

PAPAGAYO GULF

TOURISM HUB

esencial
COSTA
RICA

 **PROCOMER**
COSTA EXPORTACIONES
RICA INVERSIÓN



INSTITUTO
COSTARRICENSE DE
TURISMO

Polo Turístico Golfo Papagayo

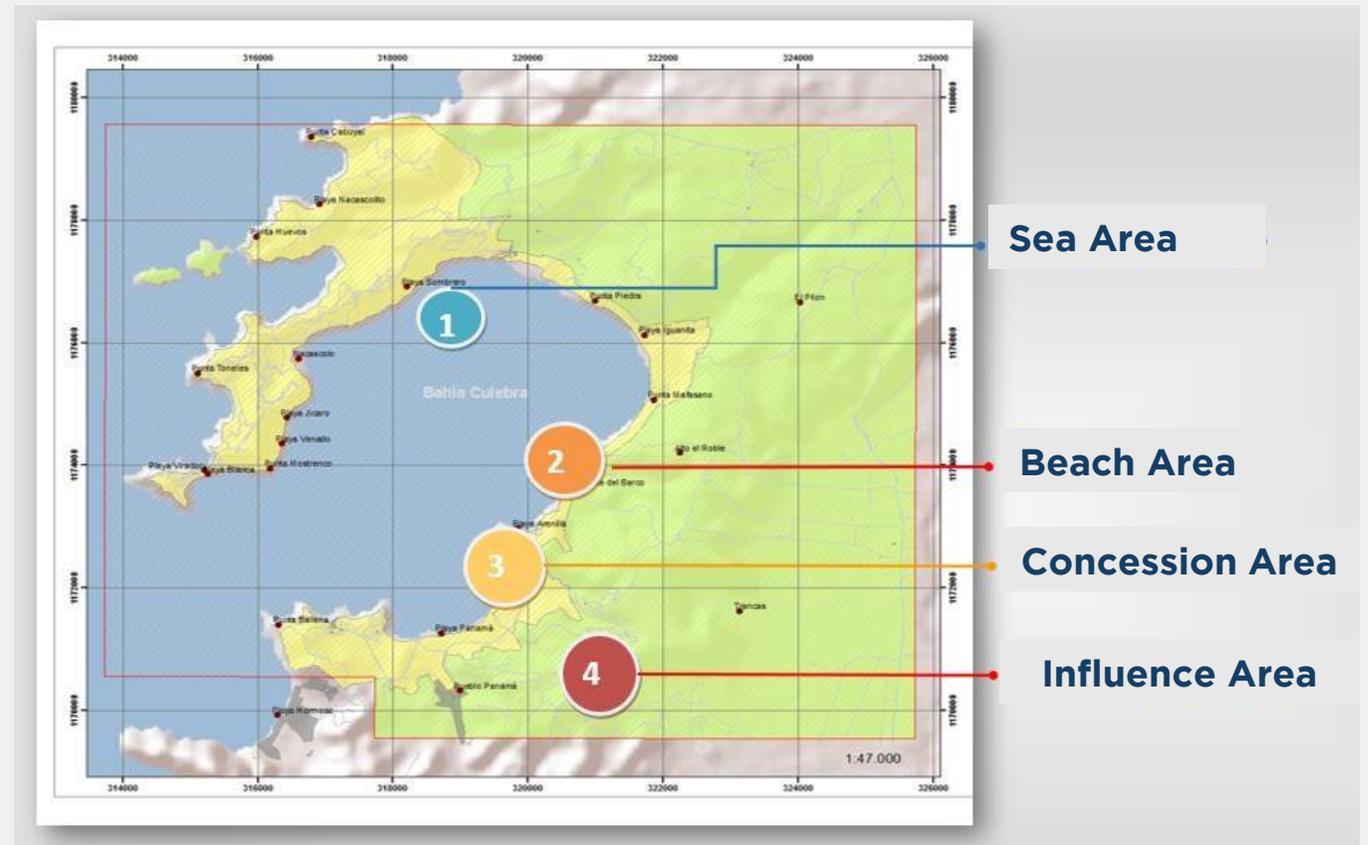


Oficina Ejecutora

Papagayo Gulf Tourism Project

Law No. 6370 - Law Declaring the Gulf of Papagayo Tourism Project of Public Interest

