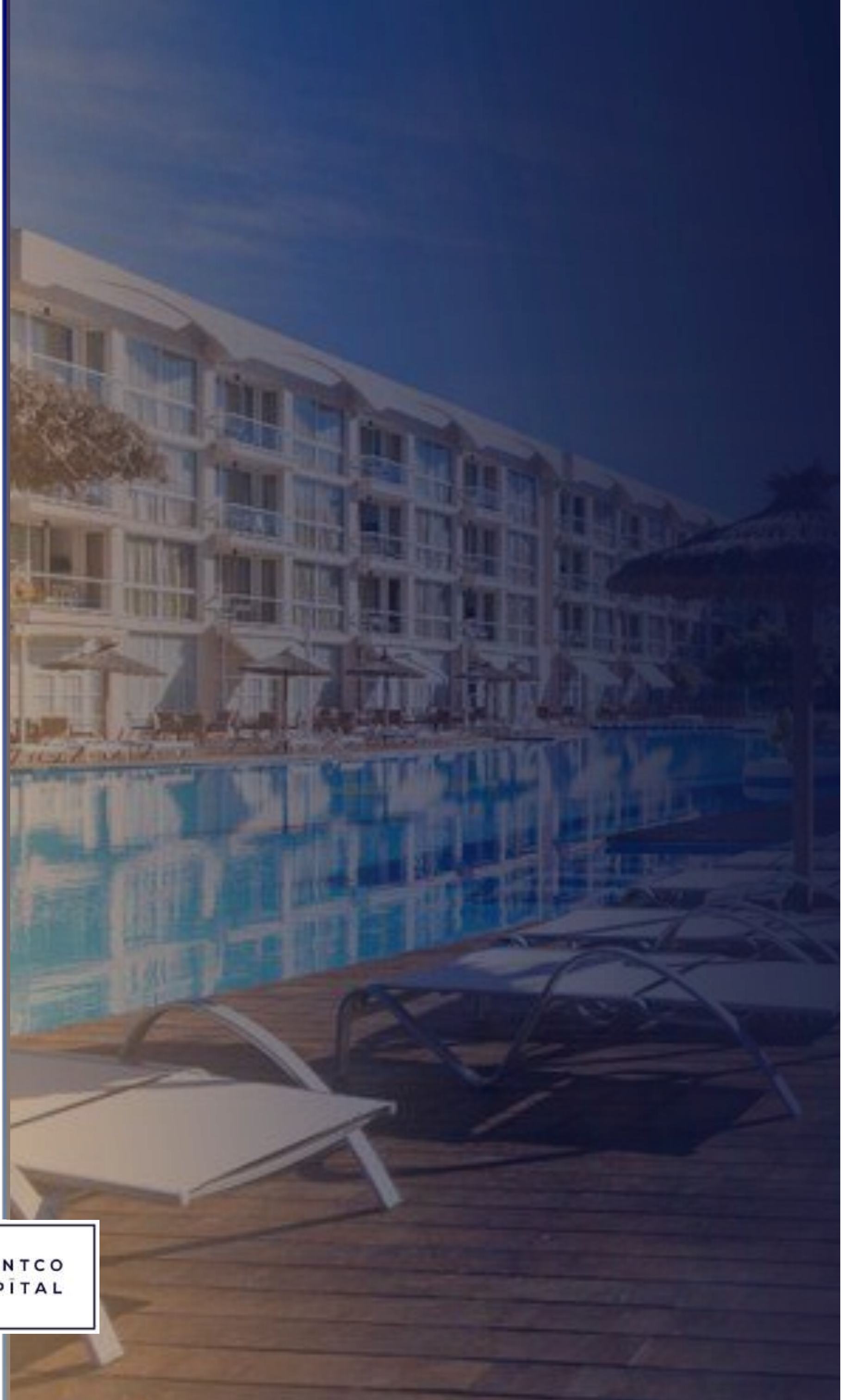
Portomagno and Colonial Mar Hotel
June 2022

POINTCO CAPITAL

PointCo.Capital - 2022



PORTFOLIO HOTEL COLONIAL MAR & PORTOMAGNO

ASSET DESCRITPION – HOTELS ALEGRIA

PORTFOLIO INFORMATION

- 2 existing Hotels
- 704 beds
- Andalusia community
- Opening in 1998 and 2002
- 36 281 sqm built area

ALEGRIA HOTELS

HOTEL COLONIAL MAR

HOTEL PORTOMAGNO

TRANSACTION

- Share deal or asset deal
- Expected Price between 55M€ and 75M€
- Capex : 5.000.000,00€
- PointCo Capital will be paid by the purchaser on the basis of 2,5% (exclusive VAT) of the investment volume, due upon signature of the deed.

GROUP

- ALEGRIA HOTEL propose room, apartment, suites
- Hotels located in the most beautiful and sunny beach destinations in Spain.
- Customer base : Family, Adults only, All inclusive.
- 17 hotels in Spain

TENANT

- GESTIHOTEL AGUADULCE SL
- Manage hotel Colonial Mar and Portomagno

LEASE AGREEMENT

- Contract during 10 years with 5 years obligatory compliance.
- Bank guarantee : 6 months rent

FINANCIAL DATA

ANALYSIS AFTER RENT

€	2017	2018	2019	2020
Occupancy rate	79%	84%	82%	58%
Annual Revenue	8 314 790	13 249 200	12 935 487	3 867 136
Salaries, Benefits & Wages	2 166 597	3 962 932	4 388 029	1 432 512
% Revenue	26%	30%	34%	37%
Cost of Goods	2 017 193	3 342 096	3 204 811	940 540
% Revenue	24%	25%	25%	24%
OPEX	1 149 151	4 395 200	3 527 538	1 768 663
% Revenue	14%	33%	27%	46%
EBITDAR	2 981 849	1 548 972	1 815 109	-274 579
% Revenue	36%	12%	14%	-7%
Rent	2 468 200	1 416 700	1 645 000	700 000
% Revenue	30%	11%	13%	18%
EBITDA	513 649	132 272	170 109	-974 579

consolidated account of the two hotels

POINTCO CAPITAL

BALANCE SHEET

ACTIVE	2 020	2 019
A) NON-CURRENT ASSETS	653 562	402 937
I. Intangible assets	0	3 072
Tangible fixed assets	50 672	45 342
III. Real estate investments	0	0
IV. Long-term investments in group and associated companies	0	0
V. Long-term financial investments	354 523	354 523
VI. Deferred tax assets	248 368	0
VII. Non-current commercial debtors	0	0
B) CURRENT ASSETS	4 024 789	4 350 088
I. Stocks	81 242	78 477
II. Trade and other accounts receivable	3 927 066	3 163 720
III. Short-term investments in group and associated companies	0	1 075 383
IV. Short-term financial investments	5 737	3 313
V. Short-term accruals	10 745	29 194
VI. Cash and cash equivalents	0	0
TOTAL ACTIVE (A+B)	4 678 351	4 753 025

