Pontus Rotana

Resort & Spa – Gonio

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Resort & Spa – Gonio

- Largest hotel complex in Georgia
- First 5-star Rotana hotel in Georgia
- Exclusive collaboration with Rotana

Introducing Georgia's first Rotana hotel, Pontus Rotana Resort & Spa - Gonio, an exceptional opportunity showcasing a collection of 546 hotel rooms available for investment.

Epitome of luxury and convenience within this magnificent establishment. Spanning over 8000 m2, the Pontus Rotana Resort & Spa hotel offers a wealth of amenities and facilities, carefully designed to cater to every aspect of guest's stay.

Hotel Management

Highset quality assured by Rotana Hotel Management Corporation PJSC.

The 5-Star hotel is being designed and constructed in complete accordance with Rotana's high standards and requirements. The dedicated team from Rotana will manage every aspect of the hotel, providing exceptional service and expertise.

Hotel Infrastructure

- Casino
- Restaurant
- Rooftop Bar
- Gym & Spa Center
- Indoor & Outdoor Swimming Pool
- Pool Bar and Lounge
- Private Beach
- Business Lounge
- Conference Hall
- Wine and Cigar Boutique
- Garden
- Parking

Location

Pontus Rotana Resort & Spa - Gonio is ideally located in the southern part of Batumi, specifically in the suburb of Gonio. This emerging area has recently become a hub for large scale developers, offering a fresh wave of existing projects.

Batumi Airport
Georgia
8.3 km away, 12 minutes by car

City center
Batumi
16.0 km away, 25 minutes by car

Kutaisi Airport
Georgia
In 132.3 km, 2 hours and 13 minutes' journey

Botanical garden
Batumi
22.1 km, 43 minutes' drive

Rize, Artvin Airport
Turkey
In 82.1 km, an hour and 22 minutes of travel

Gonio Castle
Batumi
1.5 km away, 2 minutes' drive

Trabzon Airport
Turkey
In 186.0 km, 2 hours and 24 minutes of travel

Goderdzi winter resort
Adjara
In 110 km, 2 hours and 25 minutes' drive

Railway station
Batumi
17.3 km away, a 30-minute drive

Mtirala National Park
Adjara
32.0 km away, 55 minutes drive

Situated between the captivating Black Sea and Lesser Caucasus mountains, providing guests inspiring views and atmosphere, makes the destination attractive for leisure and business vacations.


RUSSIA
BLACK SEA
GEORGIA
BATUMI
GONIO
TURKEY
ARMENIA
AZERBAIJAN

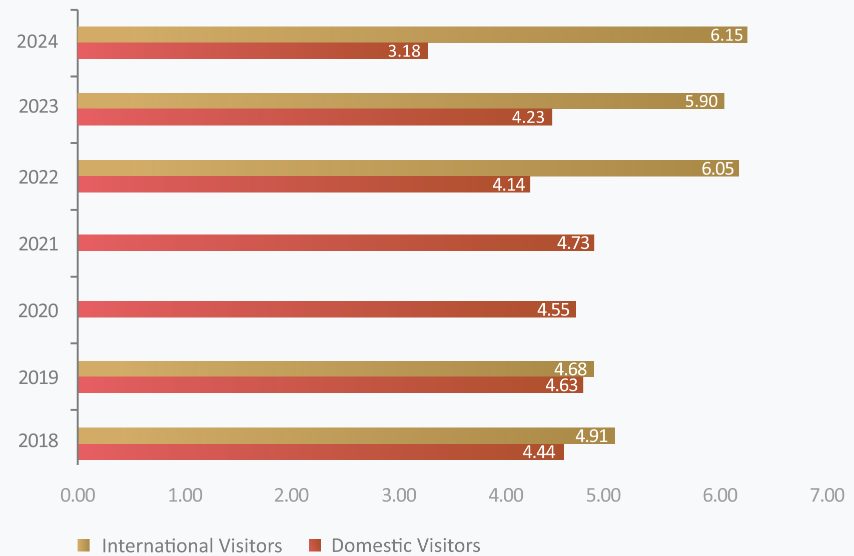
Tourism industry trends
Batumi

Batumi's popularity has soared among international markets, driving the demand for this coastal gem. In 2023 alone, Batumi welcomed a total 3.9 million visitors , comprising both domestic and international travelers. By 2024, the number of visitors amounted 3.9 million and demonstrating a stable and resilient tourism environment .

