!!*





# QUESTION COMFORT

Is there enough water  
and water pressure?

*After This*



*Ahh... This*



Water Pressure The Way We Like It



# QUESTION COMMUNITY

Is there any kind of zoning?  
Is there a building requirement?

# *Lack of Zoning*

*Their Freedom of Expression.*  
*Your Nightmare Forever.*





“Ghost Towns” & Promised Communities



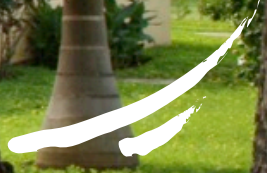
# “Ghost Towns” & Promised Communities





# Real Community Planning





ECI  
DEVELOPMENT

# *Creating a Place People Want to Enjoy*





*People =  
Community*

## Required for reality:

- Homes
- Access
- Creature comforts
- Amenities

# Reality Matters – ECI Development - Established 1996





# Golf at the Beach



# ECI Owners A Real Sense of Community



# Homeowners Enjoying A Day on the Water



# Environmental Engagement



## Milagro Verde

Eco-friendly, 100% solar powered homes, geo thermal cooling, grey water reuse, all low draw appliances and LED lighting, salt water pool, etc.  
Green luxury.



## Giant Sea Turtle Sanctuary

5 years of saving thousands of turtles each year.  
3 species including rare leatherback

# *Social Engagement*



## Beach Clean-Ups

Regular clean-ups are conducted by residents, locals and employees. Representatives from the Miss Earth International Pageant visited Gran Pacifica to help clean up trash along the beach.



## Sustainable Gardens

Help school kids plant gardens of vegetables and fruit and train them to take care of them. They feed themselves healthy lunches and our restaurant buys surplus to provide funding for school supplies.

# *Humanitarian Engagement*



## Installation of Wells

Water wells were installed in 13 schools around the community that previously did not have access to water.



## Medical & Dental Trips

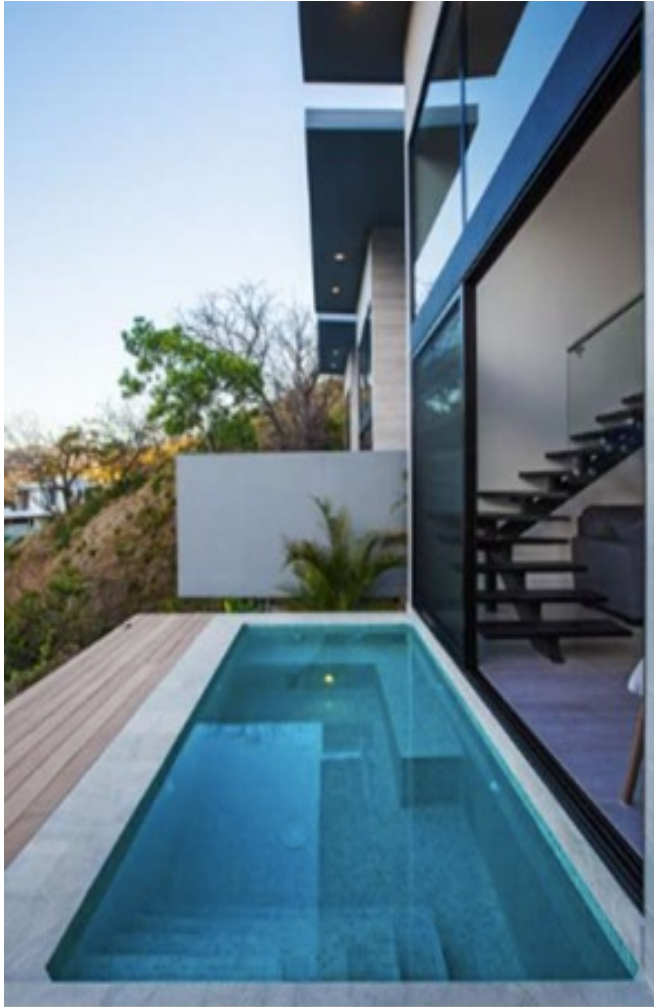
Coordinated mission trips and hosted dozens of medical and dental groups.



# QUESTION FISCAL RESPONSIBILITY

What about a Home Owner's Association? Are the fees high enough?

# *Are the HOA fees High Enough?*



“These Lofts consist of two bedrooms with two bathrooms, deck, own pool, and the best finishes in the area.”

*“The maintenance fee for these Lofts is one of the most attractive things:*

*\$ 350 a year!*

*It's not a mistake,  
I said a year!”*

Just Sold!

# Do Amenities Exist?











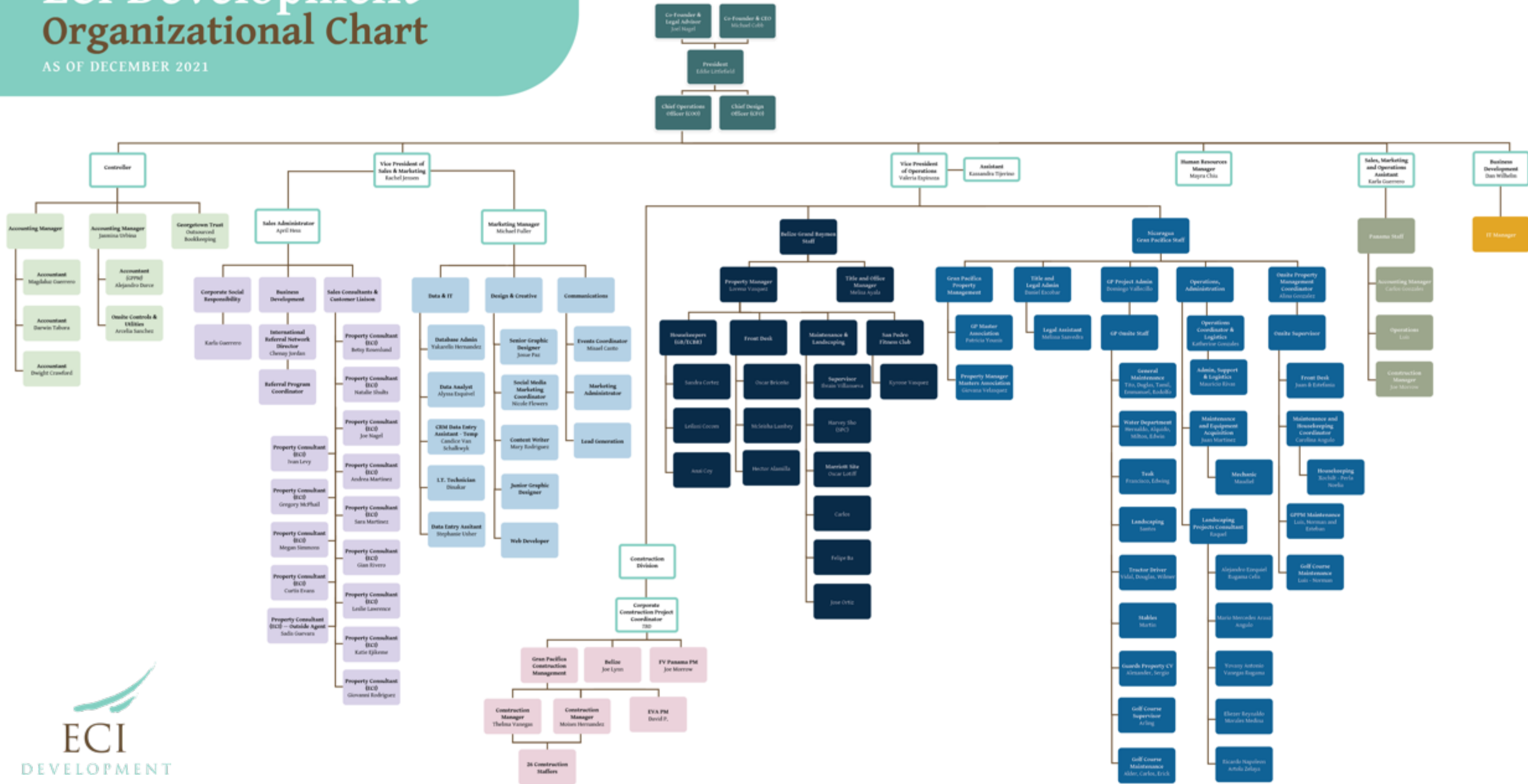
# QUESTION

## Competency

Does the Development Company  
have a Competent Team

# ECI Development Organizational Chart

AS OF DECEMBER 2021



# LEADERSHIP

Delivering Inspired Lifestyles For Adventurous Souls.



**MICHAEL  
COBB**  
Chief  
Executive  
Officer and  
Co-Founder



**JOEL  
NAGEL**  
Co-Founder  
and Legal  
Advisor



**PETER  
JUERGENS**  
Acting  
Chief  
Operational  
Officer



**VALERIA  
ESPINOZA**  
Vice President  
of Operations



**JAVIER  
CAMARILLO**  
Vice President of Finance



**GUSTAVO  
BARRIOS**  
VP of Construction



**LESLIE  
LAWRENCE**  
Sales Manager



**MAYRA  
CHIU**  
Human Resources  
Manager



**MICHAEL  
FULLER**  
Marketing  
Manager



**RICARDO  
RODRIGUEZ**  
IT Manager



**CHENAY  
JORDAN**  
International Referral  
Network Director



**JEFFREY  
HARPER**  
Senior Hospitality  
Director



**ALYSSA  
ESQUIVEL**  
Relationships  
Manager



**DWIGHT  
CRAWFORD**  
Accounting  
Manager



**DANIEL  
WILHELM**  
Strategic Operations &  
Advisory Lead



# QUESTION COMPLETION

Is the development company  
financially sound?



