



DEEP BLUE & CO.

PRESENTS

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# THE HOUSE RESIDENCE

## AZURE ZANZIBAR

EMERGING MARKET. SCARCE BEACHFRONT.  
BRANDED HOSPITALITY.

CURATED BY DEEP BLUE & CO.  
CONFIDENTIAL PORTFOLIO



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## A PERSONAL NOTE

*Welcome to the Collection...*

Luxury real estate is more than a transaction; it is the art of securing a legacy in the world's most coveted destinations. At **Deep Blue & Co.**, we operate at the intersection of architectural excellence and high-yield performance, specializing in niche coastal markets.

Our philosophy is built on discretion and precision. We recognize that our clients do not simply seek properties—they seek assets that validate their lifestyle and secure their financial future. This curated portfolio represents our commitment to offering only the most exceptional beachfront residences, characterized by rare freehold ownership and assured returns.

We invite you to explore this exclusive collection and look forward to beginning this journey together. Should you require a tailored briefing or have any questions, our team is always at your service.

With our very best,

**Deep Blue & Co. Team**



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## WHY ZANZIBAR. WHY NOW.

**Zanzibar** is emerging as East Africa's premier luxury tourism destination, welcoming over 1.8 million international visitors in 2023, with consistent year-on-year growth.

Positioned along the Indian Ocean corridor between the Middle East, Europe, and Africa, Zanzibar benefits from:

- Direct international connectivity
- A rapidly expanding tourism infrastructure
- Strong demand for boutique and branded hospitality
- Limited supply of beachfront titled residences

While destinations such as Maldives, Mauritius, and Seychelles are already mature and priced accordingly, Zanzibar remains early-cycle – offering investors access at significantly lower entry points.

This is not a saturated market.

This is a strategic positioning phase.





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## MALDIVES PRICING. TEN YEARS AGO.

*Overwater and beachfront branded residences in the Maldives typically range between USD 1M – 7M+.*

*At The House Residence – Azure Zanzibar, pricing begins from approximately USD 320,000.*

This presents:

- A rare price arbitrage opportunity
- Early entry into a branded hospitality-backed residential asset
- A strong potential for capital appreciation as the destination matures

Zanzibar is in the early stage of international luxury positioning.

Early-cycle markets historically generate the strongest long-term upside.

Limited coastline.

Limited branded supply.

Limited entry window.





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## INSTITUTIONAL HOSPITALITY BACKING.

*The House Residence – Azure Zanzibar is developed by Azure Investments, a purpose-driven developer with a track record in lifestyle hospitality assets.*

The project is operated by *Kerten Hospitality*, an international hospitality management group with:

- 10 operating properties
- 40+ projects under development
- Global distribution network
- Proven branded residence management expertise

The operational model integrates:

- Residential ownership
- Full-service hospitality
- Seamless rental management
- International marketing reach

This ensures professional asset management, not passive resort oversight.





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## A FINITE OCEANFRONT COLLECTION.

*Total Land Size: 60,000 sqm*

Exclusively Only:

- 17 Beach Villas
- 16 Jetty (Overwater) Villas
- 60 Garden Villas

A deliberately limited, low-density layout designed for exclusivity and long-term value protection.

Project Status: Construction Underway (Commenced July 2024) |  
Expected Handover: Q4 2026

Beachfront and overwater inventory is permanently finite.

As sales progress, remaining inventory becomes structurally more valuable due to supply compression.

Scarcity is not a marketing concept.  
It is built into the masterplan.





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## ASSET CLASSES.

*Structured Investment Categories.*

- **Entry Asset – Garden Villas**

Efficient capital deployment with strong rental appeal.

Ideal for investors seeking accessible entry into the Zanzibar branded segment.

- **Premium Yield – Overwater & Beach Villas**

Iconic inventory category.

Highest global demand segment in Indian Ocean hospitality.

- **Family Capital Growth – 2BR & 3BR Villas**

Larger plot sizes, longer guest stay profiles, and strong multi-generational demand.

Each category serves a distinct rental demographic while maintaining hospitality-backed management.





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## PROFESSIONALLY MANAGED HOSPITALITY MODEL.

