



06-07 JUNE  
2023

ANALYST SITE VISIT

# PULA, CROATIA



pphe  
HOTEL GROUP

PARK  
PLAZA

art'otel

HOIMES  
HOTEL LONDON

ARENA  
HOTELS &  
APARTMENTS

ARENA  
CAMPSITES

PARTNER BRANDS

RADISSON  
COLLECTION

RED  
Radisson

## INTRODUCTION TO ARENA HOSPITALITY GROUP

>10,000

rooms and accommodation units

31

properties



One of the most dynamic hospitality groups in the CEE Region



Croatia, Germany, Austria, Hungary, Serbia



City and year-round exposure in capital cities Berlin, Budapest, Belgrade and Zagreb and regional cities, Cologne and Nuremberg

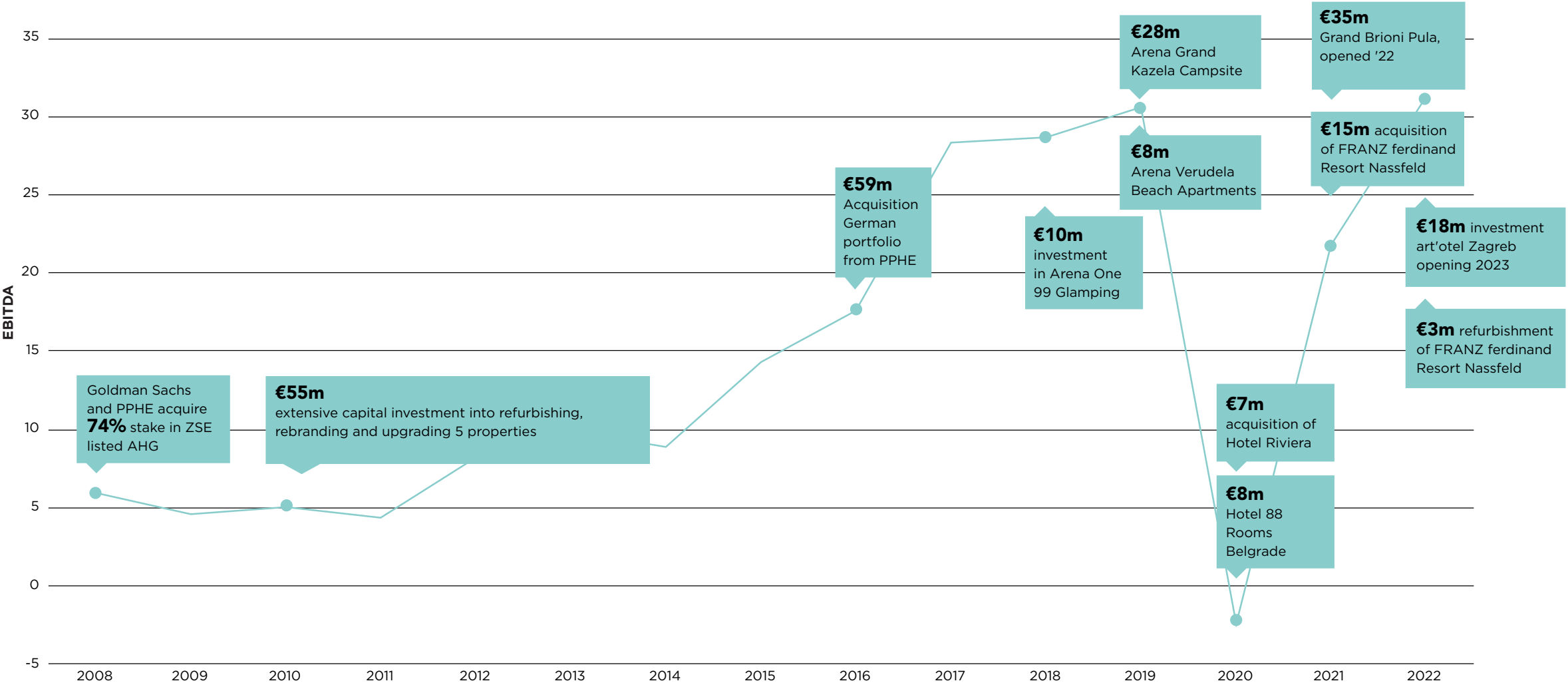
21

Market leader in southern Istria with 21 hotels, resorts and campsites

18

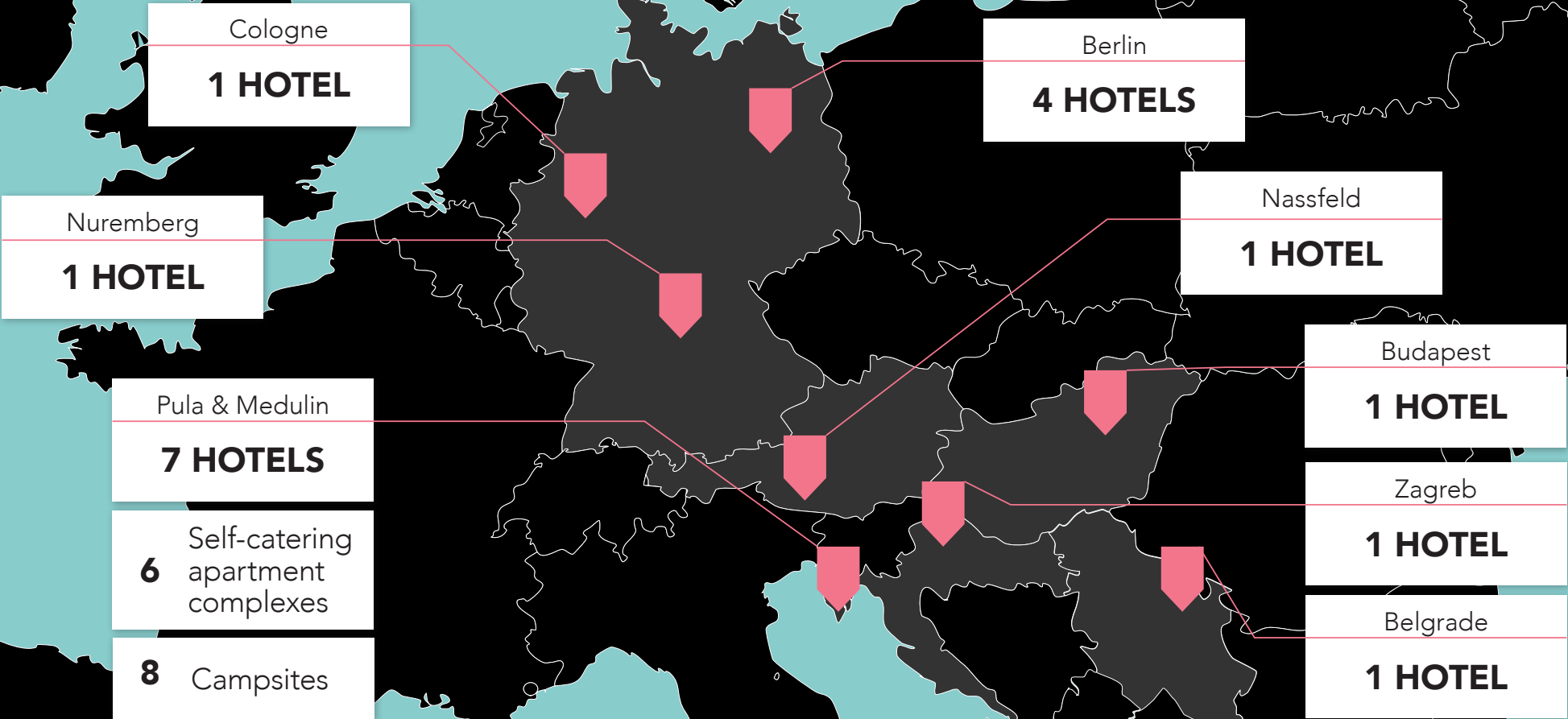
Exclusive right to operate and develop Park Plaza hotels in 18 countries

