

Aphrodite Hills Resort

AHRA ANNUAL MEETING PRESENTATION
2022



Aphrodite Hills
— Cyprus —



Table of Contents

- 01 George Misirlis - CEO Message
- 02 Zenon Papaloizou - Project Manager
- 03 Telemachos Hassapis -
Holiday Residences & Property Management Manager
- 04 Andrew Darker - Director of Golf & Head of Sport
- 05 Nicholas Kittis - Hotel Manager
- 06 Dimitris Neophytou - Security Manager



Technical Issues

Project Manager: Zenon Papaloizou

1

- Dionysus Greens program
 - Hermes Project
 - Water connections and water supplies and quality
 - Road resurfacing
 - LED street lighting
-

Technical Issues.

04

DIONYSUS GREENS PROGRAM

Phase one : 2 Villas

30 Apartments, 6 Townhouse

To be completed by January 2023

HERMES PROJECT

Building Permit Issued

Brochures under preparation

WATER CONNECTIONS AND WATER SUPPLIES

Water connection north of Orpheus Village to supply water to the Eastern Plateau in case of pipe repair on the Western Plateau

One tender received

Meeting at the DO requires second tender now under preparation by Kouklia

ROAD RESURFACING

Part of Apollon Avenue done late 2021

Resurfacing of Entrance road, the next road to be done measured by the DO

Tenders under preparation by the DO
possible date after the summer

LED STREET LIGHTING

Kouklia now working on the changes of all street lights to LED.

Discussion with the EAC

Possible subsidy from the Government

Holiday Residences & Property Management 3

Manager: Telemachos Hassapis



Holiday Residences provides hybrid rental services to middle to high level guests for holiday purposes, properties (apartments and villas) that are exclusively located on Aphrodite Hills Resort.

Holiday Residences.

OUR VALUE PROPOSITION TO OWNERS AND GUESTS

04



- We are a “One-stop shop” – Property related services and Rental services TOGETHER
- We are structured to serve properties solely locate on Resort
- With a presence of 20 years on the Resort, and over 160 properties under our Rental scheme, we developed unparallel expertise and Know How

WE CARE AND WE HAVE A GREAT TEAM

- Purpose build reception and lounge operating 365 days of the year
- An increasable array of partners and associates including home & villas by Marriott international
- Services offer to guests that simulate those that can be found in the finest hotels
- An impeccable reputation which has delivered an extraordinary repeater base
- Given our expertise, volumes and overall success, in many instances, we will guarantee results

Property Management

05

OUR SERVICES

- General Maintenance
- Home Improvement
- Pool Maintenance
- Property Administration
- Administration Of Payments
- Garden Maintenance
- Landscaping
- Housekeeping
- Pest & Snake Control/
Disinfections
- Wi-Fi & IPTV Services
- Custom-made Requirements



Property Management

06

OUR VALUE PROPOSITION



- We are located on Resort, offer 24/7 services, team(s) can be at any property within minutes especially important in situations of an emergency.
- We offer 70 tailor-made services, and even if we don't offer the service, we will find a way to deliver it.
- We are structured to serve properties solely locate on Resort - irrespective if they are for private use, as a holiday residence and/or simply as an investment
- With a presence of 20 years on the Resort, and 400 properties under management, we developed unparallel expertise and Know How
- We care – we will make sure things are done but even if they are not, we take responsibility.
- WE ARE Aphrodite Hills – whatever transpires, we will be here!

Golf & Sports

Manager: Andrew Darker

7

ONLY WHEN YOU CREATE QUALITY, YOU ATTRACT QUALITY.
RAISING EXPECTATIONS RAISES OUR ABILITIES

Our Vision Creating Quality Facilities, Bringing Quality Events

Major sport events can be a catalyst for tourism development if they are successfully leveraged in terms of destination branding as well as infrastructure development.

