



HERABAY
LUXURY RESORT

FRACTIONAL OWNERSHIP SUMMARY



Fractional Property Pricing in Hera Bay



Type of 1/12th fraction	Price pre-construction	Price on commencement of construction	Price mid-construction	Price on completion
Hotel Suite (ground floor)	£11,000	£15,000	£20,000	£26,000
SOLD OUT				
Hotel Suite (penthouse)	£12,100	£18,000	£23,000	£29,900
Apartment Suite (ground floor)	£14,300	£19,000	£25,000	£32,500
Apartment Suite (penthouse)	£16,500	£23,000	£30,000	£39,000
1 Bedroom Kampana	£19,800	£24,000	£32,000	£41,600
1 Bedroom Luxury Villa	£22,000	£27,000	£35,000	£45,500
2 Bedroom Superior Villa	£27,500	£35,000	£48,000	£62,400
3 Bedroom Superior Villa	£55,000	£60,000	£75,000	£97,500

10 year Rental Projections for Fractions in Hera Bay



Current comparables based upon actual figures achieved

Average daily Rate per Room Type

Hotel	Location	Studio
Doryssa Bay	Samos	€ 124
Proteus Blu	Samos	€ 138
Porto Elounda	Crete	€ 267
Elounda Beach	Crete	€ 281
Grecotel Mykonos Blu	Mykonos	€ 387
Average		€ 239

Hotel Suite Fractional Property (Penthouse) based on average of Samos hotel figures

Approximate Size 30 Sq.m. - Purchase price £12,100 per fraction including costs - initial deposit value £6,050 - total cash investment £9,075 - 0% finance of £3,025

	Yr1	Yr2	Yr3	Yr4	Yr5	Yr6	Yr7	Yr8	Yr9	Yr10
Occupancy	59%	64%	66%	67%	69%	69%	69%	69%	69%	69%
Average Daily Rate	€ 131	€ 134	€ 136	€ 139	€ 142	€ 145	€ 148	€ 150	€ 153	€ 157
Gross to customer	€ 1,175	€ 1,299	€ 1,374	€ 1,414	€ 1,488	€ 1,518	€ 1,548	€ 1,579	€ 1,611	€ 1,643
Ownership costs	€ 88	€ 89	€ 91	€ 93	€ 95	€ 97	€ 99	€ 101	€ 103	€ 105
Projected NET	€ 1,088	€ 1,209	€ 1,283	€ 1,322	€ 1,393	€ 1,421	€ 1,450	€ 1,479	€ 1,508	€ 1,538
Outstanding finance at 0% Interest	€ 2,542	€ 1,333	€ 50	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0
Projected Net to customer	€ 0	€ 0	€ 0	€ 1,272	€ 1,393	€ 1,421	€ 1,450	€ 1,479	€ 1,508	€ 1,538
ROI based on £9,075	0%	0%	0%	12%	13%	13%	13%	14%	14%	14%
Guaranteed Capital Appreciation	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
Total Per Annum	10%	10%	10%	22%	23%	23%	23%	24%	24%	24%
Grand Total										192.4%
Average Annual Return										19.2%

*Euro to Sterling exchange rate calculated at 1.2

** Inflation projected at 2%

10 year Rental Projections for Fractions in Hera Bay

Apartment Suite Fractional Property (Ground floor) based on average of Samos hotel figures

Approximate Size 41 Sq.m. - Purchase price £14,300 per fraction including costs - initial desposit value £7,150 - total cash investment £10,735 - 0% finance of £3,575