# MAIN INVESTMENTS TIMELINE AND EBITDA GROWTH



# KEY CAPITAL AND SECONDARY CITIES AND SELECT RESORT DESTINATIONS

## GROUP LOCATIONS



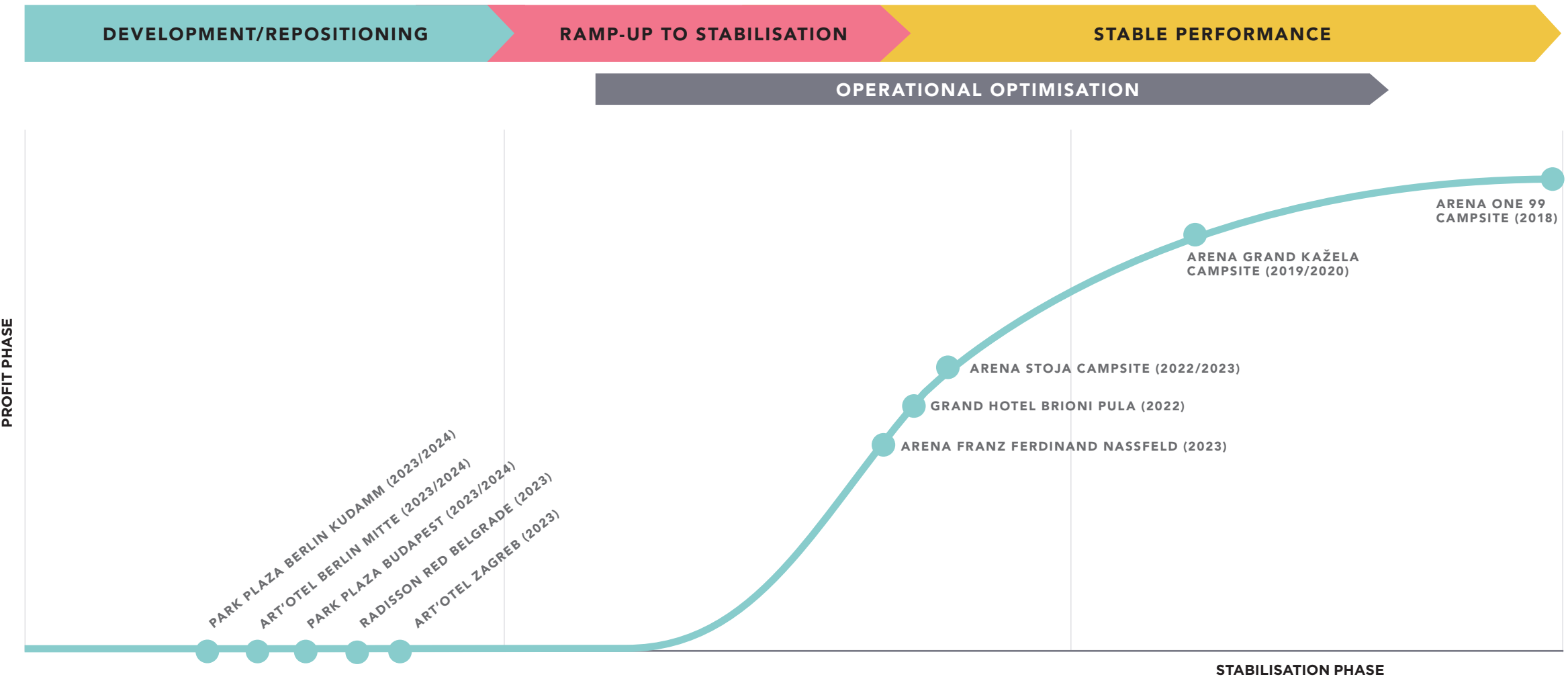


## A GREAT PORTFOLIO WITH FURTHER POTENTIAL

LOCATION & PROPERTY	NO. ROOMS	ACCOMODATION TYPE	INVESTMENTS INSIGHTS
<b>BERLIN: 4 HOTELS</b>			
art'otel Berlin Mitte	109	Hotel	to be repositioned in H2 '23
Park Plaza Wallstreet Berlin Mitte	167	Hotel	opened 2006
Park Plaza Berlin	152	Hotel	opened in 2002 and extended in 2011 / earmarked for soft refurbishment
Park Plaza Berlin Kudamm	133	Hotel	earmarked for repositioning and rebranding
<b>COLOGNE: 1 HOTEL</b>			
art'otel Cologne	218	Hotel	opened 2010 / earmarked for repositioning
<b>NUREMBERG: 1 HOTEL</b>			
Park Plaza Nuremberg	177	Hotel	opened 2016
<b>NASSFELD: 1 HOTEL</b>			
Arena FRANZ Ferdinand Hotel	144	Hotel	investment completed H1 '23
<b>BELGRADE: 1 HOTEL</b>			
Radisson RED Belgrade	88	Hotel	hotel currently being repositioned, reopening H2 '23
<b>BUDAPEST: 1 HOTEL</b>			
Park Plaza Budapest	167	Hotel	public area renovations completed '22 and bedroom refurbishment planned for H2 '23
<b>ZAGREB: 1 HOTEL</b>			
art'otel Zagreb	115	Hotel	office to hotel conversion, opening H2 '23