This exposure builds reputation and value to the Resort and all its stakeholders. Extends the seasonality of tourism to the benefit of all!



STRATEGIC SPORTS DEVELOPMENT

08

Golf - PGA National



Tennis Academy



Padel Tennis



Basketball



Horse Riding



Football



Walking & Jogging



Physiotherapy Centre



Cycling



L'ÉTAPE
CYPRUS
BY **TOUR DE FRANCE**

TOP QUALITY SPORTS
FACILITIES AND THE FUTURE
INTERNATIONAL EVENTS

GOLF & SPORT EVENTS

IN 2020 WE PUT CYPRUS AND THE RESORT
ON THE WORLDS GOLF MAP

09

WE CONTINUE IN 2022, 2023 AND 2024



With the Cyprus Open
November 3rd – 6th, 2022

Live Sky Sports coverage to a global TV audience

AND IN 2022



Host venue for L'Étape Cyprus
12th & 13th November, 2022.

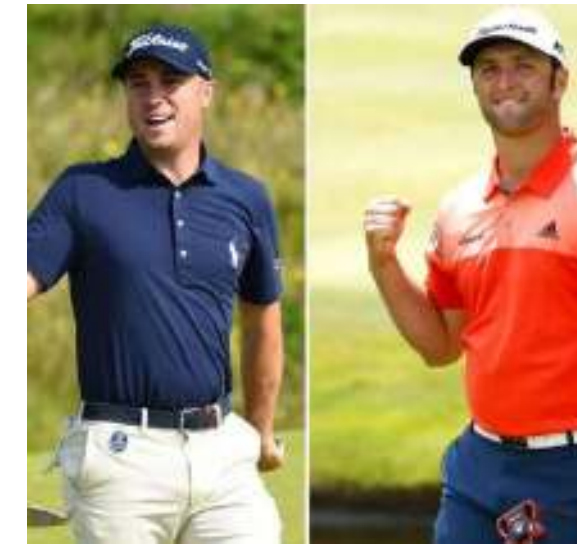
World Exposure to the International Cycling community in this
Tour De France associated event.

GOLF & SPORT EVENTS

INTERESTING NUMBERS FROM 2020 EVENTS —

Why its important

10



47 countries watching
SKY SPORTS
and
Aphrodite Hills Resort
PGA National Golf
Course