---

Promises Can Be Fleeting



Show Me  
The Money

# Balance Sheet

**EXOTIC CAYE INTERNATIONAL, LTD**  
**Balance Sheet**  
**As of December 31, 2022**  
**(Amounts in US Dollars)**

<b>Assets</b>	
<b>Current Assets</b>	
Bank Accounts	\$27,171,237
Accounts Receivable	\$334,503
<b>Total Current Assets</b>	<b>\$27,505,740</b>
<b>Fixed Assets</b>	
Land	\$23,733,920
Property in the Azores	\$2,222,846
Property, Plant & Equipment (Net)	\$906,275
<b>Total Fixed Assets</b>	<b>\$26,863,041</b>
<b>Other Current Assets</b>	
Loans Receivable	\$1,356,769
Other Receivables	\$173,930
Intercompany Receivables	\$12,756,382
Inventory of Lots for Sale	\$275,823
Construction in Progress	\$16,974,855
Marriott Project	\$5,153,479
Other Assets	\$364,800
<b>Total Other Current Assets</b>	<b>\$37,056,038</b>
<b>Total Assets</b>	<b>\$91,424,819</b>

<b>Liabilities</b>	
<b>Current Liabilities</b>	
Advance Customer Payments	\$19,266,915
Advance Customer Payments (Marriott)	\$2,192,149
Accounts Payable	\$2,500,194
Short-Term Bonds	\$1,256,146
Marriott Interest Provision	\$1,137,500
Tax Payables	\$167,833
Payroll Liabilities	\$271,803
Other Payables	\$607,499
<b>Total Current Liabilities</b>	<b>\$27,400,039</b>
<b>Long-Term Liabilities</b>	
Primary Marriott Loan	\$30,000,000
Secondary Marriott Loan	\$4,000,000
Long-Term Loans	\$4,562,591
Intercompany Payables	\$16,125,385
Severance Provision	\$107,072
<b>Total Long-Term Liabilities</b>	<b>\$54,795,047</b>
<b>Total Liabilities</b>	<b>\$82,195,086</b>
<b>Equity</b>	
Common Stock and Paid in Capital Shares	\$37,662,136
Accumulated Earnings	(\$20,044,463)
2022 Net Income	(\$8,387,939)
<b>Total Equity</b>	<b>\$9,229,734</b>
<b>Total Liabilities and Equity</b>	<b>\$91,424,819</b>





# QUESTION Strategy

Does the Development Company  
have a Solid Business Plan

# Zogby International

## *Survey of 103,000 U.S. Citizens*

- 11.6%, equal to 26 million, seriously considering relocating or owning property outside of North America.
- 17.2% of those respondents, equal to 4.5 million, consider Latin America their first choice.





# TD Waterhouse

## Poll of Canadian Citizens

- **45% of respondents** say they will spend at least one month abroad when they retire
- With a total of 9.4 million baby boomers in Canada, this means **4.23 million potential owners and renters**



# Relocation: A Mega Reality

- Over 8 million North Americans currently live outside of the U.S. and Canada
- 613,000 U.S. retirees already receive their Social Security income outside of the United States



*Relocation is a Mega Reality...  
For Young People Too !!!*

*With job flexibility, more and more are relocating abroad*



**Belize**



**Nicaragua**



**Panama**



**El Salvador**



**Mexico**



**Argentina**



**Costa Rica**



**Honduras**

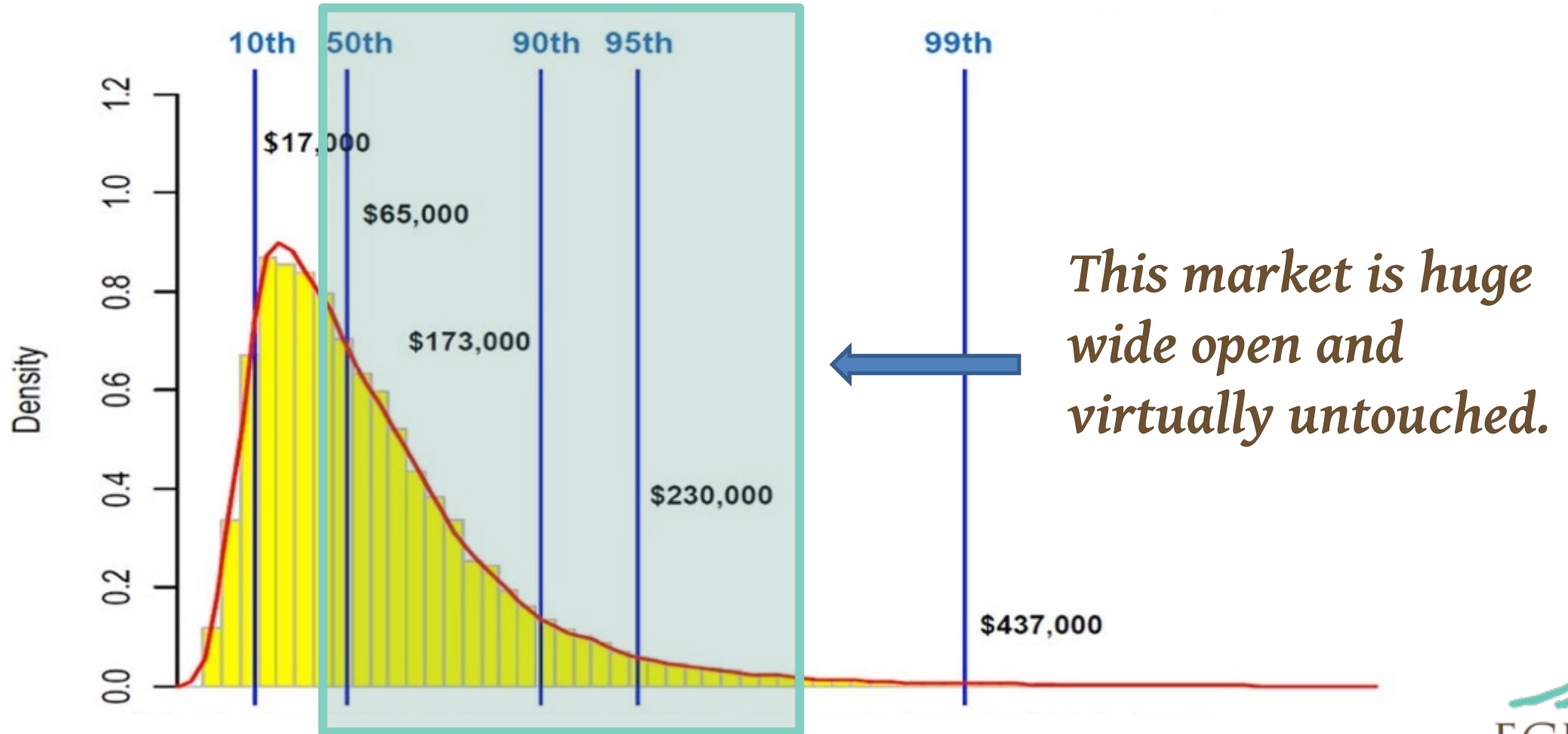


**Ecuador**

*ECI has adopted the proven community first model and is the only developer in the region that has done so.*