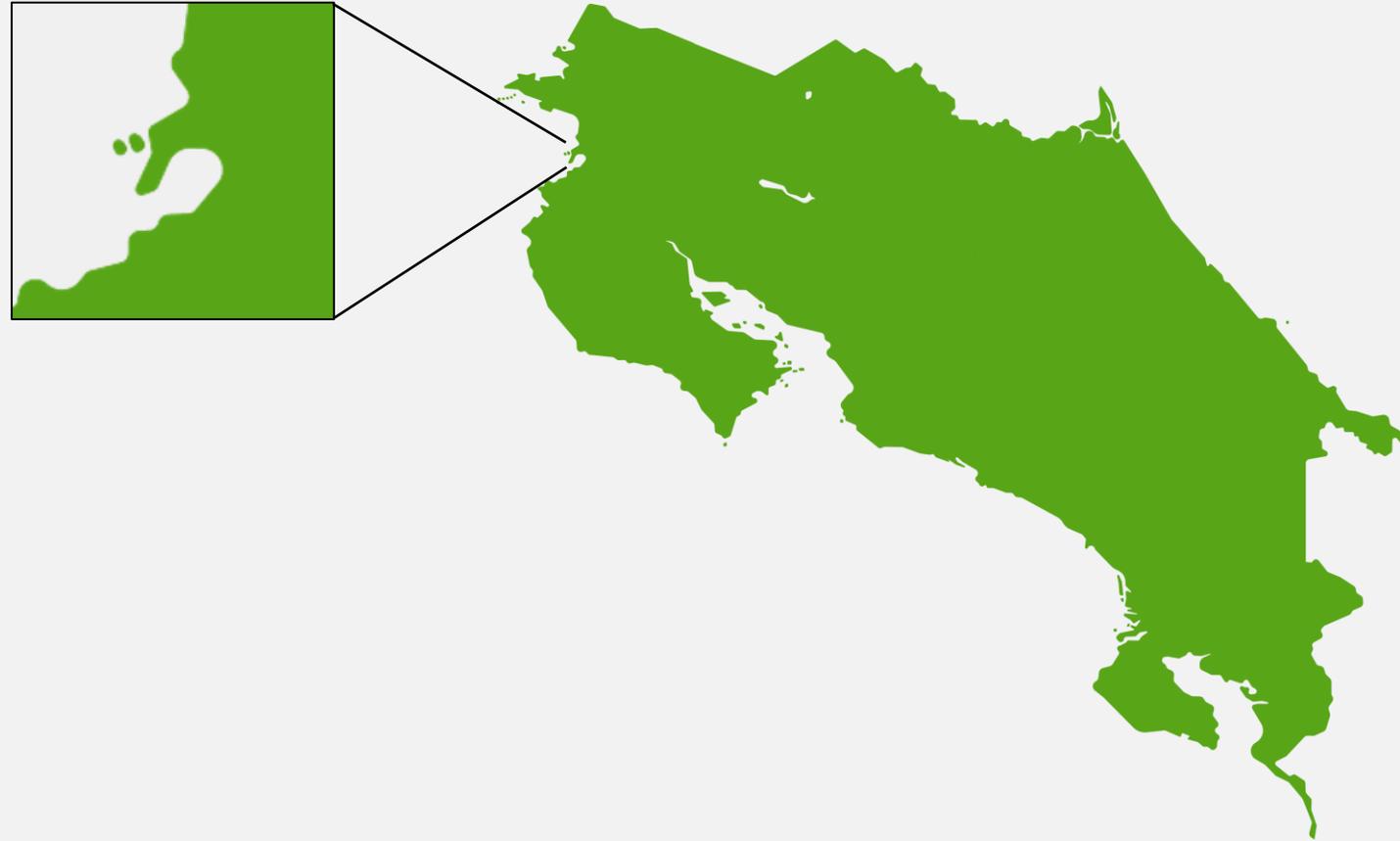
Article 1. The following are hereby declared to be of public interest: real estate assets—whether full properties, portions, rights, or legitimate patrimonial interests—that, due to their location, are necessary for the implementation and execution of the tourism project in Bahía Culebra, within the jurisdiction of the province of Guanacaste, to be established based on the Costa Rica Lambert grid (...). This territorial portion includes the maritime zone of the Pacific coast, extending from Punta Cabuya to the north, to one kilometer south of Punta Ballena.