LIABILITY	2 018	2 019
A) EQUITY	-596 366	151 001
A-1) Equity	-596 366	151 001
I. Capital	3 000	3 000
1. Issued capital	0	0
2. (Uncalled-for capital)	0	0
II. Issue premium	0	0
III. Reservations	148 001	30 329
1. Capitalization reserve	0	0
2. Other reservations	0	0
IV. (Shares and holdings in own assets)		
V. Results from previous years	0	0
VI. Other partner contributions	0	0
VII - Results of the year	-747 367	117 673
VIII. (Interim Dividend)	0	0
A-2) Adjustments to equity	0	0
A-3) Grants, Donations and Bequests Received		0
B) NON-CURRENT LIABILITIES	61 018	103 745
I. Long-term provisions	0	0
II. Long-term debt	61 018	103 745
1. Debts with credit institutions	52 518	103 745
2. Creditors for financial leasing	0	0
3. Other long term debts	8 500	0
III. Long-term debts with group and associated companie	0	0
IV. Deferred tax liabilities	0	0
V. Long-term accruals	0	0
VI. Non-current commercial creditors	0	0
VII. Debt with special long-term characteristics	0	0
C) CURRENT LIABILITIES	5 213 699	4 498 277
I. Short-term provisions	0	0
II. Short-term debts	51 228	50 856
1. Debts with credit institutions	0	0
2. Creditors for financial leasing	0	0
3. Other short term debts	0	887
III. Short-term debts to group and associated companies		
IV. Commercial creditors and other accounts payable	1 056 392	
Suppliers	684 024	1 229 153
a) Long-term suppliers	101 788	507 210
b) Short-term suppliers		
2. Other creditors	369 283	589 265
V. Short-term accruals	212 952	132 677
VI. Debt with special short-term characteristics	3 422 055	3 218 269
TOTAL EQUITY AND LIABILITIES (A+B+C)	4 678 350	4 753 024

consolidated account of the two hotels

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CHAPTER 1

ALEGRIA GROUP PRESENTATION

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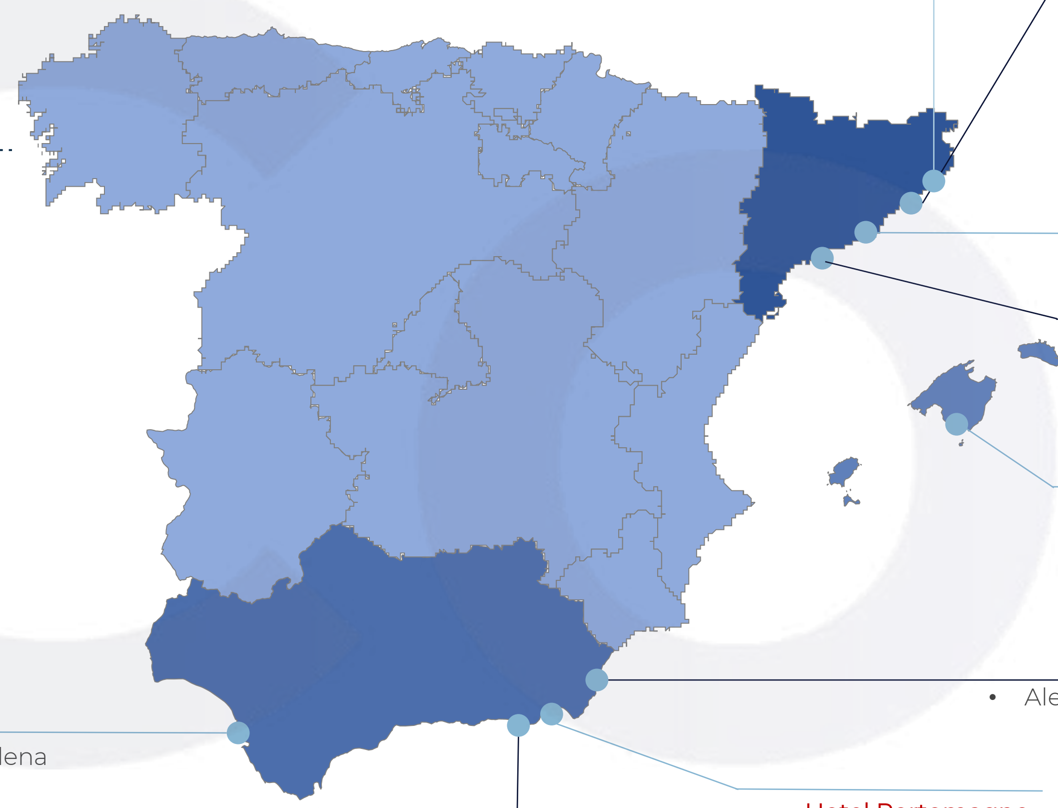
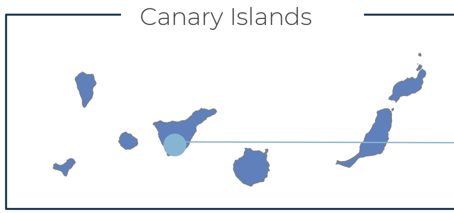
MAPPING GROUP – HOTELS ALEGRIA

- Headquarters in **Santa Susanna** (Barcelona).
- Currently with **17 units** (10 in Catalonia, 4 in Andalusia, 1 in Tenerife and 2 in Mallorca).





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PHOTOS – HOTELS ALEGRIA

ALEGRIA MAR MEDITERRANIA

PHOTOS – HOTELS ALEGRIA

ALEGRIA COSTA BALLENA AQUAFUN





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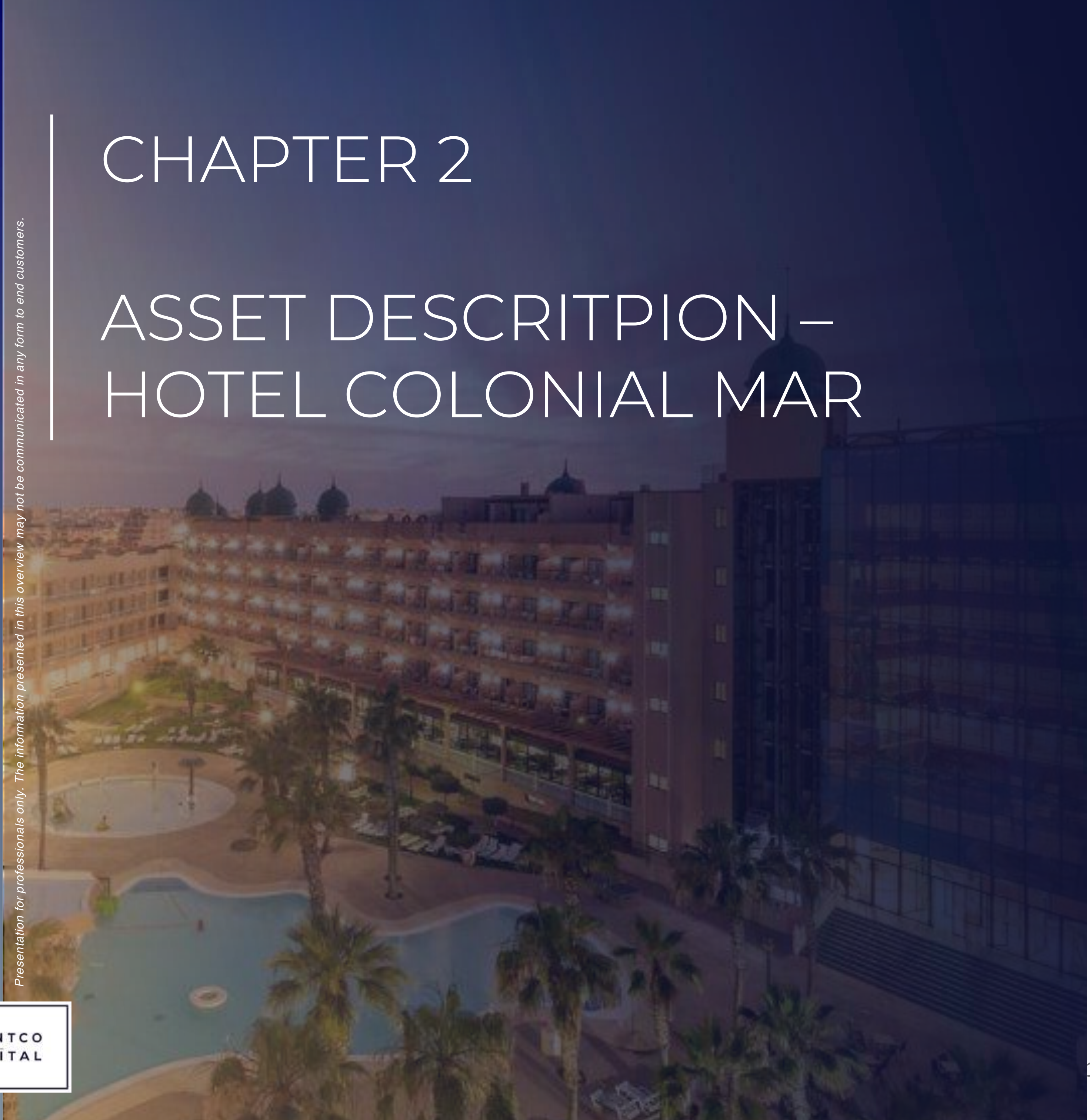
PHOTOS – HOTELS ALEGRIA