	Yr1	Yr2	Yr3	Yr4	Yr5	Yr6	Yr7	Yr8	Yr9	Yr10
Occupancy	59%	64%	66%	67%	69%	69%	69%	69%	69%	69%
Average Daily Rate	€ 131	€ 134	€ 136	€ 139	€ 142	€ 145	€ 148	€ 150	€ 153	€ 157
Gross to customer	€ 1,175	€ 1,299	€ 1,374	€ 1,414	€ 1,488	€ 1,518	€ 1,548	€ 1,579	€ 1,611	€ 1,643
Ownership costs	€ 120	€ 122	€ 124	€ 127	€ 129	€ 132	€ 135	€ 137	€ 140	€ 143
Projected NET	€ 1,056	€ 1,177	€ 1,250	€ 1,288	€ 1,359	€ 1,386	€ 1,413	€ 1,442	€ 1,471	€ 1,500
Outstanding finance at 0% Interest	€ 3,234	€ 2,058	€ 808	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0
Projected Net to customer	€ 0	€ 0	€ 0	€ 480	€ 1,359	€ 1,386	€ 1,413	€ 1,442	€ 1,471	€ 1,500
ROI based on £10,725	0%	0%	0%	4%	11%	11%	11%	11%	11%	12%
Guaranteed Capital Appreciation	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
Total Per Annum	10%	10%	10%	14%	21%	21%	21%	21%	21%	22%
Grand Total										170.3%
Average Annual Return										17.0%

*Euro to Sterling exchange rate calculated at 1.2

** Inflation projected at 2%

10 year Rental Projections for Fractions in Hera Bay

1 bedroom Fractional Property (Kampana) based on average of Samos hotel figures

Approximate Size 60 Sq.m. - Purchase price £19,800 per fraction including costs - initial desposit value £9,900 - total cash investment £14,850 - 0% finance of £4,950

	Yr1	Yr2	Yr3	Yr4	Yr5	Yr6	Yr7	Yr8	Yr9	Yr10
Occupancy	59%	64%	66%	67%	69%	69%	69%	69%	69%	69%
Average Daily Rate	€ 197	€ 200	€ 204	€ 209	€ 213	€ 217	€ 221	€ 226	€ 230	€ 235
Gross to customer	€ 1,763	€ 1,948	€ 2,061	€ 2,122	€ 2,232	€ 2,277	€ 2,322	€ 2,369	€ 2,416	€ 2,464
Ownership costs	€ 175	€ 179	€ 182	€ 186	€ 189	€ 193	€ 197	€ 201	€ 205	€ 209
Projected NET	€ 1,588	€ 1,769	€ 1,879	€ 1,936	€ 2,043	€ 2,083	€ 2,125	€ 2,168	€ 2,211	€ 2,255
Outstanding finance at 0% Interest	€ 4,352	€ 2,583	€ 703	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0
Projected Net to customer	€ 0	€ 0	€ 0	€ 1,233	€ 2,043	€ 2,083	€ 2,125	€ 2,168	€ 2,211	€ 2,255
ROI based on £14,850	0.0%	0.0%	0.0%	6.9%	11.5%	11.7%	11.9%	12.2%	12.4%	12.7%
Guaranteed Capital Appreciation	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
Total Per Annum	10.0%	10.0%	10.0%	16.9%	21.5%	21.7%	21.9%	22.2%	22.4%	22.7%
Grand Total										179.2%
Average Annual Return										17.9%

*Euro to Sterling exchange rate calculated at 1.2

** Inflation projected at 2%

10 year Rental Projections for Fractions in Hera Bay

1 bedroom Fractional Property (Villa) based on average of Samos hotel figures

Approximate Size 77 Sq.m. - Purchase price £22,000 per fraction including costs - initial desposit value £11,000 - total cash investment £16,500 - 0% finance of £5,500

	Yr1	Yr2	Yr3	Yr4	Yr5	Yr6	Yr7	Yr8	Yr9	Yr10
Occupancy	59%	64%	66%	67%	69%	69%	69%	69%	69%	69%
Average Daily Rate	€ 197	€ 200	€ 204	€ 209	€ 213	€ 217	€ 221	€ 226	€ 230	€ 235
Gross to customer	€ 1,763	€ 1,948	€ 2,061	€ 2,122	€ 2,232	€ 2,277	€ 2,322	€ 2,369	€ 2,416	€ 2,464
Ownership costs	€ 225	€ 229	€ 234	€ 238	€ 243	€ 248	€ 253	€ 258	€ 263	€ 268
Projected NET	€ 1,539	€ 1,719	€ 1,828	€ 1,883	€ 1,989	€ 2,029	€ 2,069	€ 2,111	€ 2,153	€ 2,196
Outstanding finance at 0% Interest	€ 5,601	€ 3,883	€ 2,055	€ 172	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0
Projected Net to customer	€ 0	€ 0	€ 0	€ 0	€ 1,817	€ 2,029	€ 2,069	€ 2,111	€ 2,153	€ 2,196
ROI based on £16,500	0.0%	0.0%	0.0%	0.0%	9.2%	10.2%	10.5%	10.7%	10.9%	11.1%
Guaranteed Capital Appreciation	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
Total Per Annum	10.0%	10.0%	10.0%	10.0%	19.2%	20.2%	20.5%	20.7%	20.9%	21.1%
Grand Total										162.5%
Average Annual Return										16.2%