# Distribution Of Family Size-Adjusted Income





Financing



**CAYE**  
International Bank Ltd.



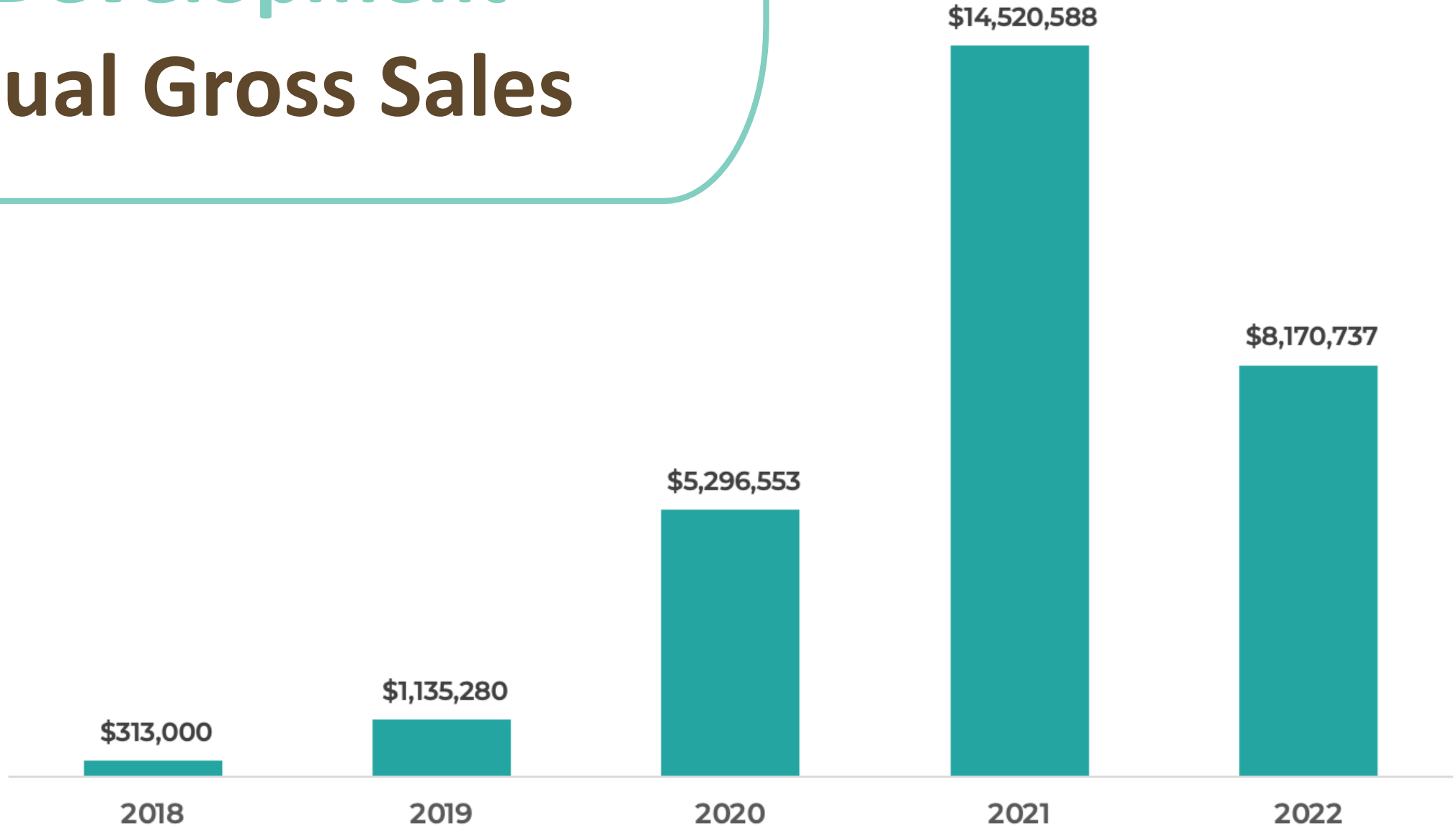


# QUESTION

## Competency

Does the Development Company  
have a Strong Track Record

# ECI Development Annual Gross Sales



# Share Price History and Projection

*Strong Steady  
Conservative Growth*





# *15 Critical Questions*

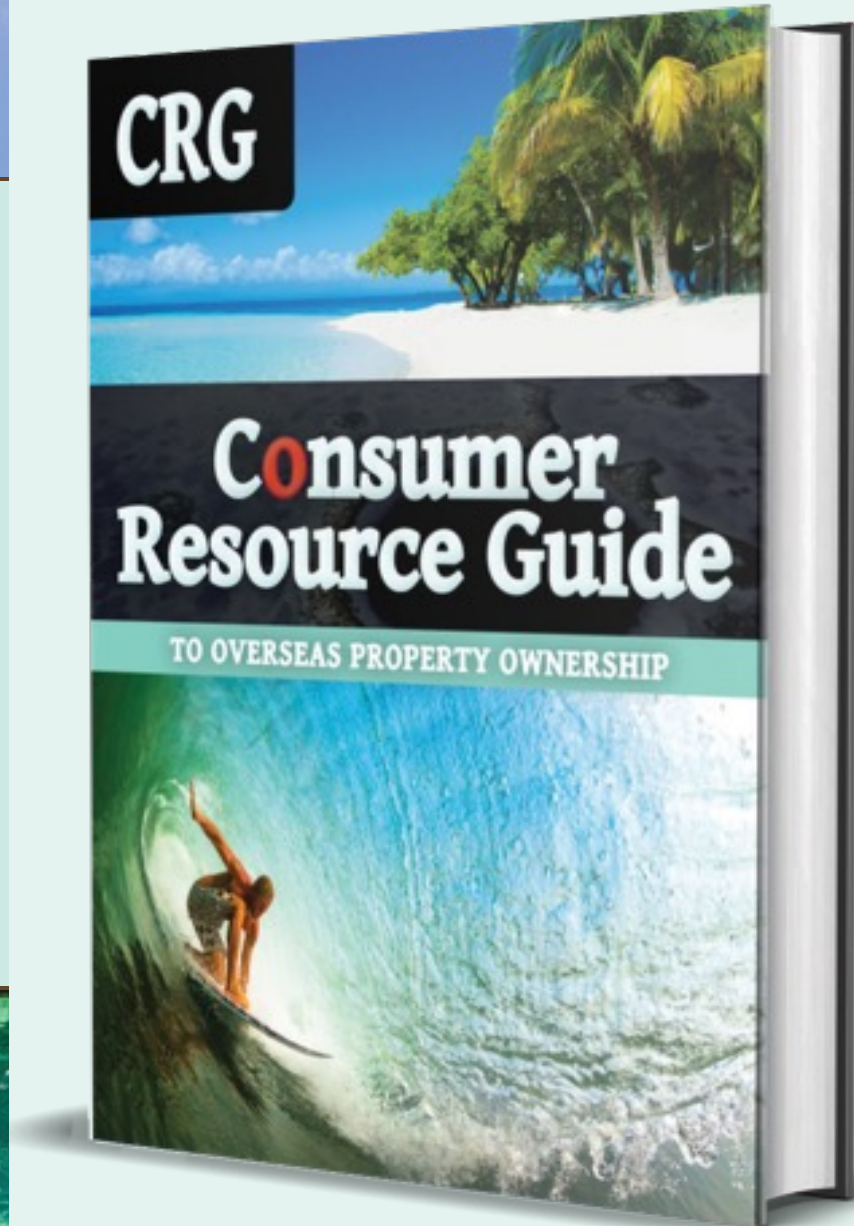
*for Overseas Investment and  
Offshore Property Ownership*

- 1. Buy what you see*
- 2. Own community*
- 3. Know the developer*

# Consumer Resource Guide

## QUESTION #4

**Is the home or condominium plumbed for hot water in all the bathrooms?**





**3 Bed / 3.5 Bath**  
**\$379,900**





*Huh???*

Subject: FW: Picture

Good morning Mike, again wanted to say we had a heck of a time on the tour. Katie, Leslie, Brandon are amazing ambassadors for your company. It really really does show the genuineness that starts from the top. Great seeing you. Hope to see you soon. Here is that picture under the sink with the single supply with the two leads. In the future let me know if I can [help out](#) in any way. Appreciate you.

Rob





# *We Don't Know What We Don't Know Even 20+ Year Expats*

*Bonus  
Question*

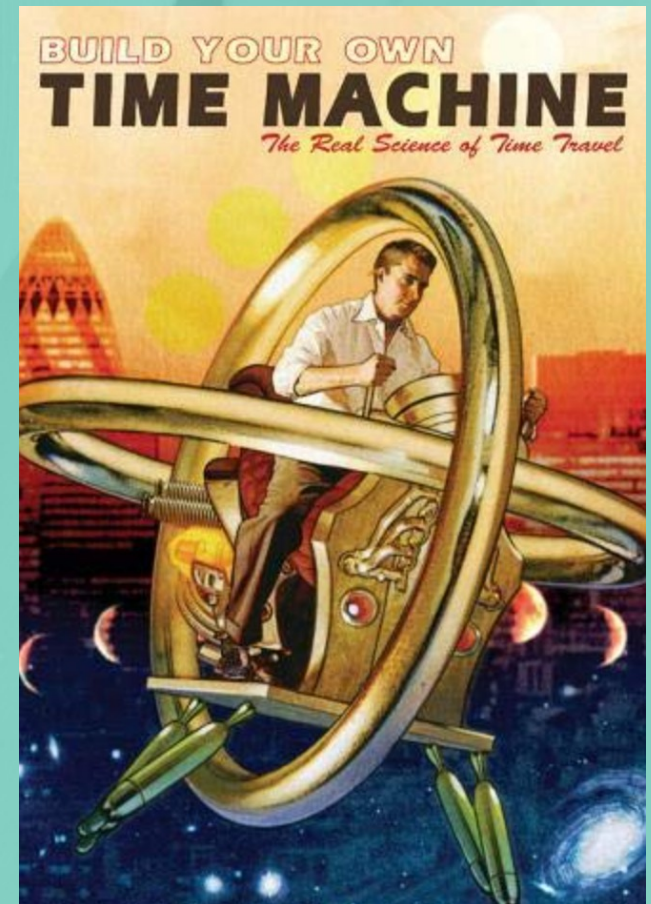




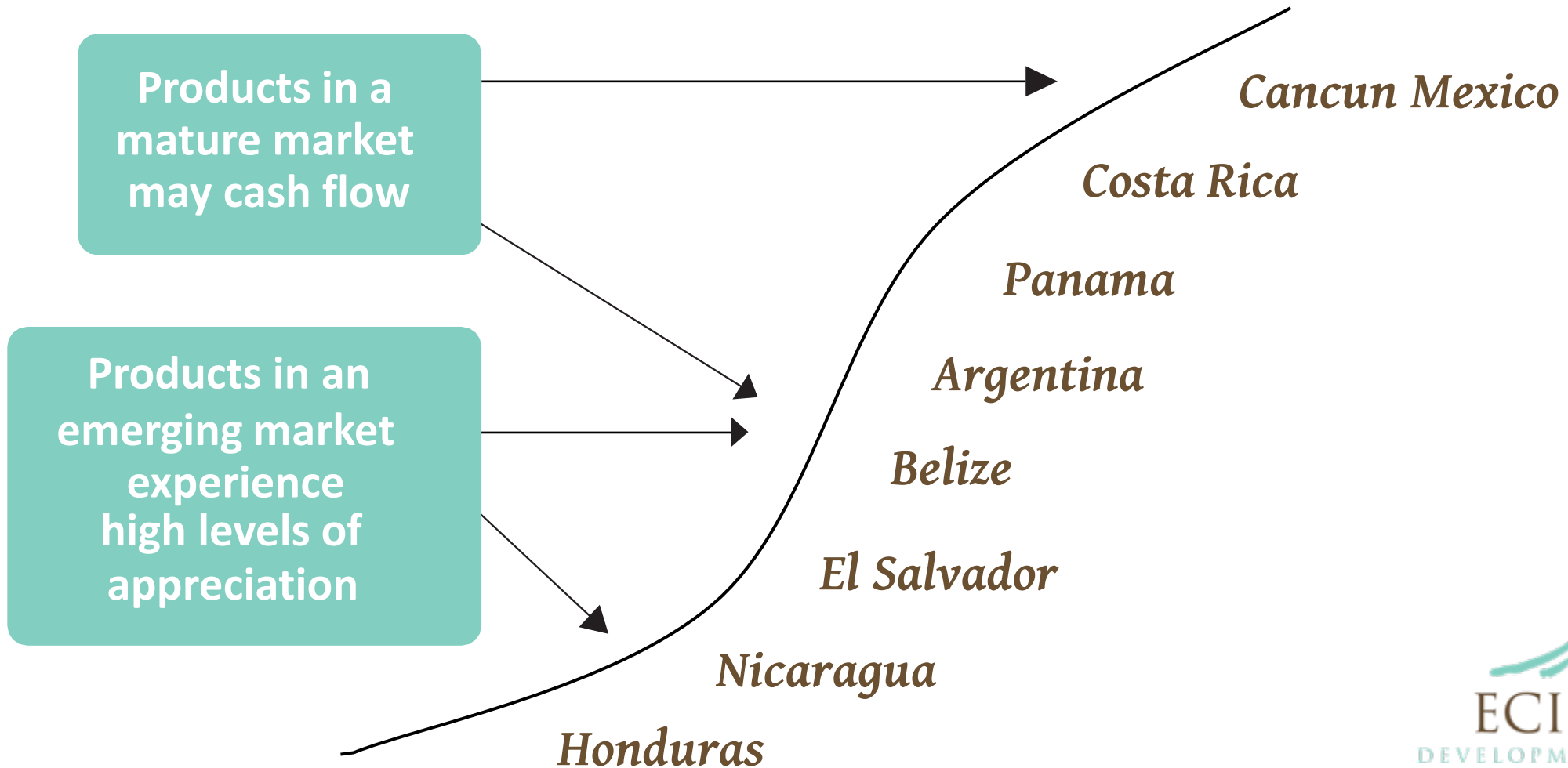
**Diversify Globally Right Now**  
**Follow the Big Money Offshore**

*Imagine...*

*A Real Life  
Time Machine*



# *Put Yourself in the Path of Progress*



# *Unique Opportunity*



*Own a Piece of the Company*

# Who We Are

## ECI Brand Portfolio

BELIZE | COSTA RICA | HONDURAS | NICARAGUA | PANAMA | PORTUGAL

Inspired lifestyles for adventurous souls.