ALEGRIA PALACIO MOJACAR

PHOTOS – HOTELS ALEGRIA

ALZINAR MAR



CHAPTER 2

ASSET DESCRITPION – HOTEL COLONIAL MAR

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ASSET DESCRITPION – HOTEL COLONIAL MAR

17 665 sqm plot
22 265 sqm built

321 beds

4 Star Hotel

70% occupancy rate

Open in 2002
Last renovation in 2010

25-35 M€ estimated volume

2,7 M€ capex (small rehabilitation)

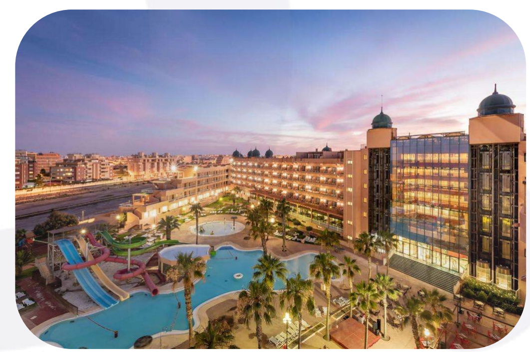
HOTEL DESCRIPTION

- The spacious rooms have a furnished balcony with a view of the sea
- All rooms include air conditioning, a TV, a sofa bed and a private bathroom with hairdryer
- Free WiFi is available in public areas.
- Several outdoor swimming pools surrounded by gardens.

LOCATION

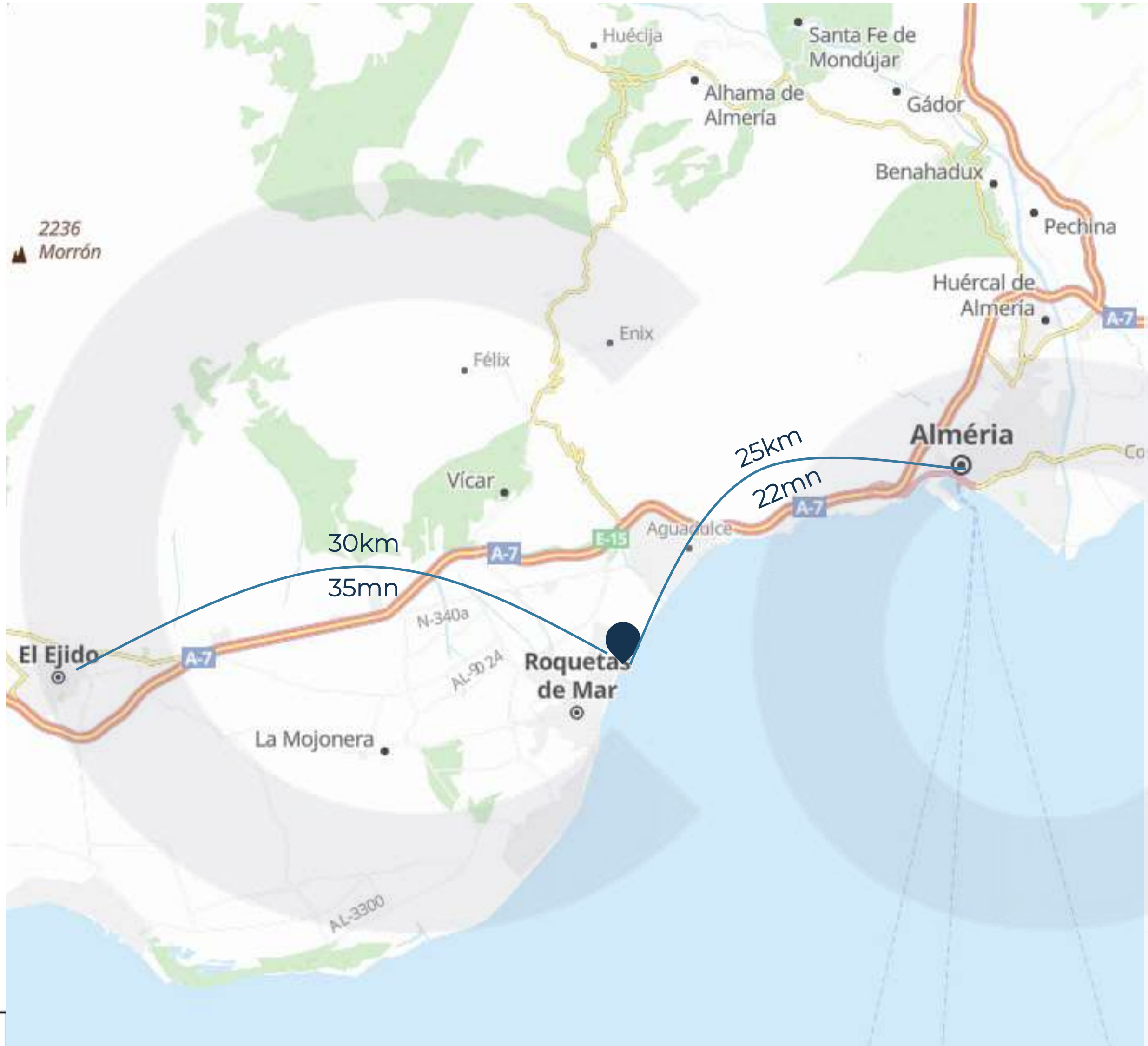
Address : Las Salinas, Plaza de Malta, 1, 04740 Roquetas de Mar, Almería, Espagne

- The Hotel Colonial Mar is ideally located on the seafront promenade of Roquetas de Mar.
- It is 25 km from the center of Almeria and a 22-minute drive from Almeria Airport.



