Confidential Investment Summary

£6,000,000 ($8,060,000 USD @ 1.3422x) Million Bridge – IBIS Portfolio Acquisition

Borrower: Holding Company (SPV under Samko Group)
Tenor: 1 Year
Repayment Source: Refinancing at marked-to-market valuation

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1. Transaction Overview

Samko Group has secured formal approval from the Vendor to acquire **five operating IBIS-branded hotels** on a portfolio basis.

- **Agreed purchase price:** £38.4 million / $51.59 million USD
- **Independent valuation:** ~£54 million / $72.552 million USD
- **Embedded valuation uplift:** ~£15–16 million / $20-$21 million USD
- **Average price per key:** ~£51,000 / $68,521 USD

The transaction has been structured as an **OPCO / PROPCO transfer**, qualifying as a transfer of a going concern (TOGC), thereby avoiding a 20% VAT burden (~£7.7m), subject to HMRC compliance.

Vendor approvals have been obtained at:

- Investment Committee
- Finance Committee
- Chairman level
- Legal review

The transaction is therefore commercially aligned and contract-ready.

Description	Price	Debt	Equity	Closing Costs	Number of rooms / Apartments
Ibis Thurock	$ 9,752,785	$ 6,755,835	$ 2,996,950	$ 273,078	168
Ibis Budget Barking	$ 12,865,660	$ 8,912,150	$ 3,953,510	$ 360,238	130
Ibis Aberdeen	$ 11,008,623	$ 7,625,765	$ 3,382,858	$ 308,241	107
Ibis Leeds	$ 13,493,579	$ 9,347,115	$ 4,146,464	$ 377,820	218
Ibis Sheffield	$ 4,488,953	$ 3,109,535	$ 1,379,418	$ 125,691	122
	$ 51,609,600	**$ 35,750,400**	**$ 15,859,200**	**$ 1,445,069**	**745**
Note:	In USD				

Note: In USD

Ibis Thurock

Ibis Budget Barking

Ibis Aberdeen

Ibis Leeds

Ibis Sheffield

2. Capital Structure at Acquisition

Debt for the acquisition is being structured separately and directly. Importantly:

- Senior debt is modelled at **~70% of purchase price** (not 70% of valuation)
- No leverage is assumed on valuation uplift
- Conservative entry gearing

This creates immediate equity cushion from day one.

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3. Bridge Requirement – £6 Million

We are seeking **£6 million** at HoldCo level to:

- Complete equity contribution
- Cover transaction costs
- Provide execution certainty at exchange

Structure

- Instrument: Short-term secured bridge facility
- Borrower: Holding company
- Security: Pledge over shares of acquisition SPV (or equivalent agreed security package)
- Tenor: 1 Year
- Exit: Refinance at marked-to-market valuation post-acquisition

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4. Exit Strategy (Primary Repayment)

Within 6 to 12 months of completion:

1. Assets are refinanced at updated market valuation (~£54m baseline / $72.552 million USD).
2. Refinancing proceeds replace initial senior facility.
3. Bridge facility is repaid in full from refinance proceeds. Given:

- £38.4m purchase / $51.59 million USD
- £54m valuation / $72.552 million USD
- ~£15m embedded uplift / $20-$21 million USD

There is substantial headroom for refinance repayment.

Description	Projected Revenue	Projected Y1 EBITDA	Bridge Rate	Payment on Term Loan	DSCR	Post Development Valuation	LTV Post Development	Resale Above Acquisition Premium	Stabilised Revenue	Stabilised EBITDA	Stabilized DCSR
Ibis Thurock	$ 4,032,000	$ 981,120	9.50%	$ 641,804	1.53	$ 14,476,790	46.67%	$ 4,724,005	$ 4,032,000	$ 1,079,232	1.68
Ibis Budget Barking	$ 3,696,000	$ 1,294,272	9.50%	$ 846,654	1.53	$ 19,097,464	46.67%	$ 6,231,804	$ 3,696,000	$ 1,423,699	1.68
Ibis Aberdeen	$ 3,118,080	$ 1,107,456	9.50%	$ 724,448	1.53	$ 16,340,925	46.67%	$ 5,332,302	$ 3,118,080	$ 1,218,202	1.68
Ibis Leeds	$ 4,273,920	$ 1,357,440	9.50%	$ 887,976	1.53	$ 20,029,531	46.67%	$ 6,535,952	$ 4,273,920	$ 1,493,184	1.68
Ibis Sheffield	$ 2,177,280	$ 451,584	9.50%	$ 295,406	1.53	$ 6,663,290	46.67%	$ 2,174,337	$ 2,177,280	$ 496,742	1.68
	$ 17,297,280	**$ 5,191,872**		**$ 3,396,288**		**$ 76,608,000**		**$ 24,998,400**	**$ 17,297,280**	**$ 5,711,059**	

5. Risk Mitigation

- Portfolio purchased below valuation
- Strong DSCR (~1.53x at entry)

- Established branded assets
- VAT-efficient TOGC structure
- Limited initial deposit (£500k / $672k USD agreed at exchange)
- Vendor fully approved and aligned

This is not speculative development. It is a structured arbitrage acquisition with a defined refinance exit.

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6. Why This is Attractive to a Bridge Investor

- Short tenor (1 Year)
- Borrower already owns 7 operating hotels and 5 serviced apartments/suites in the space with a total of 705 rooms. There are 2 properties with 384 rooms in their construction pipeline.
- Clear refinance pathway.
- Built-in valuation buffer.
- Senior debt already structured conservatively.
- Defined security over SPV.

The request is not for long-term equity. It is a temporary capital bridge enabling capture of embedded portfolio value.