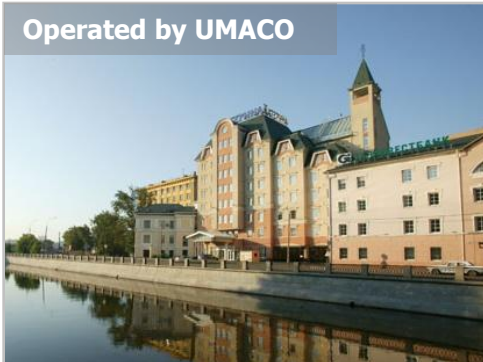




# **UMACO' Track Record**

**2012 – 1997**

Operated by UMACO



## Katerina City Moscow

### Key figures:

**Concept:** Business Hotel  
**Location:** Moscow  
**Building area:** 6500 sqm  
**Rooms:** 120  
**Amenities:** Restaurant, bars, fitness center, 8 meeting rooms

### Implementation

**timeline:** 1997-2000  
**Website:** [www.katerinahotels.com](http://www.katerinahotels.com)

### UMACO' role

#### Development and subsequent management

- The whole complex of works on designing and construction of the building, from design concept of the hotel project and ending with the field supervision over the construction
- Management after entering into operation

**Building cost:** 12 mln USD  
**TR v/o VAT (2011):** 10 mln USD  
**GOP v/o VAT (2011):** 6 mln USD



## Katerina Iris Congress Hotel

### Key figures:

**Concept:** Congress Hotel  
**Location:** Moscow  
**Building area:** 5000 sqm  
**Rooms:** 195  
**Amenities:** Restaurant, 2 bars, offices, 12 meeting rooms, apartments

### Implementation

**timeline:** 2001-2002  
**Website:** [www.iris-hotel.ru](http://www.iris-hotel.ru)

### UMACO' role

#### Consulting

- Expert evaluation of the object and market environment
- Development of a new concept and repositioning the hotel to the market
- Improving of the financial and economic results of the object's performance



## The concept of development of hotel infrastructure in the Great Sochi

### Key figures:

#### Concept:

"Urban planning investment concept of location, design, construction and operation of hotel infrastructure in the Greater Sochi"

**Location:** Sochi

#### Implementation

**timeline:** 2001 – 2002

### UMACO' role

#### Concept Development

The concept served as the basis for the allocation of hotel infrastructure in the Project of Winter Olympic Games 2014.



## Sochi Plaza

### Key figures:

#### Concept:

Multifunctional hotel-office complex

**Location:** Sochi

**Building area:** 95 000 sqm

**Amenities:** Hotel, apartments, offices, exhibition and trade area, SPA, parking

#### Implementation

**timeline:** 2002

### UMACO' role

#### Reconstruction project for hotel "Moscow"

#### Exit

**Investment in the Project:** 1 mln USD

**Sold to Investor:** 3 mln USD



## Chaika Plaza

### Key figures:

**Concept:** Multifunctional hotel-office complex  
**Location:** Sochi  
**Building area:** 95 000 sqm  
**Amenities:** Hotel, apartments, offices, exhibition and trade area, SPA, parking

**Implementation timeline:** 2002

### UMACO' role

**Reconstruction project for hotel "Chaika"**

### Exit

**Investment in the Project:** 1,5 mln USD  
**Sold to Investor:** 7,5 mln USD

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## Katerina Alpik

### Key figures:

**Concept:** Hotel-apartment complex  
**Location:** Krasnaya Polyana, Sochi  
**Building area:** 20 000 sqm  
**Capacity:** 116 apartments  
**Amenities:** Restaurant, bars, SPA-salon, fitness center, kids club, parking, boutique

**Implementation timeline:** 2002-2008  
**Website:** [www.katerinahotels.com](http://www.katerinahotels.com)

### UMACO' role

#### Project Development

- Development from the conceptual design, detailed design and construction to entering into operation.
- In late 2006 the project was sold to foreign investors (partly to the Swedish Investment Fund 11 Invest) under the scheme "sale & lease back" with subsequent transfer of functions of complex management of UMACO company.

### Exit

**Investment in the Project:** 30 mln USD  
**Sold to Investor:** 50 mln USD



## Sochi Golf and SPA Resort

### Key figures:

**Concept:** Golf Club  
**Location:** Krasnaya Polyana, Sochi  
**Building area:** 166,6 acres  
**Capacity:** 100 hotel rooms, cottages (75 000 sqm)  
**Amenities:** Golf Club (70 000 sqm), Golf Academy (4 000 sqm), SPA-center, Banja-Land, fitness, restaurants

**Implementation timeline:** 2004

### UMACO' role

**Project Development**

### Exit

**Investment in the Project:** 2 mln USD  
**Sold to Investor:** 8 mln USD



## Mountain Complex "Carousel"

### Key figures:

**Concept:** Tourist Mountain Skiresort  
**Location:** Krasnaya Polyana, Sochi  
**Building area:** 4744 acres  
**Capacity:** 1000 Apartments, 100 cottages, 300 hotel rooms  
**Amenities:** Lifts, retail space, restaurants

**Implementation timeline:** 2004

### UMACO' role

#### Co-investor of the project

- Development of the master-plan together with "Krasnaya Polyana" and involving a consortium of French developers Gorimpex S.A.R.L.