Average Price/week/for 2 persons : 1700€

LOCATION – ACCESIBILITY HOTEL COLONIAL MAR



BY CAR

17mn → Aguadulce

22mn → Alméria

26mn → El Ejido

1h20 → Grenade

BY TRAIN
Station Alméria

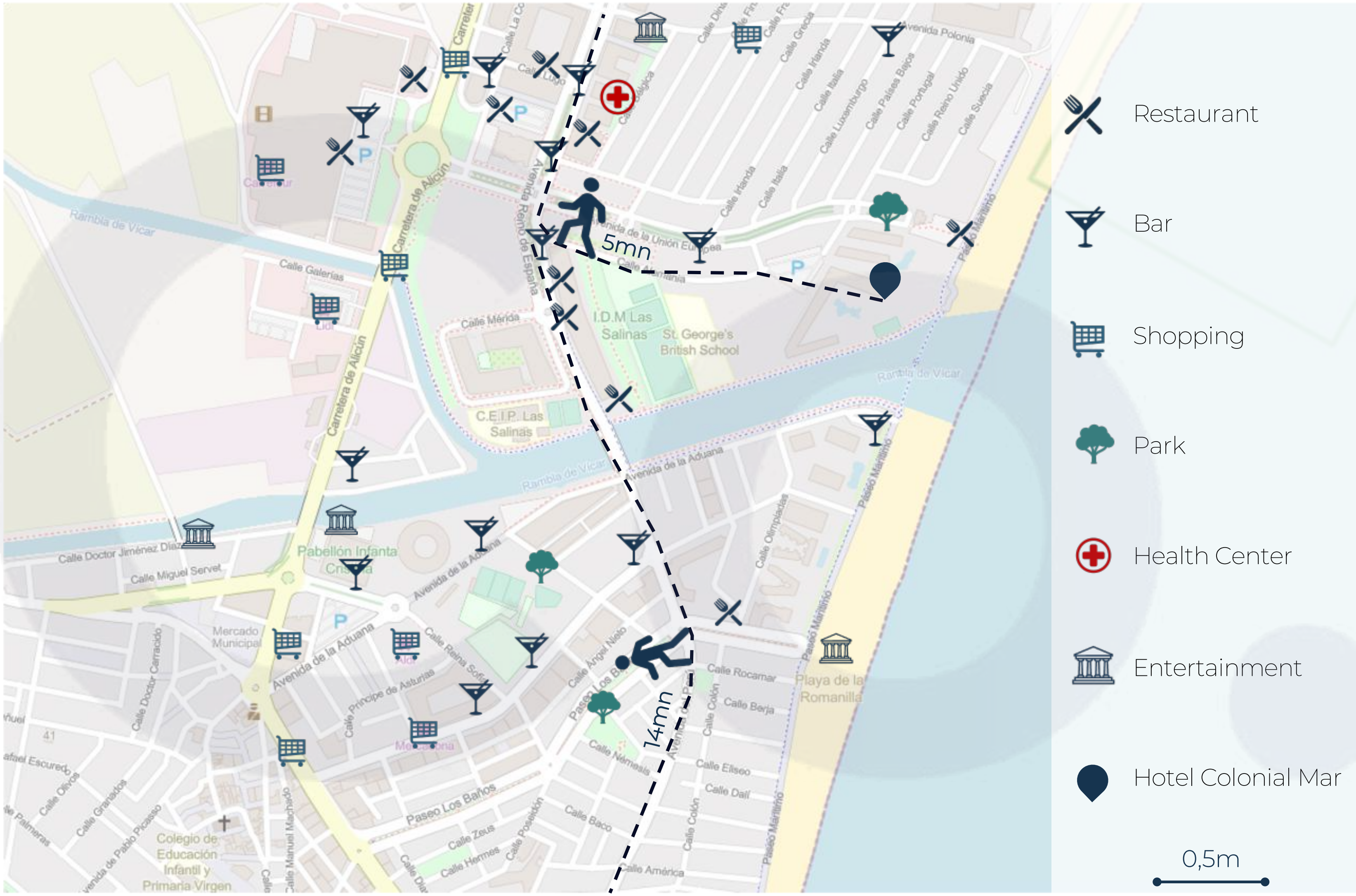
2h → Granada

BY PLANE

1h10 → Madrid

1h35 → Barcelone

LOCATION – ACCESIBILITY HOTEL COLONIAL MAR



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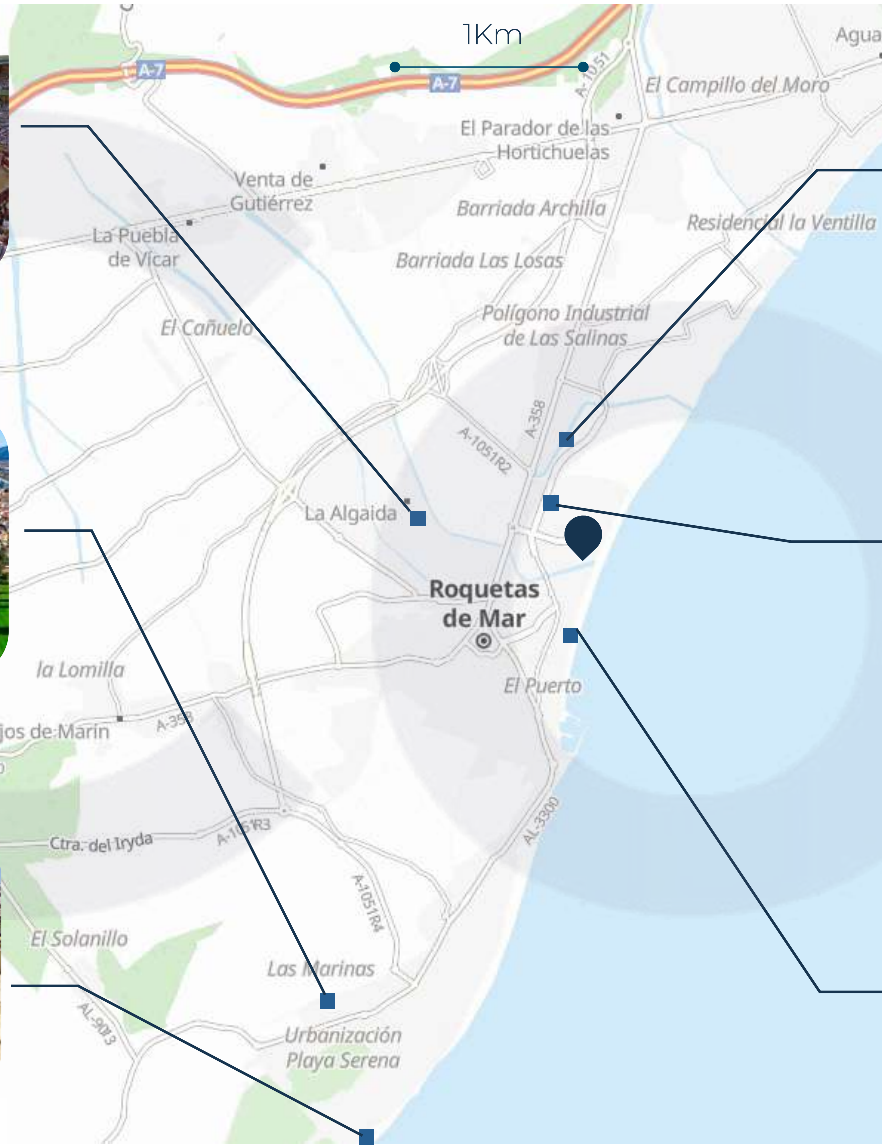
LOCATION – ENVIRONMENT HOTEL COLONIAL MAR



