

**RIBAS
HOTELS**
— *Management*

**Management company
of hotel and restaurant
complexes**



ribas hotels ukrainian hotel chain



Founder
Arthur Lupashko



The network includes
28 objects



The total number
of rooms is **above 1000**



Founded
in 2014



3- and 4-star
city / resort hotels



5 own
hotel brands



Managed
by Ribas Hotels Management



Designed, built
and launched
10 hotel facilities



570
employees

Brands developed by the management company:



Ribas Hotels

Ribas Hotels are stylish city or country hotels of 4 * category with a room of 45 rooms and the necessary infrastructure.

**RIBAS
ROOMS**

Ribas Rooms
hotels

Ribas Rooms hotels are modern hotels 3 * category with 25 rooms with a conference room and a cafe.

**2be
hotel**

2be hotel

2be hotel is a franchise of business hotels of 3* category with a room with 25/50 rooms with game rooms.

WOL

WOL
home + hotel

WOL home + hotel is an apart-hotel concept is based on a combination of short and long-term stays.



Mandra
glamping

Mandra glamping is a network of bright glamping in the most picturesque cities of Ukraine. They are designed for any company, unity with nature with nature and unique photos.

Hotels under the management of Ribas Hotels Management are:



WOW-services



The equipment of apartments based on the target audience research – we know the needs of our guests



Instagram look



Ergonomic rooms



Creative trinkets



Digital trends

We provide profitable investment in the hotel business

We increase the profitability of existing hotels

We offer a ready-made project and find co-investors to real estate owners



hotel development

We start hotel facilities from scratch:
from business planning to construction and equipment.



hotel franchising

Ready solution for business start-up: hotel franchise
Managed by Ribas. The hotel operator's brand
and performance standards will increase the load
of the future facility and the profit as a result.



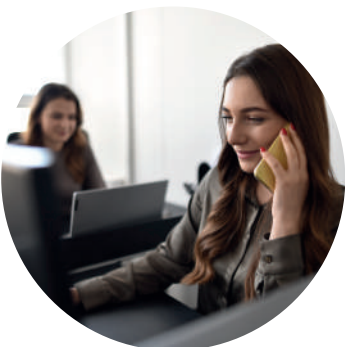
integrated management of the hotel facility

Strategic planning and operational management
of the hotel and restaurant.



marketing, booking and sales management

We provide remote management of sales channels,
marketing and advertising of the hotel, as well
as booking and corporate sales.



consulting

We conduct market research, as well as develop
the concept of the object, business planning and
architectural design. We provide recommendations based
on audit results.

Hotel development


For investors

We design hotels that, in addition to innovative design, have something that modern tourists are looking for - a strong positive emotion. Thus, we boldly state that our team is able to realize your dream of becoming the owner of a profitable exclusive hotel.

Stages of hotel project implementation:

- 01 Defining the concept of hotel and business planning;
- 02 Designing;
- 03 Construction and equipment;



- 
- 04 Author's supervision;
 - 05 Technical Supervision;
 - 06 Opening and managing an object;
 - 07 Assistance in finding a co-investor for construction.

The results of cooperation:



Maximum
usable area



No design
mistakes



Business planning
for a future facility
for 5 years

Hotel franchising: managed by Ribas

For the franchisee

Ready solution for starting a hotel business.

- 01 A reliable way to quickly start a profitable hotel business.
- 02 The brand of the hotel operator and the standards of work will increase the load and profit of the future object: apart-, business-, SPA- and resort hotel.
- 03 We will implement performance standards and increase visibility for existing facilities.
- 04 We offer to use one of our brands or create an individual project.
- 05 The accumulated experience of the company works for you.



How the hotel franchise Managed by Ribas works



Centralized booking department and call center

Increases the conversion of telephone bookings and room occupancy by an average of 25-28%, ADR (average daily price) - by 10-15%.



Corporate sales department

Increases hotel occupancy in the low season through exclusive agreements with major international and national companies.

More than 100 tour operators from around the world and new customers every day.



Marketing department

Attracts the target audience and provides loading according to the sales plan. We follow trends and new tools to ensure that our hotels receive the maximum number of direct bookings.



Financial Department

Awareness of performance through systematic detailed reporting.



Quality control and reputation department of the hotel

Increases guest loyalty and hotel ratings on key online resources.

integrated management

For owners of all types of hotels

Profit and free time. Are these concepts compatible? Yes, if you entrust the management of your facility to hotel business professionals.

