



Finca Cortesin



Finca Cortesin at a glance

General Description

- Covering 2.7m sqm, Finca Cortesin is the most private and exclusive resort in Europe
- Key facilities:**
 - A real estate development with **villas, residences and plots** yet to be developed
 - A **top luxury 5-star hotel & spa**: one of the most awarded hotels in Europe, ADR over €1,100
 - A **world class golf course**, home of the Solheim Cup in 2023 and the VOLVO World Match Play Championship for 3 years
 - A 6,000 sqm **beach club**, located in the “Bahia de Casares” beach, just 1.5 km from the resort
 - Commercial area with ~25 commercial spaces



Venue of the 2023 Solheim Cup



Condé Nast Traveler Gold List 2024



Best Europe Resort Hotels



Best Spain and Portugal Resort Hotels



#28 Best Hotels in the World



Best Luxury Hotel of the Year in Spain



Best Golf Resort in Europe



Europe Best Golf Venue

Real Estate

Finished product

- Over 240 villas and apartments sold
- Golfside development: prices of €5-9m (6 villas for sale)
- Green 10: prices above €4m (3 villas for sale)

On-going Projects

- La Loma: 88 houses with prices in a range of €2.8-3.8m and its own social club
- Partnership with Lanserhof to open a new wellness hotel in 2026.

Development

- Development of luxury villas, residences, apartments and land sales
- Next developments to be launched following same luxury product typology

Concierge services

- Full concierge service to real estate owners
 - Housekeeping, gardening, maintenance, etc.

Hotel & Golf & Facilities

Hotel

- Top luxury 5* hotel (67 rooms + 8 Villas)
- Most awarded hotel in Europe
- Best European resort Hotel
- #28 Best Hotels in the World
- Best Hotel in Spain and Portugal










Golf

- One of the best golf courses in Europe
- Home of the Solheim Cup in 2023 and VOLVO World Match Play Championship (2009, 2011, 2012)
- Jack Nicklaus academy

Facilities

- 3 top class restaurants, luxury private beach club and various bars distributed throughout the hotel
- Spa of 2,200 sqm of treatment and massage zones, thermal areas and an indoor heated swimming pool of 25 meters
- Tennis courts and yoga centre

Finca Cortesin – one of the most awarded resorts in Europe

<p>Official Venue <i>Solheim Cup</i></p>  <p>2023</p>	<p>"Best Luxury Hotel of the Year in Spain 2023"</p> <p><i>Beyond Luxury</i></p> <p>2023 BEYOND LUXURY AWARDS</p>	<p>#2 Best Europe Resort Hotels</p> <p><i>Travel+ Leisure</i></p> <p>2023 TRAVEL+ LEISURE</p>	<p>#28 Best Hotels in the World</p> <p><i>Travel+ Leisure</i></p> <p>2023 TRAVEL+ LEISURE</p>	<p>"Best Luxury Hotel of the Year in Spain 2022"</p> <p><i>Beyond Luxury</i></p> <p>2022 BEYOND LUXURY AWARDS</p>	<p>Best Golf resort in Europe</p> <p><i>Leading Courses</i></p> <p>2022 LEADING COURSES</p>
<p>Europe Best Golf Venue</p> <p><i>World Golf Awards</i></p> <p>2022</p> 	<p>The Best Hotels and Resorts in the World</p> <p><i>The Gold List 2022</i></p> <p>2021 Conde Nast Traveler</p>	<p>Best Hotel in Spain and Portugal</p> <p><i>Travel+ Leisure</i></p> <p>2020 TRAVEL+ LEISURE</p>	<p>#2 in the Top 15 European Resort</p> <p><i>Travel+ Leisure</i></p> <p>2020 TRAVEL+ LEISURE</p>	<p>Best Hotel in Spain and Portugal</p> <p><i>Conde Nast</i></p> <p>2019 Conde Nast Traveler</p>	<p>Prize name</p> <p><i>Harper's Bazar Travel Guide</i></p> <p>2019 BAZAAR</p>
<p>Best Golf Resort in Europe</p> <p>#1 Leading Courses – Golfer's Choice Awards</p> <p>2019</p> 	<p>Gold List – Best Resort</p> <p><i>Conde Nast Traveler Spain</i></p> <p>2018</p> 	<p>Sustainability Award for Resource Efficiency</p> <p><i>IAGTO</i></p> <p>2018 IAGTO</p>	<p>101 Best Hotels in the World</p> <p><i>Tatler UK</i></p> <p>2018 TATLER</p>	<p>Top 10 Hotels in Europe</p> <p><i>Conde Nast Traveler US</i></p> <p>2018</p> 	<p>Hotel of the Year</p> <p><i>Preferred</i></p> <p>2018</p> 
<p>Reader's Choice awards #2 Best Hotel in Spain & Portugal</p> <p><i>Conde Nast Traveler UK</i></p> <p>2017</p> 	<p>Best European Golf Resort</p> <p><i>Square Mile UK</i></p> <p>2017 squaremile</p>	<p>Best Hospitality Boutique Hotel</p> <p><i>Connoisseur Circle</i></p> <p>2016 CONNOISSEUR CIRCLE HOSPITALITY AWARDS</p>	<p>The 50 Greatest Hotels in the World</p> <p><i>The Telegraph</i></p> <p>2016 The Telegraph</p>	<p>Nominee for the "Best of the Best Awards" as Hotel of the Year</p> <p><i>Virtuoso USA</i></p> <p>2015</p> 	<p>The Most Outstanding Luxury Place</p> <p><i>Senses Awards Germany</i></p> <p>2015</p> 

