

# Residences – Advantage Real Estate or Hotel?

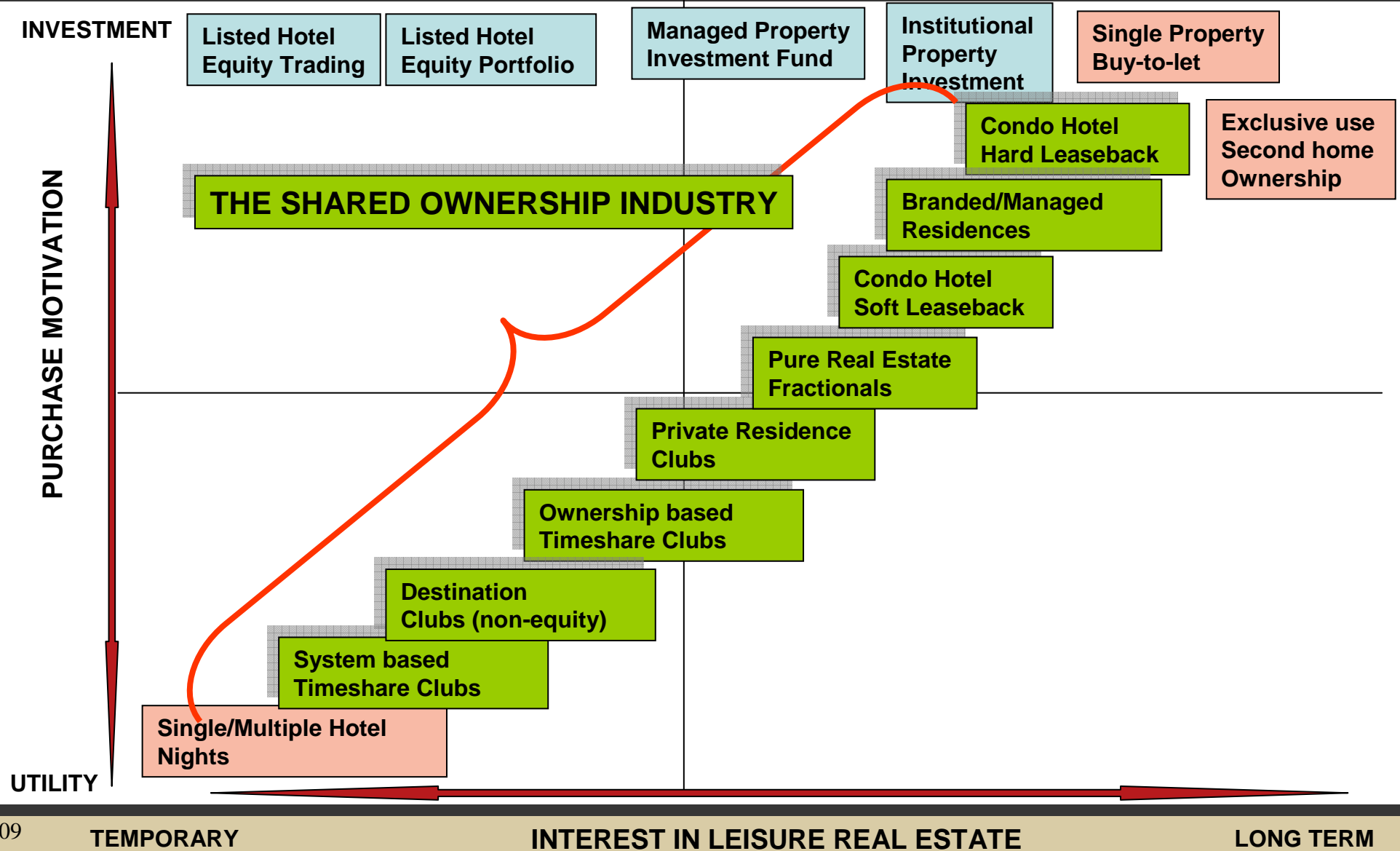
ITB Hospitality Day  
March 2009

- Philip Bacon
  - *HVS Shared Ownership Services EMEA & Asia*
- Manfred Schönleben
  - *TMC Partners*
- Scott Woroch
  - *Four Seasons Hotels & Resorts*
- Peng Sum Choe
  - *Frasers Hospitality*



# Global Hospitality Consulting







# Kempinski Grand Hotel & Residences, High Tatras, Slovakia





# Kempinski Astoria Residences, Istanbul



- 26 Projects and more under negotiation
- Over 1500 units for rent or for sale
- Over 300'000 sqm of real estate