# Hard Assets = Real Worth

- *4,300 Acres*
- *7 Countries*
- *5 miles of Beachfront*
- *27- Year Proof of Concept*









***Exotic Caye  
International LTD.***



San Diego  
Communications  
Broadcast S.A.  
100%

Caye  
Technologies LTD.  
100%

San Diego Water  
Services  
60%

ECI Rental  
and Property  
Management  
100%

**Exotic Caye  
International LTD.**

Gran Caribbean  
Costa Rica S.A.  
60%

Gran Pacifica  
Resort S.A.  
Nicaragua  
100%

San Pedro Club LTD  
71%

Exotic Caye Beach  
Resort LTD  
71%

Panama Tropical  
Highlands  
100%

Portugal  
Azores  
100%

Grand Baymen  
Belize LTD.  
71%

# Join The ECI Portfolio Across The Tropics



Delivering Inspired  
Residences In  
The Tropics For  
Adventurous Souls

Est. 1996



Belize Marriott®  
Residences



Best Western Grand  
Baymen Gardens



Tiny Homes  
by ECI



Gran Pacifica  
Nicaragua



Gran Highlands  
Panama



Gran Atlántida  
Honduras



Gran Caribbean  
Costa Rica



Teak Hardwoods



Mexico



El Salvador

*It's Not What We Like. It's What Our Clients Like*





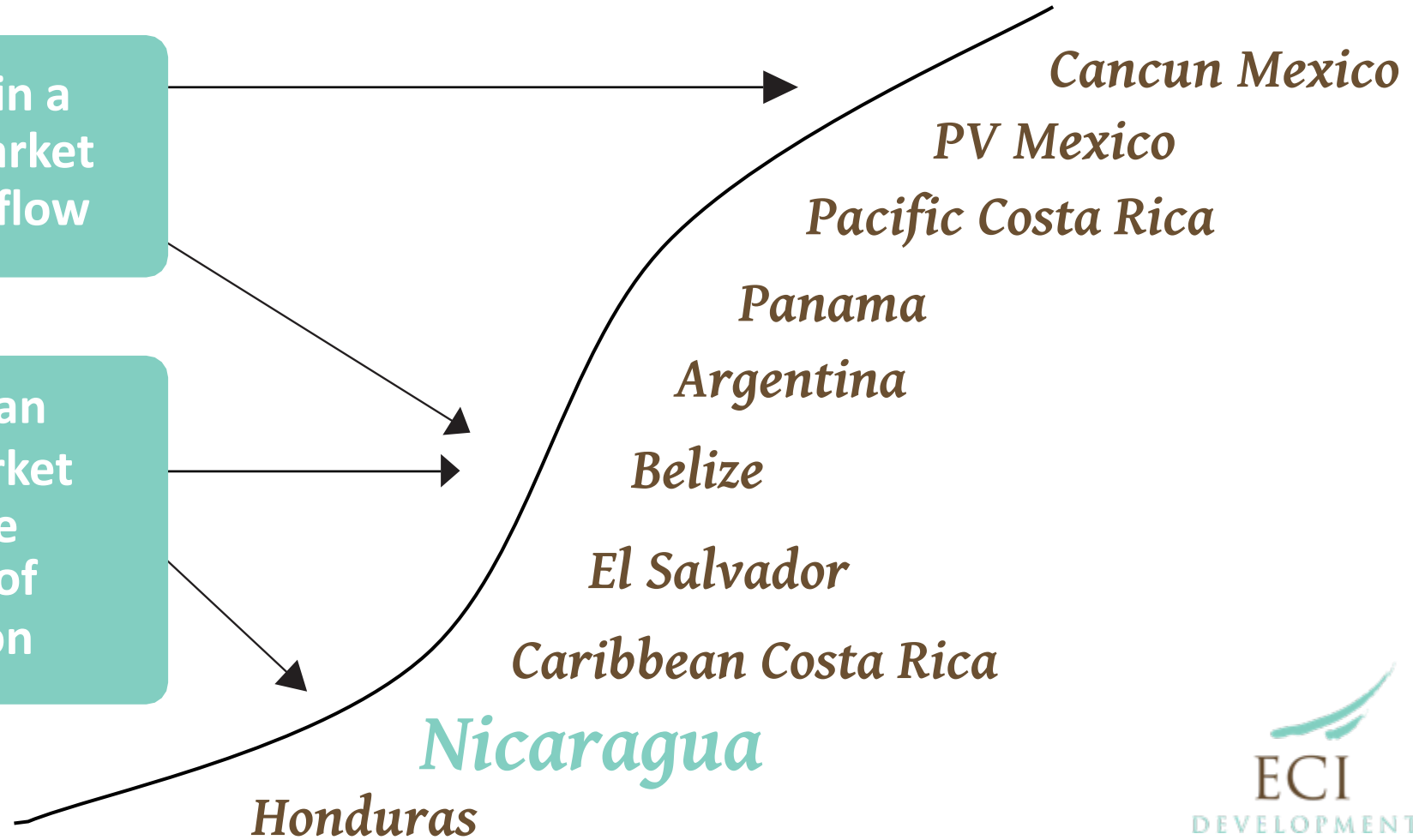
ECI

DEVELOPMENT

*Why Nicaragua?*

Products in a  
mature market  
may cash flow

Products in an  
emerging market  
experience  
high levels of  
appreciation



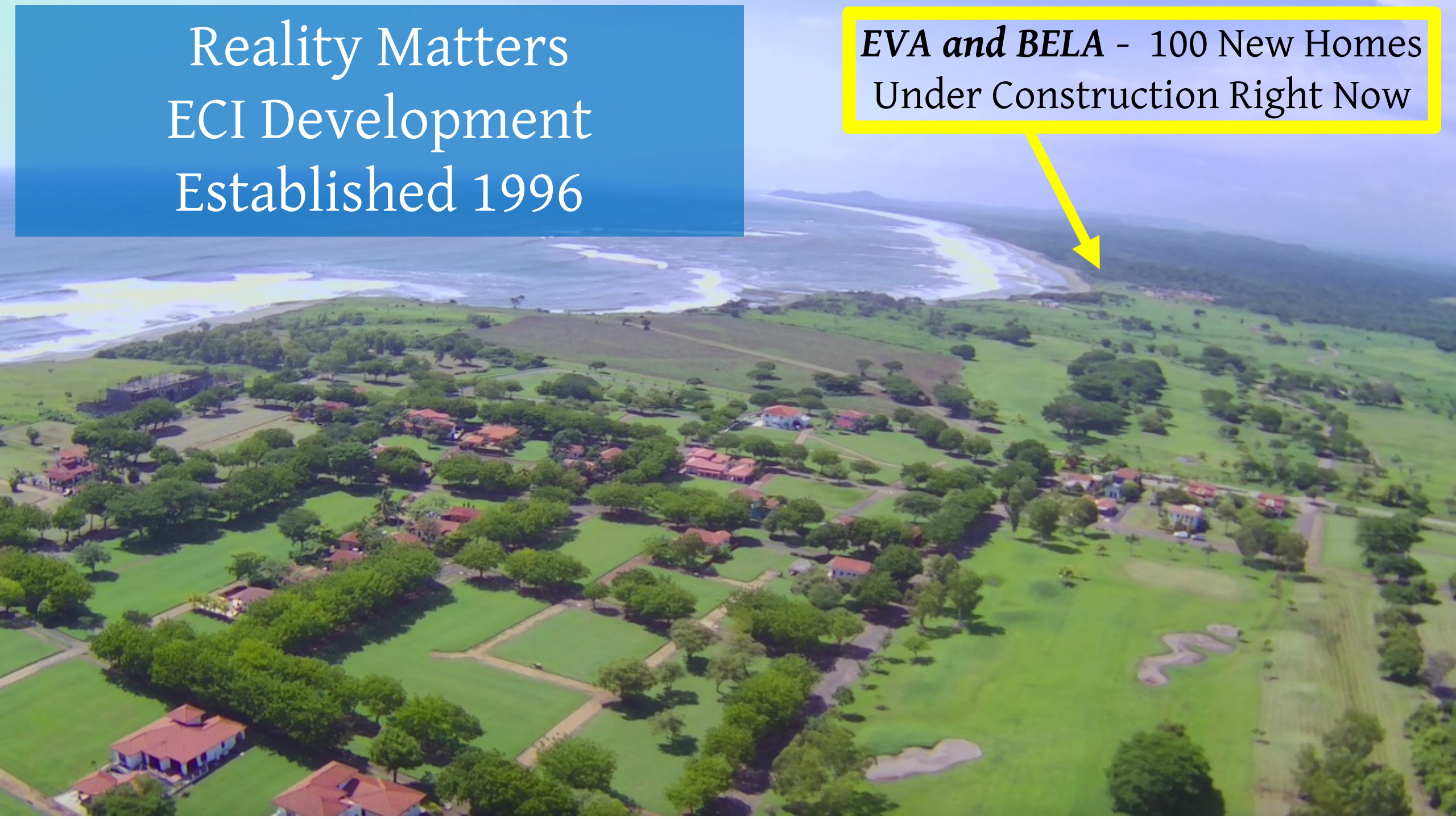


# *Discover* Gran Pacifica



Reality Matters  
ECI Development  
Established 1996

***EVA and BELA*** - 100 New Homes  
Under Construction Right Now





**San Diego Viejo**

**BELA Oceanfront  
From \$399,900**

**EVA Oceanview  
From \$139,900**



# Gran Pacifica Residences

---



San Martin  
Casita  