In our management:



Business hotels



Resort hotels



SPA-hotels



Hotel level 3 * - 4 *

Integrated management includes:



Operational
hotel
management



Sales and
marketing
management



Financial
management
of the object



Implementation
of common
standards



Legal
support

The results of cooperation:



Average
increase
in profit



Increasing
business
capitalization



Average
increase
in guest loyalty

marketing, booking and sales management

For hotel owners

We will help increase the level of loading and sales of the facility's services. This will allow you to focus on quality service and loyal guests.

We take it upon ourselves:



Promotion
of the object



Corporate sales
and booking department



Service quality control
Independent audits

The results of cooperation:



Increase
loading



Reduce advertising
and commission
costs for agents



Increased
cost of living

Hotel consulting

A new look at your business will help increase efficiency and profitability at all stages of development: from the idea to the launch of the object and its subsequent operation

For investors
and development
companies

**HoReCa investment
project development**

For owners of
existing
facilities

**Audit of the
HoReCa facility**

For hotel owners,
investors

**Project audit
during construction**

For landowners
and real estate
owners

**Assistance
in the sale of real
estate and land**

For owners and
directors of
hospitality facilities

**Remote monitoring
service**



specialists in your hotel:



HR department



Booking
department



Marketing
department



PR department



Corporate
Sales
Department



Operations
Management
Department



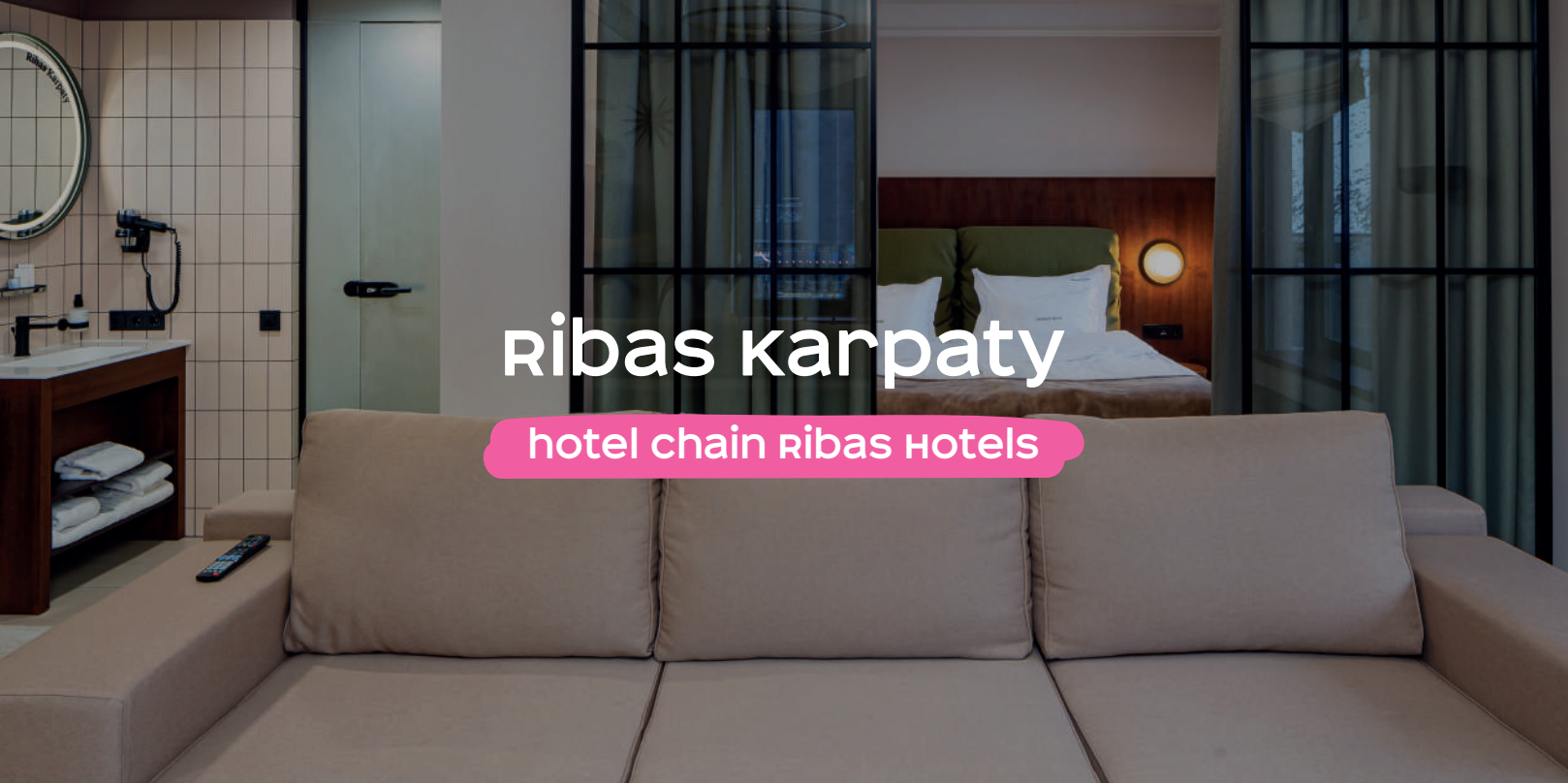
Partners
Department



Quality
Control
Department



Financial
Department



ribas karpaty

hotel chain ribas Hotels



Upscale ski hotel.

The design of the hotel is in harmony with the environment.

Address: Ukraine, s. Polyanitsa, Vyshnia tract, 162a (next to the first ski lift), Bukovel ski resort

Opening date: 12.26.2020

Stages of cooperation: concept creation, project management, design and construction, hotel launch, operational management