*The property operates under a full-service hospitality structure including;*

- International booking distribution
- Centralized revenue management
- Operational cost efficiency
- On-site management team
- Integrated guest services

*Owners benefit from:*

- Passive rental participation
- Professional marketing exposure
- Turnkey management
- Maintenance oversight

This is a managed income-generating asset, not a standalone holiday home.





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## INVESTMENT VALUE & RETURN STRUCTURE.

*The House Residence – Azure Zanzibar offers a flexible return structure designed to accommodate different investor profiles.*

Owners may benefit from one of the following models:

### **OPTION I | Fixed Return Option**

- Approximately **7%** per annum
- Fixed and capped
- Structured income stability
- Predictable annual performance
- Ideal for investors seeking stable, lower-volatility returns.

### **OPTION II | Variable (Fluctuating) Performance Model**

- Targeted returns of approximately up to **12%** per annum
- Based on operational performance
- Linked to occupancy and ADR growth
- Greater upside potential in high-performing seasons

Designed for investors comfortable with performance-linked exposure and growth-driven returns.

### **Performance Drivers**

Return performance is supported by:

- International distribution channels
- Professional hospitality management
- Indian Ocean overwater demand
- Low-density beachfront supply
- Increasing tourism inflow to Zanzibar

Hospitality-backed assets generate value through active management – not passive holding.

#### **\*Important Notice**

- Return projections are indicative only and subject to operational performance.
- All financial figures, structures, and return models are subject to change without prior notice at the discretion of the developer and operator.
- Investors are advised to conduct independent financial assessment prior to commitment.



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## INVESTMENT SECURITY & RESIDENCY.

### **Institutional Security**

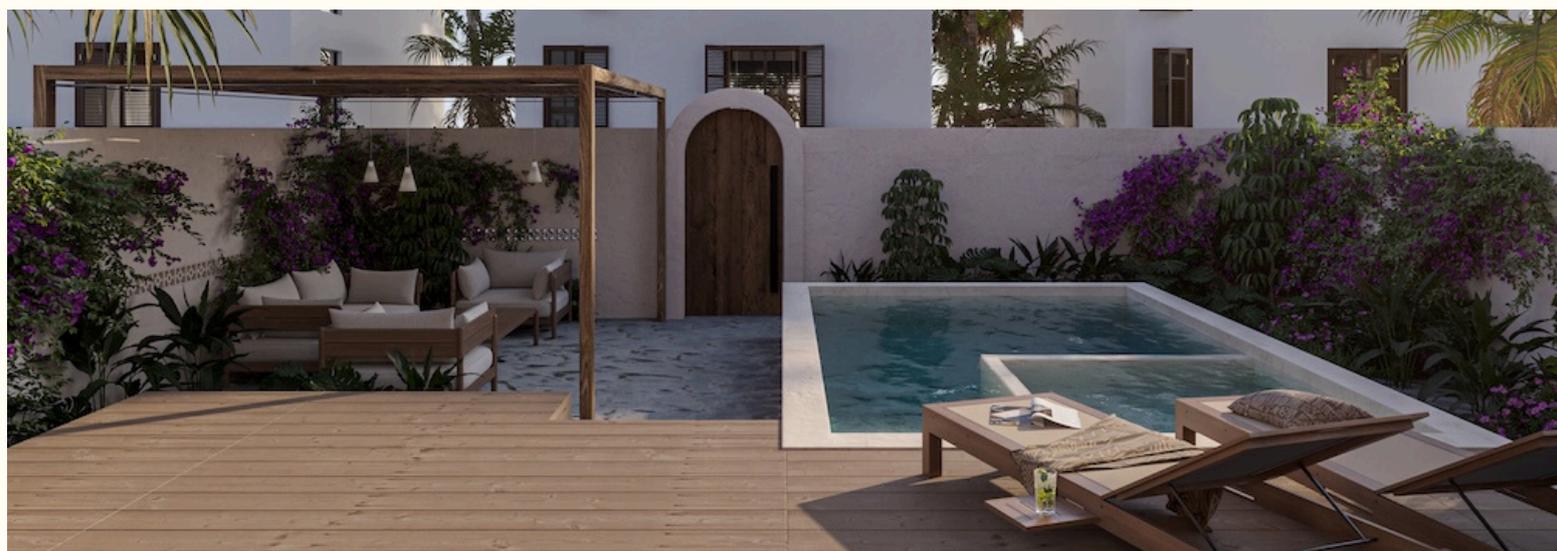
For added peace of mind, all investments at The House Residence are eligible for a Zero Risk Policy. Each investment can be 100% guaranteed by the Zanzibar Insurance Corporation (ZIC), providing an institutional layer of protection for your capital.