Plaza Toros

Golf Playa Serena

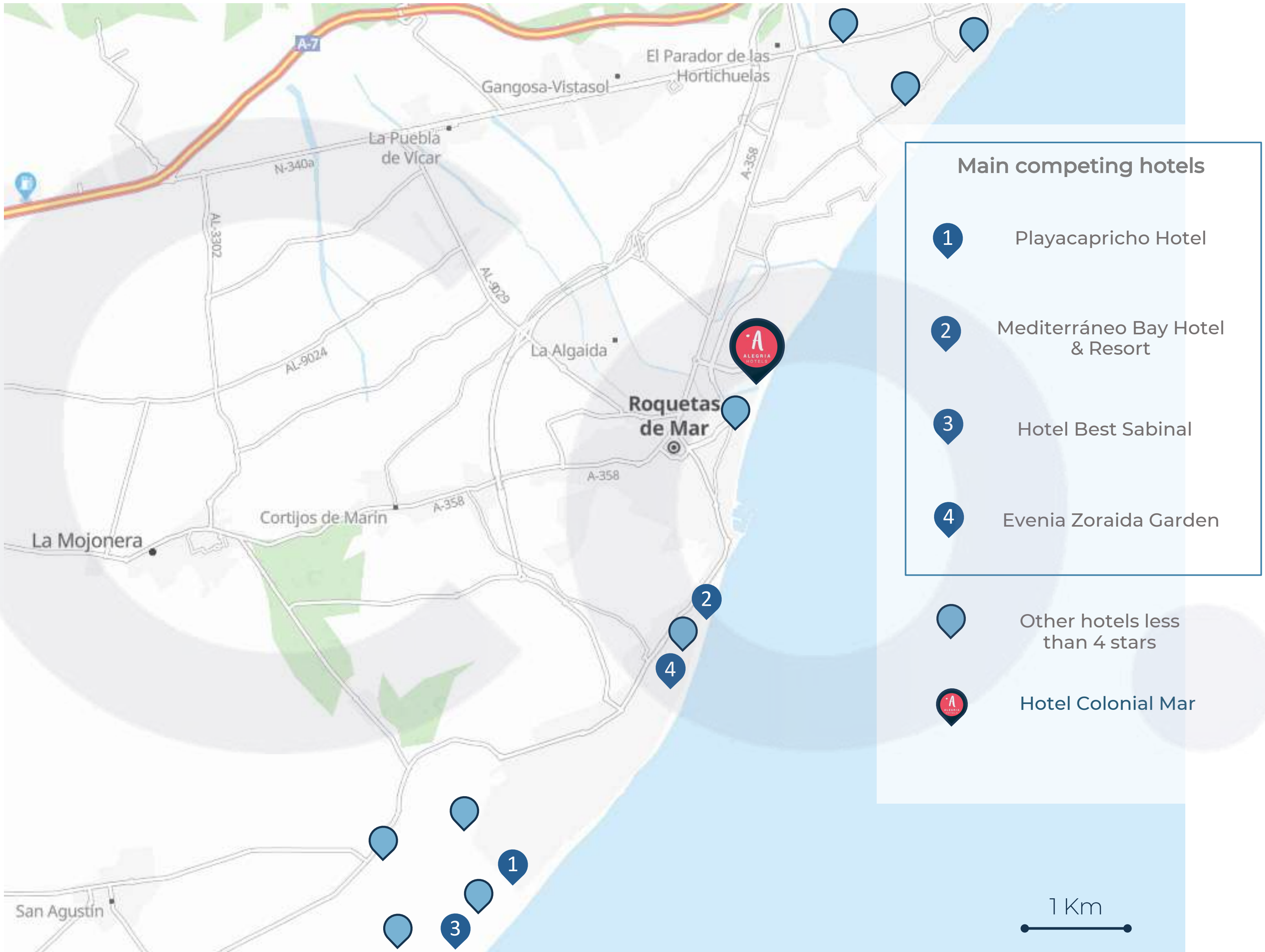
Castillo de Santa Ana

Mario Park

Aquarium Costa de Almeria

Playa La Romanilla

COMPETITORS – MAPPING



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MAIN COMPETITORS – DESCRIPTION

1 Playacapricho Hotel

☆☆☆☆

- 323 rooms
- all-inclusive package
- Water park, indoor outdoor pool
- Tourist visits, car rental

Average price/week/for 2 persons : 1423€

2 Mediterráneo Bay Hotel & Resort

☆☆☆☆

- 362 rooms
- all-inclusive package
- 3 outdoor pools
- Car rental , 4 restaurants

Average price/week/for 2 persons : 2000€

3 Hotel Best Sabinal

☆☆☆☆

- 515 rooms
- all-inclusive package
- 2 outdoor pools, spa treatments
- Tourist visits, car rental

Average price/week/for 2 persons : 1470€

4 Evenia Zoraida Garden

☆☆☆☆

- 342 rooms
- all-inclusive package
- 3 outdoor pools and a water park
- Fitness center, night club

Average price/week/for 2 persons : 1470€

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FINANCIAL RATIO

COLONIAL MAR

€	2017	2018	2019	2020	2021
Opening days	140	250	251	95	151
Occupancy rate	85%	81%	82%	60%	83%
ADR	136	106	110	103	128
RevPar	116	86	90	62	106
Gross Operating Profit	1 294 000	1 457 020	1 236 000	117 000	1 670 000

BALANCE SHEET PROPCO

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ACTIVE	2 020	2 019
A) NON-CURRENT ASSETS	25 999 753	26 045 977
I. Intangible assets		
Tangible fixed assets	22 378 107	22 474 776
III. Real estate investments		
IV. Long-term investments in group and associated companies		
V. Long-term financial investments		
VI. Deferred tax assets	3 621 646	3 571 201
VII. Non-current commercial debtors		
B) CURRENT ASSETS	2 454 278	2 051 508
I. Stocks		
II. Trade and other accounts receivable	2 454 027	2 051 508
III. Short-term investments in group and associated companies		
IV. Short-term financial investments		
V. Short-term accruals		
VI. Cash and cash equivalents	251	
TOTAL ACTIVE (A+B)	28 454 030	28 097 485

LIABILITY	2 018	2 019
A) EQUITY	-2 189 769	-2 044 839
A-1) Equity	5 793 520	5 793 520
I. Capital	5 793 520	5 793 520
1. Issued capital		
2. (Uncalled-for capital)		
II. Issue premium		
III. Reservations		
1. Capitalization reserve		
2. Other reservations		
IV. (Shares and holdings in own assets)		
V. Results from previous years		
VI. Other partner contributions		
VII - Results of the year		
VIII. (Interim Dividend)		
A-2) Adjustments to equity	-7 983 289	-7 838 359
A-3) Grants, Donations and Bequests Received		
B) NON-CURRENT LIABILITIES	27 923 296	27 923 296
I. Long-term provisions		
II. Long-term debt	27 923 296	27 923 296
1. Debts with credit institutions		
2. Creditors for financial leasing		
3. Other long term debts		
III. Long-term debts with group and associated companies		
IV. Deferred tax liabilities		
V. Long-term accruals		
VI. Non-current commercial creditors		
VII. Debt with special long-term characteristics		
C) CURRENT LIABILITIES	2 720 502	2 219 028
I. Short-term provisions		
II. Short-term debts	169	169
1. Debts with credit institutions		
2. Creditors for financial leasing		
3. Other short term debts	2 720 333	2 218 859
III. Short-term debts to group and associated companies		
IV. Commercial creditors and other accounts payable		
Suppliers		
a) Long-term suppliers		
b) Short-term suppliers		
2. Other creditors		
V. Short-term accruals		
VI. Debt with special short-term characteristics		
TOTAL EQUITY AND LIABILITIES (A+B+C)	28 454 030	28 097 485

