Signature Not Verified
Digitally signed by Chambers Central Association
Date: 2021.06.22 14:03:48 EEST
Reason: Automated Registration Process by Greek General Business Registry
Location: Athens

**ΥΠΗΡΕΣΙΑ ΥΠΟΣΤΗΡΙΞΗΣ ΚΑΙ ΑΝΑΠΤΥΞΗΣ ΤΩΝ ΠΛΗΡΟΦΟΡΙΑΚΩΝ ΣΥΣΤΗΜΑΤΩΝ Γ.Ε.ΜΗ. ΚΑΙ ΥΜΣ**

Αρμόδια Υπηρεσία ΓΕΜΗ: ΕΜΠΟΡΙΚΟ & ΒΙΟΜΗΧΑΝΙΚΟ ΕΠΙΜΕΛΗΤΗΡΙΟ ΑΘΗΝΩΝ

Τηλέφωνο: ΑΕ:2103382302-244/ΕΠΕ:2103382140/ΟΕ&ΕΕ:2103382122,-441/ΙΚΕ:2103382413,-475/ΑΛΛΟΔΑΠΕΣ:2103382443/ΛΟΙΠΕΣ:2103382241,-107

E-mail: info@acci.gr

Αθήνα,22/06/2021

Αριθ. Πρωτ.:2392869

**ΑΝΑΚΟΙΝΩΣΗ**

Αυτοματοποιημένης καταχώρισης στο Γενικό Εμπορικό Μητρώο (Γ.Ε.ΜΗ.), στοιχείων της Ανώνυμης Εταιρείας με την επωνυμία **HAPPY HOLIDAYS ΤΟΥΡΙΣΤΙΚΗ ΕΜΠΟΡΙΚΗ ΑΝΩΝΥΜΗ ΕΤΑΙΡΕΙΑ ΕΚΜΕΤΑΛΛΕΥΣΗΣ ΑΚΙΝΗΤΩΝ ΚΑΙ ΞΕΝΟΔΟΧΕΙΑΚΩΝ ΕΓΚΑΤΑΣΤΑΣΕΩΝ**, το διακριτικό τίτλο **HAPPY HOLIDAYS** και αριθμό ΓΕΜΗ **8802501000**.

Την **22/06/2021** καταχωρίσθηκε στο Γενικό Εμπορικό Μητρώο (Γ.Ε.ΜΗ.) με κωδικό αριθμό καταχώρισης **2567113**, η από 10/01/2021 Έκθεση Εκτίμησης με σκοπό: « Αποκτήσεις στοιχείων ενεργητικού (άρθρο 19 ν.4548/18) ».

**Η έκθεση εκτίμησης είναι συν/νη στην παρούσα ανακοίνωση και αποτελεί αναπόσπαστο μέρος αυτής.**

Η γνησιότητα του παρόντος μπορεί να επιβεβαιωθεί από το https://www.businessregistry.gr/publicity

Η παρούσα ανακοίνωση αποτελει προιόν αυτοματοποιημένης καταχώρισης δυνάμει της διάταξης του άρθρου 102 του ν.4635/2019 με μέριμνα και ευθύνη του υπόχρεου.

SAMARAS & ASSOCIATES S.A.
DEVELOPMENT CONSULTANTS

2021



# Valuation Study: Porto Sarti Resort





HAPPY HOLIDAYS S.A

*Addressed to: Mr. George Iosifidis*

*Our Reference: 2021173 – 1120*

*Athens, 10 . 01. 2021*

# *Table of Contents*


| | | |
|---|---|---|
| | *EXECUTIVE SUMMARY* | *2* |
| *A.* | *Introduction of the Project* | *3* |
| *B.* | *Sources of Information* | *4* |
| *C.* | *Main Features of the Tourism Industry* | *5* |
| *D.* | *Operational Concept Overview* | *7* |
| *E.* | *Construction Cost & Capital Structure* | *8* |
| *F.* | *Operational Forecasts* | *11* |
| *F.1* | *Boutique Hotel - EBITDA Analysis* | *12* |
| *F.2* | *All-Suites Hotel - EBITDA Analysis* | *13* |
| *F.3* | *Profit & Loss Statement* | *14* |
| *F.4* | *Project Loan, Depreciations, Taxes* | *15* |
| *F.5* | *Net Profit After Taxes* | *16* |
| *F.6* | *Cash Flow Statement* | *17* |
| *F.7* | *Financial Indicators* | *18* |
| *G.* | *Company Market Value (CMV)* | *19* |
| *G.1* | *Net Present Value (NPV)* | *21* |
| *G.2* | *Property Market Value (PMV)* | *26* |
| *H.* | *Valuation Study (Conclusions)* | *27* |
| *I.* | *General Terms of Valuation Study* | *28* |

# Executive Summary

*The Tourism Project under assessment, PORTO SARTI RESORT, is situated in the Prefecture of Chalkidiki-GREECE and will be consisted of total capacity of 134 Rooms & 24 Suites. The property will include complete resort infrastructure i.e. swimming pool, restaurants/bars, free spaces, spa & wellness, thalassotherapy, shopping mall, yacht shelter and conference center.*

***The following assessment has been issued for the (2) hotels with 15M€ that will be constructed in the period 2021-2024. Upon completion, the project has the potential to be expanded into 50M€.***

## Capital Structure

| | | |
|---|---|---|
| *Company Equity* | *20%* | *3.000.000€* |
| *State Grants* | *20%* | *3.000.000€* |
| *Project Loan* | *60%* | *9.000.000€* |
| ***TOTAL COST*** | ***100%*** | ***15.000.000€*** |

## Operational Projections

| | |
|---|---|
| *Hotels 5* Capacity (158 units)* | *91R/2b, 43R/3b, 24S/4b* |
| *Operational Period (May-Oct)* | *184 days* |
| *Projection Period (10 Years)* | *2024-2033* |
| *ADR R/2b, R/3b, S/4b ($5^{th}$ stabilized year)* | *240€, 290€, 420€* |
| *Average Occupancy Rate ($5^{th}$ stabilized year)* | *70%* |
| *Double Occupancy Factor* | *2.5* |
| *Total Staff Slots* | *150* |

**R=Rooms S=Suites b=beds ADR = Average Daily Rate*

## Financial Results -10 Years

| | |
|---|---|
| *TRevPAR ($5^{th}$ stabilized year)* | *50.798€* |
| *EBITDA ($5^{th}$ stabilized year)* | *2.997.976€* |
| *Net Cash Flow (10 years period)* | *12.881.666€* |
| *Terminal Value ($10^{th}$ year)* | *38.414.636€* |
| *Net Present Value (NPV)* | *5.021.091€* |
| *Property Market Value (PMV)* | *5.583.295€* |
| ***Company Market Value (CMV)*** | ***5.302.193€*** |

## Financial Indicators

| | |
|---|---|
| *IRR* | *28,8%* |
| *ROI* | *25,6%* |
| *LTV* | *28,2%* |



10, Panepistimiou Str. Syntagma - Athens P.C. 10761 (GREECE) www.samaras-co.gr Tel & Fax: +30 210 95 80 000

# A. Introduction of the Project

*The current study is composed so as to assess the value of the project* ***PORTO SARTI RESORT*** *and it is based on the assumption that the company (Happy Holidays S.A.) will complete the tourism complex investment plan to start operating in the year 2024. The investment plan refers to the establishment of a tourism complex placed in «Achlada Bay", which is located at Sarti Village, Municipality of Sithonia, in the Regional Unit of Chalkidiki –GREECE.*

*The tourism complex will be developed as an ultra -luxury 5* integrated resort in the* ***land plot of 52.179 m2****. The project will be consisted of (2) luxury 5* hotel units (134 Rooms and 24 Suites), yacht shelter of 20 berths, F&B outlets, spa & thalasso center, gym, conference center and shopping mall. The project cost will be* ***15M€*** *and it will be developed in* ***2021-2024.***

*After the completion in 2024, the company plans* ***to expand the project*** *by constructing 90 luxury apartments, 100 residences units, blue marina of 60 berths and additional facilities with a* ***final cost of 50M€.*** *The planning of 50M€ has been published in European Investment Project Portal (EIPP) of EU* for funding purposes as well. European Recovery & Resilience Fund will support the project.*

*The project will be approved by the Ministry of Tourism to ensure all the permits & licenses of the investment. Therefore, the company has already issued an Investment Offer to potential investors with funding proposals by equity or/and lending partnership. The project loan will be provided by Greek Bank for* ***10 years pay-out period and 3,5% interest rate.***

*The current study is based on the admission that the company will normally continue its activities in the future (going concern). It is namely admitted that the administrators of the company will continue to apply only such activities and strategies that maximize the value of the enterprise and that no external factors will emerge to impede the company's function.*

*The current assessment briefly contains the following:*

- *Presentation of the tourism complex investment*
- *Review of the sources of the information given*
- *The main facts & figures of the Greek Tourism*
- *Operational concept overview of the project*
- *The construction cost & capital structure analysis*
- *The operational projections & financial statements*
- *Assessment of the company according to the chosen method*
- *Presentation of the results of the assessment*

# B. Sources of Information

*The current study has been elaborated with significant use of economic data and projections for the next decade. The information and data provided by the company and the shareholders were taken as facts and relevant allegations and projections were checked for their accuracy. Also took historical data of the company, its financial structure as well as the current economic situation, were taken into consideration. This study used as input on the following sources:*

- *Information and opinions provided by the management and the staff of the company.*
- *Historical data collected for similar enterprises of the same branch/industry.*
- *Projected data in connection with the future operation and its development prospects.*
- *Information made available to the public.*
- *Other contracts, tax declarations, legalization documents of the company.*

*In addition, the following restrictions have been applied:*

- *The assessment study is a subjective work. Conclusions differ depending on the personal judgment of the person who carries out the study. It is therefore possible that on the basis of the same data and acceptances the opinions of the experts are still different, because of the great number of decisions to be made.*
- *The economic function/operation of the company was not thoroughly examined, but we strived to comprehend the main reasons for the efficiency trends.*
- *All acceptances/admissions made in the current study are based on the economic environment, which shall remain substantially invariable after the coming decade, for which the projections and acceptances have been made. In case that any change of the economic environment occurs, it is considered that the company will adapt to any new condition.*
- *The use of the evaluation method on the basis of the cash inflows, which are taken for granted, requires the collection of data and the drawing up of projections regarding the future operational activities and the performance of the company, which also rely on some admissions. Consequently, it is difficult to verify the accuracy of the projections and the future results (outcome) may be different from the estimations.*
- *It is recommended that every person having an interest on the current study will estimate, based on his/her own judgment, all relevant economic elements and data. Any further analysis by experts, economists or financial analysts is also recommended, so that the decision-making process does not exclusively rely on the current study.*
- *It is underlined that any other person (except for the companies HAPPY HOLIDAYS SA and SAMARAS & ASSOSIATES – DEVELOPMENT CONSULTANTS.) having this study at its disposal shall not give it to third parties or keep copies thereof. In addition, it is significant to point out that every person aware of the study may not disclose facts or information contained in it to third parties.*

# C. Main Features of Tourism Industry

*Tourism is the most dynamic and competitive branch of the Greek economy on international level, while it is estimated that it has a great potential for further development during the current decade. It is considered to be the power engine of the Greek economy and one of the two sources (along with the shipping industry) of considerable profits for the country.*

*Almost one (1) out of every five (5) people in Greece are employed directly or indirectly in the tourism industry, while the contribution of tourism in covering the deficit of the trade balance is very significant, because the proceeds from tourism cover almost 1/3 (one third) thereof, although it was enlarged over the last five (5) years.*

*It is estimated that the tourism consumption affects 60% of the branches of the Greek economy, while the tourism multiplier effect is estimated to 2,184. In other words, every Euro spent in tourism creates more than twice as high derivative consumption in the rest of the economy.*

*In 2018, the contribution of tourism economy in Greece's GDP was 30.9%, while the overall employment in the tourism industry 988.600 working positions (source: sete) from approximately total 3.752.700 employees in Greece corresponds to 25.9% of the employees. In the following table are listed the data published by SETE in its annual report 2018 demonstrate the basic sizes of Greek tourism industry:*

| ***Greek Tourism – Main Figures for 2018 *(as the average of the last 10 years 2010-2020 Greek Tourism Figures)*** | |
|---|---|
| ***Total Contribution to GDP*** | *30.9% (INSETE)* |
| ***Total Contribution to Employment*** | *25.9% of total employment (WTTC)* |
| ***Total Employment*** | *988.600 (WTTC)* |
| ***International Tourism Receipts*** | *15.6 bn. € (cruise receipts are not included, Bank of Greece)* |
| ***International Tourist Arrivals*** | *30.1 mi. ( cruise passenger arrivals are not included)* |
| ***Average per capita tourism expenditure*** | *520 € (cruise receipts are not included)* |
| ***Market Share (2018)*** | *2% World, 4% Europe* |
| ***Seasonality*** | *54.8% of international tourist arrivals are recorded in July - August – September* |
| ***Concentration of Supply*** | *70% of hotel beds are concentrated in 4 areas of Greece (HCH)* |
| ***Hotel Capacity*** | *10.121 hotels / 798.650 beds (HCH)* |
| ***Top 5 airports (in international tourist arrivals)*** | *Athens (8.721.761), Heraklion (3.319.392), Rhodes (2.362.308), Thessaloniki (2.162.817), Corfu (1.509.219), AIA & Civil Aviation Authority.* |