Total area: 3 200 m²

Infrastructure: restaurant, SPA and pools, children's room, ski room, coworking

Average annual occupancy, % (OOC): 67.1

Average rate, \$ (ADR): 138

Planned profitability on investment in the project, %: 14



Ribas Duke Boutique Hotel

hotel chain Ribas Hotels



A classic upper upscale boutique hotel in the heart of Odessa opposite the Opera and Ballet Theatre. The bright and airy rooms are fitted with natural Italian furniture.

Address: Ukraine, Odessa, per. Tchaikovsky 10

Opening date: 06.06.2014

Stages of cooperation: management

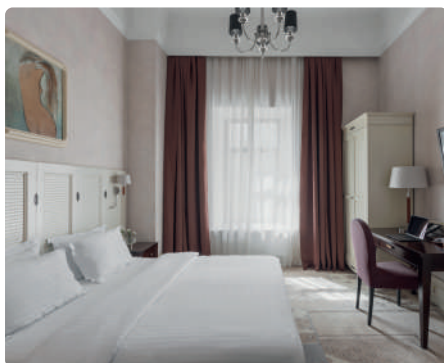
Total area: 2 531 m²

Infrastructure: restaurant, conference complex, SPA zone, parking

Average occupancy, % (OOC): 68

Average rate, \$ (ADR): 62

Planned profitability on investment in the project, %: 9





wOL.121 by Ribas

hotel chain wOL home + hotel



Upscale apartment hotel.

In summer - a hotel on the beach. In winter, it is a lifestyle, a residential building with apartments.

Address: Ukraine, Odessa, st. Fontanskaya road, 121

Opening date: 01.17.2022

Stages of cooperation: concept creation, project support at stages design and construction, hotel launch, operational management

Total area: 2 670 m²

Infrastructure: lobby and coworking, snack bar, fitness room, luggage room, terrace

Average annual occupancy, % (OOC): 88

Average rate, \$ (ADR): 32

Planned profitability on investment in the project, %: 9.2



ribas rooms odesa

hotel chain ribas rooms hotels



Modern midscale business hotel.

Suitable for both family holidays and business trips.

Address: Ukraine, Odessa, st. Genuevskaya, 24D, building 4

Opening date: 06.16.2017

Stages of cooperation: renovation, operational management

Total area: 689.7 m²

Infrastructure: breakfast room, parking

Average annual occupancy, % (OOC): 67

Average rate, \$ (ADR): 41

Planned profitability on investment in the project, %: 10



Lucky Residence

by ribas



An upscale resort.

The hotel is located by the sea on the sandy coast of the cozy village of Zatoka. The hotel features a swimming pool and a rooftop restaurant.