19 hours of live
coverage across
the four days of
the tournament

Television reach of
735 million

105 players
were competing

ALL influencers in
their respected
countries

27 different
nationalities played
in this Cyprus
Open

GOLF & SPORT EVENTS

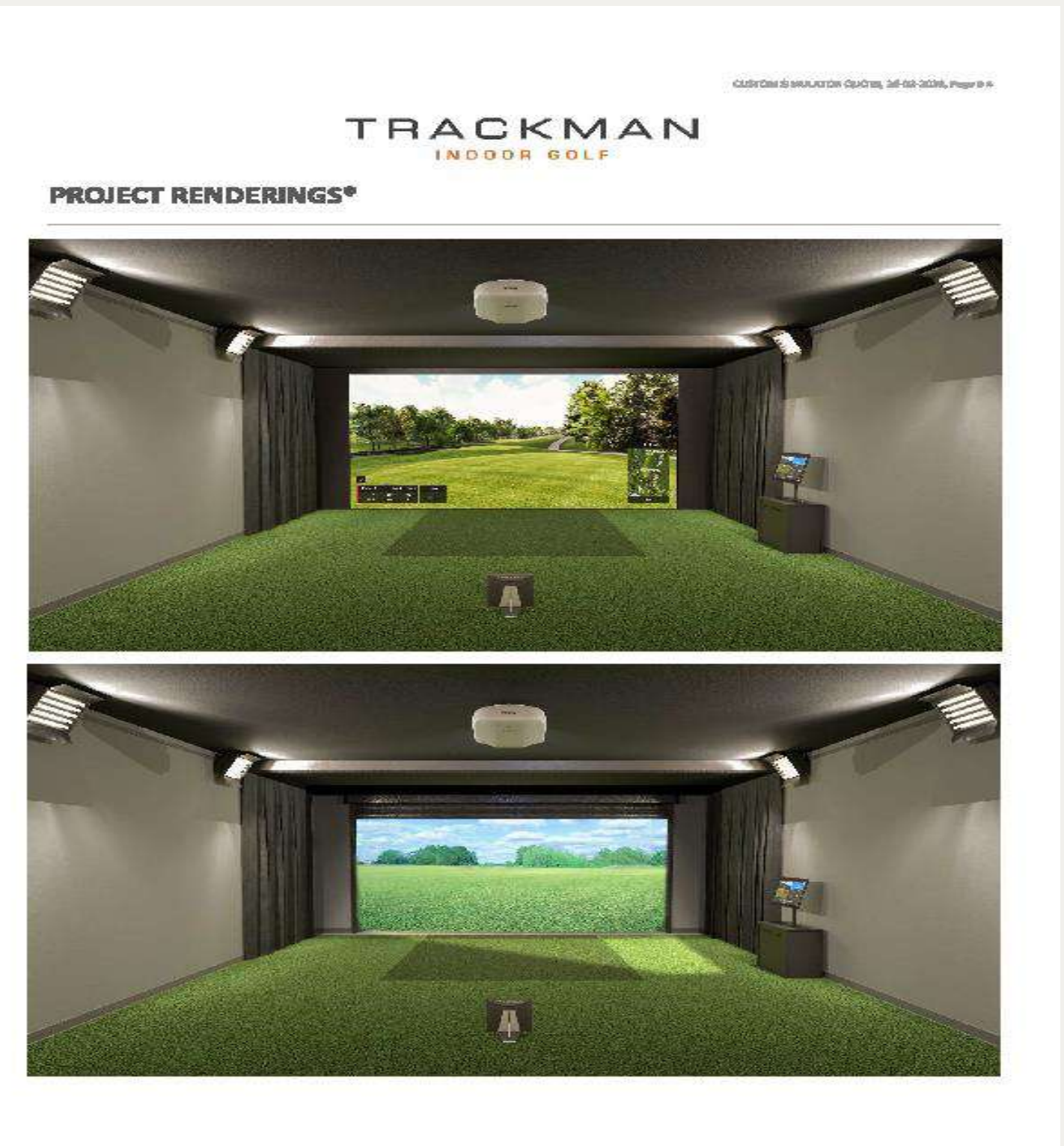
THE FUTURE INOVATION

11

We created the first PGA branded golf facility in Cyprus. We created the first Padel tennis courts in Cyprus. We were the first to run and host a European Tour Event. We are the first to host L'Etape by Tour De France.

We continue with construction of the PGA National Academy course, 6 hole par 3. Then the work continues towards a fully fitted PGA National academy with indoor swing rooms and club fitting capabilities.

We will continue the work to improve all facilities, with consideration for adventure golf and an activity park. These facilities add to the current offering, add a new dimension, open new opportunities to attract new markets while adding entertainment to our existing ones. Showing continuous progress and innovation.



GOLF & SPORT EVENTS

12

We will continue with additional investments to enable our Resort and country to meet high client expectations, to reach the highest quality. We must promote the Island as a diverse, year-round destination.

A Quality Destination; with a need for a joint strategic plan to promote winter sports activities, keeping the destination active for longer periods, with a view of sustainability for the benefit of all.





Aphrodite Hills Hotel

Manager: Nicholas Kittis

13

- TUI BLUE Sensatori Atlantica Aphrodite Hills
 - Season Started Beginning Of March
 - New Chef At The Hotel – Chef Aris
 - Areti Kontou – Operations Manager
 - We Will Be Opening A Platform – Allowing Owners Access To Hotel Restaurants With A Discount
 - Management Agreement With Atlantica
 - Relaxation Of Covid Protocols
 - Upgrade Of Facilities At The Spa Gym
 - Upgrade & Review Of VSQR Restaurant Menus
 - VSQR Events – Pipelined Through Restrictions (Relaxations)
-

Village Square Restaurants.