***Source: INSETE (http://sete.gr/en/strategy-for-tourism/basic-figures-repository/)***

# D. Operational Concept (PHASE A)

### *Boutique 5* Hotel*

*The 5* hotel will have 31 Rooms/2beds, 13 Rooms/3beds and 8 Suites/4beds with additional facilities: spa & wellness center, out & indoor swimming pools, gym & sports, F&B outlets and conference center targeting mainly luxury segment. The project will be developed in the land plot of 12.763m2 and the total coverage (buildings) will be 2.550m2. As the first 5* ultraluxury complex in the region, is expected to be a real magnet for the possible quests. It will be constructed in the period of 2021-2024.*





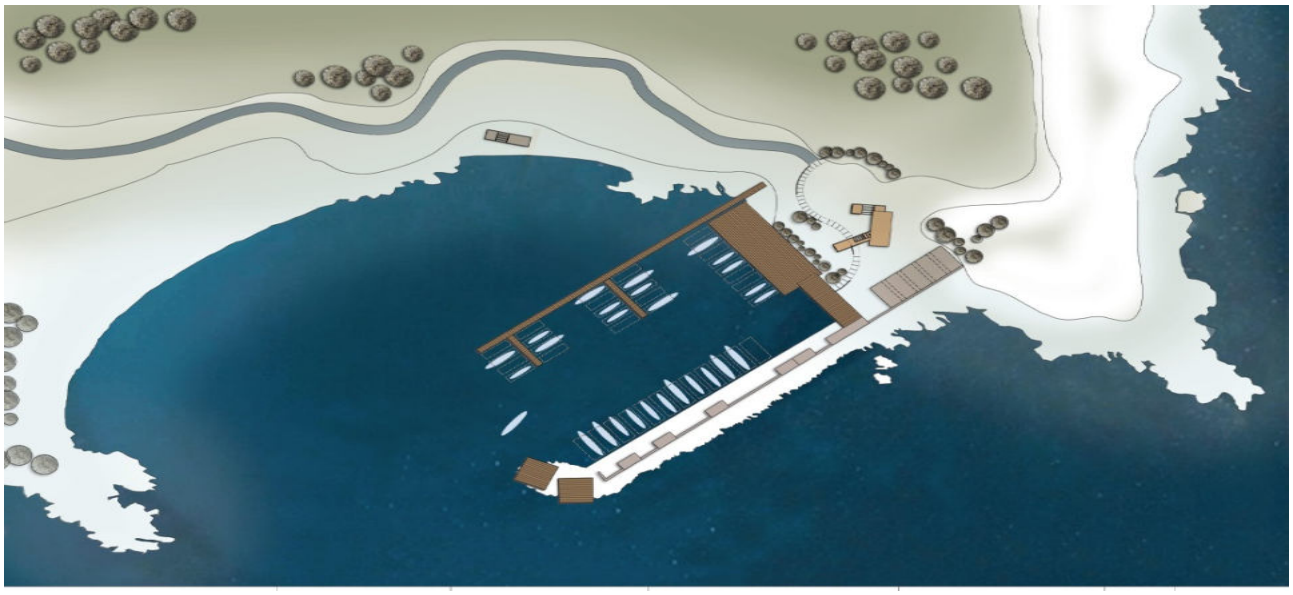
### *All-Suites 5* Hotel*

*The 5* hotel will have 60 Rooms/2beds, 30 Rooms/3beds and 16 Suites/4 beds located at the premium location of the development. The project, as exclusive ultra-luxury hotel will be constructed and operated in front of the coast line and will be targeting ultra luxury segment. Private pools, fine dining, lounge bars, thalasso center, sports, retail stores are some of the facilities of the hotel. The project will be developed in the land plot of 27.416m2 and the total coverage (buildings) will be 5.100m2. It will be constructed in the period of 2021-2024.*



### *Tourist Yacht Shelter*

*The project will be consisted of 20 berths (small size yachts) that will belong to the quests of the 5* hotel. The tourist yacht shelter will have only the basic facilities to support mainly the boats (electricity, fuel, water supply, waste, retail and technical services) and therefore the quests satisfaction will be done by the 5* hotel. The project will be developed in the State land plot of 2.000m2 near to the local fishing port and the total coverage (buildings) will be 100m2. It will be constructed in the period of 2021-2024.*





### *Additional Facilities*

*The additional F&B facilities will be mainly thematic restaurants, café overlooking the bay, beach bars with exotic drinks. The above facilities will also serve the external guests of the place of venue during the season. Activities like gymnastics, beach dancing, sea sports will be organized as well. The project will be developed in the state land plot of 10.000m2 and the total coverage (buildings) will be 250m2. It will be constructed in the period of 2021-2024.*



## E. Construction Cost & Capital Structure

| CONSTRUCTIONS ANALYSIS | Boutique Hotel | All-Suites Hotel | Yacht Shelter | Additional Facilities | TOTAL AMOUNT | UNITS |
|---|---|---|---|---|---|---|
| **Land Plot Size M2** | **12.763** | **27.416** | **2.000** | **10.000** | **52.179** | **M2** |
| **Land Plot Ownership** | **Already acquired** | **Already leased for 25+25=50 years** | **It will be leased by the State 50 years** | **It will be leased by the State 50 years** | **Total land completed in 2021** | **0** |
| **Buildings Capacity M2** | **2.550** | **5.100** | **100** | **250** | **8.000** | **M2** |
| **Project Capacity** | **31R2+13R3+8S4** | **60R2+30R3+16S4** | **20 Yachts** | **F/B, Sports, Eco** | **91R2+43R3+24S4** | **158 Units** |
| **Beds Capacity** | **127** | **274** | **20 berths** | **0** | **401** | **Beds** |
| **Construction Cost/M2 (EUR)** | **1.428** | **1.538** | **0** | **0** | **1.500** | **EUR** |
| Land Plot Acquisition | 0 | 0 | 0 | 0 | 0 | **0.0%** |
| Outdoor Area & Infrastructures | 220.000 | 440.000 | 0 | 0 | **660.000** | **5,5%** |
| Buildings Facilities | 2.084.000 | 4.168.000 | 0 | 0 | **6.252.000** | **52,1%** |
| Mechanical Equipment | 480.000 | 960.000 | 0 | 0 | **1.440.000** | **12,0%** |
| Furniture & Other Equipment | 968.000 | 1.936.000 | 0 | 0 | **2.904.000** | **24,2%** |
| Construction (Soft) Cost | 248.000 | 496.000 | 0 | 0 | **744.000** | **6.2%** |
| CONSTRUCTION COST (TOTAL) | 4.000.000 | 8.000.000 | 0 | 0 | 12.000.000 | 100% |
| Liabilities, Fees, Deviations, Reserved Funds | 0 | 0 | 0 | 0 | **3.000.000** | |
| DEVELOPMENT COST (TOTAL) | 4.000.000 | 8.000.000 | 0 | 0 | 15.000.000 | |

*** Rooms/2beds = 28m2  Rooms/3beds = 35m2  Luxury Suites/4beds = 40m2**
*** Yacht Shelter and Additional Facilities Cost are included in the All-Suites and Boutique Hotel Cost respectively.**

| PROJECT FUNDING | Percentage | 2021 | 2022 | 2023 | 2024 | TOTAL |
|---|---|---|---|---|---|---|
| **Company Funds** | 20% | 1.300.000 | 1.700.000 | 0 | 0 | **3.000.000** |
| **State Grants** | 20% | 0 | 1.500.000 | 1.500.000 | 0 | **3.000.000** |
| **Project Loan** | 60% | 0 | 4.300.000 | 1.900.000 | 2.800.000 | **9.000.000** |
| TOTAL AMOUNT | 100% | 1.300.000 | 7.500.000 | 3.400.000 | 2.800.000 | 15.000.000 |



10, Panepistimiou Str. Syntagma - Athens P.C. 10761 (GREECE) www.samaras-co.gr Tel & Fax: +30 210 95 80 000

# F. Operational Forecasts

*The operational forecasts of the project have been made considering mainly the data of the region's tourism (Chalkidiki), regional markets and competitors like hotel units with the same qualities and capacity (luxury 5* hotels). The expression of interest by the international hotel brands Wyndham, Radisson, Preferred Hotels &Resorts and Maritim Group is already ensured from the company either by letter of interest or by face-to-face meeting in Athens and abroad.*

### *Sources of the Data of the Study*

***The forecasts of the project are based on data concerning the performance of the Greek tourism (luxury 5* hotels) for the year 2018 since these data are the average of performance of the last 10 years (2010-2020). The data are received from authoritative international sources and which are:***

- *Federation of Greek Tourism Companies (SETE) - Greek Tourism: Facts & Figures 2018*
- *Federation of Greek Tourism Companies (SETE) - Contribution of Tourism in Greece 2018*
- *International Travel On-line Agencies (TripAdvisor, Booking.com, Trivago and Hotels.com)*
- *International Tour Operators such as TUI Hellas, FTI Touristik, All Tours and Youtravel*
- *Public Organizations in Greece (National Statistical Service and Chamber of Greek Hotels)*



### *Opening of the Project - Study Period*

*For planning reasons, we consider that luxury hotels, tourist yacht shelter and other facilities will be functional in May 2024. The expected revenues, operational expenses and other financial transactions (loans, depreciation and taxes) are calculated for a period of 10 years (2024-2033) that is sufficient for the Investors to evaluate the net profit of their capital from the project.*

### *Capacity and Maturity of the Investment*

*The project, by its completion in 2024, will have a total capacity of 134 Rooms & 24 Suites and yacht shelter of 20 berths (small size). The project will have also spa facilities, thalassotherapy center, sauna, shops, recreational facilities, health care, food& beverage and more. The investment is expected to be stabilized in the 5th year of operation (maturity) as this usually results in luxury 5* Resorts worldwide.*

### *Operational Period of the Project*

*Most luxury 5* hotels in Greece operate seasonally (six months) due to climate conditions, customer origin and lack of air flights. In recent years, the Greek Tourism Ministry tries to extent the period by alternative forms of tourism such as eco-tourism, agro-tourism, medical, religious, diving, 50+, gastronomy tourism, etc. The airports also installations have been renovated and ready for additional flights. For the purposes of the study the operational period of the project will be 184 days (May-Oct).*

### Prices per Room (luxury 5* hotels)

*For realistically approach of the market revenue, we consider a table (below) with the Average Daily Room Rates (ADRs) from the relevant 5* hotels in Greece with the same level of infrastructures and capacity with the tourism complex. The pieces per type of unit (Rooms and Suites) will be stabilized at the 5th year of operation as the majority of the hotel usually do it.*

| Hotel Unit | Website | Rooms/2beds | Rooms/3beds | Suites/4beds |
|---|---|---|---|---|
| **Sani Resort (Beach Hotel)** | www.sani-resort.com | 220 | 280 | 460 |
| **Mirragio Thermal Spa Resort** | www.miraggio.gr | 260 | 340 | 420 |
| **Blue Lagoon Princess Hotel*** | www.bluelagoongroup.com | 200 | 280 | 420 |
| **White Palace Luxury Resort*** | www.grecotel.com | 290 | 340 | 400 |
| **Out of Blue -Capsis Elite Resort** | www.capsis.com | 200 | 260 | 400 |
| **Anemos Luxury Grand Resort** | www.anemosresort.com | 250 | 300 | 440 |
| **Elysium Resort & Spa** | www.elysium.gr | 280 | 320 | 430 |
| **Atrium Prestige Thalasso& Spa** | www.atriumprestige.gr | 200 | 270 | 390 |
| **Lindos Blue Luxury Hotel** | www.lindosblu.gr | 220 | 290 | 400 |
| **Lezante Blu Exclusive Beach Resort** | www.lezanteblu.gr | 200 | 250 | 400 |
| **AVERAGE DAILY RATE (excluding VAT)** | | **240** | **290** | **420** |

***Source: The above prices has been collected from the official websites, OTA'S, phone calls and advertisements***

*In addition to that the following remarks are critical to the daily price policy of the project:*

- *The above luxury 5*hotels are located in the top 5 destinations of Greece who offers hotels with the same investment characteristics.*
- *The booking period is from 01.07.2018 to 06.07.2018 (7 nights) which is the average period concern the prices of the season per year.*
- *The hotels on the above list have rooms/2beds, rooms/3beds and suites with the same sizes of the project. The deviations are not important.*
- *The proposed prices (average of the above luxury 5* hotels) are NET without VAT 13% and municipality taxes, but including breakfast.*
- *The most expensive hotel is ''the White Palace'', the cheaper ''Blue Lagoon Princess'' and the value for money ''Anemos Resort''.*
- *Low Season: 01.05/20.05. and 21.09/30.10, High Season: 01.07/31.07 and 01.08/20.08, Shoulder Season: 21.05/30.06 and 21.08/20.09*

