



## CORPORATEPROFILE

### HISTORY

We started our enterprises in 2010 by establishing our first company “**O. Blougoura & co Ltd**” under the brand name of “IONIAN HOTELS”. The scope of the company was Hotel Operations.

Initially we succeed to rent a 4\* hotel “PALACE MAGNA GRAECIA”, at the most famous island of Greece named Corfu, in the Ionian Sea, just opposite to the south of Italy, providing with its annexes almost 170 rooms and suites. This hotel is a long term rent (20 years). The hotel makes about 1.9 m € revenues per year.

Next year 2011 we rented with a 10 years contract one of the biggest hotels in Greece, Messonghi Beach Resort south of Corfu, consisting of 960 rooms bungalows and suites, athlete facilities, conference facilities, restaurants and bars, waterslides etc. This hotel use to make about € 10 million revenues per year. End of 2013 the ownership took over the place.

The year 2013 we have established another company named “**AEGES s.a. MAN. AD. SER**”.

The aim of this company was to create a brand name hotel chain and focus its enterprises in the north part of the island of Corfu and rent and operate smaller hotels as well.

### The growth

In 2014 we have started to expand hotels and beds by renting with long term contracts (20, and 12 years) another 2 hotels.

AMALIA HOTEL with 50 standard rooms

SAN REMO HOTEL with 27 standard rooms

We have prepared both of them by refurbishing interior of rooms and exterior of the buildings and sell them in the European market successfully.



In 2014 we established “**ALOROS IKE**” company.

The year 2015, we have rented for 15 years ZANTE ROYAL RESORT in Zakynthos island, consisting from 3 hotels

ZANTE ROYAL PALACE 4\*, 160 rooms

ZANTE IMPERIAL BEACH 4\* 145 rooms and

PALAZZO DI ZANTE 4\* 181 rooms, and placed it in to the European market successfully as well.

The complex is executing a 3 year renovation program. 2017 will be the third year of operation and the revenues we are expecting, will be around 6.4 m €.

All three hotels have commitment and allotment contracts with all major T.O. and we are expecting sales to growth year after year.

This year, we have rented another property in Kommeno – Corfu, in order to renovate an old hotel and transform it in to a 5\* holiday resort with total capacity of 105 rooms. For this purpose we have established another company. “POTIDEA IKE” in order to operate this project. In our plans is to renovate it and open it next year 2019.

### **Management and Staff**

IONIAN HOTELS aim is to recruit hi level educated managers and well experienced staff in order to keep chain’s standards in a high level and customers expectations satisfied.

For this purpose we organize frequently indoor educational seminars and trainings, as well as an educational program for external seminars and trainings participation of our staff.

### **Environmental friendly**

Having our enterprises mostly in the Ionian Islands we are very sensitive in environmental procedures and operations. For this reason we invest in water production by using desalination station for water production and use as well as recycling of waste water and garbage.



## Future expansion

Our aim is to expand our hotels and beds by renting other units within Greece and abroad. A city hotel is one of our targets to be rented the soonest possible. For this reason we are discussing with the ownership of two hotels in Athens in order to finalize and proceed with the final agreement.

Other holiday resorts within Greece are welcome to be part of our hotels chain.

## IONIAN HOTELS IN NUMBERS

6 hotels  
 920 rooms  
 2400 beds  
 6 restaurants  
 12 bars  
 1 disco  
 1 auditorium 240 seats  
 7 pools  
 29 privet pools  
 1 aqua park  
 5 children's pools  
 8 conference rooms  
 2 SPA Centers  
 1 Zantino World  
 10 shops

## INCOME

HOTELS INCOME 2013 - 2017					
IONIAN GRAND ZANTE	2014	2015	2016	2017	
REVENUES		4.600.000€	5.200.000€	5.655.000€	
INVESTMENTS		500.000€	1.500.000€	650.000€	

MAGNA GRAECIA	2013	2014	2015	2016	2017
REVENUES	1.750.000€	1.850.000€	1.950.000	2,000,000€	2,200,000€
INVESTMENTS	100.000€	80.000€	790.000€	120.000€	130,000€

AMALIA HOTEL	2014	2015	2016	2017	2018
REVENUES	250,000€	330,000€	345,000€	350.000€	
INVESTMENTS	150,000€	60,00	45,000	35.000	



## **EXPECTED REVENUES FOR 2018**

ΞΕΝΟΔΟΧΕΙΑ		
AMALIAHOTEL		2017
	REVENUES	360.000€
	INVESTMENTS	40.000 €

MAGNA GRAECIA		2015
	REVENUES	2.250.000€
	INVESTMENTS	50,000 €

IONIAN GRAND RESORT ZANTE		2015
	REVENUES	5.800.000€
	INVESTMENTS	500.000€

IONIAN HOTELS Marketing and Sales Team participates in all major tourism exhibitions in Greece and abroad either with a stand or as visitors.

We have excellent relationships with all contracting managers of the Major Tour Operators and ownership, fact that allow us to study other projects for the growth of our company.

Most important is to keep value for money in an excellent level and increase repeater clients for all hotels we operate, by offering to them unforgettable vacations.