Home of some of the most relevant golf tournaments worldwide



Solheim Cup 2023



Volvo World Match Play Championship in 2009, 2011 and 2012

1

Finca Cortsein Hotel & Golf: An Iconic Asset

- **One of the most sought-after hotels on the Mediterranean coast**
 - Hotel with 22,000 sqm of construction, 67 suites and 8 private villas
 - 2,500 sqm Spa, Two outdoors pools (35 meters and 50 meters) and one indoor (25 meters)
 - Gourmet Restaurants (El Jardin, Don Giovanni and Japanese)
 - Beach Club: 6,000 sqm beach club, 1.5 km from the hotel
- **One of the best Golf Courses in Europe**
 - Official Venue of the Solheim Cup 2023 and Volvo World Match Play Championship
 - Also boasts a Jack Nicklaus Academy



2

A Unique Brand

- **Finca Cortesin is one of the most internationally recognized Resorts in the world, having received more than 30 awards since its opening:**
 - #28 Best Hotels in the World - World Travel + Leisure 2023
 - The Best Hotels and Resorts in the World – The Gold List 2022 – Conde Nast Traveller
 - #11 in the Top 100 Hotels in the World Travel + Leisure / USA – 2020
 - Best facilities of Spain in 2018- #1– Leading Courses - Golfer' choice awards
 - Reader's choice awards 2017:The 50 best hotels in the world – Conde Nast Traveler UK
 - Leading courses – Finca Cortesin #1 golf resort in Europe within its Top-100 European golf courses 2017



3

Excellent Location

- **World-class travel destination located in Southern Spain**
- **The Costa del Sol comprises more than 70 golf courses, distributed throughout 800 sqm of coastal areas, including Marbella. It is one of the most prestigious and exclusive holiday destinations Worldwide**
- **Excellent infrastructures:**
 - Two international airports and one high speed train station.
 - Excellent highway network.
 - Consolidated area with a wide range of activities, services and leisure.



4

Hotel Finca Cortesin Operating Performance

- **Hotel Finca Cortesin has operated on a profit since 2012, just 3 years after its opening:**
 - Occupancy: 56%
 - **ADR: € 1,152**
 - REVPAR: €645
 - **€ 6.0 M GOP**
- **67 rooms with additional villas in development that enables the hotel to operate not only in the leisure segment but also in other segments such as MICE and groups businesses.**



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Golf Finca Cortesin One of the best golf courses in Europe

- **Home of the Solheim Cup in 2023 and VOLVO World Match Play Championship (2009, 2011, 2012)**
- **Revenues primarily generated by:**
 - green fees from non-member players,
 - new memberships and fees from existing members
 - **Average Green fee: €204**
 - **Membership price: between €75,000 and €100,000**
 - **€ 1.4 M GOP**