*Euro to Sterling exchange rate calculated at 1.2

** Inflation projected at 2%

10 year Rental Projections for Fractions in Hera Bay

2 bedroom Fractional Property (Superior Villa) based on average of Samos hotel figures

Approximate Size 95 Sq.m. - Purchase price £27,500 per fraction including costs - initial desposit value £13,750 - total cash investment £20,625 - 0% finance of £6,875

	Yr1	Yr2	Yr3	Yr4	Yr5	Yr6	Yr7	Yr8	Yr9	Yr10
Occupancy	59%	64%	66%	67%	69%	69%	69%	69%	69%	69%
Average Daily Rate	€ 262	€ 267	€ 273	€ 278	€ 284	€ 289	€ 295	€ 301	€ 307	€ 313
Gross to customer	€ 2,351	€ 2,597	€ 2,749	€ 2,829	€ 2,976	€ 3,036	€ 3,096	€ 3,158	€ 3,221	€ 3,286
Ownership costs	€ 277	€ 277	€ 277	€ 277	€ 277	€ 277	€ 277	€ 277	€ 277	€ 277
Projected NET	€ 2,074	€ 2,320	€ 2,471	€ 2,552	€ 2,699	€ 2,758	€ 2,819	€ 2,881	€ 2,944	€ 3,009
Outstanding finance at 0% Interest	€ 6,176	€ 3,856	€ 1,385	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0
Projected Net to customer	€ 0	€ 0	€ 0	€ 1,167	€ 2,699	€ 2,758	€ 2,819	€ 2,881	€ 2,944	€ 3,009
ROI based on £20,625	0.0%	0.0%	0.0%	4.7%	10.9%	11.1%	11.4%	11.6%	11.9%	12.2%
Guaranteed Capital Appreciation	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
Total Per Annum	10.0%	10.0%	10.0%	14.7%	20.9%	21.1%	21.4%	21.6%	21.9%	22.2%
Grand Total										173.8%
Average Annual Return										17.4%

*Euro to Sterling exchange rate calculated at 1.2

** Inflation projected at 2%

10 year Rental Projections for Fractions in Hera Bay

3 bedroom Fractional Property (Premier Villa) based on average of Samos hotel figures

Approximate Size 132 Sq.m. - Purchase price £55,000 per fraction including costs - initial desposit value £27,500 - total cash investment £41,250 - 0% finance of £13,750

	Yr1	Yr2	Yr3	Yr4	Yr5	Yr6	Yr7	Yr8	Yr9	Yr10
Occupancy	59%	64%	66%	67%	69%	69%	69%	69%	69%	69%
Average Daily Rate	€ 524	€ 534	€ 545	€ 556	€ 567	€ 579	€ 590	€ 602	€ 614	€ 626
Gross to customer	€ 4,702	€ 5,194	€ 5,497	€ 5,658	€ 5,952	€ 6,071	€ 6,192	€ 6,316	€ 6,443	€ 6,571
Ownership costs	€ 385	€ 393	€ 401	€ 409	€ 417	€ 425	€ 434	€ 442	€ 451	€ 460
Projected NET	€ 4,317	€ 4,801	€ 5,096	€ 5,249	€ 5,535	€ 5,646	€ 5,759	€ 5,874	€ 5,992	€ 6,111
Outstanding finance at 0% Interest	€ 12,183	€ 7,382	€ 2,285	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0	€ 0
Projected Net to customer	€ 0	€ 0	€ 0	€ 2,964	€ 5,535	€ 5,646	€ 5,759	€ 5,874	€ 5,992	€ 6,111
ROI based on £41,250	0.0%	0.0%	0.0%	6.0%	11.2%	11.4%	11.6%	11.9%	12.1%	12.3%
Guaranteed Capital Appreciation	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
Total Per Annum	10.0%	10.0%	10.0%	16.0%	21.2%	21.4%	21.6%	21.9%	22.1%	22.3%
Grand Total										176.5%
Average Annual Return										17.7%