### **Strategic Residency Benefit**

Acquisition of a residence qualifies international buyers for a Class C Residence Permit. This residency status extends to the primary investor, their spouse, and up to four children, providing long-term access to one of Africa's fastest-growing economies.

### **Sustainable Luxury**

The development is committed to ecological harmony, featuring advanced solar energy integration, rainwater harvesting systems, and low-impact construction methodologies to preserve Zanzibar's natural coastline.





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## **MARKET ADVANTAGE.**

*Located on Zanzibar's prestigious Michamvi Peninsula, the project enjoys;*

- Sunset-facing beachfront orientation
- Proximity to The Rock Restaurant
- Access to Paje Beach & Kae Beach
- 45 minutes from Zanzibar International Airport

Zanzibar's positioning as East Africa's tourism gateway provides:

- European demand growth
- Middle Eastern accessibility
- Increasing African regional travel

The island is evolving from boutique destination to structured luxury market.

## **CAPITAL APPRECIATION POTENTIAL.**

*Luxury markets historically follow a predictable trajectory;*

- Phase 1 – Boutique tourism
- Phase 2 – Branded hospitality entry
- Phase 3 – International capital inflow
- Phase 4 – Price stabilization at premium level

Zanzibar is transitioning between Phase 1 and Phase 2.

Investors entering at this stage position themselves before full international price compression.

Oceanfront land is non-replicable.

Branded residential supply remains extremely limited.



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## RISK MITIGATION FACTORS.

### *Structured Investment Safeguards.*

- International hospitality operator
- USD-denominated pricing
- Established tourism demand
- Renewable energy integration (solar infrastructure)
- Low-density masterplan
- 24-hour security
- Resort-grade amenities

Emerging market does not mean unstructured.

This project combines frontier growth with managed hospitality governance.

## LIFESTYLE VALUE.

### *Hospitality-Integrated Living.*

Amenities include:

- Beachfront access
- Overwater jetty villas
- Multiple restaurants
- Wellness & spa facilities
- Gym
- Outdoor cinema
- Individual private pools
- Landscaped gardens
- Sustainable solar design





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# INVESTMENT SUMMARY

VILLA TYPE	SQM. BUILD AREA	SQM. PLOT AREA	INVESTMENT VALUE
<b>1 Bedroom Overwater Villa</b>	80	40 (Terrace & Sundeck)	USD 320,000
<b>1 Bedroom Villa Garden</b>	80	300	USD 330,000
<b>1 Bedroom Beach Villa</b>	80	300	USD 352,000
<b>2 Bedroom Overwater Villa</b>	100	40 (Terrace & Sundeck)	USD 428,000
<b>2 Bedroom Garden Villa</b>	120	430	USD 470,000
<b>3 Bedroom Family Beach Villa</b>	187	300	USD 735,000

## Notes |

- Initial investment amounts shown are starting prices based on current availability.
- Prices and availability are subject to change without prior notice.
- Prices exclude transfer fees and sinking fund contributions.
- Current availability is limited.





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## GALLERY





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## SECURE YOUR PRIVATE BRIEFING

### *Private Invitation*

Experience the pinnacle of island living firsthand. We invite you to a private, curated viewing of these exceptional residences at your earliest convenience.

### *Curated. Not Listed.*

At Deep Blue & Co., we selectively represent oceanfront assets with:

- Structural scarcity
- Hospitality-backed operations
- Early-cycle market positioning
- Strong capital appreciation narrative

**The House Residence - Azure Zanzibar** represents a rare convergence of:

- Emerging Market + Branded Hospitality + Limited Oceanfront Supply.
- Private consultation available upon request.
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### **Deep Blue & Co.**

Oceanfront Intelligence.

Discretion. Access. Long-Term Value.

### *A Personal Introduction*

SCAN TO SCHEDULE A PRIVATE CONSULTATION  
OR REQUEST A TAILORED PORTFOLIO.



BY APPOINTMENT ONLY  
CURRENT AVAILABILITY IS LIMITED.