LOCATION & PROPERTY	NO. ROOMS OR UNITS	ACCOMODATION TYPE	INVESTMENTS INSIGHTS
<b>PULA &amp; MEDULIN: 7 HOTELS</b>			
Grand Hotel Brioni Pula, a Radisson Collection Hotel	227	Hotel	investment completed 'H1 22
Park Plaza Histria Pula	369	Hotel	launched 2012
Park Plaza Belvedere Medulin	423	Hotel	launched 2014
Park Plaza Arena Pula	187	Hotel	launched 2015
TUI Blue Medulin	190	Hotel	launched 2014
Arena Hotel Holiday Medulin	192	Hotel	soft refurbishment completed 2018
Guest House Hotel Riviera Pula	33	Hotel	earmarked for repositioning and rebranding
<b>PULA &amp; MEDULIN: 6 SELF-CATERING APARTMENT COMPLEXES</b>			
Park Plaza Verudela Pula	285	Resort	launched 2012
Arena Verdula Beach & Villas Pula	176	Resort	launched 2020
Kazela Apartments Medulin	99	Resort	repositioning potential
Ai Pini Apartments Medulin	63	Resort	repositioning potential
Horizont Resort Pula	207	Resort	repositioning potential
Splendid Resort Pula	218	Resort	repositioning potential
<b>PULA &amp; MEDULIN: 8 CAMPSITES</b>			
Arena One 99 Glamping Pomer	193	Campsite	launched 2018
Arena Grand Kažela Campsite Medulin	1565	Campsite	phase 1 launched in 2019 and phase 2 in 2020
Arena Stoja Campsite Pula	791	Campsite	phase 1 completed in '22 and phase 2 to be completed H1 '23
Arena Medulin Campsite	1053	Campsite	repositioning potential
Arena Indije Campsite Banjole	534	Campsite	repositioning potential
Arena Tasalera Campsite Premantura	333	Campsite	repositioning potential
Arena Runke Campsite Premantura	247	Campsite	repositioning potential
Arena Stupice Campsite Premantura	1111	Campsite	repositioning potential

