UYOGA



Beachfront Hotel/Lodge | Private Sale

R52 222 400 | € 2 500 000

Madagascar, East Africa

20 Guests

Beachfront Lodge Surrounded by Lush Tropics – Your Madagascar Hideaway Awaits.

SUMMARY:
Sakatia Lodge has been placed on the market for sale by the shareholders. The Property and business are sold as a going concern, Sakatia Lodge SARL.

The official incorporation of the business documentation will be made available on request. All paperwork related to government and local authorities is in place and up to date, and will be made available prior to DD. The whole property (land) is laid out as can be seen by the accompanying map. Area in blue square is the only portion of land that has “Hotel Building” erected and the rest of the land is open for future development.

Historically since inception in 2002(operational) the lodge has been operated by and managed by Jose Vieira and supported by Lappies Labuschagne. A personal visit is encouraged as the charm and feel of the estate will convince any prospective buyer that the rhythm of the island life is something that attracts curious visitors from all over the world.

The lodge operates a full serviced bar service, large enough kitchen to house up to 50 guests, seating in the restaurant for up to 50 people, however the lodge currently sleeps 20 guests. (Without the new expansion accommodating extra 8 - 12 pax in 2025), the build of which is not included in the selling price of EURO 2 500 000.00 (Two Million Five Hundred Thousand Euro)(Discussion).

The Club Nautique is run in-house and serves a major attraction to divers from all over the world. This is due to the uniqueness of the lodge's location and also the easy access to the island. The dive sites in around the house reefs and outside reefs attract various groups of divers from all over the world. This can be seen in the occupancy percentages.

The gardens are kept up by our team of gardeners from the local village and continues training, and experimental plants are done from time to time. The local band of Lemurs (Macaco Macaco) visits the lodge on a regular basis eating fruits of the gardens and supplying entertainment at the same time.

PROPERTY OVERVIEW (APPROXIMATE):



The property consists of one title deed, which is fully documented. As can be seen, the lodge only occupies a small area in comparison to what is available for occupancy. Water is supplied from a water source on the premises, and has been the main water source since inception, however an additional water well is situated close to one of the two major water storage areas in the form of underground storage and 20 KL above ground supplying gravity feed to the lodge.

Electricity is supplied in the form of a Solar power and three back generators housed in a generator room, and made super silent. Generators are only operated in case of very overcast days. The planning for 2024 includes an upgrade in the power, to go hand in hand with the additional bungalows to be build.

The lodge currently offers 4 Mango (smaller) bungalows, 4 Ravinala (larger) rooms, one family room, and one Madiro (family bungalow).





Refer more photos on *www.sakatialodge.com*.

FURTHERMORE, THE STAFF ACCOMMODATION CONSIST OF:

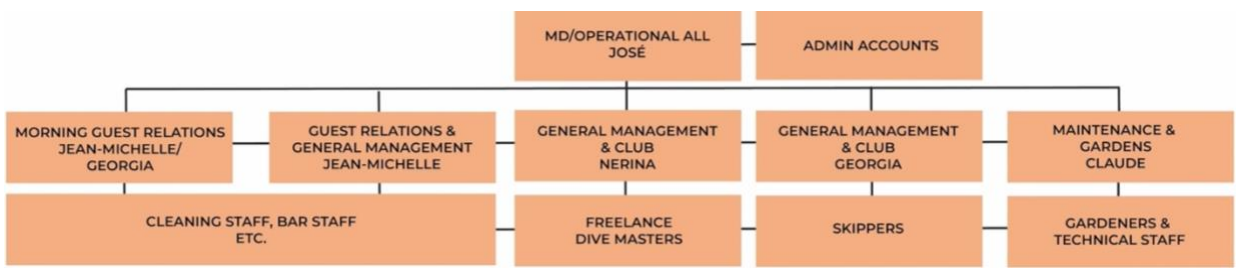
- Manager house (2 Bed house, etc)
- 3 x Management bungalows
- 1 x Communal house (8 bed house divided into 2 houses)
- 2 x Traditional staff housing sleeps 16 with separate bathroom facilities
- Other buildings include
  - Workshop
  - Office and boutique
  - Storage area
  - Washing room
  - Generator room
  - Large store room
  - Solar plant

FEATURES:

Some of the unique features making this a real gem, is the fact that the business owns undeveloped land with beautiful vistas. The “keepers” of a sacred mountain and involved with the Green Turtle Reserve on the edge of the Sacred Mountain. A repute with the locals from village elders and the younger generation.

MANAGEMENT AND STRUCTURE:

We have extremely low staff turnover, most staff has been working for the lodge for more than 15 years.