The allure of Batumi lies not only in its stunning coastal beauty but also in its ability to cater to a diverse range of visitors. The average length of stay in Batumi is 6.15 days for international visitors and 3.18 days for domestic visitors, indicating the city's ability to captivate travelers for an extended period. Visitors from various regions, spanning from the EU to CIS, the Americas, and Gulf countries, flock to Batumi to experience its unique charm.

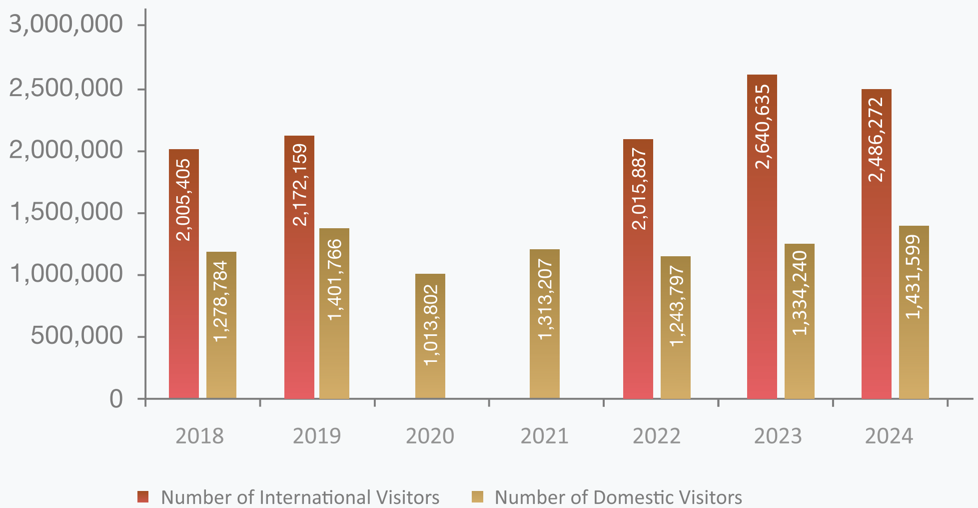
Flights between Georgia and Gulf countries provide convenient travel options for passengers. Number of flights is increasing annually several airlines operate regular flights connecting these regions, including Flydubai, Gulf Air, Fly Nas, Jazeera, Qatar Airways, Kuwait Airways, Air Arabia, Wizz Air, Flydeal, Oman Air, Salam Air and others. These airlines offer a range of routes and destinations, allowing travelers to easily access Georgia from Gulf region.

2018-2024



Average Length of Stay in Batumi – Nights
Source: National Statistics Office of Georgia