RESIDENCES AND PRIVATE RESIDENCES:

EUROPE

- A** LAKE GENEVA - SWITZERLAND
- B** ISTRIA - CROATIA
- C** BRATISLAVA - SLOVAKIA
- D** HIGHTATRAS - SLOVAKIA
- E** GOZO - MALTA
- F** COSTA DEL SOL - SPAIN
- G** ST. MORITZ - SWITZERLAND
- H** BODRUM - TURKEY
- I** ISTANBUL - TURKEY (x2)
- J** PRAGELATO - ITALY
- K** VOLOS - GREECE

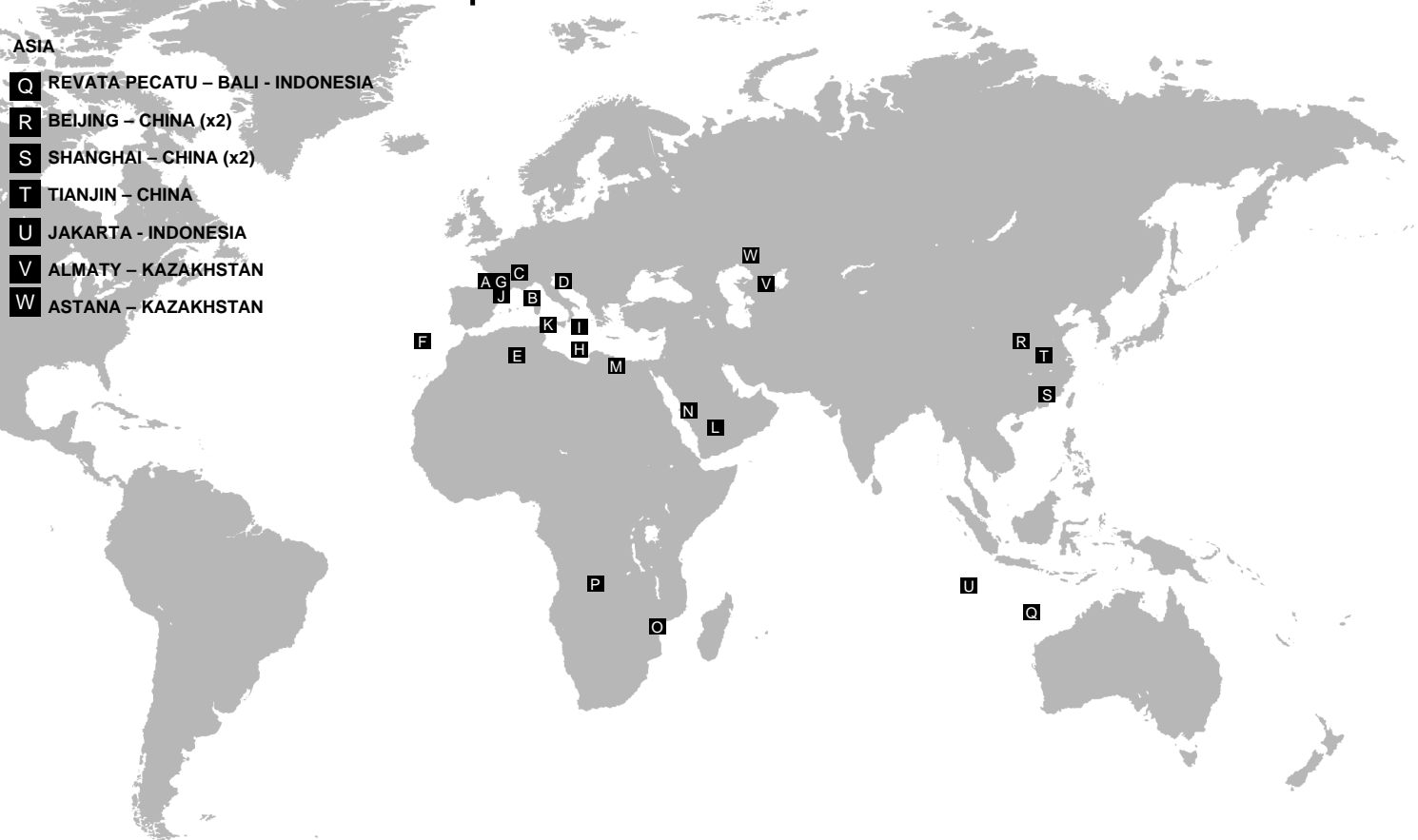
ASIA

- Q** REVATA PECATU - BALI - INDONESIA
- R** BEIJING - CHINA (x2)
- S** SHANGHAI - CHINA (x2)
- T** TIANJIN - CHINA
- U** JAKARTA - INDONESIA
- V** ALMATY - KAZAKHSTAN
- W** ASTANA - KAZAKHSTAN