LOCATION

- Province: Guanacaste, Carrillo.
- Coast: North Pacific

- Distance from Daniel Oduber Airport:
 - 35 km, approximately 1 hour



TOURISM

BY NUMBERS



Average expenditure and stay per visit by air

Costa Rica: Average spending and length of stay of tourists. By air.

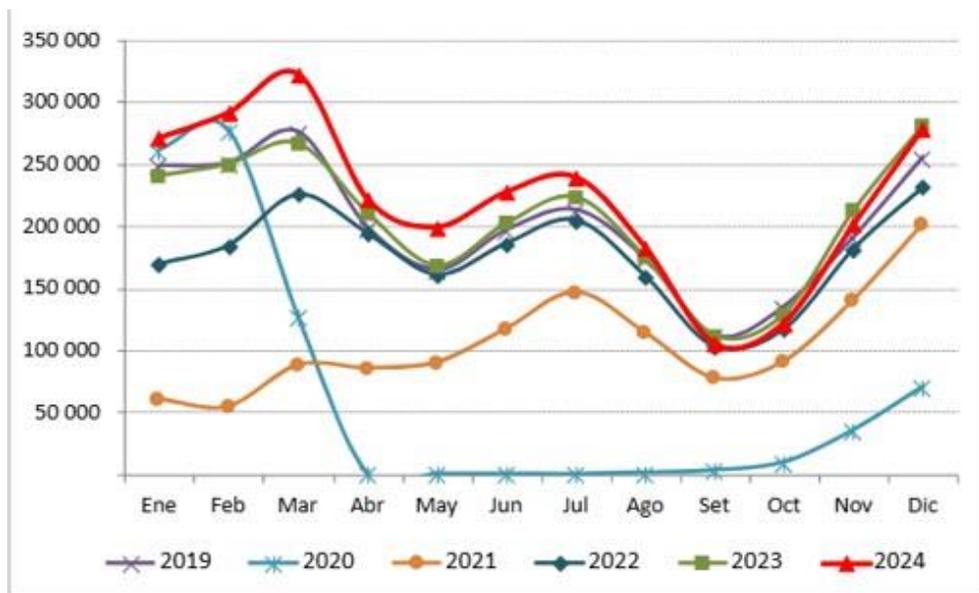
Year	Average expenditure US\$	Average length of stay Days
2018	1,335.4	11.7
2019	1,438.2	12.6
2020	1,592.1	12.9
2021	1,565.6	13.6
2022	1,590.6	13.5
2023	1,892.8	12.9

Source: PROCOMER based on data from ICT, 2024.

International arrivals CR



Costa Rica: International arrivals by all means of transportation.
2019-2024
Airway



2.6 million tourists as of December 2024

7.7% growth

Daniel Oduber International Airport
881.289 tourists (+14,5%)

Great Air Connectivity Daniel Oduber Airport, Liberia

10 airlines

15 destinations

- **Record numbers in March
2025 with 258.913 passengers**



Great Air Connectivity

Daniel Oduber Airport, Liberia

- **9 airlines**
- **14 destinations**

- **Record numbers in March 2025 with 258.913 passengers**



Private Flights

Daniel Oduber Airport (Guanacaste)

Year	Flights
2022	2461
2023	2956
2024	3074

January – February 2025: 925 flights





FOUR SEASONS

NEKAJVI

A RITZ-CARLTON RESERVE
PENINSULA PAPAGAYO

One & Only

RESORTS



ST. REGIS

Hotels & Resorts



RESORT & CASINO

HOTEL CHAINS IN PAPAGAYO

AN *d*AZ.