2018-2024



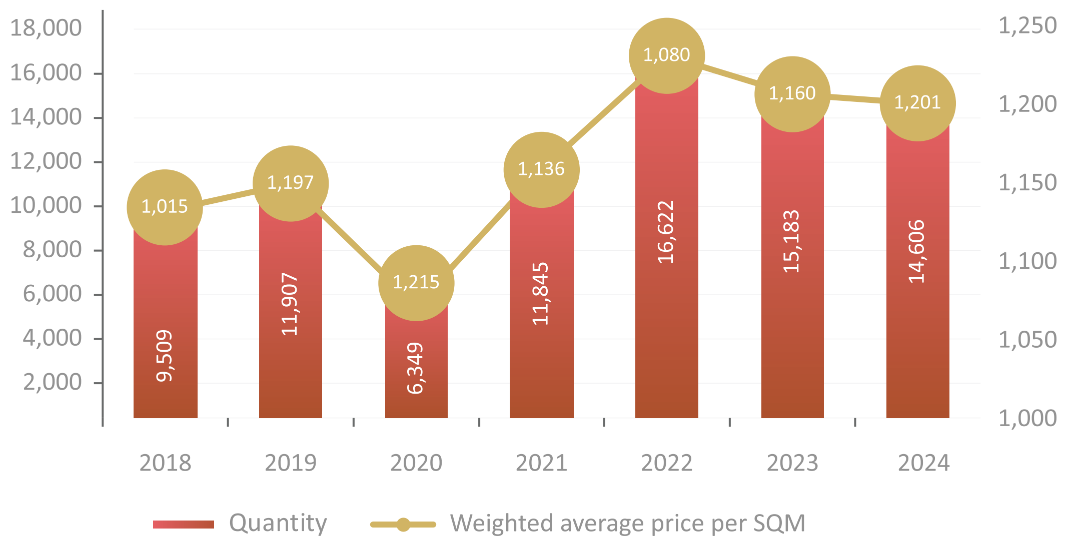
International and Domestic Visitors in Batumi – Absolute Numbers
Source: Georgian National Tourism Administration


Rotana

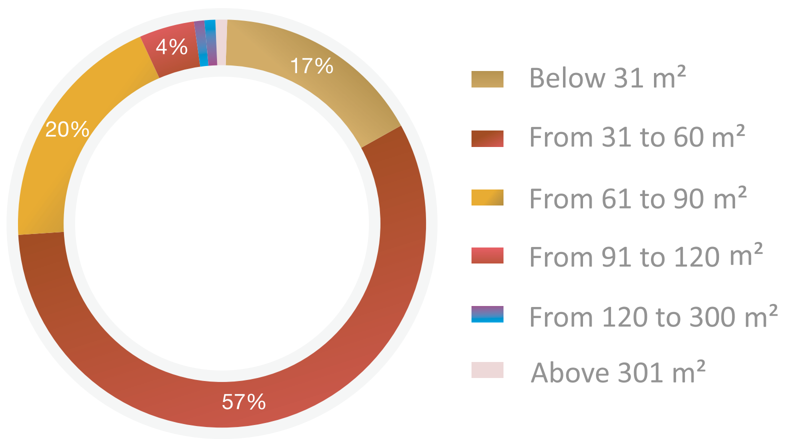
Residential market trends
Batumi

Georgia has witnessed consistent economic growth in recent years, leading to an upswing in consumer spending. As a result the residential real estate market has emerged as one of the most stable and rapidly growing sectors in the country.

In the city of Batumi, the demand for apartments has been evolving, with a notable shift towards higher-priced units. There is a growing demand for apartments priced between $1001 and $2000 per m2, indicating a preference for luxurious and upscale living. Additionally, there is an increasing interest in premium apartments priced above $2000, reflecting the rising affluence and sophistication of the market.



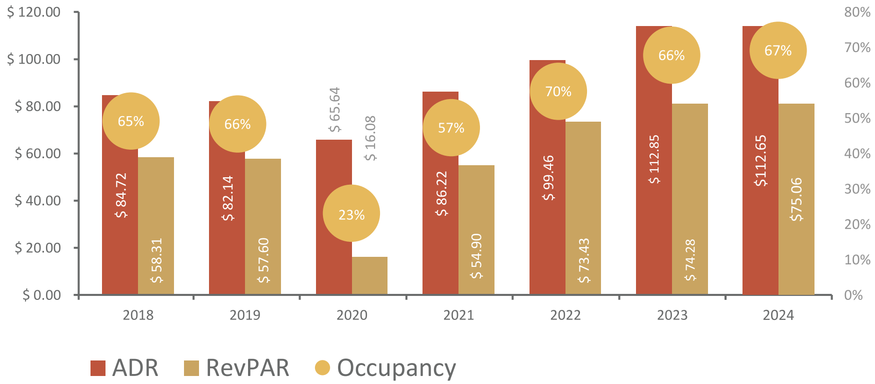
Historic Annual Dynamics of Quantity (Units) and Weighted Average Price
Source: NAPR



