

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

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## 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

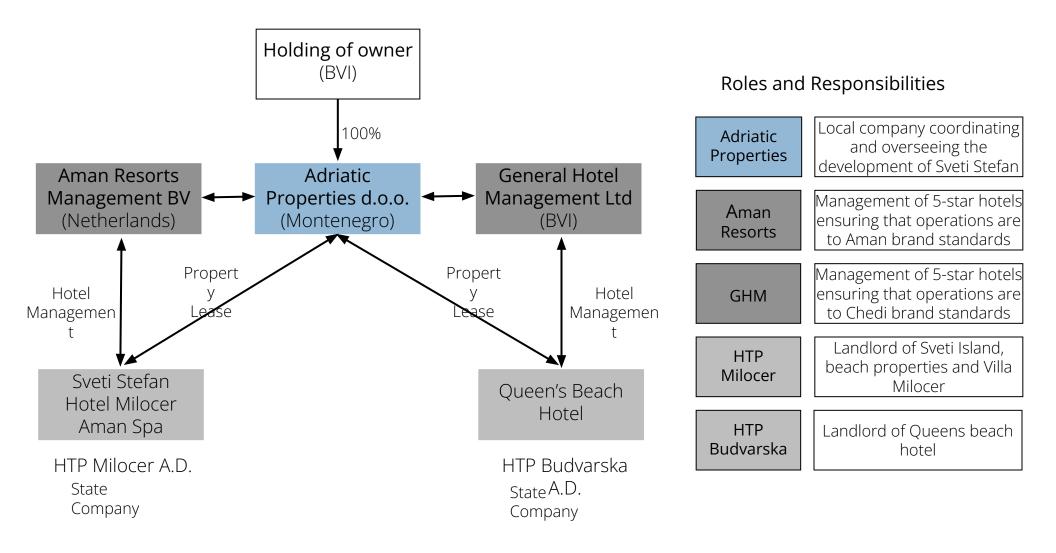
KPIs	2010E	2011E
Occupancy rate	32.9%	52.0%
Average Room Rate (EUR)	540	855
Revenue Breakdown	1'564'318	7'945'017
Rooms	39.3%	52.3%
Food & Beverage	51.8%	35.2%
Minor Operated Depts.	8.8%	12.4%

#### 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)

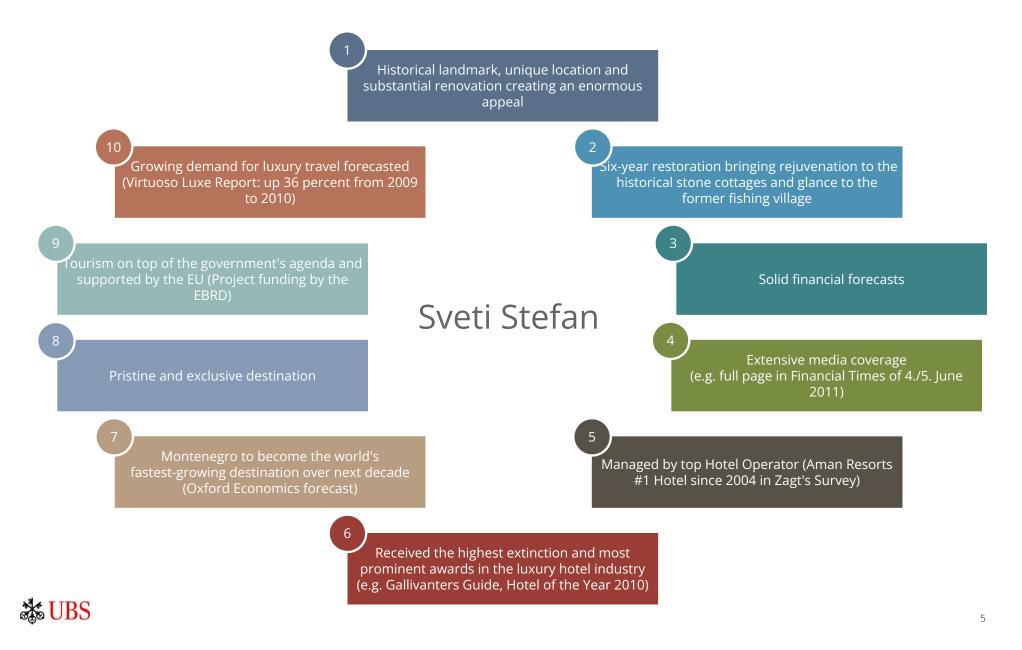
#### EBITDA projections (Cushman & Wakefield)

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



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