

Confidential

# Sveti Stefan Investment opportunity





Hotel of the year 2010

Top Hideaway 2010



July 2011

## Sveti Stefan—Aman Resorts



#### Unique opportunity to become the owner of one of world's finest luxury resorts

Sveti Island is located within the Budva municipality of Montenegro (60km to next airport) and has a long history of leisure tourism

The island is under a 30 years lease agreement (to be extended to 60 years) and currently owned by the owner a large Greek shipping organisation

The asset consists of a renovated 5-star resort "Villa Milocer" with 8 exclusive rooms and a restaurant, the 5-star resort "Sveti Island" with 51 suites. It is managed and operated by Aman Resorts, the leading operator for luxury resorts. These buildings are fully operational and represent Phase 1 of the project

Phase 2 comprises the construction of a 5-star resort with 60 rooms, 60 condominiums and a luxury spa which will help to achieve high occupancy also in the low seasons. Construction of the Spa is planned to start in October 2011 and the hotal and condominiums by year end. The Hotel will be managed and operated by General Hotel Management (under the Chedi brand)

The participation of EBRD in the funding of the project as well as the strong business and political support, reflects the importance to the region and the uniqueness of the project

The current owner is considering bringing in a co-investor in the resort prior to the development of Phase 2, which has a significant upside due to its real estate development potential. The Structure, and the level of participation (starting at 30%) is to be negotiated

Interested parties are invited to submit an expression of interest to Yvonne Vértes von Sikorszky - selected parties will then be provided with further information on Sveti Stefan, subject to the signing of a non-disclosure

### Yonne Vertes von Sikorszky

Edouard de Montigny

**Executive Director** 

Analyst

Tel: +41 44234 3961 Tel: +41 44234 3253 Fax: +41 44234 4800 Fax: +41 44234 4800 yvonne.vertes-von-sikorszky@ubs.com edouard-jean.de-montigny@ubs.com









## Current status of the project

#### Phase I:

- 5-star resort "Villa Milocer"
  - 8 exclusive rooms and restaurant managed and operated by Aman Resorts
  - operational since March 2009 (2)
- 5-star resort "Sveti Island"
  - developed as secluded hotel with 51 suites
  - managed and operated by Aman Resorts
  - first paying guests in June 2011 (1)
- Total budget of €48m of which EBRD has funded €10m

#### Phase II:

- Luxury Spa: 24 treatment rooms and gym, construction to start by October 2011 and finish by April 2012 (3)
- 5-star resort "Queens Beach Hotel" with 60 rooms and 60 condominiums (4)
  - managed and operated by General Hotel Management (under the Chedi brand)
  - freehold status of condominiums currently negotiated – revised status by year end 2011 at which time the construction will start. Operations expected to start by spring 2014.
- Total budget of €44m of which EBRD to fund €27m

#### Phase III:

An additional 38,000m<sup>2</sup> is available for the development of single luxury villas













## **Snapshot of financials**

#### Key financials

Project costs €92m:

- Phase I: €48m (of which €10m EBRD)
- Phase II €44m (of which €27m EBRD)
- Current owner has funded €38m equity for Phase 1

Villa Milocer operational since 2009, Sveti Island had first paying guests in 2011.

Revenue projections according to feasibility study made by Cushman & Wakefield, see below

Significant economic upside from the development of 60 condominiums in Phase 2 as well as additional 38,000sqm available for construction of villas

€1.2m lease per annum for the entire property, plus a limited profit participation

Expected annual occupancy rate 50-55% going up to 60%

#### Revenue projections (Cushman & Wakefield)

EUR	2013E	2014E	2015E	2016E
Villa Miloœr	2'653	2'816	2'887	2'959
Sveti Island	11'198	12'235	12'540	12'854
Queens Beach Hotel		3'768	7'339	8'697
Condominiums		2'715	16'677	15'787
Total	13'851	21'533	39'443	40'296
Total (ex condominiums)	13'851	18'819	22'766	24'509

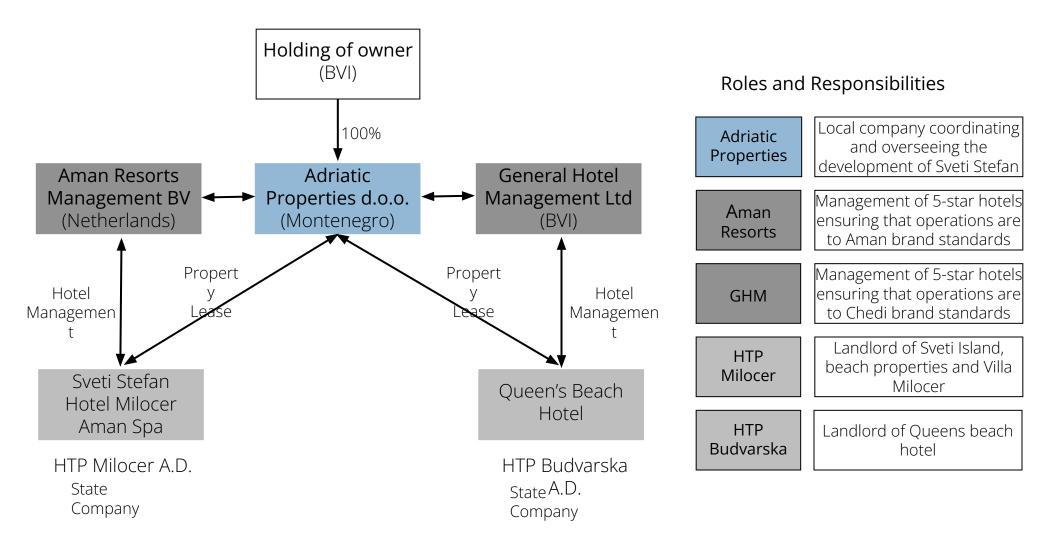
KPIs	2010E	2011E
Occupancy rate	32.9%	52.0%
Average Room Rate (EUR)	540	855
Revenue Breakdown	1'564'318	7'945'017
Rooms	39.3%	52.3%
Food & Beverage	51.8%	35.2%
Minor Operated Depts.	8.8%	12.4%