Address: Ukraine, Odessa region, Zatoka village, st. Lazurna, 5

Opening date: 06.01.2021

Stages of cooperation: hotel launch, operational management

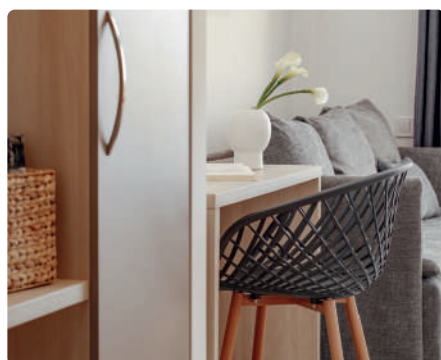
Total area: 2 067 m²

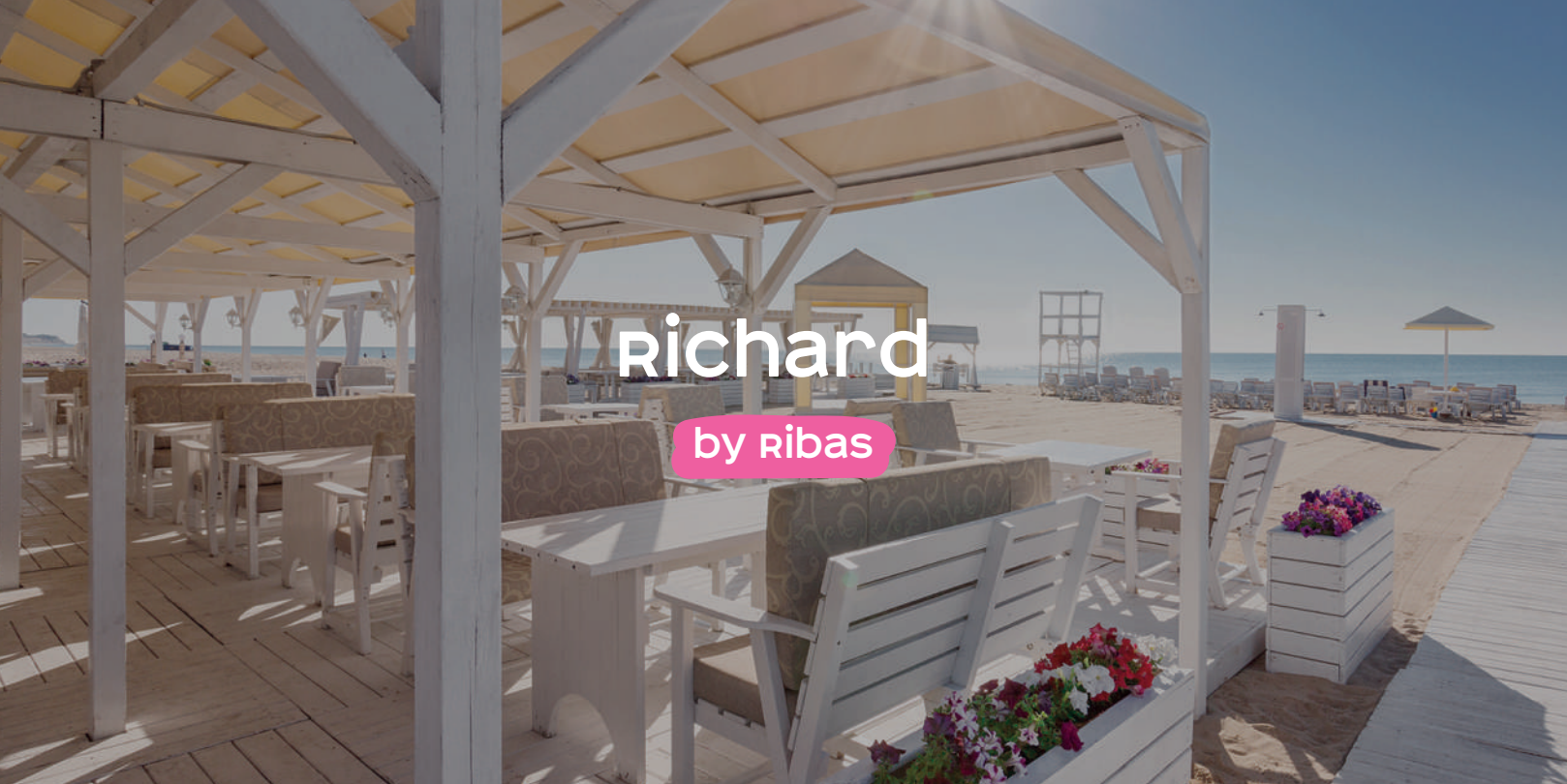
Infrastructure: swimming pool, two restaurants, rooftop, beach, parking

Average annual occupancy, % (OOC): 75

Average rate, \$ (ADR): 77

Planned profitability on investment in the project, %: 9





Richard

by Ribas



Midscale resort hotel.