Village Square

Concept: Meeting Point
Offering: Socializing
Suggested: Re-Brand to "Platia"



Ladi & Rigani

Concept: Greek-Cypriot fast food
Offering: Kebab, Gyro on the grill
Suggested: To be relocated in Street Gourmet (BeerGarden)



Pithari Tavern

Concept: Traditional local Cypriot Taverna
Offering: Cypriot Cuisine
Suggested: *Renovation
*Increased outdoor seating area
*Increased indoor (winter) seating
*Outdoor BBQ area
*New Kitchen design open plan
*Open plan kitchen to be combined with Gate to India
*New Logo Design

Village Square Restaurants.

15



Zimi Trattoria

Concept: Traditional Italian Trattoria and Pizzeria

Offering: Italian Cuisine

Suggested: * Renovation
*New improved kitchen design open plan
*Winterization
*New adults only section

Branding: *New logo design
*Name to change to Zimi Trattoria and Pizzeria



Anoi Pub

Concept: American Diner/Pub

Offering: Tex mex, Burgers, Wraps etc

Suggested: *Renovation
*New improved kitchen design open plan
*Winterization
*Increased seating capacity

Branding: *Change of name
*New logo design



Gate to India

Concept: Indian Restaurant

Offering: Authentic Indian Cuisine

Suggested: *Renovation
*New Kitchen Design open plan
*Kitchen connected with Taverna

*Increased seating capacity

Village Square Restaurants.

16



Beer Garden

- Concept: *Fast Food
- Offering: *Ladi & Rigani, Garden Pub, Fast food
- Suggested:
- *Ladi & Rigani will move to Beer Garden
 - *Street concept food
 - *Varios food options
 - *Entertainment Area
 - *Stage for concerts
 - *Cinema, Daily Shows
 - *Name change to Street Gourmet



Secret Garden

- Concept: *Fusion Restaurant
- Offering: *Authentic Chinese, Japanese & Thai
- Suggested: * The Village Square is in need of another restaurant as per the demand by the visitors. Thus this new concept of opening a Chinese/Thai/Japanese restaurant. The restaurant will be the fine dinning exclusive restaurant of the VSQ.

Village Square Restaurant Additions.



To Paradosiako

Concept: Traditional Local Bakery
Offering: Traditional Pastries
Branding: *New logo design



Coffee Bar Concept

Concept: Coffee Shop & Bar
Offering: Coffee, Tea, Fruit Juices, alcoholic and non alcoholic drinks

Suggested: *The Coffee & BAR located at the VSQR extension and the Multi gallery shop. The concept of having an area whereby the Resort as well as walk in customers can choose to visit for a good quality coffee in the morning, in comfortable and relaxed environment.



Children's Candy Store

Concept: *Children's Delights
Offering: *Crepes, waffles, ice cream, candy floss, popcorn, sweets, milkshakes, etc

Suggested: *The outdoor and interior will have playful colours. Various children's games can be hosted here as well. This will be a small gathering point for children



Steak House

Concept: *Steak house and Grill
Offering: *Prime aged USDA Steaks, other meat cuts starters, salads, desserts, wine, cocktails

Suggested: * Menu that will offer far more than beautifully prepared steaks using only the highest quality USDA beef that is perfectly aged and grilled. Accompanied with some of the world's best wines and signature cocktails. Stylish bar, ideal for enjoying an after-dinner drink or cocktail with friends or just a place to relax with a wine cellar, spacious indoor and outdoor seating