MARKETING AND BRANDING:
Active on Facebook and other social media with content placed daily. Direct advertising with Tour operators (lists available as a database). South African Television in the form of previous likes, Jan Braai, Voetspore, and various travel magazines. Airlink advertising via Airlink media and specials as well as competitions etc.

COMPETITIVE ANALYSIS:
With the lodge charm and semi isolated island style, having the non-commercial feel and hardly traffic on the beach, it proves to be a gem found. Most hotels and lodge in Nose BE, have smaller rooms and bigger numbers. This is possible at Sakatia Lodge and manageable – however we've kept the rooms as they are for the last years. Our market is Nature explore clients, families and couples or small groups looking for Nature and tranquillity.

TECHNOLOGY AND SYSTEMS:
Operating a Hotel friendly eZeePOS system for stock control as well as client room accounts with credit card facilities with pre-authorisation and cash payments, with UPS back-up power on bar and office stations, and 1.2KVA Victron back-up on main server. Total of 5 stations: Bar, Office x 2, store, club Nautique.

LEGAL AND COMPLIANCE:
The following documentation can be requested separately.

- CERTIFICAI D'IMMATRICULATION ET DE SITUATION IURIDIQUE (Certificate Of Registration)
- Contract the bail Enphyteotique (Long Term Lease)
- Authorisation of Hotel and club Nautique operation
- Bar Licence

FUTURE POTENTIAL:
As mentioned before, the intention is to add more bungalows, land and additional power has already been allocated for this. The additional available land renders the opportunity for larger expansion if needed, however a number of types of expansion can be done, in the farming, agriculture and other sectors on the available land.

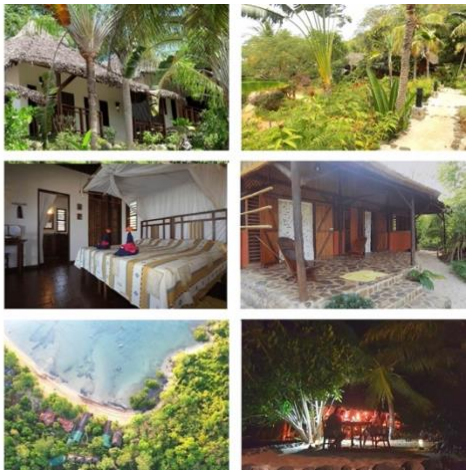
ENVIRONMENTAL CONSIDERATIONS:
With motorised equipment not allowed on the island, we believe that the pristine and Pro Environ mentalistic approach of the island proves that the future can hold a number of directions to follow. With climate change a big buzz word, Sakatia Lodge would like to upkeep the status quo on the Sacred Mountain, as this is pristine forest area, as well as further the turtle reserve as this is not a breeding ground, but as far as we know the largest get together area for Hawksbill and Green Turtles. The Biodiversity of the fauna and flora of the island is important to us and we would like to transfer some of this local knowledge and keep the local population in the know of things like landscaping, topography, access and resources, sustainable initiatives etc.

SALES PROCEDURE:
We advise, once agreed, payment can be made to our lawyers trust account, (location to be discussed) this full payment will trigger a change of directors on the SARL where the current directors will resign and the new owners will be added to the company Statue documentation. This done and sealed by accountant/company secretary of your choice in Nose BE. This will eliminate any taxes and change of ownerships.

CONCLUSIONS:

As partners in the lodge we are all in agreement to sell the Lodge, without any debt, other than ongoing monthly taxes and normal run of the mill accounts. All staff is aware of the fact that the lodge is for sale and no person has indicated that they would want to leave. We will make recommendations if required to do so on staff issues. We're also aware that a reasonable hand over period is required and happy to oblige.





In concluding the sale of our small lodge, we extend our heartfelt gratitude to all prospective buyers who have considered this unique opportunity. As custodians of this establishment, we take pride in the memories created within these walls and the warmth that our guests have experienced. Throughout this process, we have endeavoured to showcase not just a property but a narrative—a story of hospitality, community, and a haven for those seeking respite. Our small lodge has been more than a business; it has been a labour of love, and we believe its future owners will find as much joy and fulfilment in its operation as we have.

The charm of the lodge lies not only in its physical structure but in the relationships cultivated with our guests, the local community, and the hospitality industry. We are confident that the new owners will appreciate the value of these connections and build upon them to create an even more vibrant and successful venture. To those who have expressed interest, we assure you that we have strived to provide transparent information, thorough documentation, and a seamless transition process. We envision a continuation of the hotel's legacy under new ownership, with fresh ideas and a renewed commitment to delivering exceptional experiences.

As we pass the torch to the next stewards of Sakatia Lodge, we do so with optimism and gratitude. We are excited about the possibilities that lie ahead and believe that the new chapter will be marked by prosperity, innovation, and a continued dedication to providing a haven for travellers.

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