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PHOTOS– HOTEL COLONIAL MAR

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CHAPTER 3

HOTEL PORTOMAGNO

ASSET DESCRITPION – HOTEL PORTOMAGNO

14 016 sqm plot
31 406 sqm built

383 beds

4 Star Hotel

82% occupancy rate

Open in 1988
Last renovation in 2002

30-40M€ estimated volume

2,4 M€ capex (small rehabilitation)

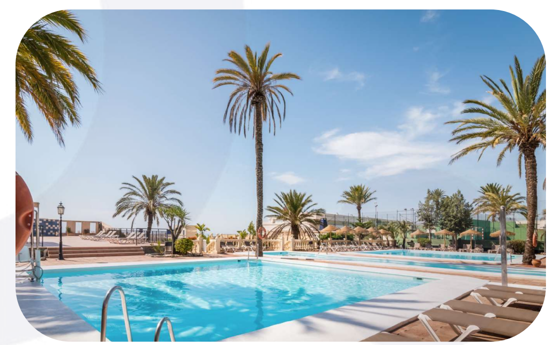
HOTEL DESCRIPTION

- All rooms are air-conditioned and have a balcony, minibar and TV. The bathroom is equipped with a bathtub and shower, a hairdryer and free toiletries.
- A daily entertainment program is offered
- 5 outdoor pools and a spa (Several outdoor swimming pools surrounded by gardens).
- Free WiFi is available in public areas.
- Guests can play tennis at the hotel. There are multi-sport courts and a fitness center.

LOCATION

Address : P.° Marítimo, s/n, 04720 Aguadulce, Almería, Espagne

- Hotel Portomagno is located in the province of Almeria on the seafront in Aguadulce
- Aguadulce Marina is 400 meters from Hotel Portomagno, and La Envia Golf Club is 7 km away.



Average Price/week/for 2 persons : 1100€

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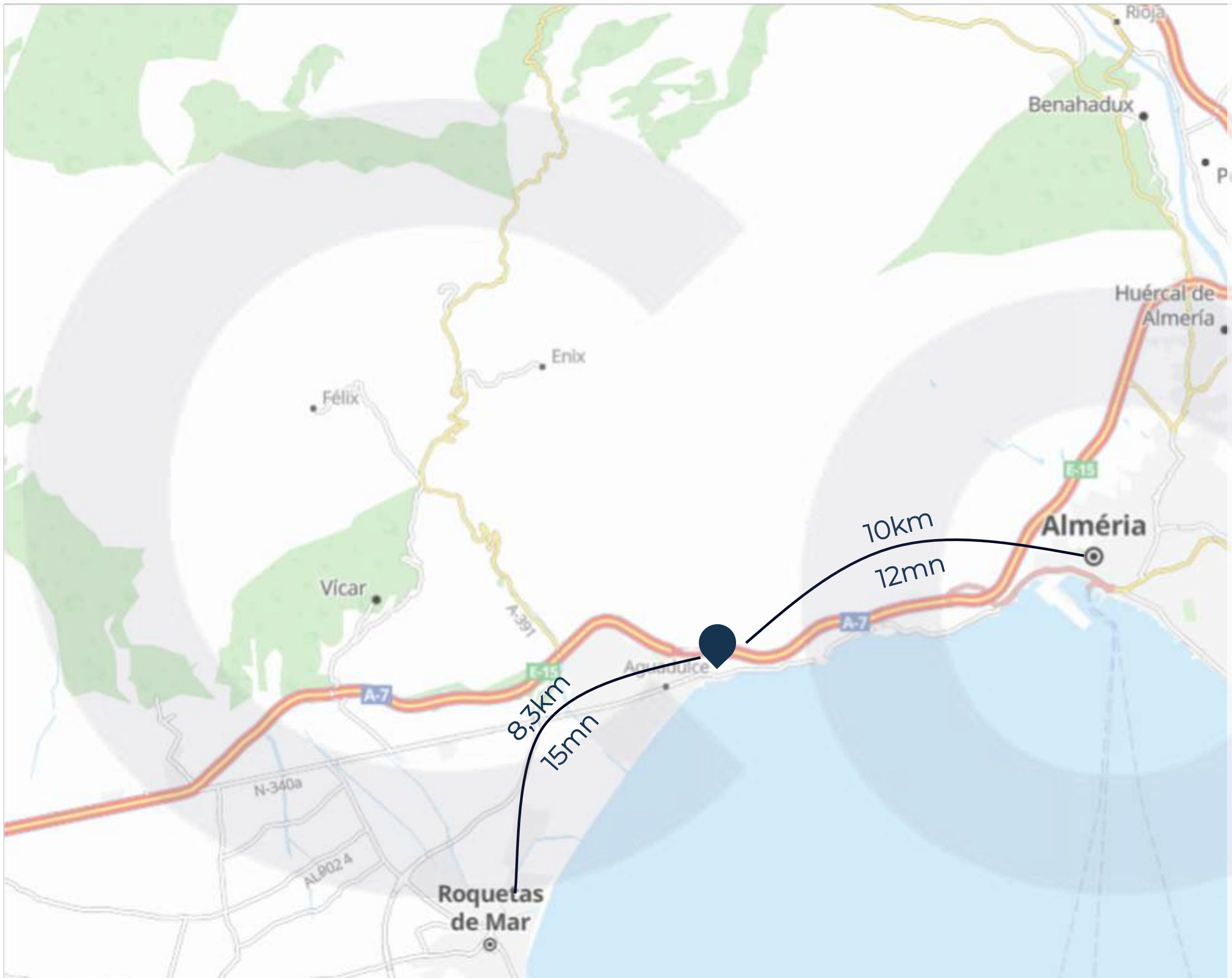
LOCATION – ACCESIBILITY HOTEL PORTOMAGNO