*Euro to Sterling exchange rate calculated at 1.2

** Inflation projected at 2%



FAQs – Fractional ownership

Where is the resort located?

Klima Bay, Samos Greece.

Google Co-ordinates:-

Latitude 37,7096825

Longitude 27,0453626

About Samos

Samos is a Greek island in the eastern Aegean Sea. It is steeped in history and was the birthplace of mathematician Pythagoras as well as home to the largest temple of the ancient world.

If you enjoy trekking, you will love the island due to the many trekking paths of the inland passing through villages and places of natural beauty. It is famous for island hopping and popular for sailing due to its location in the Aegean. It stands out for its perfect mix of fabulous beaches and lush greenery and it retains its authentic and unspoilt charm.

Travel to Samos and around the island

Samos can be reached by both air and sea. Its International Airport (SMI) is located in the Pythagorion region and receives direct charter flights from UK airports throughout the summer, along with daily connections to and from a number of other countries. Direct flights from the UK to Samos (Thomson Holidays from Gatwick and Manchester) take approximately 3-4 hours and the island is also easily accessible by ferry from Turkey and the nearby islands.

Public transport

The public transportation system on Samos is very thorough; all major towns and beaches are connected by a high quality bus service and this, along with the use of ferries and taxis, make getting around the island convenient and straightforward.



Driving on the island

There are several car hire companies operating on Samos. These include for example Autoplan Car Rentals (www.diavlos.gr/samos/autoplan) and Aramis Car Hire (www.samosrentacar.com).

What is being built?

Hera Bay Luxury Resort will be a five-star beach fronted resort nestled in a sheltered bay on the south eastern tip of the beautiful island of Samos, Greece. This artfully designed resort will reflect the character and heritage of Samos and redefine the meaning of luxury accommodation on the island. Meticulously created to guarantee that nearly all owners enjoy panoramic sea views from their properties.

In total, it will have 232 holiday homes, as well as spectacular amenities. Facilities will include the following:

- World Class Spa
- Exclusive Marina
- 2 Private beaches
- 2 Restaurants
- Outside infinity pool (250m2)
- Night bar/Taverna
- Gymnasium/Tennis courts
- Diving Centre/water sports
- Children's Club
- Conference centre
- Boutiques/specialist deli



Who is the Architect?

Designed by world renowned Greek architects Vikelas and Associates; properties at Hera Bay Luxury Resort will emanate luxury, character and Greek charm.

What title is received for the properties, leasehold or freehold?

Because the properties are within a resort, the title to each property is a leasehold automatically renewing every 60 years at no charge to the lease owner. This is written into the purchase contract.

What security do I have, how safe is this purchase?

- You are purchasing a property directly from the developer who owns the title deeds to the land
- The developer owns the land without any debt or encumbrances
- The Directors have a proven track record in the industry for over 12 years, handing over in excess of 3,000 properties worldwide
- All buyers receive lifetime aftersales support

Who is managing the hotel resort?

Wyndham Hotel Group has issued a Letter of Intent (LOI) with the developer to brand the resort from completion. Wyndham Hotel Group has also signed a 20 year contract to partner our sister resort, Wyndham Halcyon Retreat in France. This is a strong relationship which should extend out throughout all our resorts.

What are the payment terms for my fractional purchase?

50% payment is requested upon the signing of contracts and a further 50% upon the commencement of construction. If taking the finance option you only have to put down 25% on construction start.