MIDDLE EAST & AFRICA

- L** THE PALM JUMEIRAH - DUBAI (UAE)
- M** ALABADIYAH HILLS/BEIRUT - LEBANON
- N** DOHA QATAR
- O** COMOROS
- P** KIGALI - RWANDA

STATUS: SEPTEMBER 2008









# Four Seasons Resort Mauritius at Anahita





# Four Seasons Resort Mauritius at Anahita

- Limited Use Residences

- Limited Annual Use of 28 nights
- 14 nights high season (15/12 – 16/4) 14 nights low season (17/4 – 14/12)
- Owners' reservations of at least seven consecutive nights
- Must be booked at least 13 months in advance
- Can book Christmas or Easter in any one year but not both
- Unused occupancy right placed into a managed rental pool

- Unlimited Use Residences

- Prior reservation by owner nine months in advance
- Owners may reserve up to 100%
- No rental pool
- All owners have access to Hotel Services, e.g. fitness centre, pool, Spa and other amenities

- 28 exclusive villas being developed adjacent to a 35 suite resort
- The real estate component provides a vital contribution to the financing of the resort
- Creates critical mass to support the operation of the hotel's facilities





**ESPERANZA**  
*An Auberge Resort*

- Hotel
  - 50 Casitas
    - Rates \$475 - \$1,875
  - 6 Suites
    - Rates \$1,350 - \$6,000
- Residence Club
  - 36 Residences (60 planned)
    - 2, 3 & 4 Bedroom types
    - 1/8th or 1/6th share
    - Area range 2,400 to 3,500 sq ft
    - Prices range \$380,000 to \$600,000

- Part of the St Regis Hotel
- 22 units
- 40 m<sup>2</sup> - 1,000 m<sup>2</sup>
- 12 shares per unit
- 3 weeks floating
- 1 week fixed
- Average price per share - \$400,000

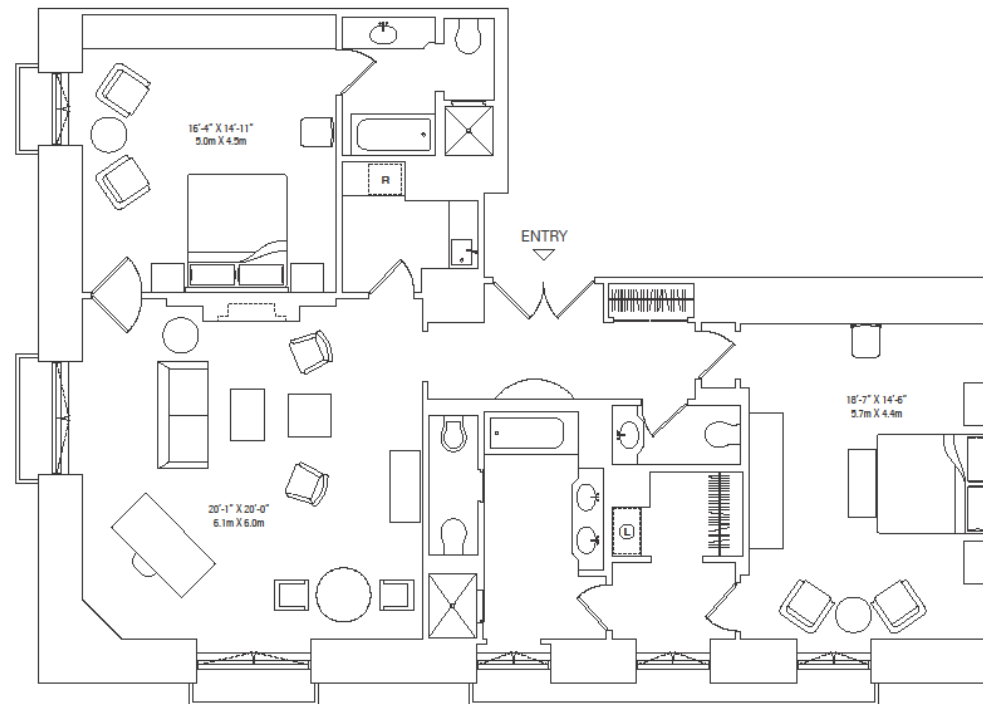
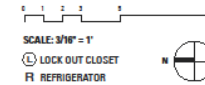