Eco-hotel on the seafront in a quiet family resort. White sand on the beach and clear sea captivates guests from all over the country.

Address: Ukraine, Odessa region, resort Gribovka, st. Prymorska, 11

Opening date: 06.01.2011

Stages of cooperation: renovation, operational management

Total area: 971 m²

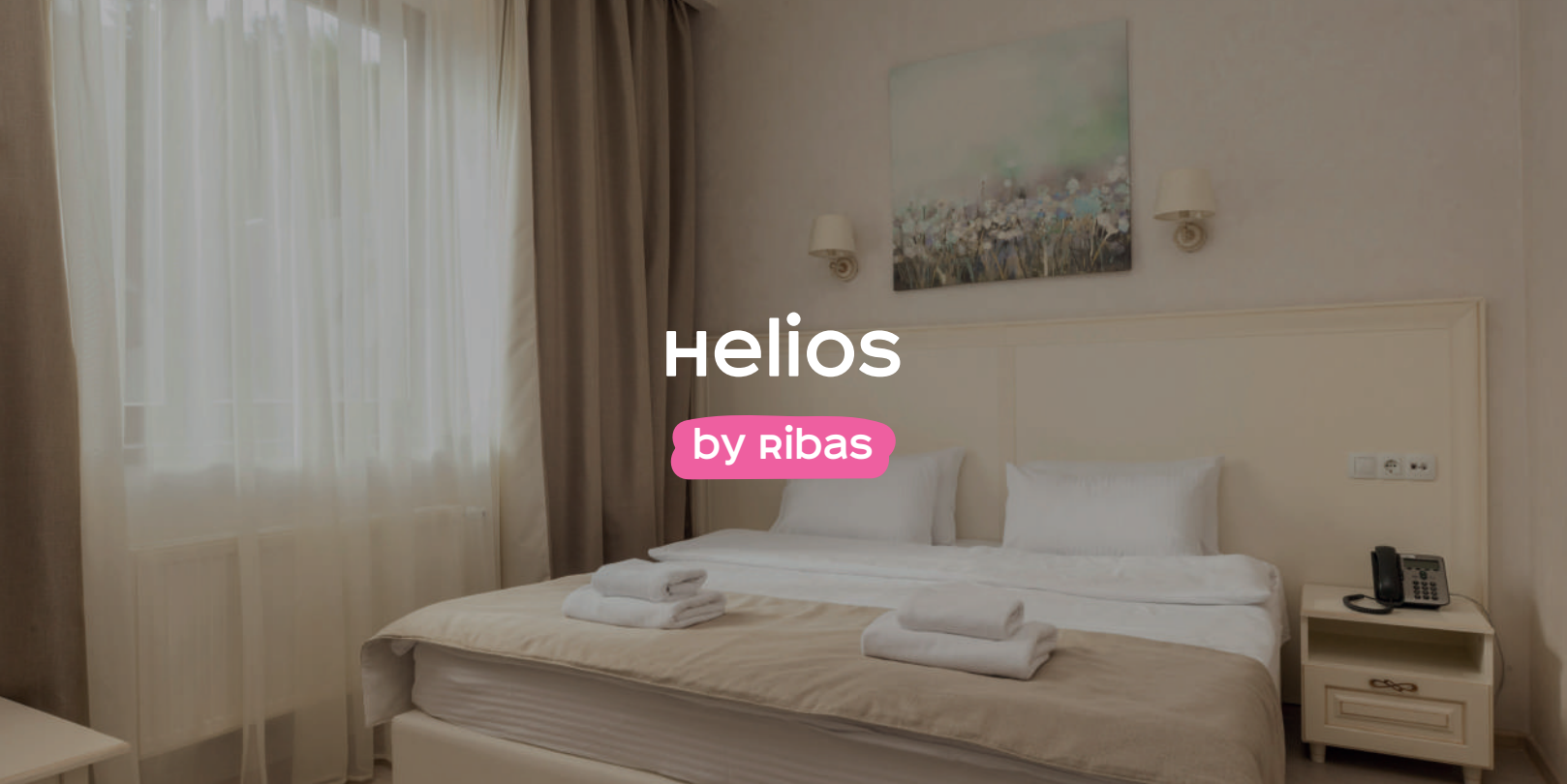
Infrastructure: own beach, summer restaurant with pavilions on the beach, playground, parking

Average occupancy, % (OOC): 77

Average rate, \$ (ADR): 55

Planned profitability on investment in the project, %: 17





Helios

by Ribas



Midscale ski resort.