### Occupancy Rate (luxury 5* hotels)

*All the sectoral reports of specialized companies clearly show that the Average Occupancy Rate (AOR) of luxury 5* hotels in Greece and Chalkidiki in 2018 climbs up to 75% for the seasonal hotels (6 months) and 66 % for those 12-month run. In addition to that, and according to the published study by Greek Research Institute for Tourism, the AOR for luxury 5* hotels was 76.2% in May 2018 and 90.5% in August 2018! Therefore, the AOR 62-70% is a logical performance projection for the complex which will be achieved in the 5th year of operation (stabilized year).*

### *F &B and Other Facilities*

*The percentage of customers who will take breakfast is estimated at 100% of those staying overnight and the price of the breakfast is included in the price of the room, while the percentage of customers that are expected to dine in the restaurant while staying overnight is estimated at 70%. The percentage of customers who will visit the bar is estimated at 90% and the respective of the other facilities (spa, thalasso, crusing, events, F&B outlets) at 20% of those staying overnight.*

### *Payroll Cost & Number of Employees*

*The jobs will reach to 150 new slots and the calculation of the operational cost results in a charge total payroll for 27% of total revenue. The reduction in the number of people employed in the project (150 slots) and the total payroll cost leads to the average monthly salary at 1.800 € for the full time personnel (12 months) and 1.400 € for the seasonal personnel (8 months). The above monthly salaries include the insurance & retirement cost.*

### *Depreciations & Corporate Taxes*

*Depreciations are considered 4% of the infrastructures & buildings cost and 10% of the mechanical and other equipment cost. They will reduce the corporate taxes for the period of 10 years (2024-2033). The corporate taxes have been estimated to 20% as an average for the period of 10 years but it is foreseen none taxes paid for the period of 8 years due to State tax exception of 2M€.*



### *Royalty Fee & Other Non-Operating Items*

*The Royalty Fees paid to the On-line Tourist Agencies (OTA's) are estimated to 4% of the total revenue per year taking into consideration the market analysis of such matter. OTA's are very significant partners to the project in creating revenues by using their huge network worldwide. The Total Non-Operating Items include several expenses that are not a part of the operating cost like FF&E reserve funds, accountant services, legal services, property taxes &levies, insurances, etc. The above expenses are estimated 7.5% (average) of the total revenue.*

### *Additional Expenses of the Project*

*The Additional Expenses estimated on the Cash Flow Statement are: CapEx Reserve (the amount reserved per year will be used for innovation of the project) and Working Capital (it will be used for preventing reasons mainly in the operation period). However, the additional expenses are not depicted on the Net Profit after Taxes Analysis since they are not a part of the operational cost.*

### **Financial Indicators Analysis*

***In the following EBITDA and PROFIT & LOSS STATEMENT Analysis (F1, F2, F3) we analyze the financial figures only for the first 5 years 2024-2028 because the investment is stabilized in terms of revenue in the 5th year and then until the 10th year the figures are consistently the same. The final result of the EBITDA Analysis for the 10 years period is also depicted. The FINANCIAL INDICATORS after the Financial Statements (F1-F7) are the following:***

***EBITDA = 36,2% IRR = 28,8% ROI = 25,6% LTV = 28,2% and NPV = 5.021.091€***

# F1. Boutique Hotel – EBITDA Analysis

| BOUTIQUE HOTEL | 2024 | % | 2025 | % | 2026 | % | 2027 | % | 2028 | % |
|---|---|---|---|---|---|---|---|---|---|---|
| Deluxe Rooms/2beds | 31 | | 31 | | 31 | | 31 | | 31 | |
| Deluxe Rooms/3beds | 13 | | 13 | | 13 | | 13 | | 13 | |
| Superior Suites/4beds | 8 | | 8 | | 8 | | 8 | | 8 | |
| Operational Period -Days | 184 | | 184 | | 184 | | 184 | | 184 | |
| Average Daily Rate (R/2beds) | 200 | | 210 | | 220 | | 230 | | 240 | |
| Average Daily Rate (R/3beds) | 250 | | 260 | | 270 | | 280 | | 290 | |
| Average Daily Rate (S/4beds) | 380 | | 390 | | 400 | | 410 | | 420 | |
| Average Occupancy Rate | 62% | | 64% | | 66% | | 68% | | 70% | |
| Double Occupancy Factor | 2,4 | | 2,4 | | 2,4 | | 2,4 | | 2,4 | |
| Total Staff Slots | 50 | | 50 | | 50 | | 50 | | 50 | |
| **TOTAL REVENUE** | **1.874.815** | **100,0%** | **2.005.311** | **100,0%** | **2.145.017** | **100,0%** | **2.288.979** | **100,0%** | **2.443.510** | **100,0%** |
| ROOM DEPARTMENT | | | | | | | | | | |
| Rooms Revenue | 1.424.859 | **76,0%** | 1.532.058 | **76,4%** | 1.643.083 | **76,6%** | 1.757.936 | **76,8%** | 1.876.616 | **76,8%** |
| Rooms Payroll | 158.159 | **11,1%** | 160.866 | **10,5%** | 165.951 | **10,1%** | 174.036 | **9,9%** | 183.908 | **9,8%** |
| Rooms Operating Expenses | 158.159 | **11,1%** | 156.270 | **10,2%** | 154.450 | **9,4%** | 165.246 | **9,4%** | 176.402 | **9,4%** |
| **Rooms Operating Profit** | **1.108.540** | **77,8%** | **1.214.922** | **79,3%** | **1.322.682** | **80,5%** | **1.418.654** | **80,7%** | **1.516.306** | **80,8%** |
| FOOD & BEVERAGE DEPARTMENT | | | | | | | | | | |
| Food Revenue | 292.471 | **15,6%** | 308.818 | **15,4%** | 328.188 | **15,3%** | 347.925 | **15,2%** | 371.414 | **15,2%** |
| Beverage Revenue | 133.112 | **7,1%** | 138.366 | **6,9%** | 148.006 | **6,9%** | 155.651 | **6,8%** | 166.159 | **6,8%** |
| **Total F&B Revenue** | **425.583** | **22,7%** | **447.184** | **22,3%** | **476.194** | **22,2%** | **503.575** | **22,0%** | **537.572** | **22,0%** |
| Food Cost | 117.866 | **40,3%** | 122.910 | **39,8%** | 129.634 | **39,5%** | 136.387 | **39,2%** | 144.851 | **39,0%** |
| Beverage Cost | 39.934 | **30,0%** | 41.510 | **30,0%** | 44.402 | **30,0%** | 46.695 | **30,0%** | 49.848 | **30,0%** |
| **Total F&B Cost of Sales** | **157.799** | **37,1%** | **164.419** | **36,8%** | **174.036** | **36,5%** | **183.082** | **36,4%** | **194.699** | **36,2%** |
| F&B Payroll | 180.447 | **42,4%** | 181.110 | **40,5%** | 185.239 | **38,9%** | 190.352 | **37,8%** | 197.289 | **36,7%** |
| F&B Opearting Expenses | 15.747 | **3,7%** | 16.546 | **3,7%** | 17.143 | **3,6%** | 18.129 | **3,6%** | 19.353 | **3,6%** |
| **F&B Department Profit** | **71.590** | **16,8%** | **85.109** | **19,0%** | **99.775** | **21,0%** | **112.013** | **22,2%** | **126.232** | **23,5%** |
| OTHER OPERATED DEPARTMENTS | | | | | | | | | | |
| OOD Revenue | 24.373 | **1,3%** | 26.069 | **1,3%** | 25.740 | **1,2%** | 27.468 | **1,2%** | 29.322 | **1,2%** |
| OOD Payroll | 14.331 | **58,8%** | 14.781 | **56,7%** | 14.028 | **54,5%** | 14.448 | **52,6%** | 14.778 | **50,4%** |
| OOD Operating Expenses | 3.802 | **15,6%** | 4.041 | **15,5%** | 3.964 | **15,4%** | 4.230 | **15,4%** | 4.516 | **15,4%** |
| **Other Operating Depart. Profit** | **6.239** | **25,6%** | **7.247** | **27,8%** | **7.748** | **30,1%** | **8.790** | **32,0%** | **10.028** | **34,2%** |
| ADMINISTRATION & GENERAL | | | | | | | | | | |
| A&G Payroll | 80.617 | **4,3%** | 82.218 | **4,1%** | 85.801 | **4,0%** | 89.270 | **3,9%** | 95.297 | **3,9%** |
| A&G Operating Expenses | 52.495 | **2,8%** | 56.149 | **2,8%** | 60.060 | **2,8%** | 64.091 | **2,8%** | 68.418 | **2,8%** |
| **Total A&G Expenses** | **133.112** | **7,1%** | **138.366** | **6,9%** | **145.861** | **6,8%** | **153.362** | **6,7%** | **163.715** | **6,7%** |
| SALES & MARKETING | | | | | | | | | | |
| S&M Payroll | 58.119 | **3,1%** | 58.154 | **2,9%** | 60.060 | **2,8%** | 64.091 | **2,8%** | 65.975 | **2,7%** |
| S&M Operating Expenses | 58.119 | **3,1%** | 58.154 | **2,9%** | 60.060 | **2,8%** | 64.091 | **2,8%** | 65.975 | **2,7%** |
| **Total S&M Expenses** | **116.239** | **6,2%** | **116.308** | **5,8%** | **120.121** | **5,6%** | **128.183** | **5,6%** | **131.950** | **5,4%** |
| REPAIRS /MAINTEN. &ENERGY | | | | | | | | | | |
| R&M Payroll | 20.623 | **1,1%** | 22.058 | **1,1%** | 21.450 | **1,0%** | 22.890 | **1,0%** | 24.435 | **1,0%** |
| R&M Operating Expenses | 16.873 | **0,9%** | 16.042 | **0,8%** | 17.160 | **0,8%** | 18.312 | **0,8%** | 19.548 | **0,8%** |
| Energy (utilities) Costs | 39.371 | **2,1%** | 42.112 | **2,1%** | 42.900 | **2,0%** | 45.780 | **2,0%** | 46.427 | **1,9%** |
| **Total R&M&Energy Expenses** | **76.867** | **4,1%** | **80.212** | **4,0%** | **81.511** | **3,8%** | **86.981** | **3,8%** | **90.410** | **3,7%** |
| MANAGEMENT COST | | | | | | | | | | |
| Basic Management Fee | 74.993 | **4,0%** | 80.212 | **4,0%** | 85.801 | **4,0%** | 91.559 | **4,0%** | 97.740 | **4,0%** |
| **Total Management Fee** | **74.993** | **4,0%** | **80.212** | **4,0%** | **85.801** | **4,0%** | **91.559** | **4,0%** | **97.740** | **4,0%** |
| **GROSS OPERATING PROFIT GOP)** | **785.159** | **41,9%** | **892.179** | **44,5%** | **996.912** | **46,5%** | **1.079.373** | **47,2%** | **1.168.751** | **47,8%** |
| ESTIMATED FIXED CHARGES | | | | | | | | | | |
| Royalties Fees | 74.993 | **4,0%** | 80.212 | **4,0%** | 85.801 | **4,0%** | 91.559 | **4,0%** | 97.740 | **4,0%** |
| FF&E Reserve | 18.748 | **1,0%** | 30.080 | **1,5%** | 42.900 | **2,0%** | 45.780 | **2,0%** | 48.870 | **2,0%** |
| Accountant/Tax | 5.624 | **0,3%** | 6.016 | **0,3%** | 6.435 | **0,3%** | 6.867 | **0,3%** | 7.331 | **0,3%** |
| Property Taxes & Levies | 7.499 | **0,4%** | 8.021 | **0,4%** | 8.580 | **0,4%** | 9.156 | **0,4%** | 9.774 | **0,4%** |
| Insurances | 1.875 | **0,1%** | 2.005 | **0,1%** | 2.145 | **0,1%** | 2.289 | **0,1%** | 2.444 | **0,1%** |
| Other Non-Operating Items | 1.875 | **0,1%** | 2.005 | **0,1%** | 2.145 | **0,1%** | 2.289 | **0,1%** | 2.444 | **0,1%** |
| **Total Non-Operating Expenses** | **110.614** | **5,9%** | **128.340** | **6,4%** | **148.006** | **6,9%** | **157.940** | **6,9%** | **168.602** | **6,9%** |
| **NET OPERATING PROFIT (EBITDA)** | **674.545** | **41,8%** | **763.839** | **44,4%** | **848.906** | **46,4%** | **921.433** | **47,1%** | **1.000.148** | **47,7%** |