#### P&L statement

EUR	2010E	2011E
Revenue	1'564'318	7'945'017
Gross Operating Income	111'691	3'290'304
Gross Operating Profit	(1'670'460)	115'440
Non Operating Income	41'371	-
Non Operating Expenses	(4'405'864)	(2'356'690)
Net Profit / (Loss)	(6'034'953)	(2'241'250)

#### EBITDA projections (Cushman & Wakefield)

EUR	2013E	2014E	2015E	2016E
Villa Miloœr	428	503	535	535
Sveti Island	1'808	2'365	2'425	2'522
Queens Beach Hotel		1'075	1'662	1'932
Condominiums		14'106	13'766	13'004
Total	2'236	18'049	18'388	17'993
Total (ex condominiums)	2'236	3'943	4'622	4'989



## Key investment considerations

Sveti Stefan represents a unique opportunity to invest in a landmark resort



## Disclaimer

This material has been prepared by UBS AG, or an affiliate thereof ("UBS"). In certain countries UBS AG is referred to as UBS SA.

This material is for distribution only under such circumstances as may be permitted by applicable law. It has no regard to the specific investment objectives, financial situation or particular needs of any recipient. It is published solely for informational purposes and is not to be construed as a solicitation or an offer to buy or sell any securities or related financial instruments. No representation or warranty, either express or implied, is provided in relation to the accuracy, completeness or reliability of the information contained herein, nor is it intended to be a complete statement or summary of the securities, markets or developments referred to in the materials. It should not be regarded by recipients as a substitute for the exercise of their own judgement. Any opinions expressed in this material are subject to change without notice and may differ or be contrary to opinions expressed by other business areas or groups of UBS as a result of using different assumptions and criteria. UBS is under no obligation to update or keep current the information contained herein. UBS may, from time to time, as principal or agent, have positions in, underwrite, buy or sell, make a market in, or enter into derivatives transactions in relation to any financial instrument or other assets referred to in this material. UBS operates rules, policies and procedures, including the deployment of permanent and ad hoc arrangements/information barriers within or between business groups or within or between single business areas within business groups, directed to ensuring that individual directors and employees are not influenced by any conflicting interest or duty and that confidential and/or price sensitive information held by UBS is not improperly disclosed or otherwise inappropriately made available to any other client(s). Neither UBS nor any of its affiliates, nor any of UBS' or any of its affiliates, directors, employees or agents accepts any liability for any loss or damage arising out of the use of all or any part of thi

Options, derivative products and futures are not suitable for all investors, and trading in these instruments is considered risky. Past performance is not necessarily indicative of future results. Foreign currency rates of exchange may adversely affect the value, price or income of any security or related instrument mentioned in this presentation. Prior to entering into a transaction you should consult with your own legal, regulatory, tax, financial and accounting advisers to the extent you deem necessary to make your own investment, hedging and trading decisions. Any transaction between you and UBS will be subject to the detailed provisions of the term sheet, confirmation or electronic matching systems relating to that transaction. Clients wishing to effect transactions should contact their local sales representative. Additional information will be made available upon request.

United Kingdom and rest of Europe: Except as otherwise specified herein, this material is communicated by UBS Limited, a subsidiary of UBS AG, to persons who are market counterparties or intermediate customers (as detailed in the FSA Rules) and is only available to such persons. The information contained herein does not apply to, and should not be relied upon by, private customers. Switzerland: These materials are distributed in Switzerland by UBS AG to persons who are institutional investors only. Italy: Should persons receiving this material in Italy require additional information or wish to effect transactions in the relevant securities, they should contact Giubergia UBS SIM SpA, an associate of UBS SA, in Milan. United States: These materials are distributed by UBS Securities LLC or UBS Financial Services Inc., subsidiaries of UBS AG, or solely to US institutional investors by UBS AG or a subsidiary or affiliate thereof that is not registered as a US broker-dealer (a "non-US affiliate"). Transactions resulting from materials distributed by a non-US affiliate must be effected through UBS Securities LLC or UBS Financial Services Inc. Canada: These materials are being distributed in Ganada by UBS AG and a member of the principal Canadian stock exchanges & CIPF. Hong Kong: The materials relating to equities and other securities business, and related research, are being distributed in Hong Kong by UBS AG, Hong Kong Branch. Singapore: These materials are distributed in Japan by UBS Securities Singapore Pte. Ltd or UBS AG, ingapore Branch. Japan: The materials relating to equities, fixed income products, corporate finance and other securities business, and related research, are distributed in Japan by UBS Securities Japan Ltd. The materials relating to foreign exchange and other banking business, and related research, are distributed in Japan by UBS Securities Japan Ltd. The materials relating to foreign exchange and other banking business, and related research, are distributed in Japan by UBS Securities Japan Ltd

© 2011 UBS. All rights reserved. UBS specifically prohibits the redistribution of this material and accepts no liability whatsoever for the actions of third parties in this respect.