



PORTONES DEL MAR YACHT CLUB & RESORT

FACT SHEET

Description

Portones Del Mar Yacht Club & Resort (www.portonesdelmar.com) will break ground in summer 2008 and is destined to become Panama's finest luxury marina residential and resort destination sited along the country's pristine Pacific coast approximately one hour from Panama City via highway. The 140-acre gated community is sited on more than one mile of beachfront not far from the rich billfishing waters of Las Perlas Islands, Piñas Bay and Coiba Island. Portones Del Mar will offer a variety of residential properties, a full-service 200-slip marina and marina village offering retail shops and dining, private yacht club, spa and fitness center, beach club, Cliff Drysdale Tennis Center and luxurious resort hotel.

Location and Access

Portones Del Mar Yacht Club & Resort is being developed upon the Punta Chame peninsula along the Pacific coast of Panama. The peninsula is a naturally occurring finger of sand measuring 12 kilometers long by one kilometer wide. The unique geographic characteristics of this property allow for easy access to two dramatically different types of beaches on the open ocean side or on the bay side, commonly known as Playa Norte where Portones Del Mar will be sited. Many homes in the development will have spectacular ocean and bay views.

The community is located 50 miles from Panama City's Tocumen International Airport via the Inter-American Highway. The airport is served by a variety of major airlines such as Delta, American, COPA and Iberia. Once open in 2010, the 200-slip Portones Del Mar Marina will stand ready to welcome residents and guests arriving by

sea. A helipad will also be available on the property for those wishing to expedite travel between Panama City and other nearby regions.

Recreational Amenities

Marina Village - The social hub of Portones Del Mar Yacht Club & Resort is the Marina Village, a vehicle-free, family-oriented community gathering place designed in a “New Urbanism” style and accessible via footpaths from any part of the project. Here residents and guests will find the full-service Marina, luxurious resort hotel, Yacht Club, spa and fitness center, boutiques, deli and casual restaurant as well as a variety of venues for entertaining and socializing. Business services will also be available including conference facilities, photocopying, shipping, video conferencing and other necessary elements critical to successfully conducting international business.

Marina - The Portones Del Mar Marina -- the only marina between Panama City and the western province of Chiriqui – is sited on protected Punta Chame Bay, a calm estuary that is the gateway to magnificent offshore fishing for marlin, sailfish, wahoo, dorado and a host of inshore species. With 200 slips capable of accommodating yachts up to 100 feet in length and moorings for larger vessels, the marina is strategically positioned an hour from Las Perlas (Pearl Islands) and five hours from Piñas Bay, considered by many to be home of the best deepwater fishing in the world. Six hours away is Coiba Island, a protected area considered the Galapagos of Panama. Dockmaster services will include fuel, bait and a well-stocked ship’s store, and separate facilities for yacht crew will be provided. Dry dock storage for up to 100 smaller boats will also be available.

Within minutes of the marina, one can enjoy a host of day trips to nearby islands and secluded beaches for sunbathing, kiteboarding, swimming, picnicking, exploring, snorkeling and SCUBA diving and shallow-water fishing.

Yacht Club – Located in the Marina Village, the private Portones Del Mar Yacht Club will be reserved for the use of members and their guests, offering the highest standards of service excellence. The club's formal gourmet dining room and elegant bar will offer private wine lockers for its members and will feature magnificent views of the marina and Punta Chame Bay. Private rooms for events, dining and meetings will also be available.

Beach Club – Located in the Beach Village, the Portones Del Mar Beach Club will be open to members and resort guests and will offer a snack bar, a ballroom, beachfront infinity pool and cabanas, and concierge and catering services.

Resort – The Portones Del Mar Resort will be an elegant 100-room boutique hotel operated by the club and offering accommodations in privately owned beachfront condominiums and casitas.