Sizing (m²) Preferences, 2023
Source: NAPR

Hotel market trends
Batumi

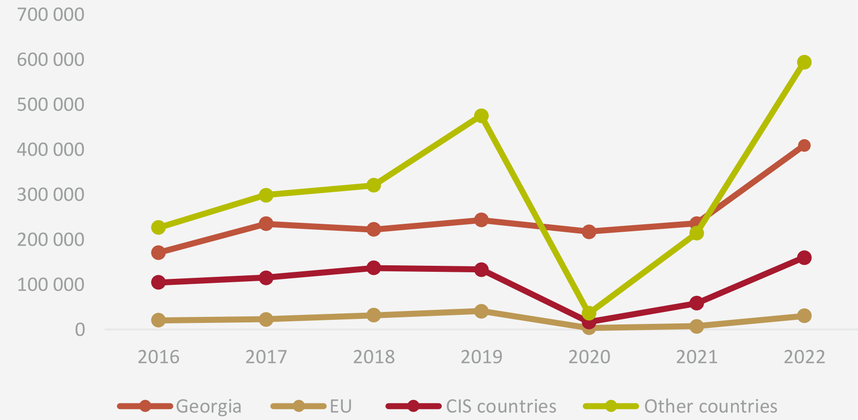
The hotel sector in Batumi has experienced significant growth and development in recent years. Batumi's popularity as a tourist destination has led to a surge in hotel construction and investment, catering to both domestic and international travelers.



**ADR figures are net of VAT*

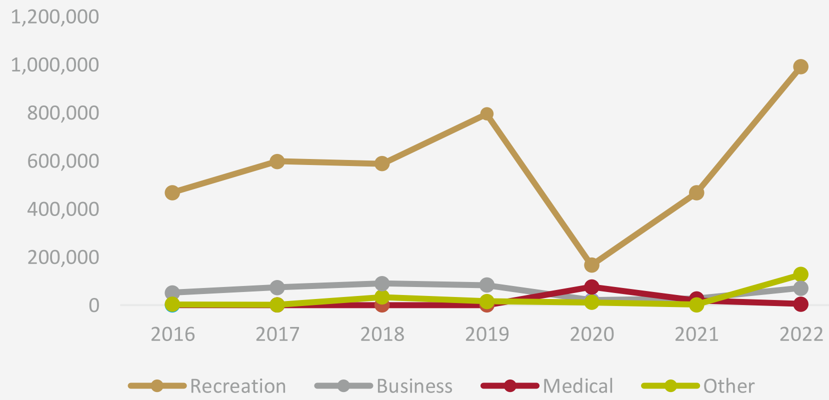
Historic Annual Dynamics (2018-2023)
Source: STR Global

Batumi hotel industry has revived from the pandemic effect and reached the highest occupancy and ADR level in the last 8 years.



Source Markets of Batumi Hotel Visitors
Source: National Statistics Office of Georgia

293 hotels that operate in Batumi (2023 data) provide 12,052 keys and roughly 23,724 beds, wich yields a bed-per-visitor ratio of 5.97. This is quite low for a destination such as Batumi (The world average ratio is 15 beds per 1,000 visitors)



Purpose of Visit at Batumi Hotels
Source: National Statistics Office of Georgia

Country advantages - Georgia

COUNTRY	Crime and Safety Index CRIME INDEX (100 = highest crime) SAFETY INDEX (100 = highest safety)	The costs associated with purchasing real estate % from the value of real estate
GEORGIA	Crime Index 25.9 Safety Index 74.1	0.00% - 1.00%
TURKEY	Crime Index 40.1 Safety Index 59.9	8.00% - 10.00%
ROMANIA	Crime Index 32.2 Safety Index 67.8	1.44% - 7.20%
CROATIA	Crime Index 26.2 Safety Index 73.8	6.14% - 9.30%
GREECE	Crime Index 46.6 Safety Index 53.4	6.88% - 7.04%
BULGARIA	Crime Index 37.8 Safety Index 62.2	2.80% - 7.60%