BY CAR

12mn	Alméria
15mn	Roquetas de Mar
25mn	El Ejido
1h40	Grenade

BY TRAIN

Station Alméria

2h	Granada

BY PLANE

Aeropierto de Alméria

1h10	Madrid
1h35	Barcelone

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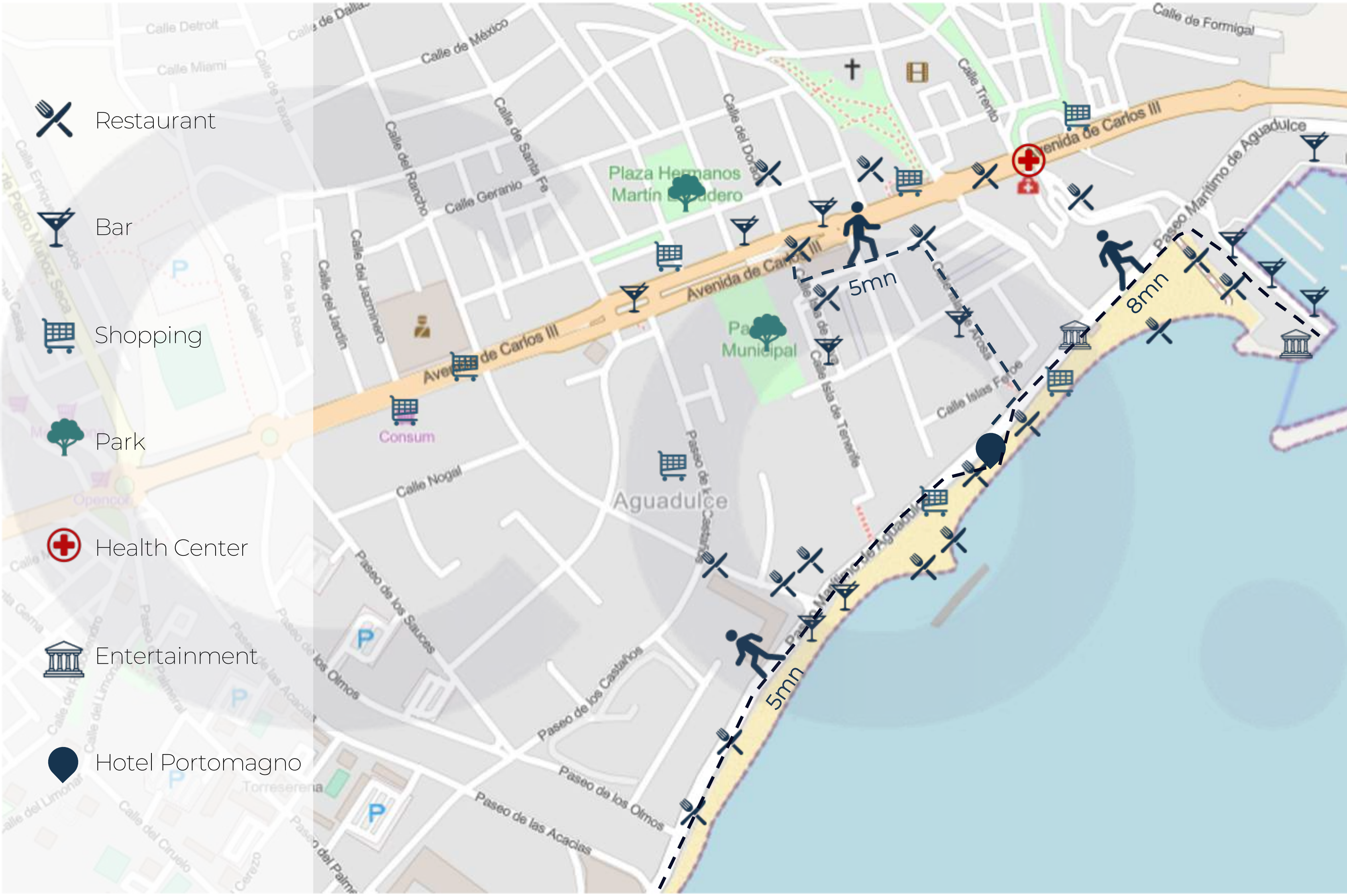
LOCATION – WALKING DISTANCE HOTEL PORTOMAGNO



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LOCATION – ENVIRONMENT HOTEL COLONIAL MAR

Oasys MiniHollywood (Attraction park)

Centro de buceo (Diving Center)

Aqua Aventure Park

Mirador de las Antenas

Jet Ski Club

Playa Aguadulce

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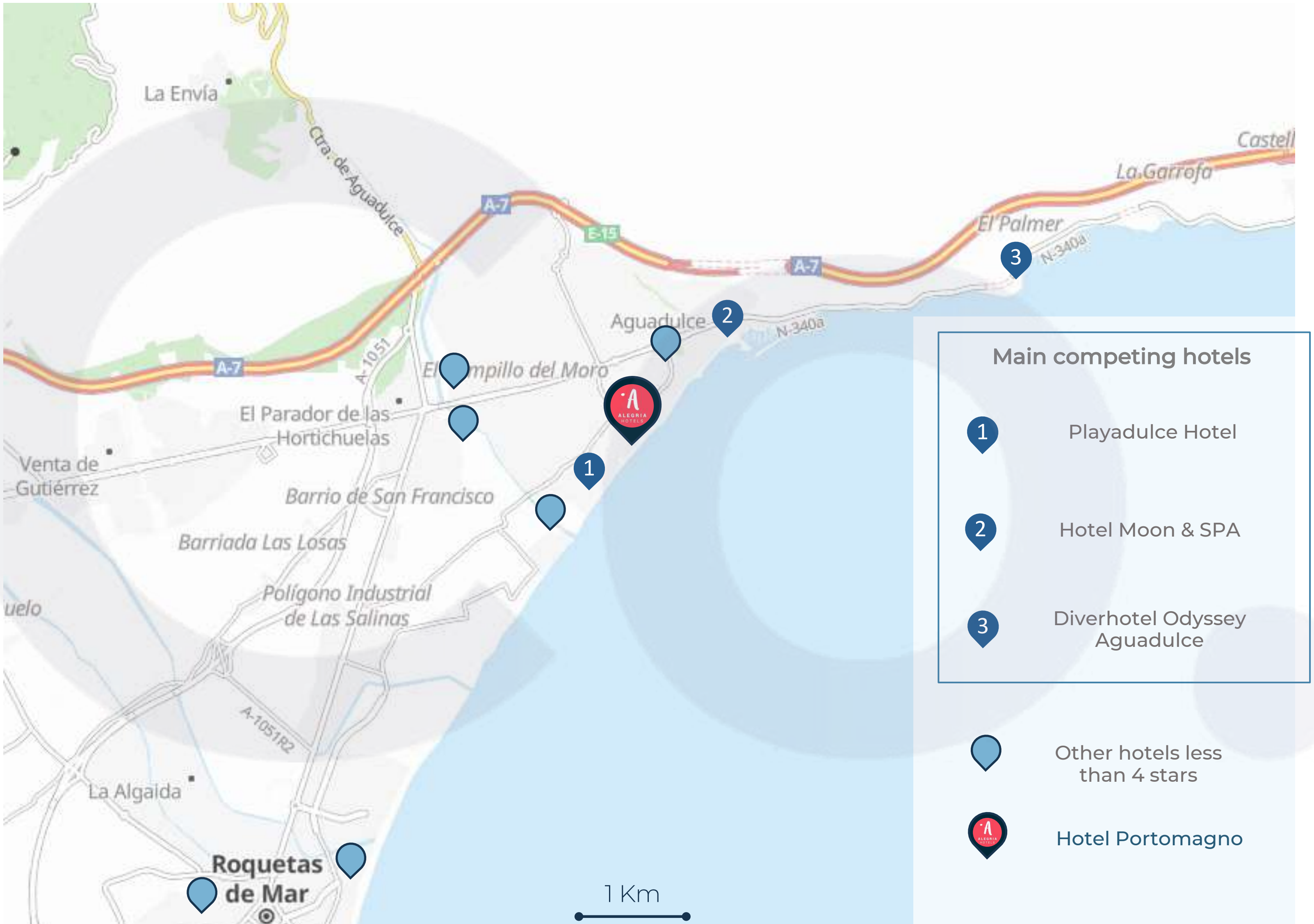
COMPETITORS – MAPPING



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MAIN COMPETITORS – DESCRIPTION

Playadulce Hotel

1

☆☆☆☆

- 237 rooms
- all-inclusive package
- 1 outdoor pools
- Fitness center

Average price/week/for 2 persons : 2000€

Hotel Moon & SPA

2

☆☆☆☆

- 74 rooms
- Customers : couples, seminar, company
- outdoor pool, spa treatments