Helios by Ribas is a hotel located in a picturesque place of the Carpathians - in Bukovel.

Address: Ukraine, ski resort Bukovel, Ivano-Frankivsk region, with. Polyanitsa, Cherry tract

Opening date: 06.17.2017



Stages of cooperation: renovation, operational management

Total area: 2 700 m²

Infrastructure: restaurant, SPA and swimming pools, children's room, ski room, parking

Average occupancy, % (OOC): 62.5

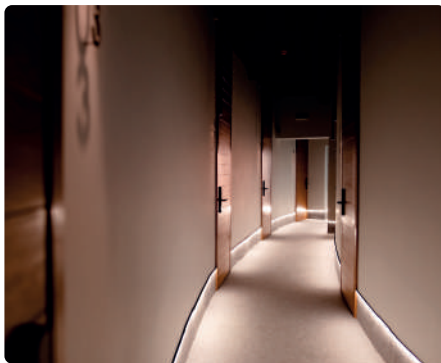
Average rate, \$ (ADR): 109



Planned profitability on investment in the project, %: 12

ribas rooms Lutsk

hotel chain ribas rooms Hotels



Modern upper midscale business hotel.

The hotel is located in the heart of the city. The design of the hotel is a mixture of Scandinavian hygge and Japanese wabi-sabi.

Address: Ukraine, Lutsk, st. Gavrilyuk, 3a

Opening date: 12.15.2021

Stages of cooperation: hotel launch, operational management

Total area: 820 m²

Infrastructure: lobby with breakfast area and coworking area, parking, casino

Average occupancy, % (OOC): 57

Average rate, \$ (ADR): 42

Planned profitability on investment in the project, %: 8



Ribas Rooms Bila Tserkva

hotel chain Ribas Rooms Hotels



Modern upper midscale business hotel.

Ribas Rooms Bila Tserkva takes the place of the hotel with the highest level of service in the city, quality equipment rooms, the largest and most modern conference hall for 100 people.

Address: Ukraine, Bila Tserkva, st. Oles Gonchar, 11a

Opening date: 06.01.2022



Stages of cooperation: hotel launch, operational management

Total area: 2 018 m²

Infrastructure: lobby bar, conference hall, restaurant, parking, casino

Average annual occupancy, % (OOS): 34

Average rate, \$ (ADR): 53



Planned profitability on investment in the project, %: 10



Bortoli

by Ribas



City design hotel of the economy level.

The theme of the garden runs like a red thread in the interior decoration: the bright green color of the walls, decorative branches above the bed, a herbarium on the walls, fresh flowers in the rooms and public areas.

Address: Ukraine, Odessa, st. Trade, 19

Opening date: 01.12.2017

Stages of cooperation: concept creation, project support at stages design and construction, hotel launch, operational management

Total area: 236 m²

Infrastructure: free municipal parking, business room for work and leisure, terrace

Average annual occupancy, % (OOC): 90

Average rate, \$ (ADR): 30

Planned profitability on investment in the project, %: 11





bautzen

by Ribas



Midscale urban design hotel.

The hotel embodies the combination of the history of the city and its modern life. The hotel provides for the possibility of working without staff with an automated settlement of guests.

Address: Poland, Jelenia Gora

Opening date: 2023



Stages of cooperation: concept creation, design and engineering, launch hotel, operational management

Total area: 1 088 m²

Infrastructure: lobby with a mini-business center, cafe, snack bar, luggage room

Average annual occupancy, % (OOC): 56

Average rate, euro (ADR): 53

Planned profitability on investment in the project, %: 6.5



Ribas 1895 Frankivsk

hotel chain Ribas Hotels

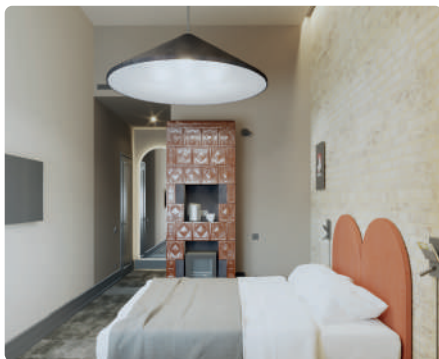


Midscale design hotel in a unique historic building from 1895.