Visa Regulation

- Citizens of 98 countries can enjoy a visa-free policy, allowing them to enter Georgia without a visa
- Additionally, approved visa or residence permit holders from 50 countries, including Gulf countries, are granted visa-free entry

Buying Real Estate in Georgia

- Property ownership rights are equal for both local and international citizens with the exception of agricultural land
- Residency permit available with property purchase of $100,000 or more
- Property registration fee $60
- No property transfer costs

No ownership restrictions in Georgia for foreign citizens. Property registration in up to 2 business days

Return on Investment

The calculation below demonstrates the profitability for investors who purchase a hotel room within the period of 2023-2026, generate income until 2032, and subsequently sell the property in 2032

Years	2023	2024	**2025 Q3**	2025	2026	2027	2028	2029	2030	2031	2032	Average
ADR growth rate							5.0%	5.0%	5.0%	3.0%	2.0%	4.0%
Sales price / m² growth rate		26.7%	14,4%	25.0%	19.0%	13.4%	5.0%	5.0%	5.0%	3.0%	2.0%	**11.6%**
Occupancy growth rate								10.0%	15.0%	10.0%	10.0%	**11.3%**
Hotel room area (m²)	30	30	30	30	30	30	30	30	30	30	30	**30**
Days per year							365	365	365	365	365	**365**
Average room occupancy							48.00%	52.81%	60.73%	66.79%	73.48%	**60.36%**
Average daily rate - ADR net (Excl. VAT)							$123,00	$129,2	$135,6	$139,7	$142,5	**$134,0**
Average Nominal price per m²	$3,554	$4,504	$5,154	$5,630	$6,700	$7,600	$7,980	$8,379	$8,798	$9,062	$9,243	**$8,693**
Discounted price at full payment	$3,199	$4,054	$4,639	$5,067	$6,030	$6,840						
Investment volume	$95,958	$121,606	$139,156	$152,007	$180,889	$205,205						
Total room revenue							$21,550	$24,892	$30,058	$34,052	$38,209	**$29,752**
Payout to hotel (50% of the revenue)							$10,775	$12 446	$15,029	$17,026	$19,105	**($14,876)**
Annual operational profit							$10,775	$12,446	$15,029	$17,026	$19,105	**$14,876**
Sale of the hotel room											$277,301	
Brokerage sales fee											($2,773)	
Net profit							$10,775	$12,446	$15,029	$17,026	**$293,632**	

Investment Year	IRR	ROI	Payback period	Inv Multiplier	Annual operational yield					
2023	16.3%	15.4%	6.1 Y	3.6 X	11.2%	13.0%	15.7%	17.7%	19.9%	15.5%
2024	15.0%	14.1%	7.4 Y	2.9 X	8.9%	10.2%	12.4%	14.0%	15.7%	12.2%
2025 Q3	13.9%	13.0%	8.2 Y	2.5 X	7.7%	8.9%	10.8%	12.2%	13.7%	10.7%
2025	13.5%	12.6%	8.9 Y	2.3 X	7.1%	8.2%	9.9%	11.2%	12.6%	9.8%
2026	12.5%	11.6%	10.2 Y	1.9 X	6.0%	6.9%	8.3%	9.4%	10.6%	8.2%
2027	12.3%	11.2%	11.4 Y	1.7 X	5.3%	6.1%	7.3%	8.3%	9.3%	7.2%

***Before purchasing a property in Georgia, it is advisable to seek guidance from a tax officer or lawyer, as the property tax can vary from 0 to 1% of the property value in certain situations**

CUSHMAN & WAKEFIELD

PONTUS

50, 26 of May Street, Batumi, Georgia
29, Chavchavadze St, 4th floor, Tbilisi, Georgia
3, Andria Pirveltsodebuli Hwy III Alley, Gonio, Batumi

+995 557 511 111

www.pontus.ge