Tell me about the payment free finance offer – what is it?

The payment free finance offer is an optional purchase route available to you.

This is a unique offer whereby 25% of the purchase price is finance and it is repaid out of future rental profits generated by your property. There is no cost for this facility with 0% interest being charged.

There is no credit check required and the 25% finance is assured.

The outstanding balance is recouped from future rental income generated from the weeks the owner gives back to the hotel. There is no effect on your credit score.

Can I still use my property while I am repaying the finance?

Yes, there is no restriction on the standard usage per fraction. You can still enjoy wonderful holidays year on year.

Do you rent my property out and what are the terms?

Your property can be fully managed and this is an option available to you.

Any unused days of the purchaser's allocated usage, which are left in the rental scheme will entitle you to an income received on those days. You will receive a share of the 50% gross room income calculated quarterly on the number of days entered into the rental scheme.

Tell me about the double your deposit guarantee

The developer offers to purchase back your property for 200% of your deposit paid 10 years from completion. You essentially double your money paid in.



It is important to remember that the buyback clause is enforced by yourself; the developer cannot force you to sell at this point.

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How can the developer afford to give me double my money in 10 years?

With inflation running at between 1 to 3% per annum and with the addition of facilities over the coming years, the developer is confident that the property prices will increase sufficiently to be able to offer to pay owners back double their deposit initially paid.

How often can I use my property?

You can use for all 4 weeks per fraction purchased.

How is the personal usage managed? What weeks can I choose?

You have access to all of the weeks of the year. On the 1st February each year the booking line will open. From the 1st Feb-14th Feb you can book 1 week's stay. There are approximately 13 peak (school holiday) weeks each annum.

From the 15th February until the 1st March you can book your second week should you wish.

Should you wish to book a 2 week stay, you should wait until 15th Feb to book the 2 weeks. Alternatively multiple fractions can be purchased which gives the ability to book consecutive weeks on the 1st February, one for each fraction owned. On the 1st March any unused weeks are assumed to be available to the resort and are placed into the rental scheme.



What do you mean by 'no costs to pay' option

For fractional ownership, if you place at least 3 weeks into the rental scheme, the developer guarantees that the your share of the rental income will cover all the ownership costs and you will not have to contribute to the costs in the unlikely event there is a shortfall. The ownership costs are always deducted before any finance costs are taken out.

What are the ownership costs?

€35 per m² divided by the owners of the property (maintenance, insurance and local taxes).
£180 per fraction per annum admin fee payable to the Fractional Ownership Consultancy. This is to oversee the administration of the company (i.e. the whole of your fractional property) each year.

What are the closing costs?

When you purchase a fraction, your closings costs are included in the purchase price.

What are the furniture costs?

When you purchase a fraction, the furniture costs are included in the purchase price.

Refurbishment

Refurbishments are usually required in a ten year cycle. With a minor refurbishment required in year five and a more extensive refurbishment in the 10th year following completion. If you opt to place your weeks into the rental scheme, you will only have to pay 50% of the cost of the refurbishment – of course, if you own a fraction then the 50% cost is divided by the number of owners per property.



Are there any penalties in place for late completion of my property?

There is a penalty of 0.5% per month if the property is not completed by the time stipulated in the contract (36 months from start of construction).

Is it possible to view the site?

We can recommend accommodation local to the site and arrange for a viewing with our representative based in Samos who can give you a guided tour and assist with any questions.

What is the reservation process?

1. When you decide to reserve a property with us, you complete a reservation form with your personal information. We do not take any payment for 14 days.
2. As soon as the reservation is placed a welcome pack is issued with an example contract for you to check over and also details for due diligence to be performed.
3. 14 days from receipt of the signed reservation form a £500 administration fee will be taken (which is refunded on completion of the sale) and the personalised contracts issued.
4. You then have a further 14 days to complete your contracts, send them back, and make payment (28 days from initial reservation).

Aftersales process

Following your confirmation of ownership; you will be given a dedicated Aftersales Consultant (if you haven't been allocated one already) who you can contact with any subsequent queries. You will also receive regular updates and a copy of the company newsletter.