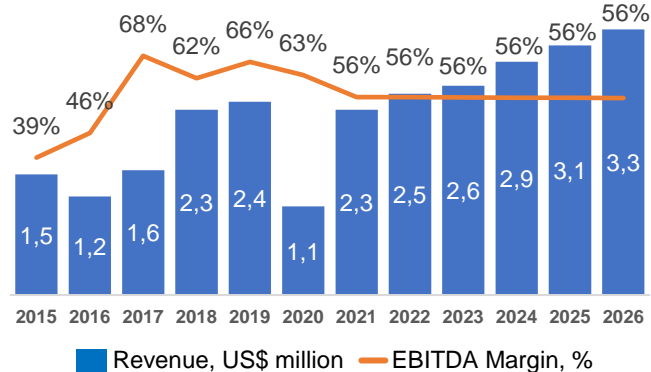




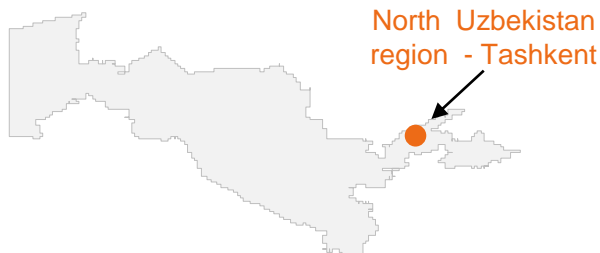
Charos – Mountain Resort



Project Profitability



Location



Product

Capacity (Annual)	45 260 guests
Average occupation rate	70%

Valuation Metrics

Required Investment	US\$4.5 million
Project NPV	US\$4 million
Project IRR	22%
Payback Period	3.5 years



The Project

- The project is operating in mountain resort since 2013 with the total gross building area 13,048 m²
- The hotel is located in Tashkent region in 6ha territory, and it has hotel with 53 rooms, restaurants, cafes and tea houses with capacity to serve 600 guests at once, SPA center with 6 cabins (capacity to serve 18 guests at once), access (beach zone) to Charvak lake from own territory
- Charos highly demanded preferably by local residents (91%), and tourists from CIS countries (7%). Usually in peak season from May to August hotel is 100% booked, while remaining periods occupancy rate is about 45-55%
- Annual occupancy rate was 70% for 2019 with peak during June – September period (100%)
- Revenue in 2019 was 1.7 million US dollars and room sales comprised 55% of revenue
- Net income margin was 55% in 2019
- The project has own travel agency and it is located in free tourism zone with exemption from tax and customs duties payments
- It is expected that demand will enhance from 2023, as road infrastructure development program will be completed, and national airway company will reduce ticket prices at range of 11-38% for major CIS and European destinations
- It is planned to expand the hotel complex by constructing new building with an additional room fund, cottage zone and enhancing conference, spa infrastructure. It is planned to attract Novotel (international company) as the hotel operator



Team and the Company's financial state

- Net profit margin of the company for last 3 years was above 50%, and company does not hold any debt. Also, highly experienced managing team was enhanced by adding international consultants with Sofitel background



Investment Opportunity

- Shareholders of the project is planning to sale 100% of share to international or national for 4.5mln USD. Alternatively, the project can consider option of capital injection for project expansion