**Taking into account the above estimation for the period of 5 years (stabilized year) the Total Net Operating Profit (EBITDA) for the whole projections period of 10 years (2024-2033) is:* ***9.209.613 €***

# F2. All-Suites Hotel – EBITDA Analysis

| ALL-SUITES HOTEL | 2024 | % | 2025 | % | 2026 | % | 2027 | % | 2028 | % |
|---|---|---|---|---|---|---|---|---|---|---|
| Deluxe Rooms/2beds | 60 | | 60 | | 60 | | 60 | | 60 | |
| Deluxe Rooms/3beds | 30 | | 30 | | 30 | | 30 | | 30 | |
| Superior Suites/4beds | 16 | | 16 | | 16 | | 16 | | 16 | |
| Operational Period -Days | 184 | | 184 | | 184 | | 184 | | 184 | |
| Average Daily Rate (R/2beds) | 200 | | 210 | | 220 | | 230 | | 240 | |
| Average Daily Rate (R/3beds) | 250 | | 260 | | 270 | | 280 | | 290 | |
| Average Daily Rate (S/4beds) | 380 | | 390 | | 400 | | 410 | | 420 | |
| Average Occupancy Rate | 62% | | 64% | | 66% | | 68% | | 70% | |
| Double Occupancy Factor | 2,6 | | 2,6 | | 2,6 | | 2,6 | | 2,6 | |
| Total Staff Slots | 100 | | 100 | | 100 | | 100 | | 100 | |
| **TOTAL REVENUE** | **4.394.829** | **100,0%** | **4.668.343** | **100,0%** | **4.954.180** | **100,0%** | **5.253.213** | **100,0%** | **5.582.581** | **100,0%** |
| ROOM DEPARTMENT | | | | | | | | | | |
| Rooms Revenue | 2.918.166 | **66,4%** | 3.137.126 | **67,2%** | 3.363.888 | **67,9%** | 3.598.451 | **68,5%** | 3.840.816 | **68,8%** |
| Rooms Payroll | 531.106 | **18,2%** | 533.311 | **17,0%** | 541.586 | **16,1%** | 557.760 | **15,5%** | 579.963 | **15,1%** |
| Rooms Operating Expenses | 341.425 | **11,7%** | 341.947 | **10,9%** | 363.300 | **10,8%** | 377.837 | **10,5%** | 399.445 | **10,4%** |
| **Rooms Operating Profit** | **2.045.635** | **70,1%** | **2.261.868** | **72,1%** | **2.459.002** | **73,1%** | **2.662.854** | **74,0%** | **2.861.408** | **74,5%** |
| FOOD & BEVERAGE DEPARTMENT | | | | | | | | | | |
| Food Revenue | 685.593 | **15,6%** | 714.256 | **15,3%** | 748.081 | **15,1%** | 782.729 | **14,9%** | 831.805 | **14,9%** |
| Beverage Revenue | 439.483 | **10,0%** | 457.498 | **9,8%** | 475.601 | **9,6%** | 499.055 | **9,5%** | 524.763 | **9,4%** |
| **Total F&B Revenue** | **1.125.076** | **25,6%** | **1.171.754** | **25,1%** | **1.223.682** | **24,7%** | **1.281.784** | **24,4%** | **1.356.567** | **24,3%** |
| Food Cost | 276.294 | **40,3%** | 284.274 | **39,8%** | 293.248 | **39,2%** | 302.133 | **38,6%** | 316.918 | **38,1%** |
| Beverage Cost | 131.845 | **30,0%** | 137.249 | **30,0%** | 142.680 | **30,0%** | 149.717 | **30,0%** | 157.429 | **30,0%** |
| **Total F&B Cost of Sales** | **408.139** | **36,3%** | **421.523** | **36,0%** | **435.928** | **35,6%** | **451.850** | **35,3%** | **474.346** | **35,0%** |
| F&B Payroll | 477.032 | **42,4%** | 474.560 | **40,5%** | 476.012 | **38,9%** | 484.514 | **37,8%** | 497.860 | **36,7%** |
| F&B Opearting Expenses | 34.877 | **3,1%** | 36.324 | **3,1%** | 37.934 | **3,1%** | 39.735 | **3,1%** | 42.054 | **3,1%** |
| **F&B Department Profit** | **205.028** | **18,2%** | **239.346** | **20,4%** | **273.808** | **22,4%** | **305.684** | **23,8%** | **342.307** | **25,2%** |
| OTHER OPERATED DEPARTMENTS | | | | | | | | | | |
| OOD Revenue | 351.586 | **8,0%** | 359.462 | **7,7%** | 366.609 | **7,4%** | 372.978 | **7,1%** | 385.198 | **6,9%** |
| OOD Payroll | 41.136 | **11,7%** | 41.338 | **11,5%** | 42.160 | **11,5%** | 42.892 | **11,5%** | 44.683 | **11,6%** |
| OOD Operating Expenses | 44.651 | **12,7%** | 44.933 | **12,5%** | 45.093 | **12,3%** | 45.503 | **12,2%** | 46.609 | **12,1%** |
| **Other Operating Depart. Profit** | **265.799** | **75,6%** | **273.191** | **76,0%** | **279.356** | **76,2%** | **284.582** | **76,3%** | **293.906** | **76,3%** |
| ADMINISTRATION & GENERAL | | | | | | | | | | |
| A&G Payroll | 83.502 | **1,9%** | 84.030 | **1,8%** | 84.221 | **1,7%** | 89.305 | **1,7%** | 89.321 | **1,6%** |
| A&G Operating Expenses | 109.871 | **2,5%** | 116.709 | **2,5%** | 123.854 | **2,5%** | 131.330 | **2,5%** | 139.565 | **2,5%** |
| **Total A&G Expenses** | **193.372** | **4,4%** | **200.739** | **4,3%** | **208.076** | **4,2%** | **220.635** | **4,2%** | **228.886** | **4,1%** |
| SALES & MARKETING | | | | | | | | | | |
| S&M Payroll | 83.502 | **1,9%** | 84.030 | **1,8%** | 84.221 | **1,7%** | 89.305 | **1,7%** | 94.904 | **1,7%** |
| S&M Operating Expenses | 114.266 | **2,6%** | 116.709 | **2,5%** | 123.854 | **2,5%** | 126.077 | **2,4%** | 133.982 | **2,4%** |
| **Total S&M Expenses** | **197.767** | **4,5%** | **200.739** | **4,3%** | **208.076** | **4,2%** | **215.382** | **4,1%** | **228.886** | **4,1%** |
| REPAIRS -MAINTENAN. &ENERGY | | | | | | | | | | |
| R&M Payroll | 57.133 | **1,3%** | 56.020 | **1,2%** | 59.450 | **1,2%** | 63.039 | **1,2%** | 61.408 | **1,1%** |
| R&M Operating Expenses | 79.107 | **1,8%** | 79.362 | **1,7%** | 79.267 | **1,6%** | 84.051 | **1,6%** | 89.321 | **1,6%** |
| Energy (utilities) Costs | 180.188 | **4,1%** | 182.065 | **3,9%** | 188.259 | **3,8%** | 194.369 | **3,7%** | 200.973 | **3,6%** |
| **Total R&M&Energy Expenses** | **316.428** | **7,2%** | **317.447** | **6,8%** | **326.976** | **6,6%** | **341.459** | **6,5%** | **351.703** | **6,3%** |
| MANAGEMENT COST | | | | | | | | | | |
| Basic Management Fee | 175.793 | **4,0%** | 186.734 | **4,0%** | 198.167 | **4,0%** | 210.129 | **4,0%** | 223.303 | **4,0%** |
| **Total Management Fee** | **175.793** | **4,0%** | **186.734** | **4,0%** | **198.167** | **4,0%** | **210.129** | **4,0%** | **223.303** | **4,0%** |
| **GROSS OPERATING PROFIT GOP)** | **1.633.101** | **37,2%** | **1.868.747** | **40,0%** | **2.070.872** | **41,8%** | **2.265.517** | **43,1%** | **2.464.844** | **44,2%** |
| ESTIMATED FIXED CHARGES | | | | | | | | | | |
| Royalties Fees | 175.793 | **4,0%** | 186.734 | **4,0%** | 198.167 | **4,0%** | 210.129 | **4,0%** | 223.303 | **4,0%** |
| FF&E Reserve | 43.948 | **1,0%** | 70.025 | **1,5%** | 99.084 | **2,0%** | 105.064 | **2,0%** | 111.652 | **2,0%** |
| Accountant/Tax | 13.184 | **0,3%** | 9.337 | **0,2%** | 9.908 | **0,2%** | 10.506 | **0,2%** | 11.165 | **0,2%** |
| Property Taxes & Levies | 17.579 | **0,4%** | 18.673 | **0,4%** | 19.817 | **0,4%** | 21.013 | **0,4%** | 22.330 | **0,4%** |
| Insurances | 8.790 | **0,2%** | 9.337 | **0,2%** | 9.908 | **0,2%** | 10.506 | **0,2%** | 11.165 | **0,2%** |
| Other Non-Operating Items | 1.890 | **0,0%** | 2.007 | **0,0%** | 2.130 | **0,0%** | 2.259 | **0,0%** | 2.401 | **0,0%** |
| **Total Non-Operating Expenses** | **261.185** | **5,9%** | **296.113** | **6,3%** | **339.015** | **6,8%** | **359.477** | **6,8%** | **382.016** | **6,8%** |
| **NET OPERATING PROFIT (EBITDA)** | **1.371.916** | **31,2%** | **1.572.634** | **33,7%** | **1.731.857** | **35,0%** | **1.906.039** | **36,3%** | **2.082.828** | **37,3%** |

**Taking into account the above estimation for the period of 5 years (stabilized year) the Total Net Operating Profit (EBITDA) for the whole projections period of 10 years (2024-2033) is:* ***19.079.412 €***