Address: Ukraine, Ivano-Frankivsk, st. Gordynsky, 10

Opening date: 2023

Stages of cooperation: concept creation, project support during the design and implementation stages, hotel launch, operational management



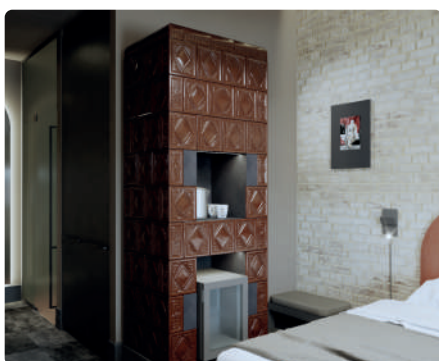
Total area: 1,158.5 m²

Infrastructure: restaurant

Average occupancy, % (OOC): 48

Average rate, \$ (ADR): 46

Planned profitability on investment in the project, %: 9.6





mandra

franchise



The upper midscale glampings attract guests from all over the world who value unity with nature and the exotic. All glampings are equipped as hotel rooms, which are located in geo-domes or insulated tents in picturesque places where there will never be hotels.

The cost of living in such glampings varies from \$60 to \$150 depending on the season and location.



The Mandra glampings chain today includes glampings in Zatoka on the banks of the Dniester estuary in the Odessa region, on the Kanev reservoir in the Cherkasy region and at an altitude of 900 meters above sea level in the village of Richka in the Transcarpathian region.

The cost of building one glamp, \$: from 8,000 - 25,000

Average occupancy, % (OOC): 46

Average rate, \$ (ADR): 74

Planned profitability on investment in the project, %: 47



AGATE RESORT & SPA

investment project



A new project, unique in its format, implemented in the village Mykulychyn, next to a picturesque coniferous forest, on the territory of which a comfortable place of existence is carefully created.

Address: Ukraine, Ivano-Frankivsk region, Nadvornyansky district, v. Mykulychyn

Opening date: Q4 2023



Stages of cooperation: support at all stages of design and implementation, hotel launch, operational and strategic management

Infrastructure: own SPA (swimming pool, baths), restaurant, children's playground, parking, conditions for quad biking

Average annual occupancy, % (OOC): 55

Average rate, \$ (ADR): 168



Projected capitalization, %: from 30

Net annual profit: up to 13% per annum

Interest payment schedule: quarterly

Developer: MBA DEVELOPMENT

RIBAS VILLAS

investment project

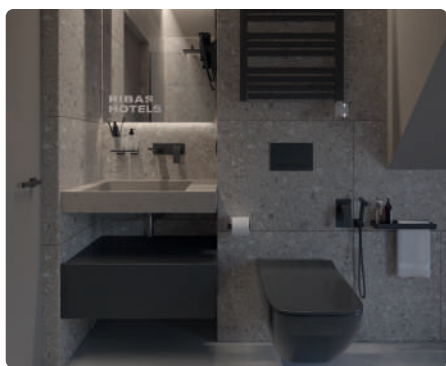


Cottage town in the heart of the Carpathians.

Address: Ukraine, Ivano-Frankivsk region, s. Polyanytsya, st. Karpatska

Opening date: Q2 2023

Stages of cooperation: support at all stages of design and implementation, hotel launch, operational and strategic management



Infrastructure: reception, cafe, sauna, storage room for ski equipment

Average annual occupancy, % (OOC): 56

Average rate, \$ (ADR): 196

Projected capitalization, %: from 30

Net annual profit: up to 13% per annum

Interest payment schedule: quarterly

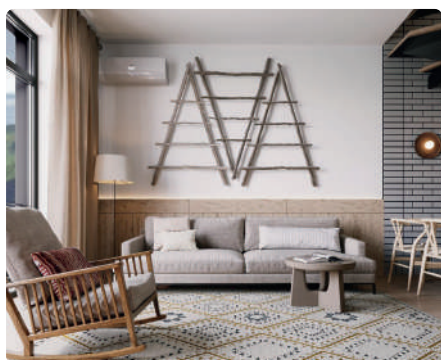
Developer: Euro Grand Bud





AMA FAMILY RESORT

investment project



The AMA hotel complex is ideal for a family holiday. Here you can have a cup of tea at dawn on the terrace with an unsurpassed view or arrange a cozy dinner with your family in the restaurant. For lovers of outdoor activities, the complex is equipped with a bike park.

