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CONSULTING SERVICES and CASE STUDIES

The names of the clients and hotel properties are withheld for confidentiality reasons.

✓ Private Island Luxury Resort - Concept Development

Kihli created the concept for the development of a luxury resort on a private island in the Ionian Sea. The respect of the sensitive ecosystem of the island was a key element of the concept.

✓ Luxury Operated Villas – Concept Development and Financial Analysis

Kihli developed the operational concept for three luxury villas located within a 40.000 sq.m. ecological farm in Karlovasi on the island of Samos. Kihli developed and provided a detailed forecast of the operating results as well as advice on operational and marketing and sales issues.

✓ Concept Development and Feasibility Study for a Hotel on Milos

Kihli developed the concept for the conversion of an abandoned sulphur mine on the island of Milos into a luxury hotel combined with luxury vacation houses. The concept was quantified in the form of a detailed feasibility study. While the feasibility study was positive, the investment did not proceed due to complicated ownership and regulatory conditions at the property level.

✓ Advice on Capital Increase Proposal

Kihli acted as an advisor to a minority shareholder of a joint stock hotel company which was in the process of a capital increase. For the client's account, Kihli reviewed the feasibility of the proposed investment plan and advised on the financing structure.

✓ Valuation of Hotel Property and Acquisition Negotiations

Kihli conducted the valuation of a hotel property on Skiathos using the Discounted Cash Flow, Replacement Value and Market Comparable valuation methods. Kihli actively partook in the acquisition negotiations and defended the valuation on behalf of its client. The transaction closed successfully within the valuation range provided by Kihli.

✓ Review of Architectural and Electromechanical Plans for a Hotel in Monemvasia

One of Kihli's clients is in the process of a complete reconstruction of a listed building in the area of Monemvasia and its conversion into a luxury hotel. Kihli has reviewed the architectural and electromechanical plans of the project from an operational point of view and has advised on the project.