**\$129,900**



3-Bedroom  
Home  
**\$239,000**



Oceanfront  
Condo  
**\$139,000**



Luxury  
Villa  
**\$469,000**

# ECI Development - *Established 1996* - Reality Matters



# Construction in Progress







ECI

DEVELOPMENT

*Why Honduras?*



# *The Reef Honduras Marketing Agreement*





ECI

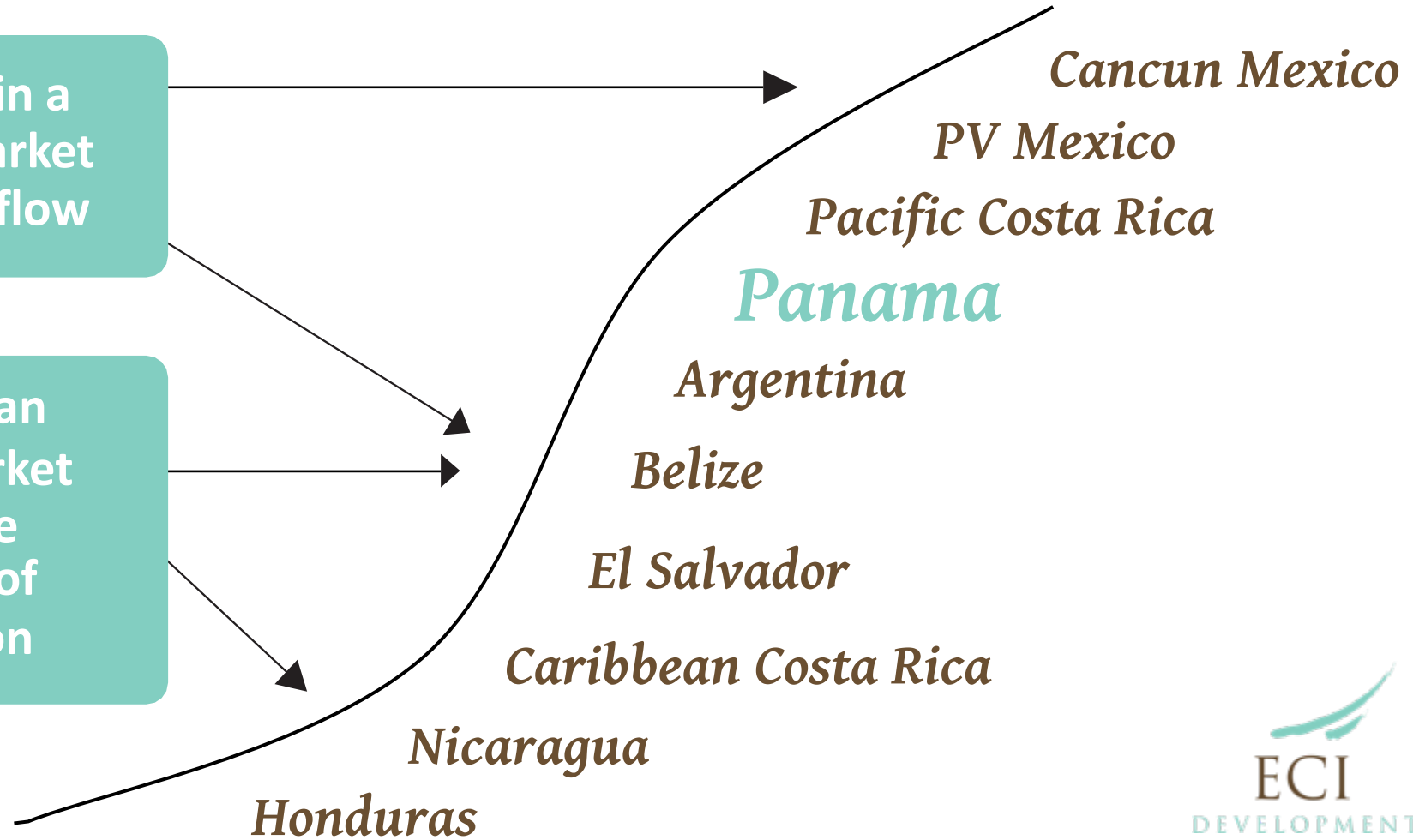
DEVELOPMENT

*Why Panama?*



Products in a  
mature market  
may cash flow

Products in an  
emerging market  
experience  
high levels of  
appreciation

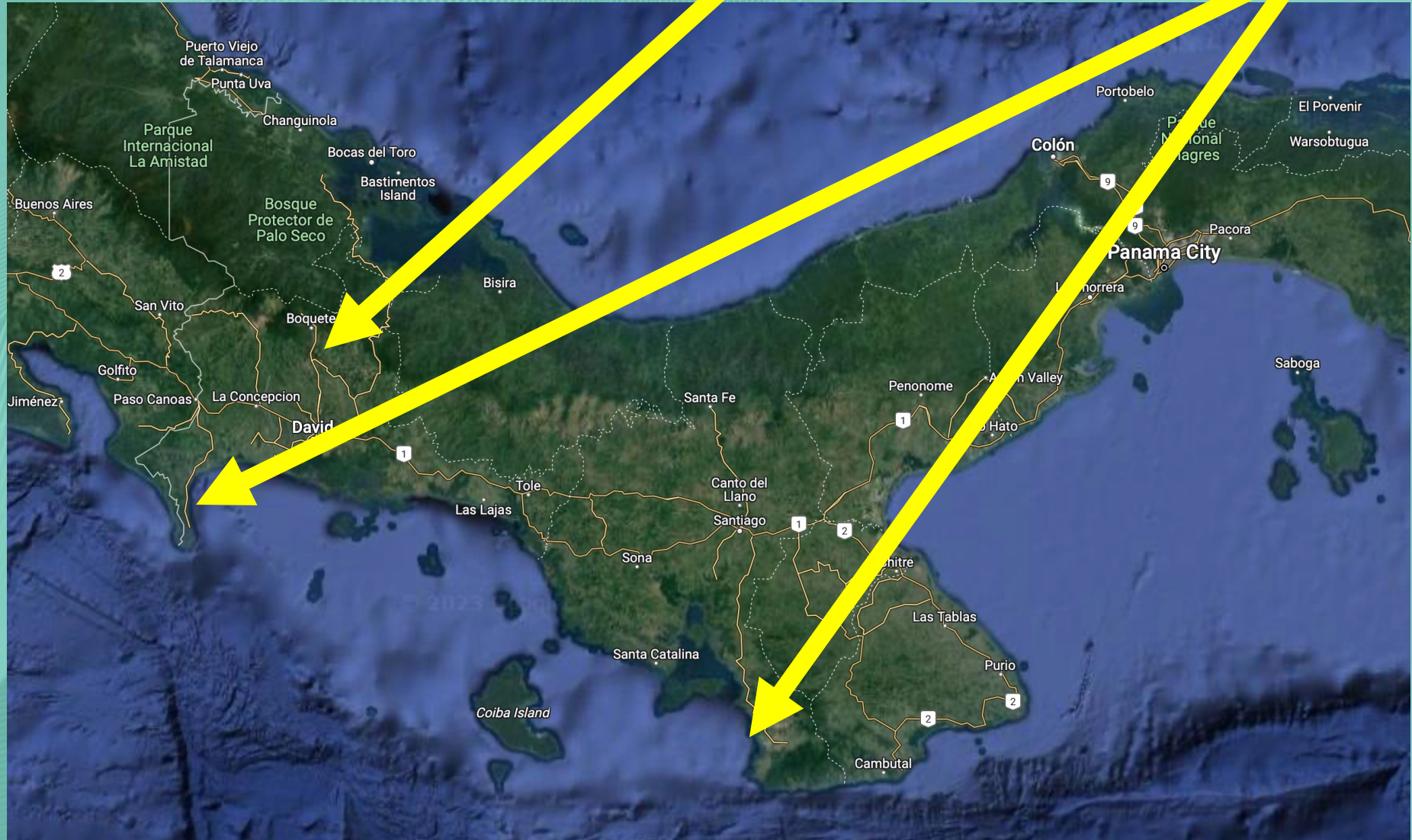




# Beaches and Highlands



# 3 Projects in Panama - 1 Highland and 2 Beach



# LOS ISLOTES

## *Panamá*

- 750 acres of rolling hills
- One-half mile of direct Pacific Ocean frontage
- Town Plaza and old-world charm
- Ocean views throughout the community





Parking

Condominiums

Reception

Entrance

Artisan's Market

Orchard & Gardens

# Gran Highlands

A Preview of the  
Tropical Highlands

Freedom Village - Phase 1  
(A Block Down)



ECI

DEVELOPMENT

*Why El Salvador?*



**Discover**  
**El Salvador**







# *A Village for Bitcoiners*



ECI

DEVELOPMENT

*Why Portugal?*

# *The Azores*

## *A Green Gateway to Europe*



# Solar de Lalem Historic B&B





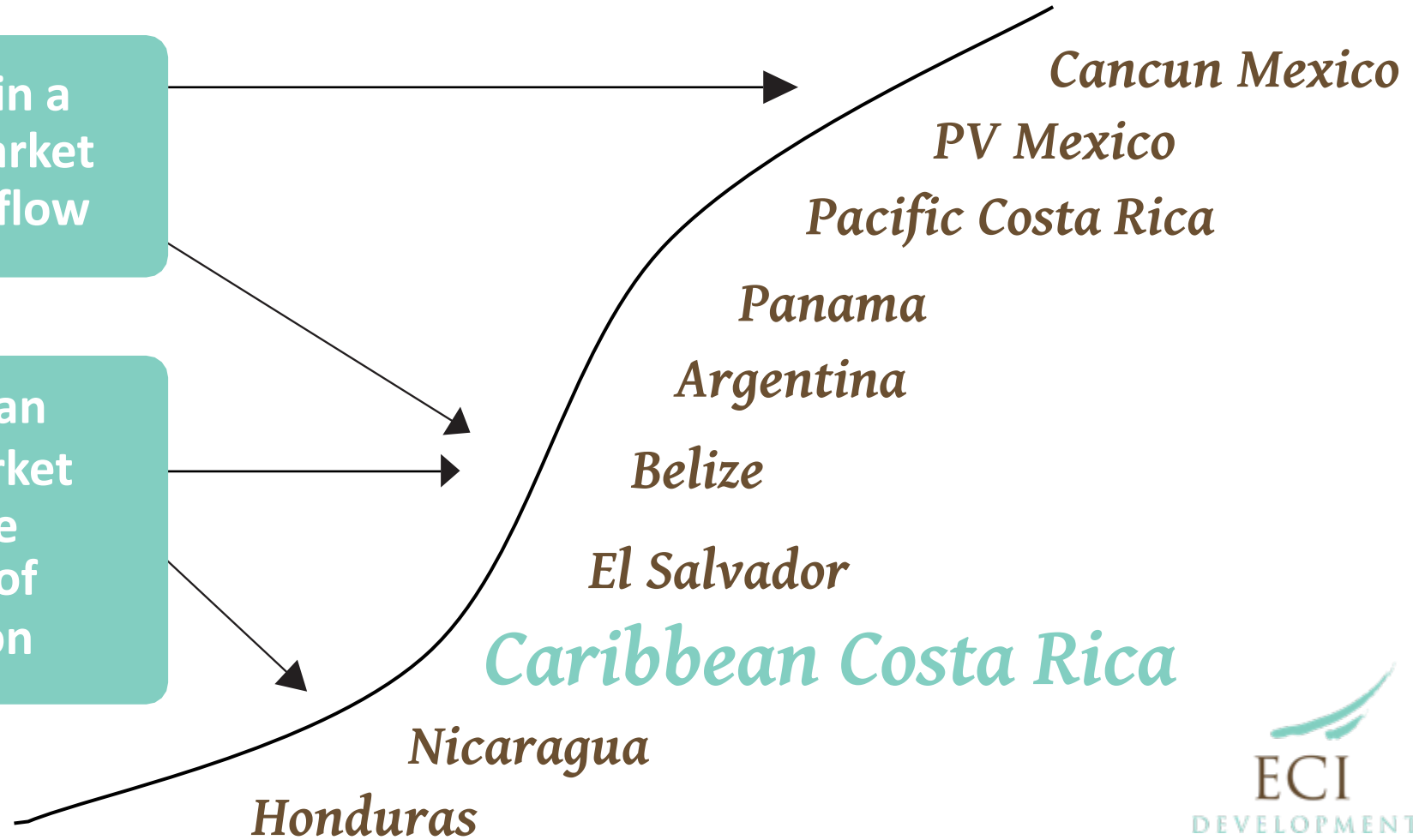
ECI

DEVELOPMENT

*Why Costa Rica?*

Products in a  
mature market  
may cash flow

Products in an  
emerging market  
experience  
high levels of  
appreciation



# GRAN CARIBBEAN

*Costa Rica*

- 1,100 acres
- 1.8 miles of Caribbean beach frontage
- 5 km of riverfront and a deep-water canal
- Port of Limón 10 miles south of property
- Envisioned marina community