# REDEVELOPMENT AND POSITIONING OF OUR PORTFOLIO



# AMORTISING DEBT WITH LONG TERM FIXING ON HISTORICALLY LOW RATES

DEBT STRUCTURE

% Fixed Rate Debt

94%

Weighted Cost of Debt

2.1%

Average maturity

6.6 years

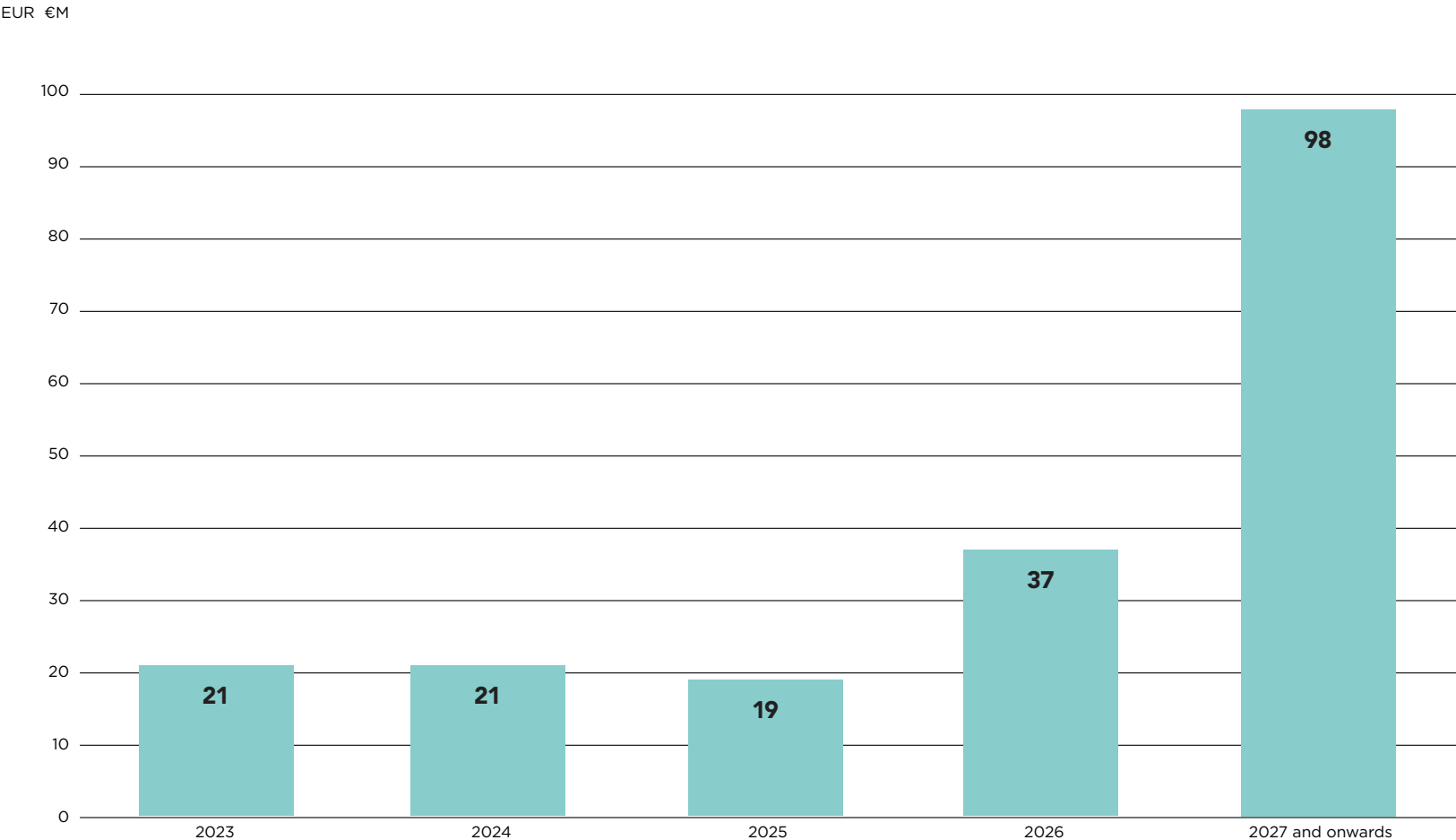
Gross debt

€197m

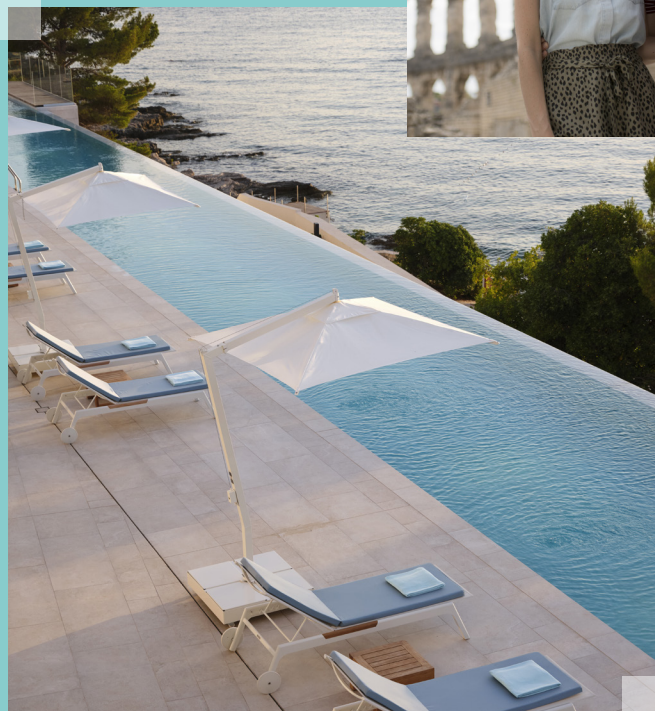
Net debt

€166m

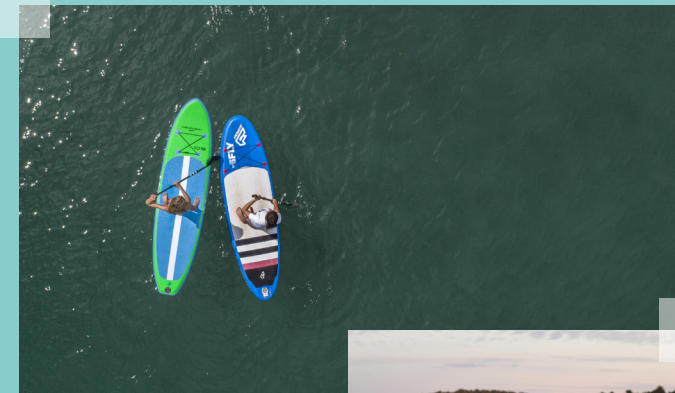
GROUP DEBT MATURITY PROFILE



## SITE VISITS ITINERARY



01. GRAND HOTEL BRIONI, PULA  
A RADISSON COLLECTION HOTEL
02. PARK PLAZA ARENA PULA
03. ARENA VERUDELA BEACH APARTMENTS, PULA
04. PARK PLAZA VERUDELA PULA
05. PARK PLAZA HISTRIA PULA
06. SPLENDID AND HORIZONT, PULA
07. ARENA STOJA CAMPSITE, PULA
08. ARENA ONE 99 GLAMPING, POMER
09. PARK PLAZA BELVEDERE MEDULIN
10. ARENA MEDULIN CAMPSITE
11. ARENA GRAND KAŽELA CAMPSITE MEDULIN, CROATIA