Address: Ukraine, Ivano-Frankivsk region, v. Polyanytsya

Opening date: Q2 2024



Stages of cooperation: support at all stages of design and implementation, hotel launch, operational and strategic management

Infrastructure: terrace, sunbathing area, view areas, lounge area, children's area with cinema, restaurant, cycle pad, sports hall, spa (baths, jacuzzi, massage room), jacuzzi area (outdoor area), parking

Average annual occupancy, % (OOC): 55

Average rate, \$ (ADR): 169

Projected capitalization, %: from 30

Net annual profit: up to 17% per annum

Interest payment schedule: quarterly

Developer: JBK "FAMILY RESORT BUKOVEL"





MORION

investment project



A complex of 19 cottages with its own land, located in the village Mykulychyn, next to a picturesque coniferous forest, on the territory of which a comfortable living environment is scrupulously created. The residential complex is designed in a modern architectural style and harmoniously fits into the surrounding natural landscape.

Address: Ukraine, Ivano-Frankivsk region, Yaremche, v. Mykulychyn

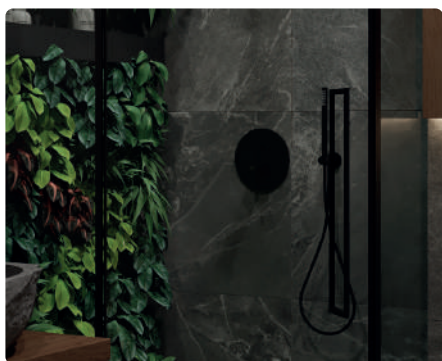


Opening date: Q1 2023

Stages of cooperation: support at all stages of design and implementation, hotel launch, operational and strategic management

Infrastructure: plot with landscaping and gardening, swimming pool on the territory, playground, breakfast cafe, parking

Average annual occupancy, % (OOC): 56



Average rate, \$ (ADR): 102

Projected capitalization, %: from 30

Net annual profit: up to 15% per annum

Interest payment schedule: quarterly

Developer: MBA DEVELOPMENT



WOL.GREEN POLYANA

investment project



Apartments in WOL.GREEN Polyana is a guaranteed passive income. High profitability, workload throughout the year, service and management of your investment are guaranteed.

Address: Ukraine, Transcarpathian region, Svalyavsky district, v. Polyana, Kurortnaya street, 25

Opening date: Q4 2024

Stages of cooperation: support at all stages of design and implementation, hotel launch, operational and strategic management

Infrastructure: restaurant, coworking, gym, SPA-complex with swimming pool and baths, roof-top area, children's space, parking, charging for electric cars

Average annual occupancy, % (OOC): 60

Average rate, \$ (ADR): 81

Projected capitalization, %: from 30

Net annual income: up to 14% per annum

Interest payment schedule: quarterly

Developer: Arena Bud



WOL.311 by Ribas | smart hill

chain of apart-hotels wol home+hotel



The hotel-type apartment complex WOL by Ribas, located on the territory of the Smart Hill complex, in the heart of the Ukrainian Carpathians. The 11-storey building will offer 315 apartments ranging from 13,6 to 60 m2, as well as a rooftop restaurant and SPA.

Address: Yaremche (Bukovel), st. Svobody, 311

Opening date: Q4 2024



Stages of cooperation: support at all stages of design and implementation, hotel launch, operational and strategic management

Infrastructure: SPA-salon and restaurant with rooftop terraces, commercial premises on the 1st floor, co-working and gym, lobby-hall and patio-zone, underground and surface parking, private autonomous shelter

Average annual occupancy, % (OOC): 55

Average rate, \$ (ADR): 63

Projected capitalization, %: from 30

Net annual profit: up to 17% per annum

Interest payment schedule: quarterly

Developer: SENSAR Development



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