# GRAN CARIBBEAN

*Costa Rica*

- Timing the Start
- Post IPO Marina Development
- Skilled Labor for Marian Services
- Natural River and Harbor Location
- Anchor Tenant for 1100 Acre Boating Community

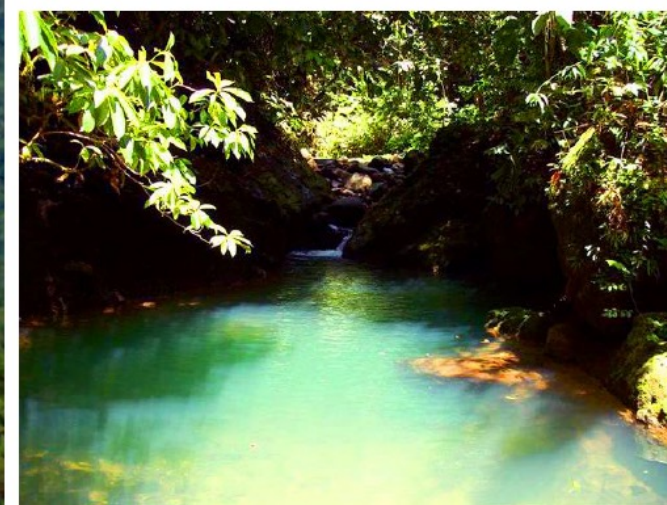


Los Sueños Costa Rica - Proof of Concept



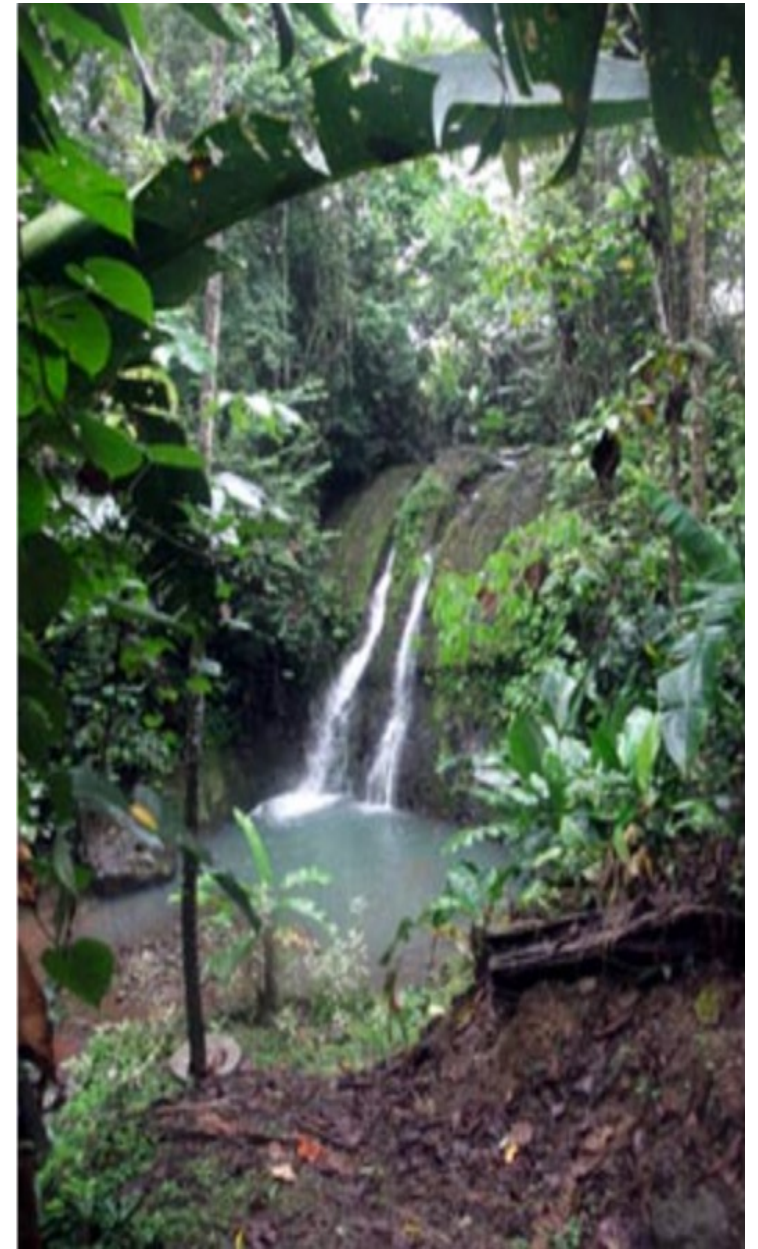
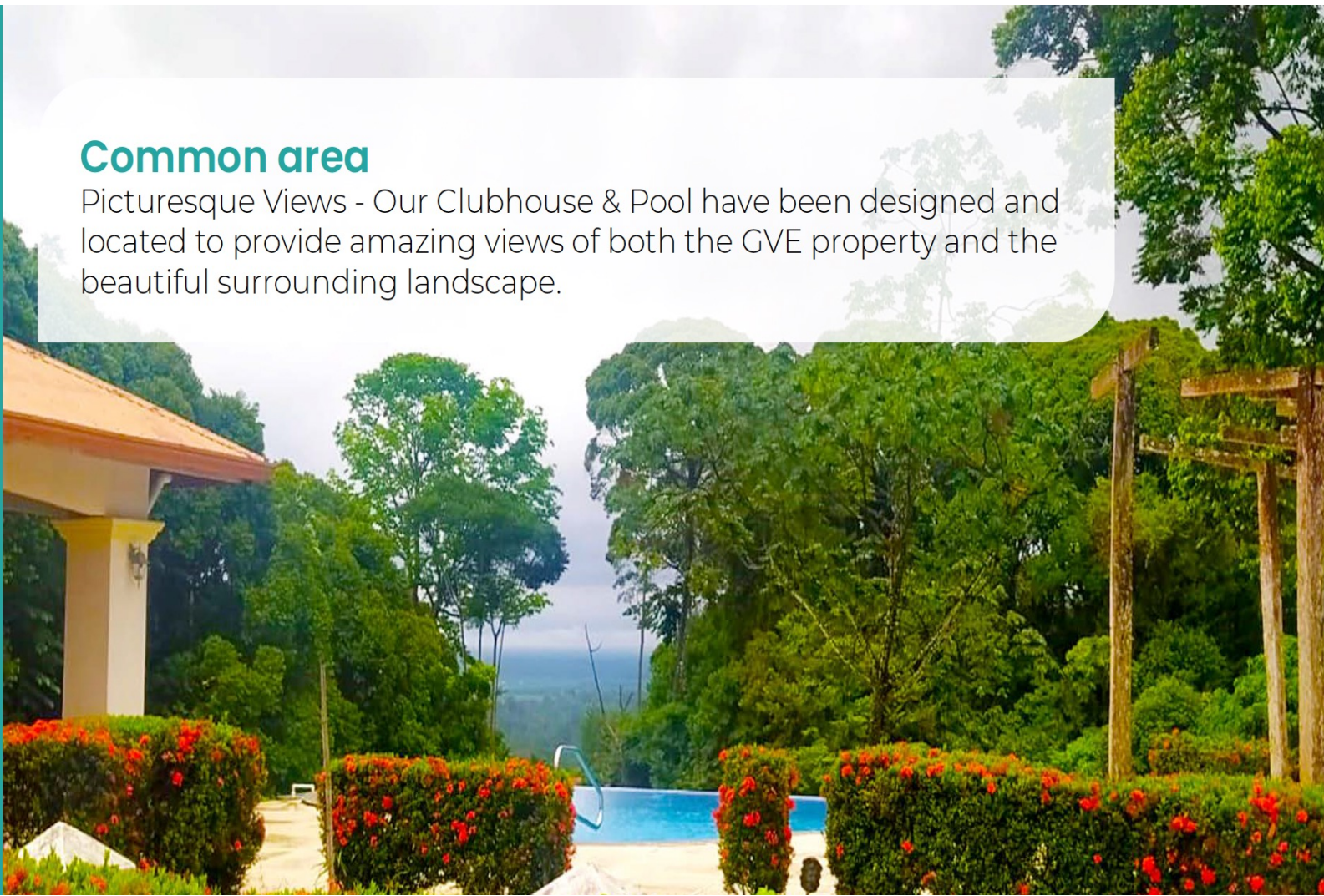
# Grand View Estates

CARIBBEAN COSTA RICA



## Common area

Picturesque Views - Our Clubhouse & Pool have been designed and located to provide amazing views of both the GVE property and the beautiful surrounding landscape.