SECRETS[®]
Resorts & Spas

EL MANGROVE
GOLFO DE PAPAGAYO, COSTA RICA

AUTOGRAPH COLLECTION[®]
HOTELS



CASA CONDE
HOTEL & APARTAMENTOS



OCCIDENTAL
HOTELS & RESORTS



Playa Solar



Marina Papagayo



Playa Cocal

Nacascolo



Iguanita

Bahía Culebra

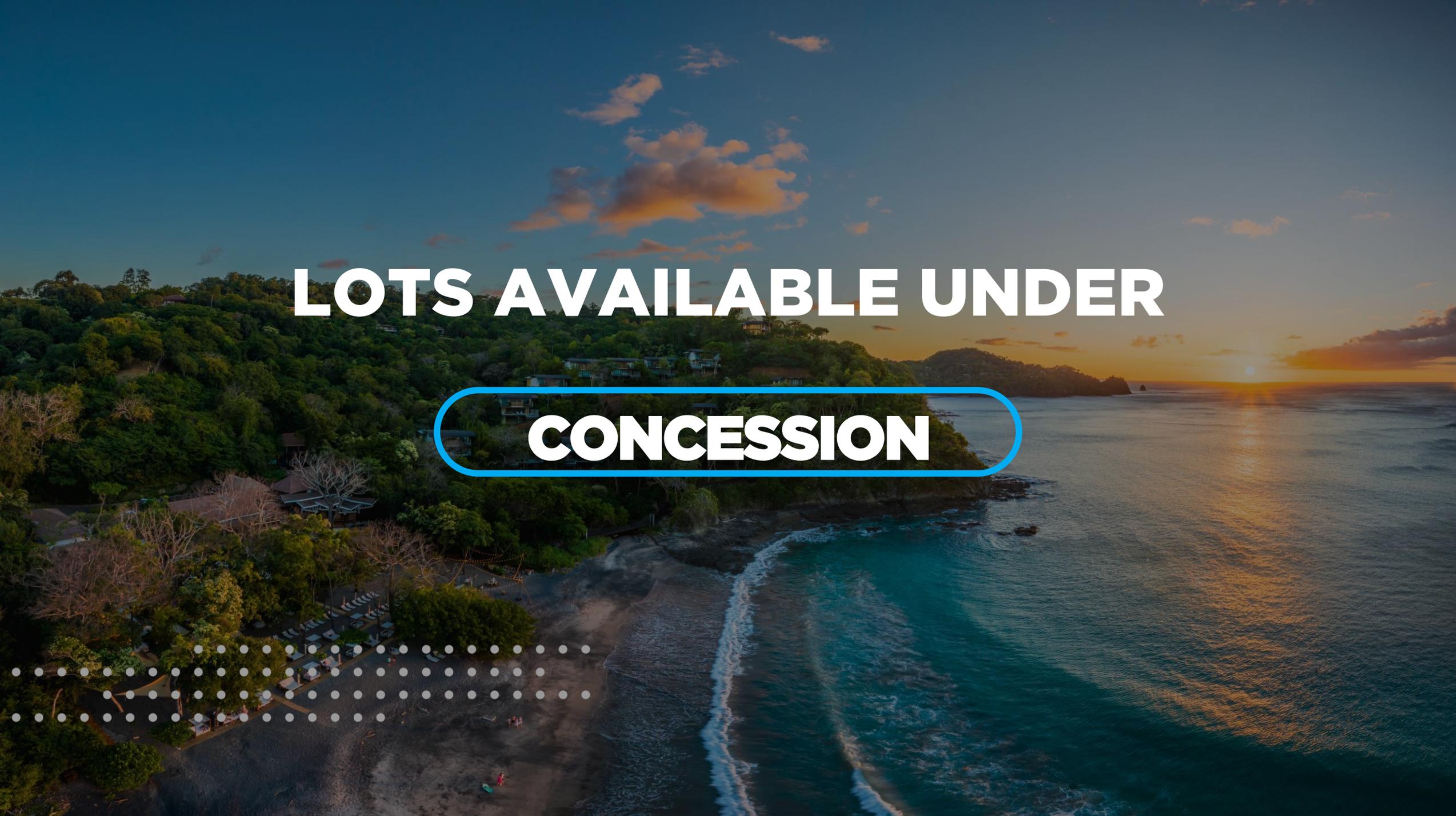


Vista al Golfo



Bahía Hermosa

Panamá

An aerial photograph of a tropical coastline during sunset. The sky is a mix of deep blue and orange, with scattered clouds. The ocean is a vibrant turquoise, with white waves crashing onto a dark, pebbly beach. In the foreground, there's a row of white lounge chairs on the beach. The background shows a lush green hillside with several houses. The text "LOTS AVAILABLE UNDER" is overlaid in white, bold, sans-serif font.

LOTS AVAILABLE UNDER

CONCESSION



LOTS INFORMATION

esencial
COSTA
RICA

PROCOMER
COSTA RICA EXPORTACIONES
INVERSIÓN

ICOT
INSTITUTO
COSTARRICENSE DE
TURISMO

Polo Turístico Golfo Papagayo
Oficina Ejecutora

Located in Playa Panamá, Carrillo, Sardinal Guanacaste, in the Bay of Papagayo, known as the southern sector of the project.

Among their main characteristic:

Lot Number	Name	Plan with identification number	Area	*Current Lease Fee \$/m2	Total Price 20 years concession	Total Price 50 years concession	Beachfront	Street Frontage	Land Use	Maximum number of rooms	Land occupancy coefficient
1	Lote 22 ha	5-39651-2024	226 761,00 m2	\$3,39	\$768 719,79	\$1 921 799,48	420 lineal meters	950 lineal meters	Hotel	453	68 028,30 m2
2	Lote 4,6 ha	5-66104-2024	46 160,00 m2	\$3,39	\$156 482,40	\$391 206,00	No	145 lineal meters	Hotel	92	13 848,00 m2

***The lease fee varies according to Article 14 Bis of the Regulation to Law 6758, Procedure for Indexation of Lease Value for granting, extension, or adjustment.*

LOT 1



LOT 2

Specific guidelines for design and construction

- Surface occupancy coefficient not exceeding 30% of the total concessioned area.
- The design and construction of buildings must not exceed 14 meters in height, measured from the natural ground level.