# *F3. Profit & Loss Statement (Porto Sarti Resort)*

| NET OPERATING PROFIT (EBITDA) | 2024 | % | 2025 | % | 2026 | % | 2027 | % | 2028 | % |
|---|---|---|---|---|---|---|---|---|---|---|
| TOTAL REVENUE | 6.269.644 | 100,0% | 6.673.654 | 100,0% | 7.099.197 | 100,0% | 7.542.193 | 100,0% | 8.026.092 | 100,0% |
| ROOM DEPARTMENT | | | | | | | | | | |
| Rooms Revenue | 4.343.026 | 66,4% | 4.669.184 | 67,2% | 5.006.971 | 67,9% | 5.356.387 | 68,5% | 5.717.432 | 68,8% |
| Rooms Payroll | 689.266 | 18,2% | 694.178 | 17,0% | 707.537 | 16,1% | 731.796 | 15,5% | 763.872 | 15,1% |
| Rooms Operating Expenses | 499.585 | 11,7% | 498.217 | 10,9% | 517.750 | 10,8% | 543.083 | 10,5% | 575.847 | 10,4% |
| Rooms Operating Profit | 3.154.175 | 72,6% | 3.476.790 | 74,5% | 3.781.684 | 75,5% | 4.081.508 | 76,2% | 4.377.714 | 76,6% |
| FOOD & BEVERAGE DEPARTMENT | | | | | | | | | | |
| Food Revenue | 978.064 | 15,6% | 1.023.074 | 15,3% | 1.076.269 | 15,1% | 1.130.654 | 14,9% | 1.203.218 | 14,9% |
| Beverage Revenue | 572.595 | 10,0% | 595.864 | 9,8% | 623.607 | 9,6% | 654.706 | 9,5% | 690.921 | 9,4% |
| Total F&B Revenue | 1.550.659 | 25,6% | 1.618.938 | 25,1% | 1.699.876 | 24,7% | 1.785.359 | 24,4% | 1.894.140 | 24,3% |
| Food Cost | 394.160 | 49,3% | 407.184 | 48,7% | 422.882 | 48,0% | 438.520 | 47,5% | 461.769 | 47,0% |
| Beverage Cost | 171.778 | 30,0% | 178.759 | 30,0% | 187.082 | 30,0% | 196.412 | 30,0% | 207.276 | 30,0% |
| Total F&B Cost of Sales | 565.938 | 36,5% | 585.943 | 36,2% | 609.964 | 35,9% | 634.932 | 35,6% | 669.045 | 35,3% |
| F&B Payroll | 657.479 | 62,3% | 655.670 | 60,2% | 661.252 | 58,6% | 674.866 | 57,4% | 695.149 | 56,7% |
| F&B Opearting Expenses | 50.624 | 3,1% | 52.870 | 3,1% | 55.077 | 3,1% | 57.864 | 3,1% | 61.406 | 3,1% |
| F&B Department Profit | 276.617 | 17,8% | 324.455 | 20,0% | 373.583 | 22,0% | 417.698 | 23,4% | 468.539 | 24,7% |
| OTHER OPERATED DEPARTMENTS | | | | | | | | | | |
| OOD Revenue | 375.959 | 8,0% | 385.531 | 7,7% | 392.350 | 7,4% | 400.446 | 7,1% | 414.520 | 6,9% |
| OOD Payroll | 55.467 | 11,7% | 56.119 | 11,5% | 56.188 | 11,5% | 57.341 | 11,5% | 59.461 | 11,6% |
| OOD Operating Expenses | 48.454 | 12,7% | 48.974 | 12,5% | 49.057 | 12,3% | 49.733 | 12,2% | 51.125 | 12,1% |
| Other Operating Depart. Profit | 272.039 | 72,4% | 280.439 | 72,7% | 287.104 | 73,2% | 293.372 | 73,3% | 303.934 | 73,3% |
| ADMINISTRATION & GENERAL | | | | | | | | | | |
| A&G Payroll | 164.119 | 1,9% | 166.248 | 1,8% | 170.022 | 1,7% | 178.575 | 1,7% | 184.618 | 1,6% |
| A&G Operating Expenses | 162.366 | 2,5% | 172.857 | 2,5% | 183.915 | 2,5% | 195.422 | 2,5% | 207.983 | 2,5% |
| Total A&G Expenses | 326.484 | 5,2% | 339.105 | 5,1% | 353.937 | 5,0% | 373.997 | 5,0% | 392.601 | 4,9% |
| SALES & MARKETING | | | | | | | | | | |
| S&M Payroll | 141.621 | 1,9% | 142.184 | 1,8% | 144.282 | 1,7% | 153.396 | 1,7% | 160.879 | 1,7% |
| S&M Operating Expenses | 172.385 | 2,6% | 174.863 | 2,5% | 183.915 | 2,5% | 190.169 | 2,4% | 199.957 | 2,4% |
| Total S&M Expenses | 314.006 | 5,0% | 317.047 | 4,8% | 328.197 | 4,6% | 343.565 | 4,6% | 360.835 | 4,5% |
| REPAIRS -MAINTENANCE &ENERGY | | | | | | | | | | |
| R&M Payroll | 77.756 | 1,3% | 78.079 | 1,2% | 80.900 | 1,2% | 85.928 | 1,2% | 85.843 | 1,1% |
| R&M Operating Expenses | 95.980 | 1,8% | 95.404 | 1,7% | 96.427 | 1,6% | 102.363 | 1,6% | 108.869 | 1,6% |
| Energy (utilities) Costs | 219.559 | 4,1% | 224.177 | 3,9% | 231.159 | 3,8% | 240.148 | 3,7% | 247.400 | 3,6% |
| Total R&M&Energy Expenses | 393.295 | 6,3% | 397.660 | 6,0% | 408.487 | 5,8% | 428.440 | 5,7% | 442.113 | 5,5% |
| MANAGEMENT COST | | | | | | | | | | |
| Basic Management Fee | 250.786 | 4,0% | 266.946 | 4,0% | 283.968 | 4,0% | 301.688 | 4,0% | 321.044 | 4,0% |
| Total Management Fee | 250.786 | 4,0% | 266.946 | 4,0% | 283.968 | 4,0% | 301.688 | 4,0% | 321.044 | 4,0% |
| GROSS OPERATING PROFIT GOP) | 2.418.260 | 38,6% | 2.760.926 | 41,4% | 3.067.784 | 43,2% | 3.344.889 | 44,3% | 3.633.594 | 45,3% |
| ESTIMATED FIXED CHARGES | | | | | | | | | | |
| Land Leasing Cost | 85.000 | 1,4% | 85.000 | 1,3% | 85.000 | 1,2% | 85.000 | 1,1% | 85.000 | 1,1% |
| Royalties Fees | 250.786 | 4,0% | 266.946 | 4,0% | 283.968 | 4,0% | 301.688 | 4,0% | 321.044 | 4,0% |
| FF&E Reserve | 62.696 | 1,0% | 100.105 | 1,5% | 141.984 | 2,0% | 150.844 | 2,0% | 160.522 | 2,0% |
| Accountant/Tax | 18.809 | 0,3% | 15.353 | 0,2% | 16.343 | 0,2% | 17.373 | 0,2% | 18.496 | 0,2% |
| Property Taxes & Levies | 25.079 | 0,4% | 26.695 | 0,4% | 28.397 | 0,4% | 30.169 | 0,4% | 32.104 | 0,4% |
| Insurances | 10.664 | 0,2% | 11.342 | 0,2% | 12.053 | 0,2% | 12.795 | 0,2% | 13.609 | 0,2% |
| Other Non-Operating Items | 3.765 | 0,0% | 4.013 | 0,0% | 4.275 | 0,0% | 4.548 | 0,0% | 4.844 | 0,0% |
| Total Non-Operating Expenses | 456.799 | 7,3% | 509.453 | 7,6% | 572.021 | 8,0% | 602.417 | 8,0% | 635.618 | 7,9% |
| NET OPERATING PROFIT (EBITDA) | 1.961.461 | 31,3% | 2.251.473 | 33,7% | 2.495.763 | 35,2% | 2.742.472 | 36,4% | 2.997.976 | 37,4% |

**Taking into account the above estimation for the period of 5 years (stabilized year) the Total Net Operating Profit (EBITDA) for the whole projections period of 10 years (2024-2033) is:* ***27.439.025€***

***EBITDA = 36,2%***

***(average 10 years period)***

# *F4. Project Loan, Depreciations and Taxes*

*The Project Loan 9M€ will be provided by Greek Bank for the 10 years pay-out period with 3,5% rate and 12 months grace period. The State will support also the project with 2M€ tax exception for Boutique Hotel and 3M€ grants for All-Suites Hotel during the construction period as well.*

| PROJECT LOAN ANALYSIS | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 | TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Capital Payments 9M | 0 | 0 | 767.172 | 794.023 | 821.814 | 850.578 | 880.348 | 911.160 | 943.051 | 976.058 | 1.010.219 | 1.045.577 | 9.000.000 |
| Interest Payments 3,5% | 0 | 0 | 315.000 | 288.149 | 260.358 | 231.594 | 201.824 | 171.012 | 139.121 | 106.114 | 71.953 | 36.595 | 1.821.720 |
| TOTAL AMOUNT | | 0 | 1.082.172 | 1.082.172 | 1.082.172 | 1.082.172 | 1.082.172 | 1.082.172 | 1.082.172 | 1.082.172 | 1.082.172 | 1.082.172 | 10.821.720 |

| DEPRECIATIONS ANALYSIS | TOTAL COST | % | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 | TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Outdoor Area& Infrastructures | 660.000 | 4,0% | 26.400 | 26.400 | 26.400 | 26.400 | 26.400 | 26.400 | 26.400 | 26.400 | 26.400 | 26.400 | 264.000 |
| Buildings Facilities | 6.252.000 | 4,0% | 250.080 | 250.080 | 250.080 | 250.080 | 250.080 | 250.080 | 250.080 | 250.080 | 250.080 | 250.080 | 2.500.800 |
| Mechanical Equipment | 1.440.000 | 10,0% | 144.000 | 144.000 | 144.000 | 144.000 | 144.000 | 144.000 | 144.000 | 144.000 | 144.000 | 144.000 | 1.440.000 |
| Furniture & Other Equipment | 2.904.000 | 10,0% | 290.400 | 290.400 | 290.400 | 290.400 | 290.400 | 290.400 | 290.400 | 290.400 | 290.400 | 290.400 | 2.904.000 |
| TOTAL DEPRECIATIONS | 11.256.000 | 100,0% | 710.880 | 710.880 | 710.880 | 710.880 | 710.880 | 710.880 | 710.880 | 710.880 | 710.880 | 710.880 | 7.108.800 |

| EFFECTIVE TAXES ANALYSIS | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 | TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| (EBITDA) | 0 | 0 | 1.961.461 | 2.251.473 | 2.495.763 | 2.742.472 | 2.997.976 | 2.997.976 | 2.997.976 | 2.997.976 | 2.997.976 | 2.997.976 | 27.439.026 |
| Total Depreciations | 0 | 0 | 710.880 | 710.880 | 710.880 | 710.880 | 710.880 | 710.880 | 710.880 | 710.880 | 710.880 | 710.880 | 7.108.800 |
| Total Loan Interests | 0 | 0 | 315.000 | 288.149 | 260.358 | 231.594 | 201.824 | 171.012 | 139.121 | 106.114 | 71.953 | 36.595 | 1.821.720 |
| TAXABLE INCOME | 0 | 0 | 935.581 | 1.252.444 | 1.524.525 | 1.799.998 | 2.085.272 | 2.116.084 | 2.147.975 | 2.180.982 | 2.215.143 | 2.250.501 | 18.508.506 |
| Greek State Tax Projections | 0% | 0% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 0 |
| EFFECTIVE TAXES | 0 | 0 | 187.116 | 250.489 | 304.905 | 360.000 | 417.054 | 423.217 | 429.595 | 436.196 | 443.029 | 450.100 | 3.701.701 |
| TAX EXEMPTION 2M | 0 | 0 | 187.116 | 250.489 | 304.905 | 360.000 | 417.054 | 423.217 | 107.219 | 0 | 0 | 0 | 2.050.000 |
| TAX PAYMENTS (10 YEARS) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 322.376 | 436.196 | 443.029 | 450.100 | 1.651.701 |

# *F5. Net Profit After Taxes*

| NET PROFIT AFTER TAXES | | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 | TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| TO TAL REVENUE | | 6.269.644 | 6.673.654 | 7.099.197 | 7.542.193 | 8.026.092 | 8.026.092 | 8.026.092 | 8.026.092 | 8.026.092 | 8.026.092 | 75.741.238 |
| Rooms Operating Profit | | 3.154.175 | 3.476.790 | 3.781.684 | 4.081.508 | 4.377.714 | 4.377.714 | 4.377.714 | 4.377.714 | 4.377.714 | 4.377.714 | 40.760.439 |
| F&B Department Profit | | 276.617 | 324.455 | 373.583 | 417.698 | 468.539 | 468.539 | 468.539 | 468.539 | 468.539 | 468.539 | 4.203.587 |
| Other Depart. Profit | | 272.039 | 280.439 | 287.104 | 293.372 | 303.934 | 303.934 | 303.934 | 303.934 | 303.934 | 303.934 | 2.956.559 |
| TOTAL OPER. PROFIT | | 3.702.831 | 4.081.684 | 4.442.371 | 4.792.578 | 5.150.187 | 5.150.187 | 5.150.187 | 5.150.187 | 5.150.187 | 5.150.187 | 47.920.586 |
| Total A&G Expenses | | 326.484 | 339.105 | 353.937 | 373.997 | 392.601 | 392.601 | 392.601 | 392.601 | 392.601 | 392.601 | 3.749.129 |
| Total S&M Expenses | | 314.006 | 317.047 | 328.197 | 343.565 | 360.835 | 360.835 | 360.835 | 360.835 | 360.835 | 360.835 | 3.467.826 |
| Total R&M&Energy | | 393.295 | 397.660 | 408.487 | 428.440 | 442.113 | 442.113 | 442.113 | 442.113 | 442.113 | 442.113 | 4.280.557 |
| Total Management Fee | | 250.786 | 266.946 | 283.968 | 301.688 | 321.044 | 321.044 | 321.044 | 321.044 | 321.044 | 321.044 | 3.029.650 |
| TOTAL OPERATING EXPENSES | | 1.284.571 | 1.320.758 | 1.374.588 | 1.447.689 | 1.516.593 | 1.516.593 | 1.516.593 | 1.516.593 | 1.516.593 | 1.516.593 | 14.527.161 |
| GROSS OPERETING PROFIT GOP) | | 2.418.260 | 2.760.926 | 3.067.784 | 3.344.889 | 3.633.594 | 3.633.594 | 3.633.594 | 3.633.594 | 3.633.594 | 3.633.594 | 33.393.424 |
| Total Non-Operating Expenses | | 456.799 | 509.453 | 572.021 | 602.417 | 635.618 | 635.618 | 635.618 | 635.618 | 635.618 | 635.618 | 5.954.399 |
| (EBITDA) | A* | 1.961.461 | 2.251.473 | 2.495.763 | 2.742.472 | 2.997.976 | 2.997.976 | 2.997.976 | 2.997.976 | 2.997.976 | 2.997.976 | 27.439.026 |
| Depreciations | | 710.880 | 710.880 | 710.880 | 710.880 | 710.880 | 710.880 | 710.880 | 710.880 | 710.880 | 710.880 | 7.108.800 |
| Amortizations (Loan Capital) | B* | 767.172 | 794.023 | 821.814 | 850.578 | 880.348 | 911.160 | 943.051 | 976.058 | 1.010.219 | 1.045.577 | 9.000.000 |
| (EBIT) | | 483.409 | 746.570 | 963.069 | 1.181.014 | 1.406.748 | 1.375.936 | 1.344.045 | 1.311.038 | 1.276.877 | 1.241.519 | 11.330.226 |
| Loan Interests 3,5% | C* | 315000 | 288149 | 260358 | 231594 | 201824 | 171012 | 139121 | 106114 | 71953 | 36595 | 1.821.720 |
| (EBT) | | 168.409 | 458.421 | 702.711 | 949.420 | 1.204.924 | 1.204.924 | 1.204.924 | 1.204.924 | 1.204.924 | 1.204.924 | 9.508.506 |
| Effective Taxes | D* | 0 | 0 | 0 | 0 | 0 | 0 | 322.376 | 436.196 | 443.029 | 450.100 | 1.651.701 |
| NET PROFIT AFTER TAXES | | 879.289 | 1.169.301 | 1.413.591 | 1.660.300 | 1.915.804 | 1.915.804 | 1.593.428 | 1.479.608 | 1.472.775 | 1.465.704 | 14.965.604 |