Tennis Center - The Cliff Drysdale Tennis Center at Portones Del Mar Yacht Club & Resort will be designed and managed by one of the 50 greatest tennis players of all time and current ESPN and ABC Sports tennis commentator – Cliff Drysdale. The center will offer lighted Har-Tru courts and a staff of tennis professionals who will offer private lessons, clinics, youth camps and special events such as round-robin tournaments and exhibitions featuring former legends of tennis.

Real Estate Products

Portones Del Mar Yacht Club & Resort will offer fewer than 800 residential units, all less than a five minute walk from the beach via walking paths laced throughout the community. Many homes will offer stunning vistas of the bay, ocean, mountains and landscaped grounds. On certain days, the skyline of Panama City can even be seen.

The architectural design will be a hybrid of the traditional Spanish Colonial *Casco Viejo* or Old San Juan style with touches of French design aspects – a blend of classic charm and aesthetics with modern practicality and efficiency.

Among the available homes are luxurious beachfront estate homes, single-family casitas and one, two and three-bedroom condominiums with impressive ocean and mountain views. In order to maintain a low density community, the residential buildings will only be five stories in height.

Beachfront Estate Homes

67 palatial single-family beachfront estate homes will feature separate maid quarters and dramatic ocean views. Estate homes will be built for pre-sale, and prices range from \$1.3 to \$2 million.

Casitas

89 three and four bedroom casitas will feature maid quarters and private courtyards. Prices range from \$550k to \$1 million.

Beach Village

Beach Village will consist of 228 luxurious one, two and three-bedroom condominiums in 13 separate buildings. Prices range from \$250k to \$850k.

Marina Village

Marina Village will consist of around 350 one, two and three-bedroom condominium units overlooking the harbor and bay. Prices range from \$250k to \$850k.

Every homeowner at Portones Del Mar Yacht Club & Resort is automatically a member of the Social Club and has the opportunity to upgrade to a premium Yacht Club membership. All members have the opportunity to enjoy special club services such as concierge, personal chef, butler and chauffeur.

Natural Attributes

Portones Del Mar Yacht Club & Resort is blessed with its location along a thriving estuarine bay. Playa Norte – the north side of the Punta Chame peninsula where the community is sited -- overlooks Punta Chame Bay that leads out to the open waters of the Pacific Ocean. On the mainland side is a small, picturesque mountain ridge that runs across the countryside from east to west.

The developer is making significant efforts to protect the natural environment and reduce the development footprint on the site. The property is home to 42 acres of protected mangrove forest and landscaping will be restricted to plant and tree species indigenous to the area.

Development Team

Portones Del Mar Yacht Club & Resort is being created by a partnership between Portones Del Mar S.A., led by developers Michael Rama and Gary Martin. A Philadelphia native, Mr. Rama enjoyed a successful career as a Wall Street stock broker prior to moving to Panama to pursue development opportunities. Mr. Martin has had a long and successful career in marketing and sales in several multinational corporations and has been active in the real estate industry in Panama.

Architects –Arango Architects of Panama are creating the distinctive building designs for Portones Del Mar Yacht Club & Resort. The firm is led by Gustavo Arango, who earned a Master of Architecture in Urban Design from Harvard University and whose residential and commercial designs have received international acclaim.

Marketing and Public Relations - Founded in 1966, David Pearson Associates has built its reputation as one of America's most creative and successful marketing consulting firms within its niche of high-quality resort, club and recreational communities. Among the clients served by David Pearson Associates are some of the finest luxury resort and club communities in the world, including Fisher Island, PUNTACANA Resort & Club,

Rose Hall, Desert Mountain, RockResorts, The Vintage Club and the Boca Raton Resort and Club.

Marina Consultants - Brandy Marine of Sarasota, Florida specializes in the design and operation of world-class marinas in the United States, Latin America and the Caribbean.

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Media Contact:

For further information, contact:

Chris Pearson (chris@pearsonpr.com)

Matthew Eandi (matthew@pearsonpr.com)

305-667-5022