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Real Estate

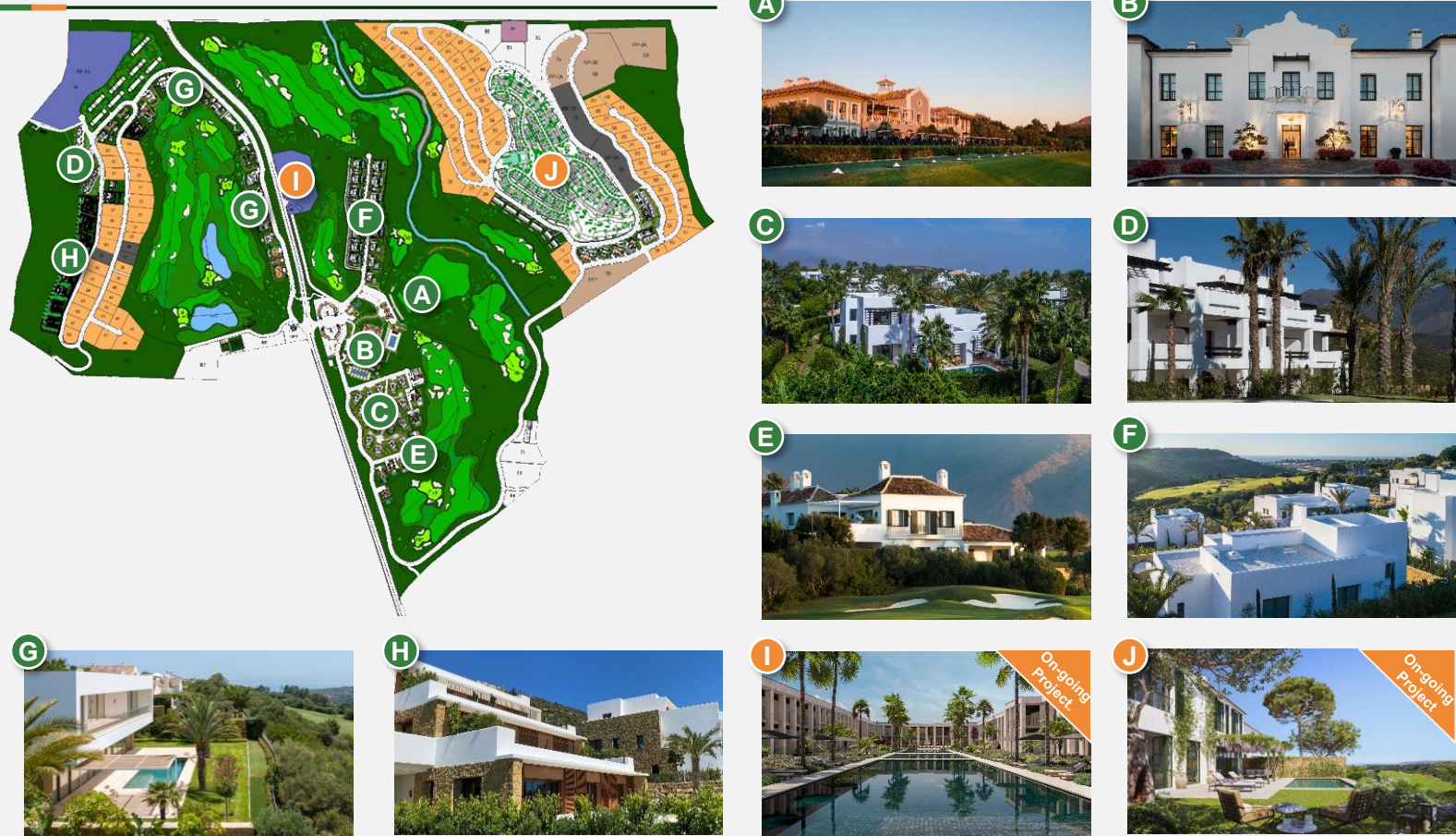
- **Finca Cortesin has a unique advantage due to the positioning of the hotel and the golf course, as one of the best resorts in Europe and its uniqueness in the level of services provided to its clientele.**
- **Over €455 million already sold through:**
 - Sales of finished product amounting to c. €300 million.
 - Over 200 units already sold in Finca Cortesin over 228,000 buildable sqm.
 - Land sales amounting to c. €139 million.



Finca Cortesin – Real Estate Development Description

- Luxury resort sponsored by Single Home in Casares, Costa del Sol. Developments in Finca Cortesin comprise different categories of assets, such as hotel business, golf course, commercial area, villas and multifamily developments.