*EBITDA = Earnings Before Interest & Taxes & Depreciations & Amortizations

*EBIT = Earnings Before Interest & Taxes

*EBT = Earnings Before Taxes

# F6. Cash Flow Statement

| CASH FLOW STATEMENT | TOTAL | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Rooms Operating Profit | 40.760.439 | 0 | 0 | 0 | 3.154.175 | 3.476.790 | 3.781.684 | 4.081.508 | 4.377.714 | 4.377.714 | 4.377.714 | 4.377.714 | 4.377.714 | 4.377.714 |
| F&B Department Profit | 4.203.587 | 0 | 0 | 0 | 276.617 | 324.455 | 373.583 | 417.698 | 468.539 | 468.539 | 468.539 | 468.539 | 468.539 | 468.539 |
| Other Departments Profit | 2.956.559 | 0 | 0 | 0 | 272.039 | 280.439 | 287.104 | 293.372 | 303.934 | 303.934 | 303.934 | 303.934 | 303.934 | 303.934 |
| TOTAL OPERATING PROFIT | 47.920.586 | 0 | 0 | 0 | 3.702.831 | 4.081.684 | 4.442.371 | 4.792.578 | 5.150.187 | 5.150.187 | 5.150.187 | 5.150.187 | 5.150.187 | 5.150.187 |
| Total A&G Expenses | 3.749.129 | 0 | 0 | 0 | 326.484 | 339.105 | 353.937 | 373.997 | 392.601 | 392.601 | 392.601 | 392.601 | 392.601 | 392.601 |
| Total S&M Expenses | 3.467.826 | 0 | 0 | 0 | 314.006 | 317.047 | 328.197 | 343.565 | 360.835 | 360.835 | 360.835 | 360.835 | 360.835 | 360.835 |
| Total R&M&Energy Expenses | 4.280.557 | 0 | 0 | 0 | 393.295 | 397.660 | 408.487 | 428.440 | 442.113 | 442.113 | 442.113 | 442.113 | 442.113 | 442.113 |
| Total Management Fee | 3.029.650 | 0 | 0 | 0 | 250.786 | 266.946 | 283.968 | 301.688 | 321.044 | 321.044 | 321.044 | 321.044 | 321.044 | 321.044 |
| TOTAL OPERATING EXPENSES | 14.527.161 | 0 | 0 | 0 | 1.284.571 | 1.320.758 | 1.374.588 | 1.447.689 | 1.516.593 | 1.516.593 | 1.516.593 | 1.516.593 | 1.516.593 | 1.516.593 |
| GROSS OPERATING PROFIT (GOP) | 33.393.424 | 0 | 0 | 0 | 2.418.260 | 2.760.926 | 3.067.784 | 3.344.889 | 3.633.594 | 3.633.594 | 3.633.594 | 3.633.594 | 3.633.594 | 3.633.594 |
| Total Non-Oper. Expenses | 5.954.399 | 0 | 0 | 0 | 456.799 | 509.453 | 572.021 | 602.417 | 635.618 | 635.618 | 635.618 | 635.618 | 635.618 | 635.618 |
| (EBITDA) (A1) | 27.439.026 | 0 | 0 | 0 | 1.961.461 | 2.251.473 | 2.495.763 | 2.742.472 | 2.997.976 | 2.997.976 | 2.997.976 | 2.997.976 | 2.997.976 | 2.997.976 |
| Company Funds | 3.000.000 | 1.300.000 | 1.700.000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| State Grants | 3.000.000 | 0 | 1.500.000 | 1.500.000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Project Loan (10 years) | 9.000.000 | 0 | 4.300.000 | 1.900.000 | 2.800.000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Funds Available (A2) | 15.000.000 | 1.300.000 | 7.500.000 | 3.400.000 | 2.800.000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL OF FUNDS (A1)+(A2)=(A3) | 42.439.026 | 1.300.000 | 7.500.000 | 3.400.000 | 4.761.461 | 2.251.473 | 2.495.763 | 2.742.472 | 2.997.976 | 2.997.976 | 2.997.976 | 2.997.976 | 2.997.976 | 2.997.976 |
| Construction (Hard) Cost | 6.912.000 | 0 | 5.463.600 | 1.382.400 | 66.000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Equipment & Others | 4.344.000 | 0 | 1.735.200 | 1.884.000 | 724.800 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Construction (Soft) Cost | 744.000 | 372.000 | 223.200 | 74.400 | 74.400 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Liabilities, Fees, Reserved Funds | 3.000.000 | 900.000 | 50.000 | 50.000 | 2.000.000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Development Cost (A4) | 15.000.000 | 1.272.000 | 7.472.000 | 3.390.800 | 2.865.200 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Project Loan (Capital) | 9.000.000 | 0 | 0 | 0 | 767.172 | 794.023 | 821.814 | 850.578 | 880.348 | 911.160 | 943.051 | 976.058 | 1.010.219 | 1.045.577 |
| Project Loan (Interests) | 1.821.720 | 0 | 0 | 0 | 315.000 | 288.149 | 260.358 | 231.594 | 201.824 | 171.012 | 139.121 | 106.114 | 71.953 | 36.595 |
| Project Loan Service (A5) | 10.821.720 | 0 | 0 | 0 | 1.082.172 | 1.082.172 | 1.082.172 | 1.082.172 | 1.082.172 | 1.082.172 | 1.082.172 | 1.082.172 | 1.082.172 | 1.082.172 |
| Effective Taxes | 1.651.701 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 322.376 | 436.196 | 443.029 | 450.100 |
| Working Capital | 200.000 | 0 | 0 | 0 | 0 | 200.000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| CapEx Reserve 3% | 1.883.938 | 0 | 0 | 0 | 0 | 0 | 212.976 | 226.266 | 240.783 | 240.783 | 240.783 | 240.783 | 240.783 | 240.783 |
| Additional Expenses (A6) | 3.735.639 | 0 | 0 | 0 | 0 | 200.000 | 212.976 | 226.266 | 240.783 | 240.783 | 563.159 | 676.979 | 683.811 | 690.883 |
| TOTAL OF FUNDS (A4+A5+A6) = (A7) | 29.557.359 | 1.272.000 | 7.472.000 | 3.390.800 | 3.947.372 | 1.282.172 | 1.295.148 | 1.308.438 | 1.322.955 | 1.322.955 | 1.645.331 | 1.759.151 | 1.765.983 | 1.773.055 |
| NET CASH FLOW (A3) - (A7) | 12.881.666 | 28.000 | 28.000 | 9.200 | 814.089 | 969.301 | 1.200.615 | 1.434.035 | 1.675.021 | 1.675.021 | 1.352.645 | 1.238.825 | 1.231.993 | 1.224.921 |
| Equity (Company) | 3.000.000 | 1.300.000 | 1.700.000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| FREE CASH FLOW TO EQUITY (FCFE) | 9.881.666 | -1.272.000 | -1.672.000 | 9.200 | 814.089 | 969.301 | 1.200.615 | 1.434.035 | 1.675.021 | 1.675.021 | 1.352.645 | 1.238.825 | 1.231.993 | 1.224.921 |
| CUMULATIVE (FCFE) | 9.881.666 | -1.272.000 | -2.944.000 | -2.934.800 | -2.120.711 | -1.151.410 | 49.205 | 1.483.240 | 3.158.261 | 4.833.282 | 6.185.928 | 7.424.752 | 8.656.745 | 9.881.666 |

# *F7. Financial Indicators*

| INTERNAL RATE OF RETURN ANALYSIS (IRR) | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 | TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Net Profit After Taxes | 0 | 0 | 0 | 879.289 | 1.169.301 | 1.413.591 | 1.660.300 | 1.915.804 | 1.915.804 | 1.593.428 | 1.479.608 | 1.472.775 | 1.465.704 | **14.965.604** |
| Equity (Company&Grants) | 1.300.000 | 1.700.000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | **3.000.000** |
| **IRR : INTERNAL RATE OF RETURN** | **-1.300.000** | **-1.700.000** | **0** | **879.289** | **1.169.301** | **1.413.591** | **1.660.300** | **1.915.804** | **1.915.804** | **1.593.428** | **1.479.608** | **1.472.775** | **1.465.704** | **28,8%** |

0

| RETURN ON INVESTMENT ANALYSIS (ROI) | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 | TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Terminal Value (TV) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 38.414.636 | **38.414.636** |
| Net Profit After Taxes | 0 | 0 | 0 | 879.289 | 1.169.301 | 1.413.591 | 1.660.300 | 1.915.804 | 1.915.804 | 1.593.428 | 1.479.608 | 1.472.775 | 1.465.704 | **14.965.604** |
| Construction Cost | 1.272.000 | 7.472.000 | 3.390.800 | 2.865.200 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | **15.000.000** |
| **NET PROFIT OF THE 10 YEARS PERIOD** | **-1.272.000** | **-7.472.000** | **-3.390.800** | **-1.985.911** | **1.169.301** | **1.413.591** | **1.660.300** | **1.915.804** | **1.915.804** | **1.593.428** | **1.479.608** | **1.472.775** | **39.880.340** | **38.380.240** |
| Reduction: Construction Cost | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | **15.000.000** |
| **ROI : RETURN ON INVESTMENT** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **25,6%** |

| LOAN TO VALUE RATIO ANALYSIS (LTV) | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 | TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Total Loan Service 9M (2024-2033) | 0 | 0 | 0 | 1.082.172 | 1.082.172 | 1.082.172 | 1.082.172 | 1.082.172 | 1.082.172 | 1.082.172 | 1.082.172 | 1.082.172 | 1.082.172 | **10.821.720** |
| Reduction: Terminal Value (TV) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | 38.414.636 | **38.414.636** |
| **LTV : LOAN TO VALUE RATIO** | **0** | **0** | **0** | **1.082.172** | **1.082.172** | **1.082.172** | **1.082.172** | **1.082.172** | **1.082.172** | **1.082.172** | **1.082.172** | **1.082.172** | **39.496.808** | **28,2%** |

| NET PRESENT VALUE ANALYSIS (NPV) | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 | TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Free Cash Flow to Equity (FCFE) | -1.272.000 | -1.672.000 | 9.200 | 814.089 | 969.301 | 1.200.615 | 1.434.035 | 1.675.021 | 1.675.021 | 1.352.645 | 1.238.825 | 1.231.993 | 1.224.921 | **9.881.666** |
| Discount Coefficient | 1,00 | 0,95 | 0,90 | 0,85 | 0,80 | 0,75 | 0,70 | 0,65 | 0,60 | 0,55 | 0,50 | 0,45 | 0,40 | **0,00** |
| **NPV : NET PRESENT VALUE** | **-1.272.000** | **-1.588.400** | **8.280** | **691.976** | **775.441** | **900.461** | **1.003.824** | **1.088.764** | **1.005.013** | **743.955** | **619.412** | **554.397** | **489.968** | **5.021.091** |

**Terminal Value = Average of EBITDA 10 years X 14 times ( in case of the company will be solt 100% at the end of prejected period 2033 )*

# G. Company Market Value (CMV)

*In case of the Investor will buy-out 100% of the shares of the Company, we have to estimate the* ***Company Market Value (CMV)*** *by logical way taking into account the following formula:*

***Company Market Value (CMV) = Net Present Value (NPV) + Property Market Value (PMV)***
***Average***

*Income method – Discounted cash flow method (DCF): We consider this method in order to estimate the* ***Net Present Value (NPV)*** *of the project. According to this method, the value of each project is calculated by determining the present value through the discounted cash flow of the study period (10 years), based on the business's financial data and comparative data between businesses of the tourism industry.*

*Depreciated replacement cost method (DRC): We consider this method in order to estimate the* ***Property Market Value (PMV)*** *of the land property. According to this method, the cost of a property is calculated as the sum of the land's value and the depreciated replacement cost. The depreciated replacement cost of an existing fixed asset with a hypothetical modern equivalent, making appropriate adjustments due to natural, functional and technical obsolescence.*



### *Special Assumptions*

*The valuation of CMV is also based on the assumption of technical and legal legitimacy:*

