



Investing in Suite Hotels - FAQs

1. Why Invest in Suite Hotels?

Suite hotels offer investors the opportunity to benefit from the best of both a holiday and buy-to-let investment. With the current buy-to-let market not performing as it once did not to mention the pitfalls of trying to market your own holiday home, suite hotels are the ideal solution. A full management service takes care of everything from marketing and bookings to the maintenance of not just the site, but your unit as well. This creates a hassle-free investment with strong returns.

2. Why Kasâmia?

Kasâmia's objective is to revolutionize the suite hotel market and make it exciting and enticing to both purchasers and overnight guests alike. Competitive pricing, stylish interior designs, five star facilities and services plus larger square metre sizes than hotel rooms are just some of Kasâmia's standard ingredients.

Kasâmia is well placed to ensure the highest possible return on investment for the purchaser. Kasâmia has developed an unrivalled distribution network, both online and on the high street, to maximize occupancy rates, offers an extremely favorable revenue split and routinely reinvests 4% of annual sales back into maintaining and preserving the asset.

With Chairman Jean Robert Reznik at the helm, founder of Club Med and the CEO of Accor hotels, he brings a wealth of experience that stands Kasâmia in great stead for achieving its goal.

3. Why Pueblo Acantilado?

Pueblo Acantilado will be Kasâmia's flagship development which will ensure that you are buying into the best of the best. This resort has the charm of Mediterranean village whilst being situated just 20 minutes from Alicante International Airport and therefore only a couple of hours away from any major city in Europe. This makes for the ideal destination for romantic breaks or family holidays.

This site not only boasts all you would expect from a five star hotel in terms of Spa facilities to an à la carte restaurant, but it also enjoys dramatic Mediterranean Sea views right from your suite.

4. What are the financial advantages?

In choosing Pueblo Acantilado you will immediately benefit from buying a unit at a price pre-renovation / refurbishment. After the renovation your unit will be worth more and be part of a fully functioning five star standard resort.

The figures have been based on a modest projection of 60% occupancy. This is largely based on the occupancy rate the hotel currently receives. However, at present the hotel does not benefit from the marketing Kasâmia can deploy. With Kasâmia's ability to reach up to 18 million British tourists from their database, the current hotel does not compare.

Even so these modest projections show this development will give a return of 7.54% in the first year rising to 13.29% in the seventh, this gives a projected average of 10% annual return on investment. These figures already include the deductions for the management and maintenance of your suite.

You will also benefit from being part of a rental pool. This means that everyone is paid based on the square footage that they own in the hotel rather than the performance of



their individual unit. This means that if your unit is empty you will still receive an income, a luxury that private renting does not enjoy.

Kasâmia product has also been approved for SIPPS which adds considerable tax advantages to the equation.

5. How will Kasâmia maintain the development?

Kasâmia will take 4% for the furniture, fixtures and equipment (FF & E); this is deducted before you receive your return. This ensures high standards and routine reinvestment back into the maintenance and upkeep of the asset.

6. When would I be able to visit my unit?

As an owner of a suite you will be able to use your suite free of charge for up to six weeks each year. If you have opted for SIPPs restrictions apply. You must, however, ensure you book by the end of October to make a booking the following year.

7. How will I know how the hotel is performing before I see my annual return?

Kasâmia will give access to the hotel's books via the internet. You will be able to see all aspects of the hotel's activities from here. This will range from room occupancy rates to restaurant bookings each day. If you feel there should be something done to improve the hotel or have any concerns, you can also post your comments within this site. This gives you up-to-the-minute peace of mind.

8. What happens when I wish to sell my property?

Should you wish to sell your property at any time you are free to do so as you will enjoy freehold ownership. Due to high demand Kasâmia provides a re-sale facility to help you through the process.

9. How much is Kasâmia investing?

Kasâmia in conjunction with property company Profusa, a subsidiary of the billion euro annual turnover Fuertes Group wholly owned by the Fuertes family and highly respected within Spain; is investing 30 million euros into facilities and refurbishment to bring this hotel up to their high standards. All facilities will be improved from the restaurant and 600m² Spa to LCD TVs and internet access in the rooms. With this huge sum of investment you can be assured that Kasâmia will be involved in this development for the long haul. Profusa will also be retaining a major financial stake.

10. Can I opt out of Kasâmia?

The legal definition of this type of hotel as 'apartamentos turisticos' means by law that there can only be one operator managing the residence, in this case Kasâmia. However, after seven years if the owners are not happy with Kasâmia as a group, they can refuse to renew the contract and replace them with another company.