

# SchANI IMMOBILIEN

Break Even Point  
45% OCC



> 55%  
GOP



Ø 75%  
OCC



Open since 2015:  
**Hotel Schani Wien | 135 Keys**



Open since 2018:  
**Hotel Schani Salon | 24 Keys**



Opening 2023:  
**Hotel Schani UNO City Wien | 201 Keys**



Coming Soon:  
**Hotel Schani München | 80 Keys**



Coming Soon:  
**Hotel Schani Naschmarkt | 100 Keys**



3 projects in negotiation:  
**577 Total Keys**



The Schani Hotels brand combines tradition and modern design in a way that is rarely found elsewhere. As a family-owned company we operate centrally located lifestyle hotels where a digital guest journey takes center stage. With a combination of innovative technologies and smart building practices we strongly focus on sustainability.



### KPI

- **Break Even Point** at 45 % occupancy
- **Labour cost:** 25 % - 28 %
- 75 % **average occupancy** on running properties
- More than 55 % **GOP**



### Objects

- Long-term leases or acquisition
- Existing properties or new builds
- 2.000 - 12.000 m<sup>2</sup> GFA vacant or available to let, shortly
- Combinations with other uses possible (e.g. office, residential, restaurant, retail)



### Destinations

- **Austria:** Vienna, Salzburg
- **Germany:** Cologne, Frankfurt, Hamburg, Munich
- **Switzerland:** Zurich



### Locations

- Centrally located in the heart of the city or close to the city's hotspots
- Excellent access to public transport
- In the vicinity of international airports or train stations
- Preferably with on-site parking facilities or within walking distance to public parking lots



### Leasehold-specific issues

- Long-term contracts: strong covenant and track record, in line with investment market requirements



### Reference Partners

- BWM Architektur & Design interdisziplinäre GmbH mit ZT
- CORAG Real Estate Holding GmbH
- Gabriel Kacerovsky ZT GmbH
- Maxcon Immobilien GmbH
- Schwandl Autohandelsges.m.b.H.
- VTPlan Hotel Development und Consulting GmbH
- ZTRB Ziviltechnik Reinhold Bacher