- *The valuation assignment was not based on the requirement of designating the minimum, maximum, or predetermined result.*
- *We confirm that this report is confidential and is exclusively addressed to the addressee. Not third party liability is recognized.*
- *Moreover, this valuation report or part of it or reference to it is not for publication by any means or to any publication without our prior written approval.*
- *The appraiser's opinion regarding the outcome of the valuation applies only on the date of the valuation.*

### *Project Description*

*The project description has been presented by details on the Chapter D of this valuation study*

### *Evaluation Study Methology*

*During the process of valuation, at least two of the following valuation methods is followed:*

- *Income method – Direct capitalization method*
- ***Income method – Discounted cash flow method – DFC***
- *Comparative method*
- *Residual method*
- ***Depreciated replacement cost method – DRC***

# G1. Net Present Value (NPV)

### *Land Plot Description*

*The property being valued is outside the town plan, outside the settlement boundaries, outside the Zone and inside SHOOAP (Open City Spatial and Housing Organization Plan), in an area characterized as PEPD-PERPO (Area of Controlled and Contained Construction-Specially Regulated Town Planning Area) in the location of ''Achlada Bay'' in the area of Sarti, of the Municipal Region of Sithonia, in theMunicipality of Sithonia, in the Regional Unit of Chalkidiki. Its surface is amounting to 50.179 m2.*

*Access to the plot is through the provincial road of Nikiti-Sarti. Building regulations are as follows: Government Gazette 168/issue of Forced Expropriation and Urban Affairs/2012, with general buildability at 4,000 sq. m. and façade at 25.00m. According toN.3105/03 Article 41, par. 7: Concerning five (5) star hotels, and after the plot's suitability approval by the responsible Tourism Department or the Greek Tourism Organization, the building coefficient is set to 0.20 for the whole area of the land plot. Height up to what is stated in article 15 of the New Building Regulation.*

*Permitted uses are those permitted in areas of Tourism – Recreation, i.e.: touristic accommodation and facilities, such as hotels – touristic accommodation of any kind, facilities of special touristic infrastructure, sites for organized camping, service facilities for bathers and other touristic facilities. Maximum permitted capacity cannot be more than 400 beds.*



### *Income method – Discounted cash flow method (DCF)*

*The valuation of assets, that consist of (2) hotel units with 158 units and 400 beds, using the income method, is performed through the use of the discounted cash flow method. The discounted cash flow method is based on the detailed prediction of cash flows for the specific future period. The predicted cash flow is based on the present value of the business* ***with the help of a discount rate.*** *The discounted cash flow method is appropriate when valuating businesses, in which the growth of financial indicators (revenue, profits, cash flow) is expected to be un even or when the future revenue from assets will differ materially from current revenues.*

*The forecast period should last long enough, so that after it is over, further forecast of business activities could be performed based on constant parameters, such as constant revenue growth rate, constant business investment share etc. Based on the available forecasts of the company's management, within the frames of this report,* ***a forecast period equal to 10 years (2024 – 2033) has been selected.***

*The discount rate is the current capitalization rate (i.e. the current performance level of same type properties) and it is the interest rate used to calculate the property value. In order to perform this valuation,* ***the capitalization rate was considered to be at 5%,*** *which is given as the performance level for similar properties in our country by the National Bank of Greece based on the current financial state of the country and the development prospects.*

*The construction of cash flow can be performed in nominal values (taking into account the expected inflation) or in real values (excluding the expected inflation).* ***In this report, the calculation of cash flows has been performed in nominal values.*** *All calculations for the construction of cash flow have been performed in euros.*

*The discounted cash flow method (DFC) is usually developed based on net cash flows. More specifically, the residual value of the company's assets after the decade of our study is equal the interest and capital payments for long and short term loans, so their sum is equal to zero. DCF results in going concern, regarding that this value will perpetually be equal to the sum of present values of cash flow, discounted in terms of present value.*

*The projection of cash flow from the implementation of the plan for the operation of the project is based on the* ***Chapter F6 (Cash Flow Statement).****The tourism complex will start its operation in May 2024 and the total construction cost for the construction of the hotels and the yacht shelter according to the investment project amounts to about* ***15M€.***

| Operational Period | Free Cash Flow to Equity (FCFE) | Discount Coefficient | Net Present Value (NPV) |
|---|---|---|---|
| **2021** | -1.272.000 | 1.00 | -1.272.000 |
| **2022** | -1.672.000 | 0,95 | -1.588.400 |
| **2023** | 9.200 | 0,90 | 8.280 |
| **2024** | 814.089 | 0,85 | 691.976 |
| **2025** | 969.301 | 0,80 | 775.441 |
| **2026** | 1.200.615 | 0,75 | 900.461 |
| **2027** | 1.434.035 | 0,70 | 1.003.824 |
| **2028** | 1.675.021 | 0,65 | 1.088.764 |
| **2029** | 1.675.021 | 0,60 | 1.005.013 |
| **2030** | 1.352.645 | 0,55 | 743.955 |
| **2031** | 1.238.825 | 0,50 | 619.412 |
| **2032** | 1.231.993 | 0,45 | 554.397 |
| **2033** | 1.224.921 | 0,40 | 489.968 |
| **Net Present Value** | **9.881.666** | | **5.021.091** |



***Net Present Value (NPV) using the discounted cash flow method (DCF):*** ***5.021.091€.***

***Remark: The State support to the project 3M€ grants & 2M€ tax exemption are considered in order to estimate the FCFE and consequently to NPV of the project. (Cash Flow Statement – Chapter F6)***

# G2. Property Market Value (PMV)

### *Land Plot Description*

*The property being valued is outside the town plan, outside the settlement boundaries, outside the Zone and inside SHOOAP (Open City Spatial and Housing Organization Plan), in an area characterized as PEPD-PERPO (Area of Controlled and Contained Construction-Specially Regulated Town Planning Area) in the location of ''Achlada Bay'' in the area of Sarti, of the Municipal Region of Sithonia, in the Regional Unit of Chalkidiki.* ***Its surface is amounting to 50.179 m2 as following:***

- ***Land Plot 7.430m2, acquired by the company with the 51623/20.11.2009 official notarial deed***
- ***Land Plot 5.333m2, acquired by the company with the 52912/05.03.2010 official notarial deed***
- ***Land Plot 27.416m2, long -term leased by the company with leasing contract dated 06.04.2011***
- ***Land Plot 12.000m2, will be leased from the State in 2021 only for beach and quests activities***

*Access to the plot is through the provincial road of Nikiti-Sarti. Building regulations are as follows: Government Gazette 168/issue of Forced Expropriation and Urban Affairs/2012, with general buildability at 4,000 sq. m. and façade at 25.00m. According toN.3105/03 Article 41, par. 7: Concerning five (5) star hotels, and after the plot's suitability approval by the responsible Tourism Department or the Greek Tourism Organization, the building coefficient is set to 0.20 for the whole area of the land plot. Height up to what is stated in article 15 of the New Building Regulation.*

*Permitted uses are those permitted in areas of Tourism – Recreation, i.e.: touristic accommodation and facilities, such as hotels – touristic accommodation of any kind, facilities of special touristic infrastructure, sites for organized camping, service facilities for bathers and other touristic facilities. Maximum permitted capacity cannot be more than 400 beds.*

*For the purpose of this report, the Property Market Value was defined as the estimated amount for which a property should exchange on the date of valuation between a willing buyer and a willing seller in an arm's- length transaction after proper marketing wherein the parties had each acted knowledgeably, prudently, and without compulsion. Forced Sale Value is the amount that may reasonably be received from the sale of a property under forced sale conditions that do not meet all the criteria of a normal market transaction.*

### *PMV Evaluation Principles*

*The general principles on which the PMV evaluation has been based are the following:*

- *Study, recording, and analysis of the available data, relating to the topic of this study.*
- *Autopsy in the wider area of the property to confirm cross check complete the allocated data.*
- *Property research in order to gather comparative data and prevailing values of properties.*
- *Implementation of the appropriate methods for the determination of the development.*

*The evaluation of the above describing property (PMV) will be carried out in accordance with the general guidelines and codes:*

- *International Valuation Standards*
- *The European Group of Valuers' Association, TEGoVA.*



10, Panepistimiou Str. Syntagma - Athens P.C. 10761 (GREECE) www.samaras-co.gr Tel & Fax: +30 210 95 80 000

### *Depreciated replacement cost method (DRC)*

*As mentioned before, according to this method, the land plot value calculation arises as the sum of the land plot value and the depreciated replacement cost. The depreciated replacement cost is the current replacement cost of an existing asset with a hypothetical equivalent one, making the proper adjustments according to natural, functional and technical depreciation.*

*The calculation of the land plot value will be performed through the comparative method, in which method the definition of the property's value is done based on the conclusions arising by research and collection of comparative elements that have the greatest similarity of characteristics to the value done. Depending on whether the valued one in relation to the comparative one that is on the market for sale is inferior or superior, we use increasing or reducing factors respectively. The characteristics that affect the value of a land plot are location, view, size, accessibility, shape and use.*

### *Sales Advertisements for Land Plots in Chalkidiki Area (GREECE)*

*We present selected sales advertisements for land plot in the area of Chalkidiki (GREECE) as they depicted on the perspective website of the company ''Spitogatos'' **www.spitogatos.gr** in order to prove the commercial price value of the property of the project. The above company is very popular in Greece for land plot sales deals and therefore it is a measure of comparison. Finally, the prices that are offered & closed by buyers are 80% of the respective in the advertisements.*





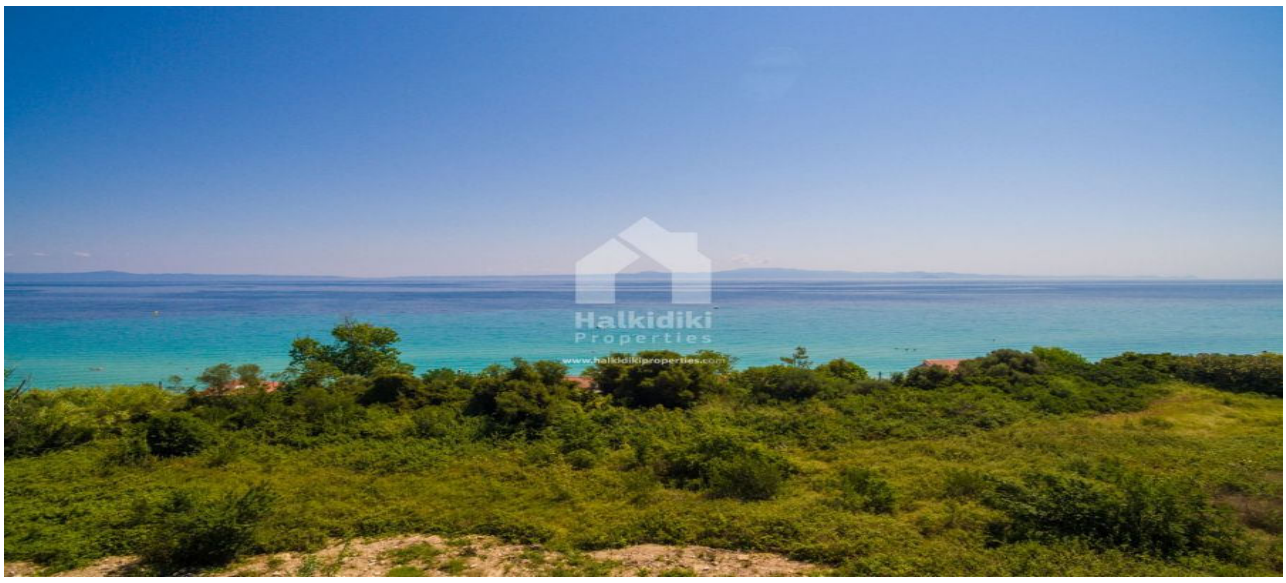
| Place | Address | Size per M2 | Price per M2 | Selling Price/€ |
|---|---|---|---|---|
| Chalkidiki | Lagomandra | 22.000 | 318 | 7.000.000 |
| *Plot of land in Sithonia Chalkidiki, 22.000m2, first in the sea, in an amazing, tourist location. In the area there is a profitable tourist business. The area is surrounded by a beautiful beach with crystal clear waters, full of trees and flowers. It is ideal for professional use, long-term rental as well as for building a hotel unit or other tourist exploitation.* | | | | |




| Place | Address | Size per M2 | Price per M2 | Selling Price/€ |
|---|---|---|---|---|
| *Chalkidiki* | *Akanthos* | *25.500* | *220* | *5.600.000* |

*It has about 140 meters of sandy beaches, there are many different species of different species (different types of meadows, olive trees), but they are not forest. The plot consists of a total plot of about 25.500m2 Meters. It can be divided into 6 pieces (from 4 + 1 sq. M.) To make houses. The building factor is 0.2 to build up residences units or hotel installations.*