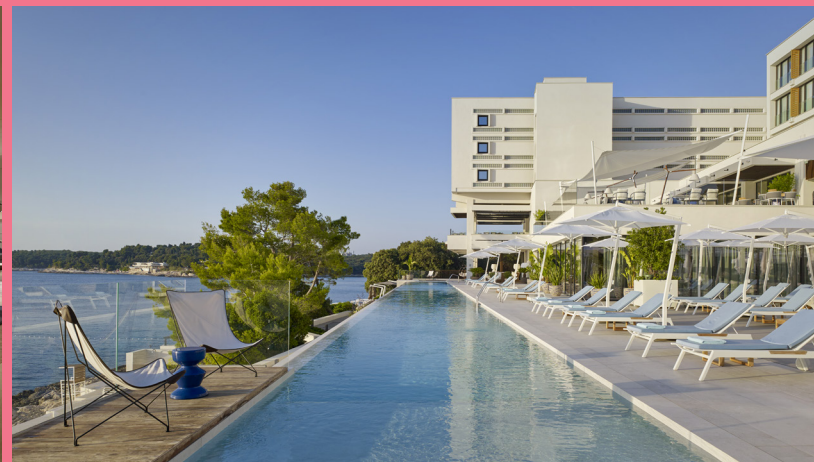




# GRAND HOTEL BRIONI

A RADISSON  
COLLECTION HOTEL

HOTEL  
227 ROOMS  
INVESTMENT COMPLETED H1 '22



01



# PARK PLAZA ARENA PULA

HOTEL  
187 ROOMS  
LAUNCHED 2015



02



# ARENA VERUDELA BEACH APARTMENTS

RESORT  
176 ROOMS  
LAUNCHED 2020



03



# PARK PLAZA VERUDELA PULA

RESORT  
385 ROOMS, STUDIOS AND APARTMENTS  
LAUNCHED 2012



04



# PARK PLAZA HISTRIA PULA

HOTEL  
369 ROOMS  
LAUNCHED 2012

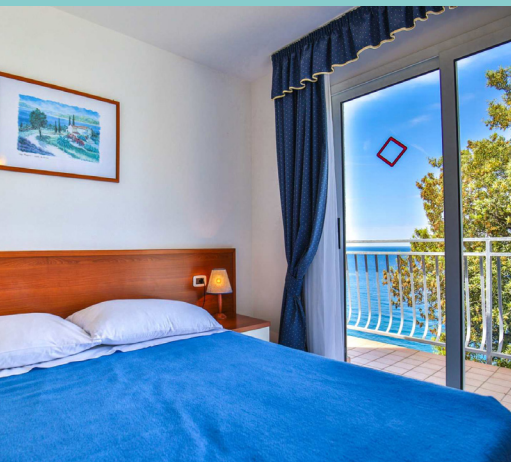


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# SPLENDID AND HORIZONT

RESORT  
SPLENDID - 218 ROOMS  
HORIZONT - 207 ROOMS  
REPOSITIONING POTENTIAL

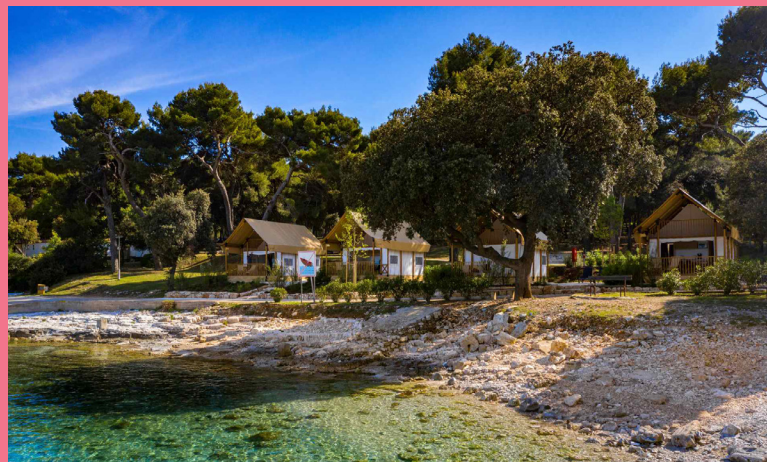
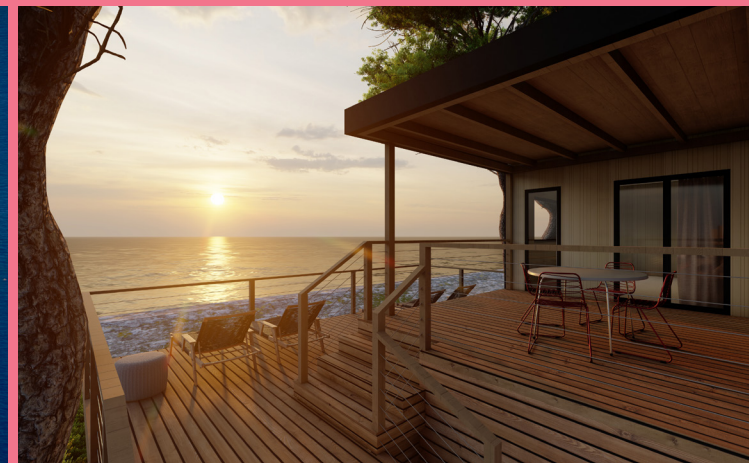