Site plan and Gallery of Developments

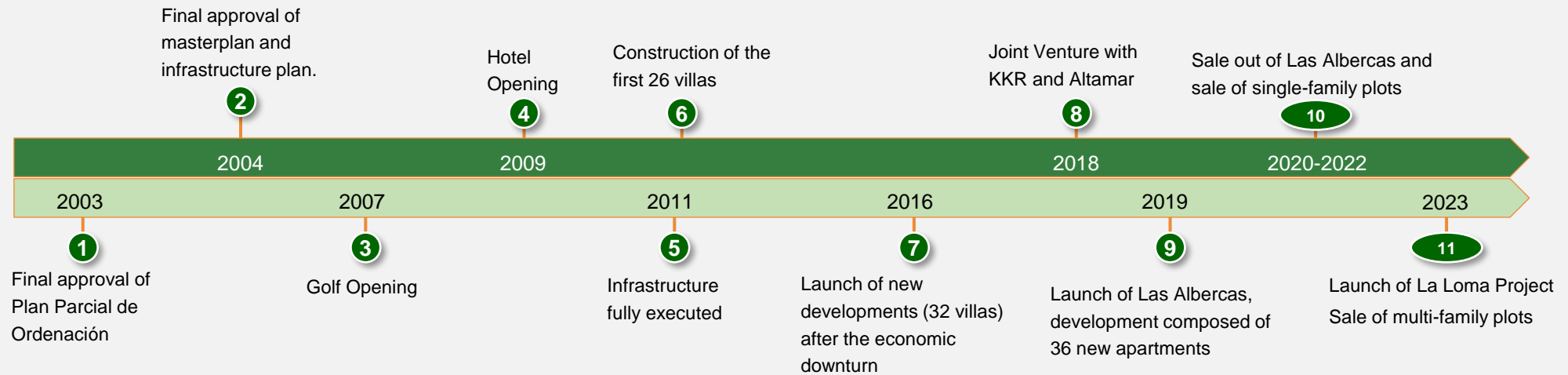


Brief summary of developments in Finca Cortesin

Project Name	Year	Units	Total Sales
A. Golf Course	2008	-	-
B. Hotel Finca Cortesin	2009	67 rooms	-
C. Reserva de Cortesin	2009	16	€24.4 MM
D. Altos de Cortesin	2009	60	€28.9 MM
E. Cortijos	2010	10	€26.3 MM
F. Green 10	2018	16	€59.9 MM
G. Golfside Villas	2018-2023	16	€96.1 MM
H. Las Albercas	2023	36	€64.2 MM
I. Lanserhof Hotel	2026	71 rooms	-
J. La Loma	2025	88	€287.1 MM

- **The whole resort is urban land distributed over 2.7 million sqm and 465,000 buildable sqm.** It is comprised of 4 sectors:
 - ✓ 3 of them have all required infrastructure executed (ready to build): sectors UR9, UR10B y UR10A (359,000 buildable sqm)
 - ✓ The fourth sector, UR14, is in the process to obtain the infrastructure project (“Proyecto de urbanización”), estimated to be finalized in 6 months (106,000 buildable sqm).
- **Up to now, it has been developed** the hotel, the golf course and several real estate developments.
- **Total historical sales of finished product at Finca Cortesin amounts to €300 million, over 200 villas and apartments sold.**
- **Total historical land sales amounts to €139.4 million.**

Main Milestones



Finca Cortesin Real Estate: Sales Track Record summary since June 2021

- Since June 2021 sales from Real Estate in Finca Cortesin exceeded €220 million, our clients are nationally diversified, from 25 different nationalities.

June 2021 - December 2021

Sales & Reserves Breakdown	€	#	Average Price	Average price €/m2
Under construction	12,448,747	8	1,556,093	6,055
Finished Product Villas	10,710,681	3	3,570,227	7,813
Land	5,506,120	6	917,687	1,669 *
TOTAL	28,665,548	17		

January 2022 - December 2022

Sales & Reserves Breakdown	€	#	Average Price	Average price €/m2
Under construction	36,471,389	16	2,279,462	6,631
Finished Product Villas	16,612,598	3	5,537,533	6,573
Land	11,154,151	2	5,577,076	1,120 *
TOTAL	64,238,138	21		

Jan 2023-December 2023

Sales & Reserves Breakdown	€	#	Average Price	Average price €/m2
Under construction	28,414,302	6	4,735,717	8,602
Finished Product Villas	3,600,000	1	3,600,000	6,403
Land	19,000,000	1	19,000,000	1,583 *
TOTAL	51,014,302	8		

Jan 2024-November 2024

Sales & Reserves Breakdown	€	#	Average Price	Average price €/m2
Under construction	35,095,000	9	3,899,444	8,797
Finished Product Villas	18,650,000	4	4,662,500	7,698
Land	23,265,326	6	3,877,554	1,279 *
TOTAL	77,010,326	19		

Total

Sales & Reserves Breakdown	€	#	Average Price	Average price €/m2
Under construction	112,429,438	39	2,882,806	7,572
Finished Product Villas	49,573,279	11	4,506,662	7,202
Land	58,925,597	15	1,356 *	1,356 *
TOTAL	220,928,314	65		





Appendix