# *Costa Rica*



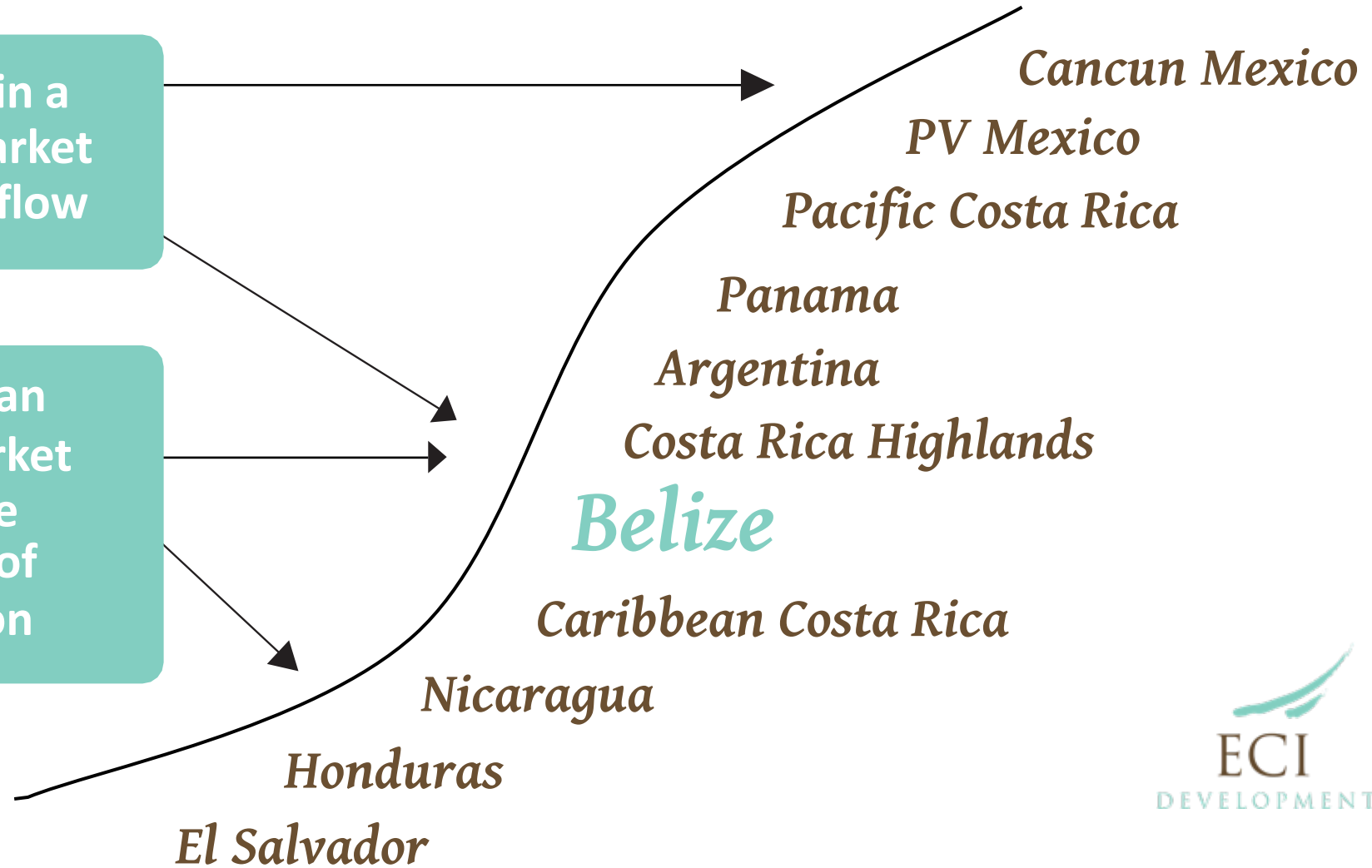
ECI

DEVELOPMENT

*Why Belize?*

Products in a  
mature market  
may cash flow

Products in an  
emerging market  
experience  
high levels of  
appreciation





# Belize

# Top Of The Charts On Trip Advisor And Popular Travel Sites



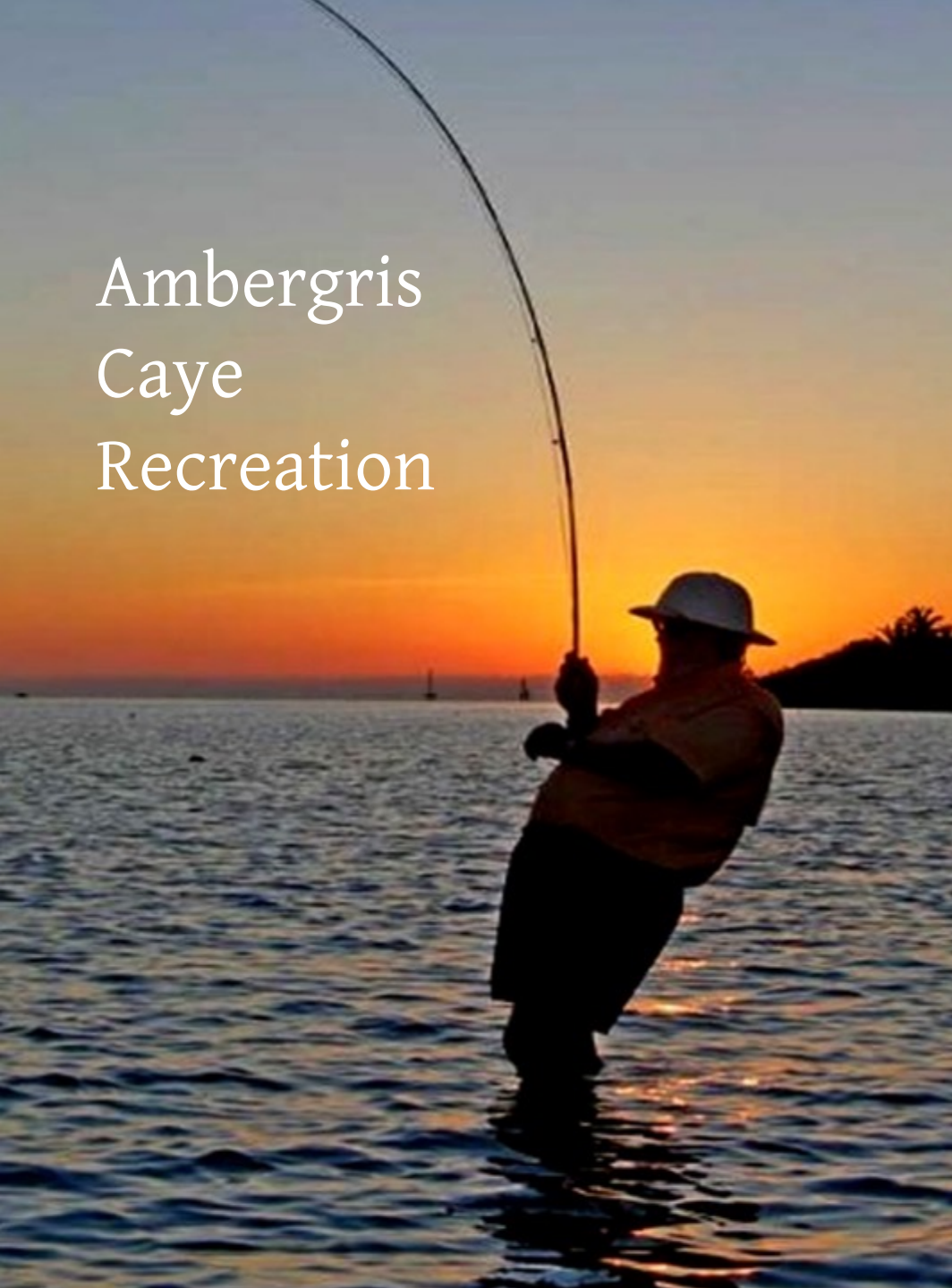
## Top 10 Destinations — Central America

UNITED STATES WORLD REGIONS

### 1 Ambergris Caye, Belize Cayes



Ambergris  
Caye  
Recreation



# Ambergris Caye Recreation







**Best  
Western®**

**Grand Baymen  
Gardens Resort  
Belize**



*Affordable Caribbean residences*

*DESIGNED WITH YOU IN MIND...*



### **Proven Rental Program**

*As an owner, enter the Best Western Rental Program, the 7th largest hotel chain in the world.*

### **Spacious Balconies**

*Designed to give you and your guests the outdoor to enjoy the balmy, tropical Belizean weather.*

### **Amenities Already in Place**

*Relax at by the pool, featuring swim-up bar and on-site grille. A gym and tennis courts are on-site for all owners and guests.*



*Starting at \$199,000*



# YOUR BEACH LIFE.



# OCEANFRONT LIVING AMBERGRIS CAYE BELIZE

**\$10.6M Invested for Marriott Pre-Development**



TEAR DOWN AND  
SITE PREP



ARCHITECTURAL  
AND ENGINEERING

# Foundation Prep and Pouring Piles Jan 2023



# *Caissons Complete March 2023*



*Foundation Work May 2023*



# OCEANFRONT LIVING ON AMBERGRIS CAYE, BELIZE



MARRIOTT RESIDENCES  
BELIZE AMBERGRIS CAYE

- ECI will retain 60% of the residences
- Net revenue projections \$2.74M per year



# TRIPLE NET ROI PROJECTIONS

				ROI**			Year 1	Year 5	Year 10
1st floor	Area (ft <sup>2</sup> )	Price	HOA	Year 1	Year 5	Year 10	Annual Revenue	Annual Revenue	Annual Revenue
Duke Studio	420	\$ 319,900.00	\$ 291.20	6.22%	10.70%	15.84%	\$ 19,888.00	\$ 34,245.00	\$ 50,686.00
Princess Studio	524	\$ 399,900.00	\$ 354.88	4.83%	8.39%	12.46%	\$ 19,325.00	\$ 33,561.00	\$ 49,813.00
Queen 1BR	894	\$ 499,900.00	\$ 615.74	5.47%	9.55%	13.59%	\$ 27,346.00	\$ 47,757.00	\$ 67,931.00
Prince 1BR	826	\$ 499,900.00	\$ 567.46	5.47%	9.55%	13.59%	\$ 27,346.00	\$ 47,757.00	\$ 67,931.00
King 2BR	1344	\$ 759,900.00	\$ 906.94	3.62%	6.46%	9.16%	\$ 27,482.00	\$ 49,089.00	\$ 69,632.00
Windsor - 3BR	1878	\$ 999,900.00	\$ 1,245.72	4.11%	7.29%	10.00%	\$ 41,141.00	\$ 72,861.00	\$ 99,970.00



# OCEANFRONT LIVING ON AMBERGRIS CAYE, BELIZE



## MARRIOTT RESIDENCES BELIZE AMBERGRIS CAYE

**Beachfront Caribbean Residences**  
**Starting at \$399,900**



*“The best time to  
join a company is when  
they are in the midst of  
a global expansion  
or a new product launch.”*

*— Forbes*

# *Future Assets*



## *Vineyard Community*

- *Planned vineyard concept*
- *Comfortable, dry temperatures*
- *Beautiful vineyard views*

## *Ecuador*

- *3 different geographies*
- *Most affordable retiree location*
- *Popular destination for U.S. retirees*



# *ECI's - Competitive Advantage*

- *Top notch talent*
- *Geographic diversification*
- *Powerful demographics*
- *Pre-IPO value*

# Talent

## LEADERSHIP

Delivering Inspired Lifestyles For Adventurous Souls.