Resort Security

Manager: Dimitris Neophytou

18

CURRENT SECURITY GUARDING ON SITE

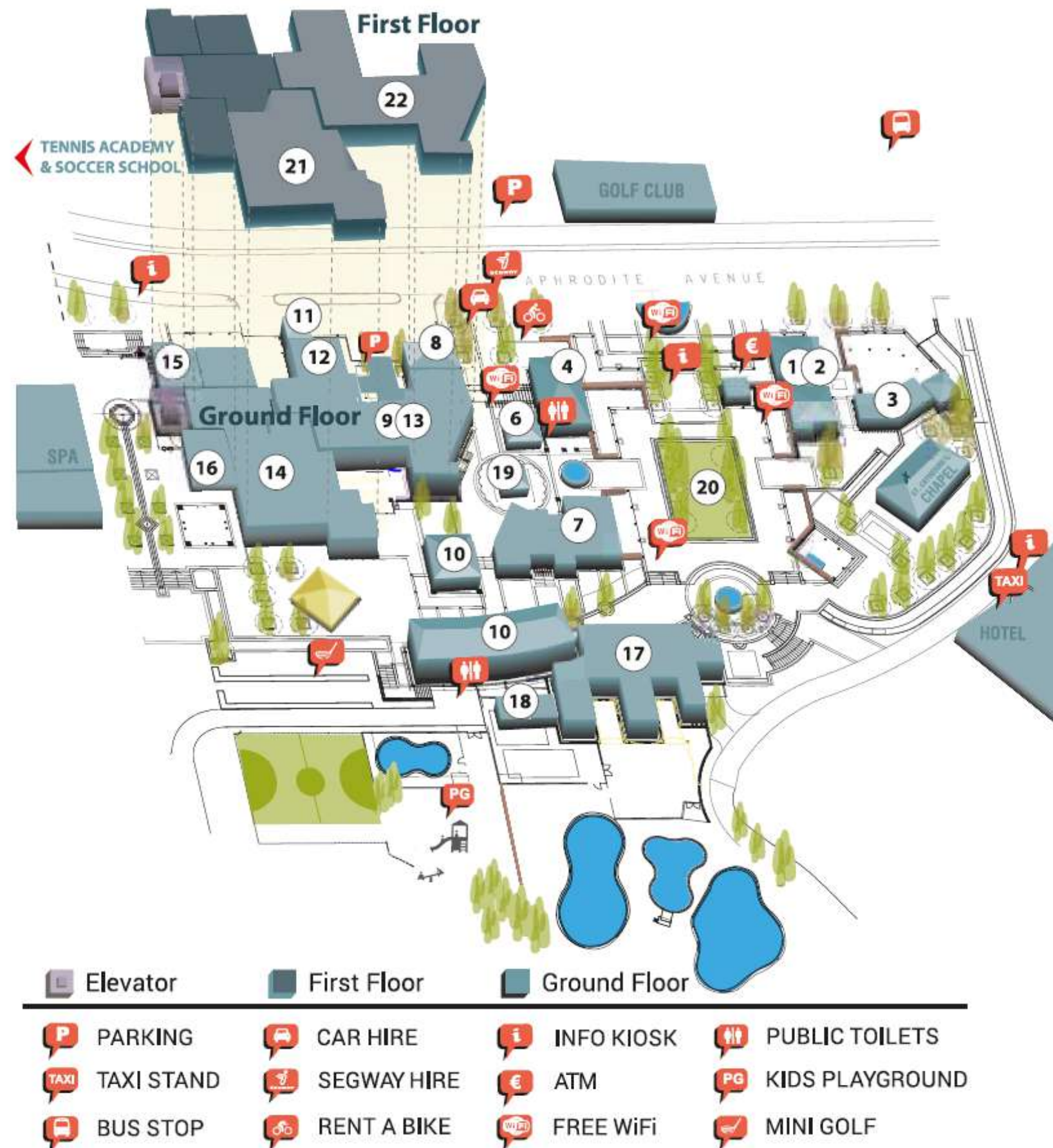
- 24/7 HOURS MAIN GATE GUARD
- 24/7 HOURS SECURITY CONTROL ROOM GUARD
- 24/7 HOURS SECURITY PATROL GUARD
- 8 HOURS ADDITIONAL SECURITY PATROL EASTERN PLATEAU GUARD (random hrs)