### Exit

**Investment in the Project:** 2 mln USD  
**Sold to Investor:** 5 mln USD



## Ruskiy Les (Russian Forest)

### Key figures:

|                   |   |
|-------------------|---|
| <b>Concept:</b>   | Multifunctional Hotel   |
| <b>Location:</b>  | Lipetsk, Russia   |
| <b>Area:</b>      | 6,35 hectares   |
| <b>Rooms:</b>     | 100   |
| <b>Amenities:</b> | Restaurant, bars, wellness with saunas & gym, swimming pools, meeting rooms |

**Implementation timeline:**

2004

### UMACO' role

#### Project Development

- Development of architectural and planning concepts and management plan
- Pre-design architectural and constructional elaborations
- Preparation of architectural and urban solutions and conceptual description of the complex
- Calculation of technical and economic indicators



## Katerina Residence

### Key figures:

|                       |  |
|-----------------------|--|
| <b>Concept:</b>       | Apart Hotel  |
| <b>Location:</b>      | Krasnaya Polyana, Sochi                                    |
| <b>Building area:</b> | 30 177 sqm   |
| <b>Capacity:</b>      | 183 Apartments   |
| <b>Amenities:</b>     | Restaurant, bars, fitness and entertainment centers, shops |

**Implementation timeline:**

2003-2004

### UMACO' role

#### Project Development

#### Exit

|                                   |            |
|-----------------------------------|------------|
| <b>Investment in the Project:</b> | 3 mln USD  |
| <b>Sold to Investor:</b>          | 20 mln USD |



## Katerina City Elabuga

### Key figures:

**Concept:** Multifunctional Hotel-residential complex  
**Location:** Elabuga, Tatarstan  
**Building area:** 12 000 sqm  
**Capacity:** 77 rooms, 29 apartments  
**Amenities:** Restaurant, bars, fitness center, meeting rooms, club room

**Implementation timeline:** 2007

### UMACO' role

**Concept and Project Development**



## Katerina City Krasnodar

### Key figures:

**Concept:** Business Hotel-Office complex  
**Location:** Krasnodar, Russia  
**Building area:** 18 640 sqm  
**Capacity:** 186 rooms, 9 apartments  
**Office space:** 5 000 sqm  
**Amenities:** Restaurant, bars, fitness center, meeting rooms

**Implementation timeline:** 2007-2008

### UMACO' role

**Concept and Project Development**

### Exit

**Investment in the Project:** 2,5 mln USD  
**Sold to Investor:** 7,5 mln USD

# UMACO projects 2008-2010



Developed by UMACO



## Katerina Infraotel

### Key figures:

**Concept:** Chain of 20 business hotels

**Location:** Cities over 500K

**Building area:** 15 000 sqm

**Rooms:** 150

**Amenities:** Restaurant, bars, meeting room

**Implementation start:** 2008

### UMACO' role

#### Concept Development

- We are currently looking for locations for Katerina Infra hotels. Cities of high business activity, with over 500K inhabitants are target.

Operated by UMACO



## Katerina Park Moscow

### Key figures:

**Concept:** Business City hotel

**Location:** Moscow, Russia

**Building area:** 11 000 sqm

**Rooms:** 240

**Amenities:** Restaurant, bar, fitness center, 4 meeting rooms, outdoor parking

**Implementation timeline:** 2010

**Website:** [www.katerinahotels.com](http://www.katerinahotels.com)

### UMACO' role

- Acquisition of property ownership
- Renovation concept development
- Redevelopment
- Subsequent management

**TR v/o VAT (2011):** 8 mln USD

**GOP v/o VAT (2011):** 4 mln USD



# UMACO' Track record



| Project Name  | Country   | City                    | No.rooms             | Implementation timeline |
|---|-----------|-------------------------|----------------------|-------------------------|
| <b>Under Management</b>   |           |                         |                      |                         |
| Katerina City   | Russia    | Moscow                  | 120                  | 1997-2000               |
| Katerina Alpik sold to private investors, partly to the Swedish Investment Fund 11 Invest | Russia    | Krasnaya Polyana, Sochi | 116                  | 2002-2008               |
| Katerina Park   | Russia    | Moscow                  | 240                  | 2010                    |
| <b>Under Development</b>  |           |                         |                      |                         |
| Katerina Infraotel  | Russia    | Cities over 500K        | 150                  | Since 2008              |
| <b>Concept &amp; Project Development, Consulting</b>                                      |           |                         |                      |                         |
| Katerina Iris Congress Hotel  | Russia    | Moscow                  | 195                  | 2001-2002               |
| Great Sochi Concept   | Russia    | Sochi                   | -                    | 2001-2004               |
| Sochi Plaza   | Russia    | Sochi                   | 11 000 sqm           | 2002                    |
| Chaika Plaza  | Russia    | Sochi                   | 2 670 sqm            | 2002                    |
| Sochi Golf & SPA Resort   | Russia    | Krasnaya Polyana, Sochi | 100 rooms + 7500 sqm | 2004                    |
| Mountain complex Carousel   | Russia    | Krasnaya Polyana, Sochi | -                    | 2004                    |
| Russkiy Les   | Russia    | Lipetsk                 | 100                  | 2004                    |
| Katerina Residence  | Russia    | Krasnaya Polyana, Sochi | 183                  | 2003-2004               |
| Katerina City Elabuga   | Tatarstan | Elabuga                 | 106                  | 2007                    |
| Katerina City Krasnodar   | Russia    | Krasnodar               | 177                  | 2007-2008               |