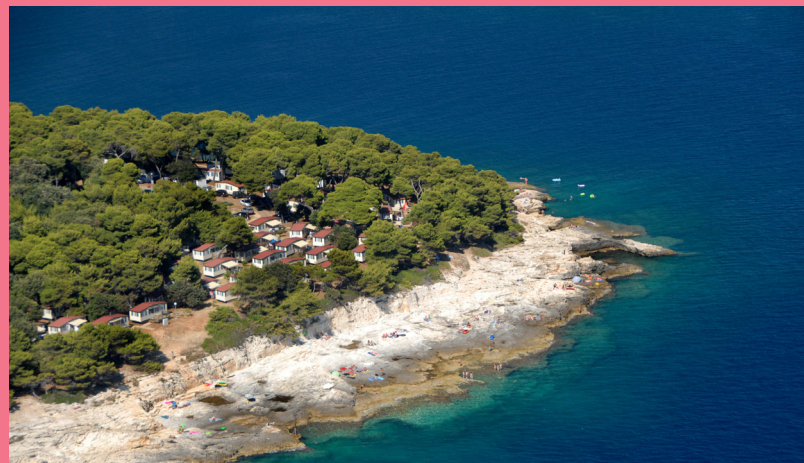


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# ARENA STOJA CAMPSITE PULA

CAMPSITE  
791 MOBILE HOMES AND CAMPSITE PITCHES  
PHASE 1 COMPLETED IN '22 AND  
PHASE 2 TO BE COMPLETED H1 '23



07



# ARENA ONE 99

CAMPSITE  
193 GLAMPING TENTS  
LAUNCHED 2018



08



# PARK PLAZA BELVEDERE MEDULIN

HOTEL  
423 ROOMS  
LAUNCHED 2014



09



# ARENA MEDULIN CAMPSITE

CAMPSITE  
1053 CAMPSITE PITCHES  
REPOSITIONING POTENTIAL



10



# ARENA GRAND KAŽELA CAMPSITE MEDULIN

CAMPSITE  
1565 MOBILE HOMES AND CAMPSITE PITCHES  
PHASE 1 LAUNCHED IN 2019 AND  
PHASE 2 IN 2020



11



**Daniel Kos**  
Chief Financial Officer  
& Executive Director



**Robert Henke**  
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