**MICHAEL COBB**  
Chief Executive Officer and Co-Founder



**JOEL NAGEL**  
Co-Founder and Legal Advisor



**PETER JUERGENS**  
Acting Chief Operational Officer



**VALERIA ESPINOZA**  
Vice President of Operations



**JAVIER CAMARILLO**  
Vice President of Finance



**GUSTAVO BARRIOS**  
VP of Construction



**LESLIE LAWRENCE**  
Sales Manager



**MAYRA CHIU**  
Human Resources Manager



**MICHAEL FULLER**  
Marketing Manager



**RICARDO RODRIGUEZ**  
IT Manager



**CHENAY JORDAN**  
International Referral Network Director



**ALYSSA ESQUIVEL**  
Relationships Manager



**DWIGHT CRAWFORD**  
Accounting Manager



**DANIEL WILHELM**  
Strategic Operations & Advisory Lead



**JEFFREY HARPER**  
Senior Hospitality Director

# Diversification

Join The ECI Portfolio Across The Tropics



Delivering Inspired  
Residences In  
The Tropics For  
Adventurous Souls

Est. 1996



Belize Marriott®  
Residences



Best Western Grand  
Baymen Gardens



Tiny Homes  
by ECI



Gran Pacifica  
Nicaragua



Gran Highlands  
Panama



Gran Atlántida  
Honduras



Gran Caribbean  
Costa Rica



Teak Hardwoods



Mexico



El Salvador

# Demographics

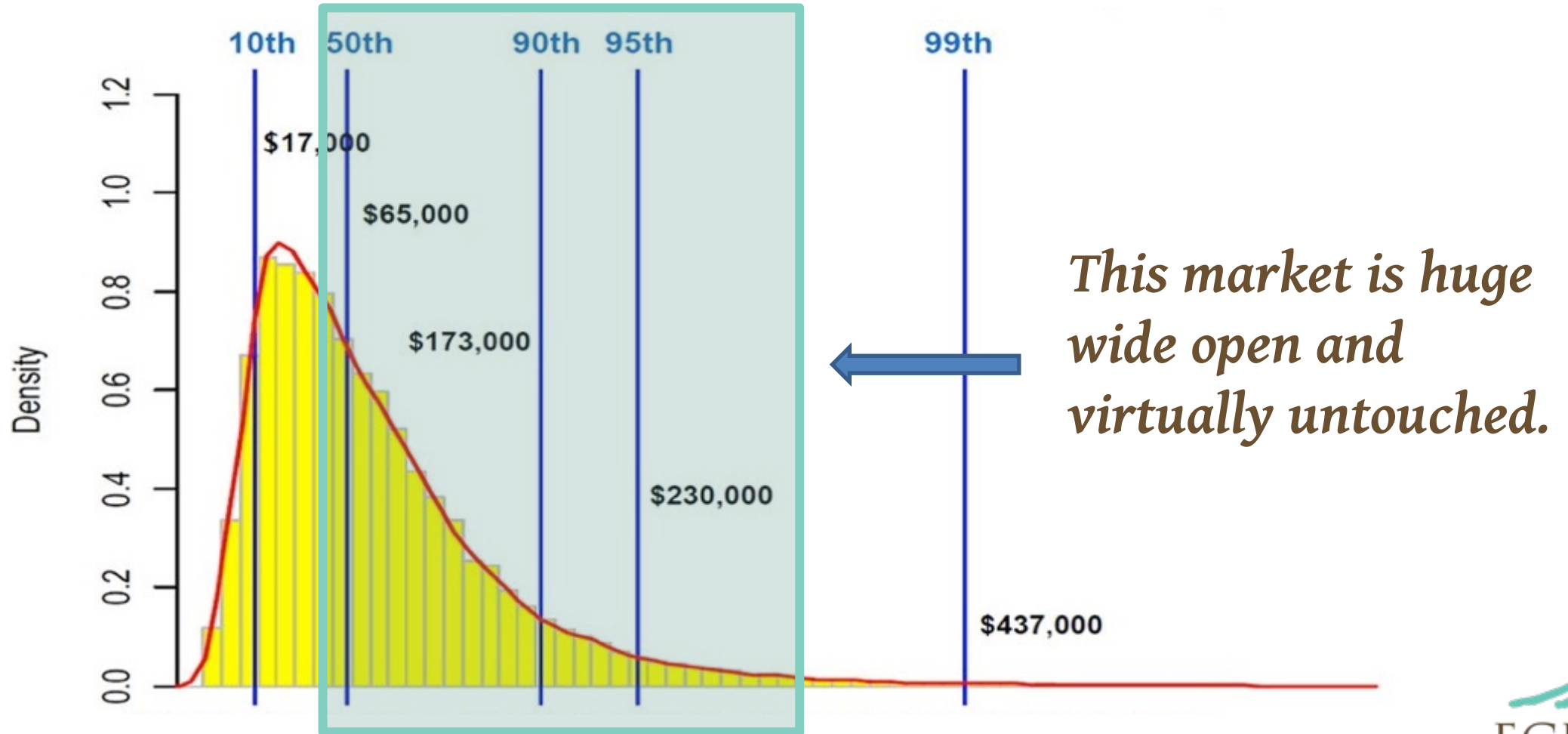


*11,500* U.S. and Canadian Baby Boomers will retire every day...

**For The Next  
16 Years**



# Distribution Of Family Size-Adjusted Income

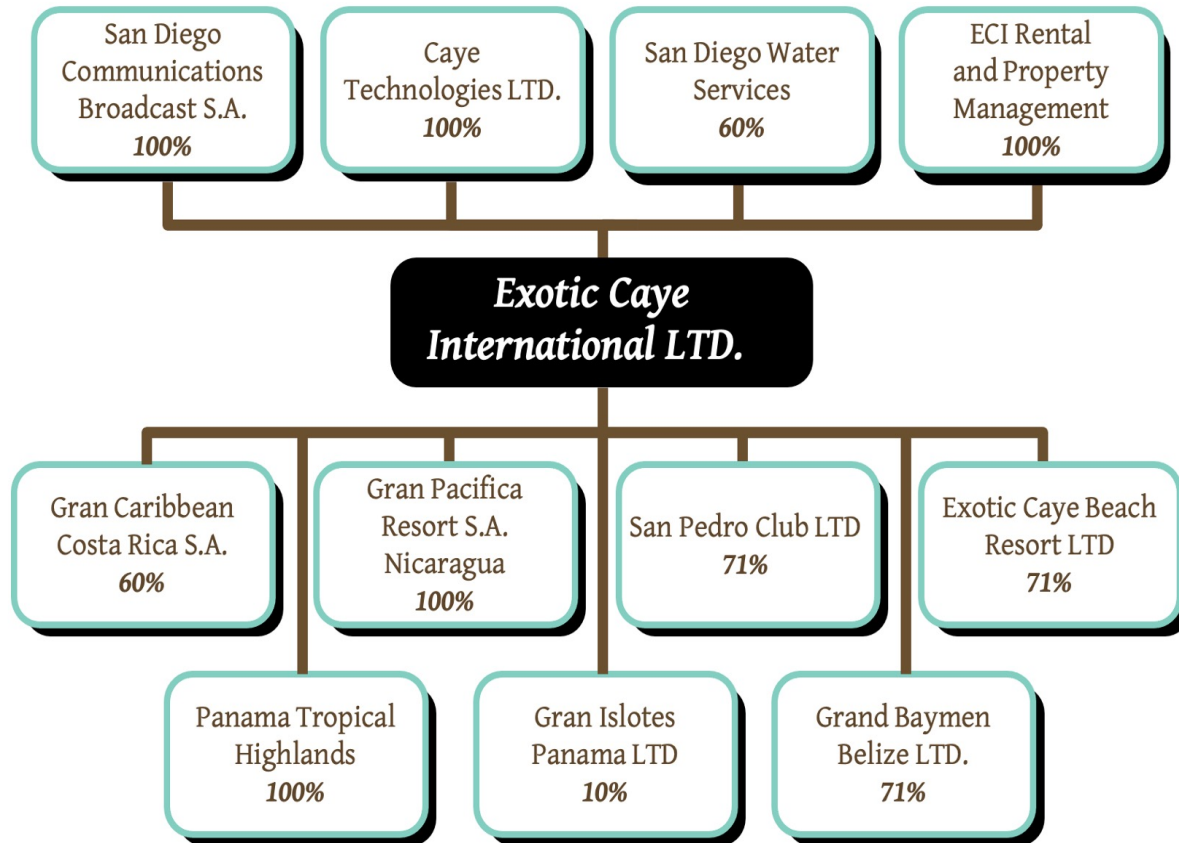


# Investor Value



# \$91,000,000

## Balance Sheet



## Balance Sheet

**EXOTIC CAYE INTERNATIONAL, LTD**  
**Balance Sheet**  
**As of December 31, 2022**  
**(Amounts in US Dollars)**

Assets		Liabilities	
<b>Current Assets</b>		<b>Current Liabilities</b>	
Bank Accounts	\$27,171,237	Advance Customer Payments	\$19,266,915
Accounts Receivable	\$334,503	Advance Customer Payments (Marriott)	\$2,192,149
<b>Total Current Assets</b>	<b>\$27,505,740</b>	Accounts Payable	\$2,500,194
<b>Fixed Assets</b>		Short-Term Bonds	\$1,256,146
Land	\$23,733,920	Marriott Interest Provision	\$1,137,500
Property in the Azores	\$2,222,846	Tax Payables	\$167,833
Property, Plant & Equipment (Net)	\$906,275	Payroll Liabilities	\$271,803
<b>Total Fixed Assets</b>	<b>\$26,863,041</b>	Other Payables	\$607,499
<b>Other Current Assets</b>		<b>Total Current Liabilities</b>	<b>\$27,400,039</b>
Loans Receivable	\$1,356,769	<b>Long-Term Liabilities</b>	
Other Receivables	\$173,930	Primary Marriott Loan	\$30,000,000
Intercompany Receivables	\$12,756,382	Secondary Marriott Loan	\$4,000,000
Inventory of Lots for Sale	\$275,823	Long-Term Loans	\$4,562,591
Construction in Progress	\$16,974,855	Intercompany Payables	\$16,125,385
Marriott Project	\$5,153,479	Severance Provision	\$107,072
Other Assets	\$364,800	<b>Total Long-Term Liabilities</b>	<b>\$54,795,047</b>
<b>Total Other Current Assets</b>	<b>\$37,056,038</b>	<b>Total Liabilities</b>	<b>\$82,195,086</b>
<b>Total Assets</b>		<b>Equity</b>	
<b>\$91,424,819</b>		Common Stock and Paid in Capital Shares	\$37,662,136
		Accumulated Earnings	(\$20,044,463)
		2022 Net Income	(\$8,387,939)
		<b>Total Equity</b>	<b>\$9,229,734</b>
		<b>Total Liabilities and Equity</b>	<b>\$91,424,819</b>

# Hard Assets = Real Worth

- 4,300 acres *in 5 countries* right now
- Over 5 miles of beachfront property
- Proof of concept in place
- \$61M balance sheet
- *As new assets are added to the company books, share price will increase and new investors will pay more.*



# Share Price History and Projection

## Strong Steady Conservative Growth





*Join the Family*

Michael K. Cobb  
+1.800.290.3028

Lio@Ecidevelopment.com