



KYIV
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ComfortLine Kyiv Hotel



Source: ABHG, 2011



The strong partners





Convenient location





Hotel for a wide audience

- Corporate clients and business-tourists.
- Leisure-tourists.
- Sport-tourists – sponsors, teams and fans who will attend events that will take place at the Sport Life water center.
- Lecturers and students, that are participating in student exchange programs between Shevchenko National University and other international universities, as well as their relatives, who are accompanying or visiting them.
- Participants of events in “Expocentre of Ukraine”.
- Local’s will have an opportunity to gain access to additional hotel services such as pool, spa, and wellness center for a fee.





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**A unique leisure area
+ 3-7% to Occ. during summer season**



The most efficient use of space

Item	Nmb	Seats	Seats per key	Area	%
Living areas, incl.:				3711 sq m	52%
Guest rooms	150	291	1.94	3493 sq m	
Public areas, incl.:				1212 sq m	17%
Lobby/ Reception/Lounge-bar	1	50	0.33	249 sq m	
Restaurant (incl. kitchen & storages)	1	155	1.03	215 sq m	
Ballroom	1	201	1.34	282 sq m	
Board room	1	17	-	34 sq m	
Beauty salon	1	-	-	58 sq m	
Gym	1	-	-	19 sq m	
Kids room	1	-	-	18 sq m	
Back of the House, Administration and Plant rooms				796 sq m	11%
Circulation				1466 sq m	20%
Net useable space				7184 sq m	100%
Net useable space per key				48 sq m	
Gross Building Area (GBA)				8456 sq m	
GBA per key				56 sq m	
Hotel courtyard, incl. outdoor pool				0.09 ha	
Open Air Parking (90 places)				0.18 ha	

Source: ABHG, 2011



Attractive price

- The expected average cost of a standard single room will be approximately \$130 including VAT.

Project budget

- Investments needed for constructing, fitting-out and commissioning of the hotel will amount to \$13.97 mln (VAT included) or about \$93k per room.

Summary of the hotel 2014-2018 performance indicators (at 2011 prices, VAT not included)

Item	Q4 2014	2015	2016	2017	2018
Rooms	150	150	150	150	150
Occupancy (Occ.)	48%	58%	67%	70%	70%
Average Daily Rate (ADR)	\$93	\$107	\$117	\$121	\$124
Total Revenue, ths.	\$983	\$5 015	\$6 357	\$6 855	\$7 061
Revenue per Available Room (RevPAR)	\$45	\$62	\$78	\$85	\$87
Earning before interest, tax, depreciation and amortization (EBITDA)	\$283	\$1 840	\$2 590	\$2 867	\$2 953
Return on Sales (ROS, EBITDA/Total Revenue)	29%	37%	41%	42%	42%

Source: ABHG, 2011



High investment attractiveness of the project:

Subject to the sale of the facility by the investors in 10 years:

- Net Present Value of the project (NPV): \$8,924,093
- Internal Rate of Return (IRR): 22.37%
- Return on Investment in the project (ROI): 15.89%
- Payback Period (PBP): 8 years including the construction period
- Capitalization in 2024: \$36,980,000

Opening of the hotel is expected in the **4th quarter of 2014.**



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