- Limit of 20 rooms on average per hectare.
- Use exterior colors that reduce glare, do not harm the environment, and ideally allow buildings to blend into the surrounding landscape.
- Building roofs should be designed using materials that minimize visual impact on the environment.
- Preference for the use of local materials in project design.
- Minimize the use of air conditioning systems by taking advantage of natural breezes.
- Rainwater collection systems must be properly channeled to prevent erosion from free-falling rain.
- Adequate wastewater treatment plant is required.

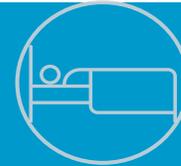


COMPETITIVE INCENTIVES



Tourism Declaration

Incentives



- Recognition granted by the Costa Rican Tourism Board to any company in the sector that voluntarily requests it.
- Guarantees the legality of tourist activity and promotes the high quality of Costa Rica's tourist product and services.
- Mandatory requirement to obtain a tourism contract. The tourist declaration has no cost. Does not expire. It has re-inspections. Processing time: 30 days.



Tourism Contract



Purpose

To promote and stimulate the sustainable growth of private tourism investment, while also generating growth in key areas of the country's economy, such as employment or foreign exchange.

It is an administrative act between the tourism company and the State, through which specific tax benefits are granted for the initial development of commercial activities aimed at tourism.

Benefits

Exemption from all taxes and surcharges applicable to the initial investment of a hotel project.

This includes the importation or local purchase of essential items for the construction and furnishing of new businesses.

Savings: 25–30% of the total investment.

Duration: 7 years.

Requirements

1. Tourism Declaration
2. Economic Study
 - Investment Framework
 - Job Creation
 - Financing Structure
3. Construction Plans or Survey Plans approved by the corresponding Municipality (Lodging and Marinas).
4. Legal and Technical Requirements





INVEST IN COSTA RICA