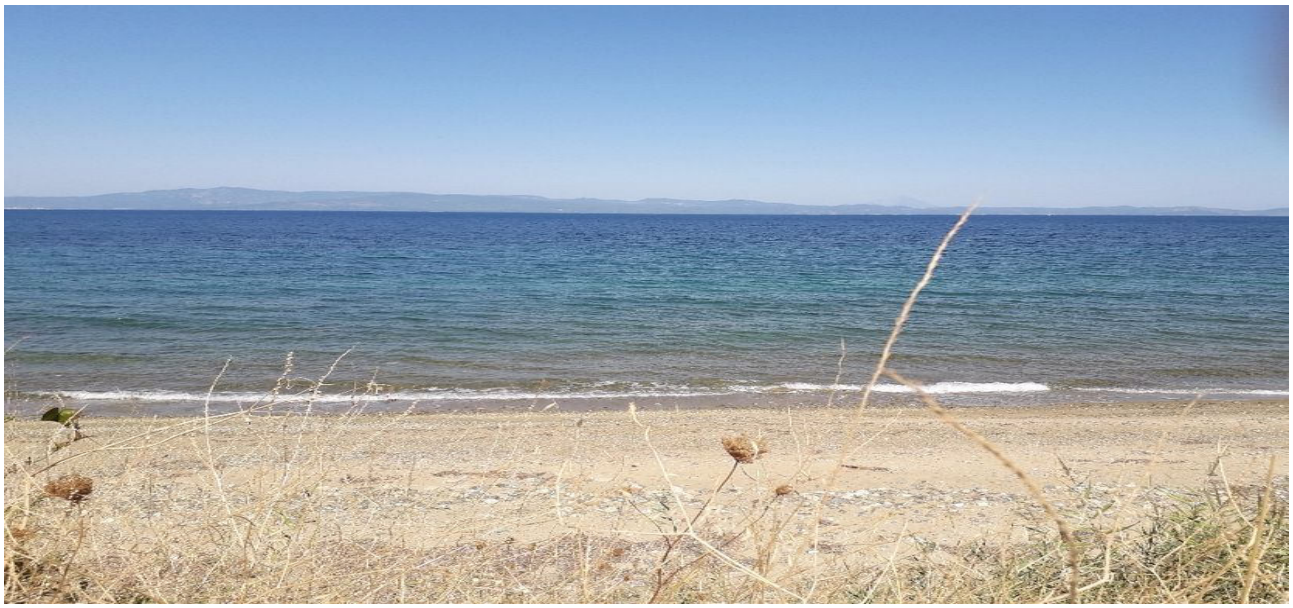

| Place | Address | Size per M2 | Price per M2 | Selling Price/€ |
|---|---|---|---|---|
| *Chalkidiki* | *Kassandra* | *10.500* | *286* | *3.000.000* |

*Amazing parcel of 10,500 m2 in Kassandra Chalkidiki, only 50 meters from the sea and 250 meters from the center of the village. The property has east orientation, it is level, angular, facade on road and tree-planted. It is even and build able, with a building permit of 600 m2. The property also has an approval for the construction of a 2,500 m2 as hotel installation.*




| Place | Address | Size per M2 | Price per M2 | Selling Price/€ |
|---|---|---|---|---|
| Chalkidiki | Toroni | 40.000 | 375 | 15.000.000 |
| *Center FOR SALE Parcel of 40.000 m2 Price: 15.000.000 € Sithonia: For sale an area of 40.000m2 first in the sea with 300m person on the sandy beach, suitable location for any tourist establishment, for hotel, residential settlement etc.* | | | | |





| Place | Address | Size per M2 | Price per M2 | Selling Price/€ |
|---|---|---|---|---|
| Chalkidiki | Paliouri | 15.000 | 213 | 3.200.000 |
| *Plot of land in Paliouri, Kassandra. The 1st in the sea, it separates the main road and from the bottom there is also its own small piece of beach for table and chairs and beach bar with no buildings at that point.It may supplement other measures if necessary. Builds 20%. Also suitable for a hotel unit. Negotiable price. Real estate code AAL110* | | | | |

*The land plot value calculation takes place in the tables below, based on the comparative elements that arise from the market research and the extrapolation factors in relation to the property characteristics. From the (5) values arising from the comparative method for the land plots with similar characteristics to the value one, we calculate the land plot value by the arithmetic mean:*

| Price/M2 € | View | Size | Factor + - | Asking Price | Access &Position | Average Price |
|---|---|---|---|---|---|---|
| 318.00 | 0.90 | 0.85 | 1.10 | 0.80 | 0.70 | 276.66 |
| 220.00 | 0.90 | 0.85 | 1.10 | 0.80 | 0.70 | 191.40 |
| 286.00 | 0.90 | 0.85 | 1.10 | 0.80 | 0.70 | 248.82 |
| 375.00 | 0.90 | 0.85 | 1.10 | 0.80 | 0.70 | 326.25 |
| 213.00 | 0.90 | 0.85 | 1.10 | 0.80 | 0.70 | 185.31 |
| **282.40** | **0.90** | **0.85** | **1.10** | **0.80** | **0.70** | **245.68** |

*Based on the above details, the price per square meter for land plots with surface, position and view equivalent to the valuated one,* ***amounts to 245.68€/M2****. The land plot of the project is presented on the table below which we are going to estimate the Property Market Value (PMV):*

| Land Size/M2 | Ownership | Status of Affairs |
|---|---|---|
| 7.430 | Happy Holidays S.A | Already acquired by the Company No 51623/20.11.2009 |
| 5.333 | Happy Holidays S.A | Already acquired by the Company No 52912/05.03.2010 |
| 27.416 | Happy Holidays S.A | Already leased from local Municipality Contract 06.04.2011 |
| 12.000 | State Shoreline | It will be leased from the Greek State for 50 years in 2021 |
| **52.179** | | |

***The Property Market Value (PMV) of the total land plot is calculated in the table below with the respective land factor that depend on the ownership of the land plot. The land factor for the Municipality land is estimated 0.40 because the period of the leasing contract is 50 years, while the land factor of the shoreline is estimated 0.10 because of the restrictions to construct buildings at this land. The Company will construct 2 hotels, yacht shelter and additional facilities.***

| Land Size/M2 | Ownership | Land Factor | Price/M2 | Market Value/€ |
|---|---|---|---|---|
| 7.430 | Acquired (Company) | **1.00** | 245.68 | 1.825.402 |
| 5.333 | Acquired (Company) | **1.00** | 245.68 | 1.310.211 |
| 27.416 | Leased (Municipality) | **0.40** | 245.68 | 2.694.225 |
| 12.000 | Leased (Shoreline) | **0.10** | 245.68 | 294.816 |
| **52.179** | | | | **6.124.654** |

*In order to calculate the replacement cost of an existing asset with a hypothetical modern equivalent, since in the case of the valuated one, we talk about the construction of (2) hotels & facilities, all we have to do is to calculate the construction cost until today and take the depreciated residual value at the end of the period of time of the project. This value of the facilities under construction (construction period) is estimated* ***15.000.000€.*** *In accordance to the above, the cost of the various studies, the master plan of the investment and the cost for the acquiring of the permissions from the state has* ***an aggregated value of 220.000€.*** *The sum of these two values gives the final material value and it is given in the table below:*

| Land Plot Value | Masterplan, permissions, etc | Material Value of the Land Plot |
|---|---|---|
| 6.124.654 | 220.000 | 6.344.654 |
| | | |

*In order to calculate the **Property Market Value (PMV)** using the depreciated replacement cost method, all we have to do is a depreciation of 12.0% to the Material value, because after the property is constructed, it is impossible to be used alternatively, meaning that this can make a future sale harder. This means:*

***(Property Market value) = (1 – 0.12) * (Material value) = 0.88 * 6.344.654 = 5.583.295 €***

***Property Market Value (PMV) using the depreciated replacement cost method: 5.583.295€***

# H. Valuation Study - Conclusions

***Company Market Value(CMV) was valuated based on the AVERAGE of the following methods:***

- *Income method – Discounted cash flow method (DCF) for the estimation of **NPV** of the project*
- *Depreciated replacement cost method (DRC) for the estimation of **PMV** of the land property*



*Taking under consideration all assumptions and restrictive conditions mentioned in this submitted valuation study, the estimation of the Net Present Value (NPV) of the project, the Property Market Value (PMV) as well as the **Company Market Value (CMV)** we conclude to:*

| Net Present Value (NPV) | Property Market Value (PMV) | Company Market Value (CMV) |
|---|---|---|
| 5.021.091€ | 5.583.295€ | Average 5.302.193€ |

***Company Market Value (CMV) is 5.302.193€** in case of investor/s is willing to buy-out 100% the company **before constructions** and the above price is considered logical, realistic and harmonized with the tourism market in the area of Chalkidiki and GREECE.*

*It is noted that no valuation method claims infallibility on its behalf. Therefore, it is suggested that everyone interested in the aforementioned information, shall first assess, and based on their judgment, all related financial details and assumptions.*

*We believe that this business valuation is a safe approach on the overall value of the business and can act as the proper basis for negotiation between the interested parties. Moreover, the methods adopted for this study, **according to the data that were given to us by the company's management are suitable for this specific case.***

# I. General Terms of Valuation Study

- *The valuation was performed assuming a stable social, economic and political environment. As a result, we are not responsible for any changes / fluctuations to the property's value in case there are variations to his environment.*

- *The results and conclusions of this report are based on the information that we had at our disposal, concerning the financial data of the company, market conditions, competition and future developments in the industry in Greece.*

- *Although we consider the data and information that were given to us by the company's management as credible, we did not perform a check or investigation on them. As a result, we are in no position to provide our opinion or certify their accuracy.*

- *Information that was given to us by a third party that was mentioned in our valuation report shall be considered credible. However, no guarantee is provided on the accuracy of such information.*

- *Neither measurement of the area, nor investigation of the property ownership was performed during this study. The surfaces stated in this report are based on data given to us, which have been presented in the relevant paragraph.*

- *We assume that the data and information given to us by the assignor are accurate and reflect the real situation or future potential development of the property. Furthermore, we consider as assumption that only when the negotiated rental values are achieved and future development is harmonized with urban planning regulations, will the exported value of the Method apply.*

- *We assume that the property falls under the requirements of relevant legislation.*

- *No taxes that shall be paid in case of property disposal were taken into account during valuation*

- *It should be noted that information disposability concerning this study was restricted and, in some cases, hard to verify. Although the report and evaluations were performed based on our experience and data we had at our disposal, we do not guarantee in any way that the forecasts considering future performance will come true and we stress the possibility of significant deviation to forecasted performance. It is clearly understood that the author of this report is not obliged to revise this study or any other analysis.*

- *For the drawing of this report, we did not take into account the possible implications from any changes in the regulations concerning environmental or planning principles, conditions for granting the license or any other restrictions. We believe that the company's Management is aware of all regulating or other restrictions.*

- *The evaluation of the efficiency of the hotel's management is not part of this study, and we are not responsible for future ways of management and promotion of the property that will be responsible for the actual results. The evaluation on the company's future performance has been based upon the assumption of a capable and effective management.*

- *No investigation on the legal capacity / property titles has been performed. We assume that there is a clear title or titles to the free property and that the land is not subject to significant encumbrances. We have not examined title deeds and we assume that the clear title of the property can be proven if asked. We assume that the property is clear and free from encumbrances and restrictions.*

- *Valuation has been based on the fact that the property has no construction defects.*

***Athens, 10.01.2021***



***For and Behalf of Samaras & Associates S.A.***

***Nikos Kasimatis***
*Chief Strategic Development*

ΚΑΣΙΜΑΤΗΣ ΣΠ. ΝΙΚΟΛΑΟΣ
ΔΙΠΛΩΜ. ΠΟΛΙΤΙΚΟΣ ΜΗΧΑΝΙΚΟΣ
ΜΕΛΟΣ Τ.Ε.Ε. ΑΡΙΘ. ΜΗΤΡΩΟΥ 68818
Ν. ΕΓΝΑΤΙΑ 331 - ΤΗΛ. 309.948 - ΘΕΣΣΑΛΟΝΙΚΗ
Α.Φ.Μ. 46806257 - Δ.Ο.Υ. Ζ' ΘΕΣ/ΝΙΚΗΣ

***Anastasios Chatzisavvas***
*Expert Valuer, Real Estate Property*
*(Ministry of Finance, RN: 230)*

PEOPLECERT

This is to certify that

**ANASTASIOS-MARIOS CHATZISAVVAS**

Has achieved the

**Expert Valuer in Real Estate Property**

*(Syllabus Version 01.6)*

Certificate Number
**GR730000371AC**

Candidate Number
**9980033424668412**

Effective from
**30 Jan 2016**

Valid until
**30 Jan 2021**

Constantinos Kesentes
PEOPLECERT Group
General Manager

Panorea Theleriti
PEOPLECERT Group
Certification Qualifier

Printed on 2 March 2016

The terms governing the issue of this certificate and its validity can be confirmed via www.peoplecert.org.

SAMARAS & ASSOCIATES S.A.
DEVELOPMENT CONSULTANTS

# *Valuation Study: Porto Sarti Resort*

***2021***