Average price/week/for 2 persons : 2000€

Diverhotel Odyssey Aguadulce

3

☆☆☆☆

- 160 rooms
- all-inclusive package
- 2 outdoor pools, water park

Average price/week/for 2 persons : 1000€

POINTCO CAPITAL

FINANCIAL RATIO

PORTOMAGNO

€	2017	2018	2019	2020	2021
Opening days	170	280	261	90	149
Occupancy rate	79%	84%	82%	58%	78%
ADR	98	92	90	68	102
RevPar	77	77	74	39	80
Gross Operating Profit	1 197 000	1 216 000	961 000	-266 000	1 544 000

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BALANCE SHEET PROPCO

COMPLEJO RESIDENCIAL MIRADOR

ACTIVE	2 020	2 019
A) NON-CURRENT ASSETS	19 818 216	20 577 635
I. Intangible assets		
Tangible fixed assets	5 863 739	6 419 884
III. Real estate investments		
IV. Long-term investments in group and associated companies		
V. Long-term financial investments		
VI. Deferred tax assets	13 954 477	14 157 751
VII. Non-current commercial debtors		
B) CURRENT ASSETS	3 759 807	3 120 350
I. Stocks		
II. Trade and other accounts receivable	3 731 555	3 092 098
III. Short-term investments in group and associated companies		
IV. Short-term financial investments		
V. Short-term accruals		
VI. Cash and cash equivalents	28 252	28 252
TOTAL ACTIVE (A+B)	23 578 023	23 697 985

LIABILITY	2 018	2 019
A) EQUITY	10 444 071	10 096 919
A-1) Equity	11 555 127	11 555 127
I. Capital	11 555 127	11 555 127
1. Issued capital		
2. (Uncalled-for capital)		
II. Issue premium		
III. Reservations		
1. Capitalization reserve		
2. Other reservations	-1 111 056	-1 458 208
IV. (Shares and holdings in own assets)		
V. Results from previous years		
VI. Other partner contributions		
VII - Results of the year		
VIII. (Interim Dividend)		
A-2) Adjustments to equity		
A-3) Grants, Donations and Bequests Received		
B) NON-CURRENT LIABILITIES	6 481 875	8 113 761
I. Long-term provisions		
II. Long-term debt	6 316 674	7 936 189
1. Debts with credit institutions		
2. Creditors for financial leasing		
3. Other long term debts	165 201	177 572
III. Long-term debts with group and associated companies		
IV. Deferred tax liabilities		
V. Long-term accruals		
VI. Non-current commercial creditors		
VII. Debt with special long-term characteristics		
C) CURRENT LIABILITIES	6 652 078	5 488 774
I. Short-term provisions		
II. Short-term debts	1 254 281	1 254 281
1. Debts with credit institutions		
2. Creditors for financial leasing		
3. Other short term debts	5 397 797	4 234 493
III. Short-term debts to group and associated companies		
IV. Commercial creditors and other accounts payable		
Suppliers		
a) Long-term suppliers		
b) Short-term suppliers		
2. Other creditors		
V. Short-term accruals		
VI. Debt with special short-term characteristics		
TOTAL EQUITY AND LIABILITIES (A+B+C)	23 578 023	23 699 454

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STREET VIEW– HOTEL PORTOMAGNO

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PHOTOS– HOTEL PORTOMAGNO

PHOTOS– HOTEL PORTOMAGNO

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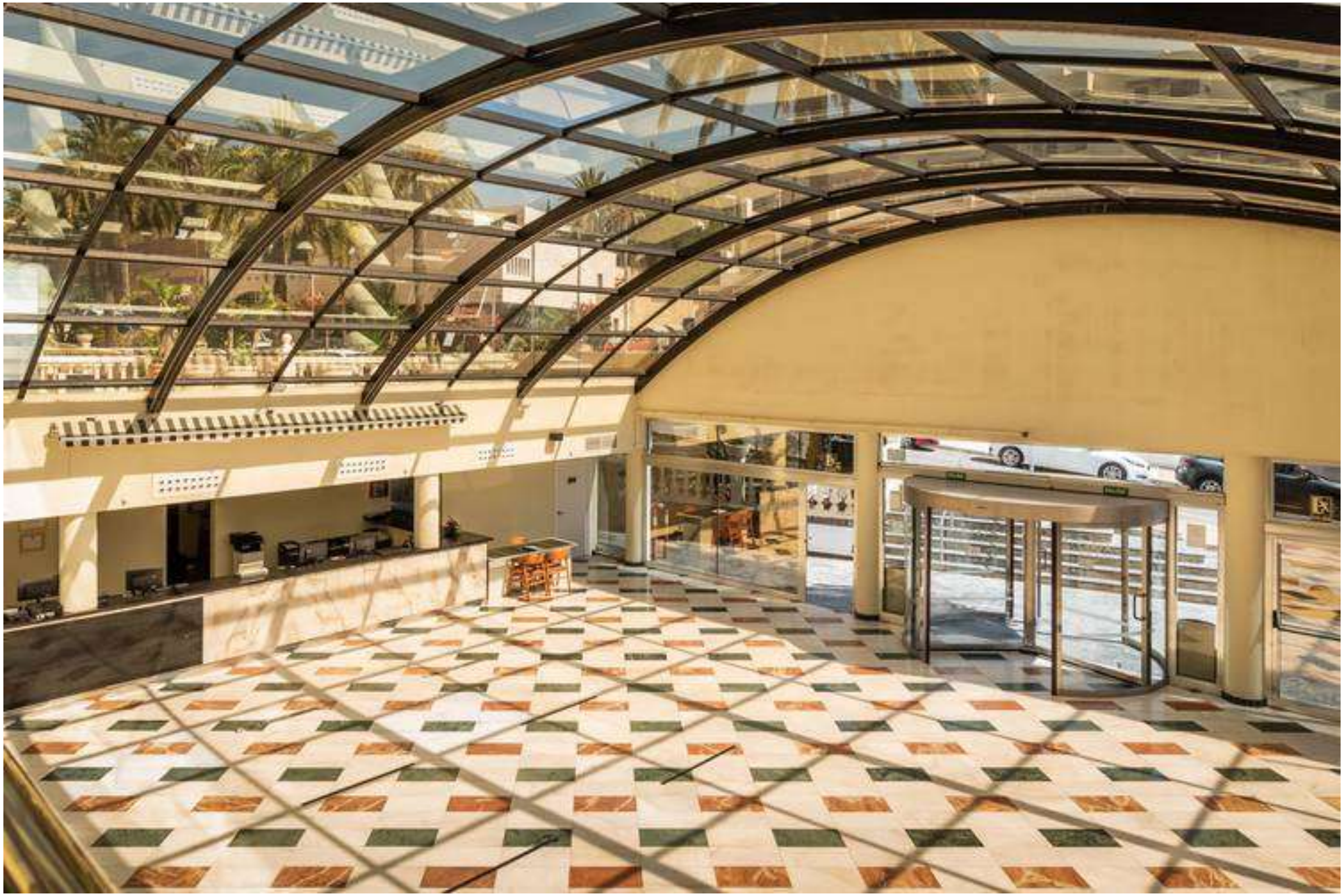

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PHOTOS– HOTEL PORTOMAGNO

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PHOTOS– HOTEL PORTOMAGNO

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THANK YOU

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