**SUITE 03**  
1546 SQUARE FEET  
144 SQUARE METERS

INTERIOR FURNISHINGS DESIGNED BY  
SILLS HUNFORD ASSOCIATES

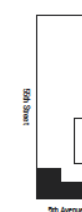
**TWO BEDROOMS**  
**TWO FULL BATHS**

FOYER  
POWDER ROOM  
CORNER LIVING ROOM  
FIREPLACE  
BUTLER PANTRY  
MASTER BEDROOM WITH DRESSING ROOM,  
SITTING AREA, AND SIX FIXTURE BATH

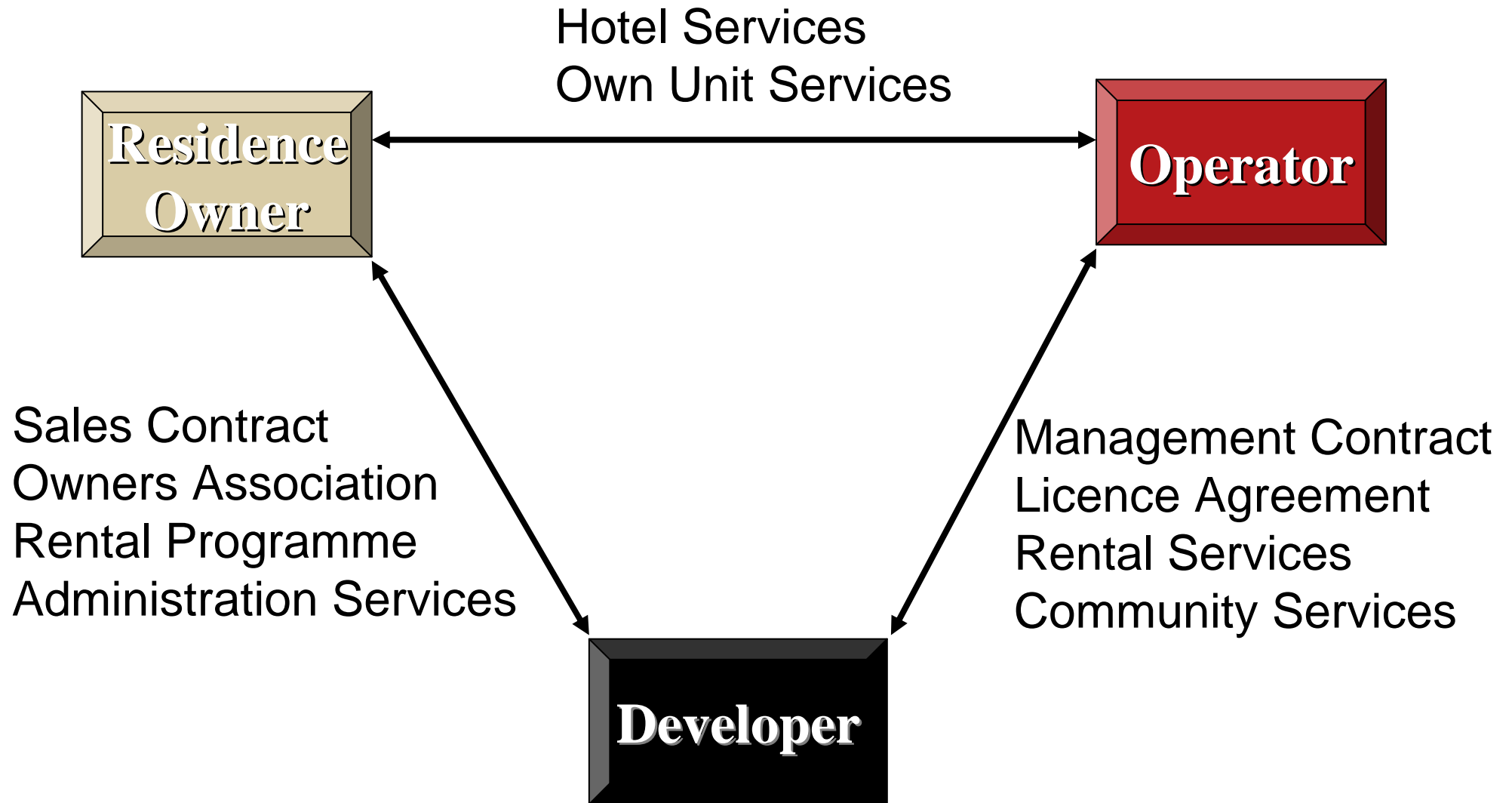


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KEY PLAN



**NB The units do not have kitchen facilities**



Thank you!