CURRENT SECURITY GUARDING ON SITE

- BRINKS ADDITIONAL SECURITY PATROL PAPHOS VEHICLE- NO ADDITIONAL CHARGE
 - ADDITIONAL CCTV CAMERAS – VILLAGES – RAVINES
 - DIFFER TIME ROUTINE IN SECURITY PATROLS
 - UNPREDICTABLE SPOT CHECKS
 - ON SITE ALARM /CCTV TECHICIAN – SOLVE ISSUES PROMPTLY
-

Resort Map.

19



Ground Floor

- 1 2 Real Estate Sales Office
- 3 Häagen-Dazs
- 4 Costa Coffee
- 7 Aspire Cycling
- 6 Orchidea Jewellery
- 8 9 13 Pantopoleio Supermarket
Sunlife Bakery, Pharmacy
- 10 Zimi Trattoria Pizza & Pasta
- 11 LEOS Car Rentals
- 12 Medical Centre
- 14 Pithari Tavern
- 15 16 Gate to India Restaurant
- 17 Aphrodite Hills Hotel Kids Club
- 18 Aphrodite Hills Resort Kids Club
- 19 Ladi & Rigani Kebab House
- 20 Beer Garden

First Floor

- 21 Anoi Pub & Bar
- 22 Resort Management Offices

VILLAGE SQUARE MAP

Resort Security.

20



SECURITY SERVICES

- ALARM SYSTEM MONITORING
- CCTV MONITORING STATION
- ALARM AND CCTV/SECURITY EQUIPMENT INSTALLATIONS
- PROPERTY KEY HOLDING
- PRIVATE PROPERTY SECURITY GUARD
- ANNUAL ALARM AND CCTV MAINTENANCE
- COMPLIMENTARY PROPERTY RISK ASSESTMENT

Resort Security.

21

ALARM MONITORING PACKAGES

PACKAGE A

MONITORING: From The Control Room

ATTENDANCE: Upon Approval Of The Owner

PACKAGE B

MONITORING: From The Control Room

ATTENDANCE: Immediate notification of Aphrodite Hills security mobile patrol officers to attend the property and act accordingly in all activations. To liaise with emergency services as required resolving the activation

KEY HOLDING: Internal Check Of Property And Alarm Reset

REPORTING: (On Request)

TECHNICAL ASSISTANCE: Response Of Technical Assistance Within 48hrs

With a 5-year contract, Aphrodite Hills Property Management will pay 100% of the total cost of the Alarm system and installation (up to 2 000€ VAT included)

With a 3-year contract, Aphrodite Hills Property Management will pay 50% of the total cost of the Alarm system and installation (up to 2 000€ VAT included)

Resort Security.

22



24/7
CENTRAL
MONITORING
STATION



CCTV
MONITORING
STATION



PROPERTY
MANAGEMENT
OFFICES



PROPERTY
MANAGEMENT
SHOWROOM



RESORT FIRST
AID



FIRE
EXTINGUISHERS



DEFIBRILLATOR



KEY HOLDING

Important Contacts.

23



APHRODITE HILLS SECURITY CONTROL ROOM – +357 26 828 060

APHRODITE HILLS SECURITY MANAGER OFFICE- +357 26 828 012

KOUKLIA POLICE – +357 26 806 335

EMERGENCY NUMBER – 112 (LIASE WITH EMERGENCY DEPARTMENTS)

PAPHOS FIRE STATION – +357 26 806 272

PAPHOS POLICE DEPARTMENT - +357 26 806 505

THANK – YOU

