

Pontus Rotana

Resort & Spa – Gonio



PONTUS Rotana

Pontus Rotana
Cushman&Wakefield





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Resort & Spa – Gonio

- Largest hotel complex in Georgia
- First 5-star Rotana hotel in Georgia
- Exclusive collaboration with Rotana

Introducing Georgia's first Rotana hotel, Pontus Rotana Resort & Spa - Gonio, an exceptional opportunity showcasing a collection of 546 hotel rooms available for investment.

Epitome of luxury and convenience within this magnificent establishment. Spanning over 8000 m2, the Pontus Rotana Resort & Spa hotel offers a wealth of amenities and facilities, carefully designed to cater to every aspect of guest's stay.

Hotel Management

Highset quality assured by Rotana Hotel Management Corporation PJSC.

The 5-Star hotel is being designed and constructed in complete accordance with Rotana's high standards and requirements. The dedicated team from Rotana will manage every aspect of the hotel, providing exceptional service and expertise.



Hotel Infrastructure

- Casino 
- Restaurant 
- Rooftop Bar 
- Gym & Spa Center 
- Indoor & Outdoor Swimming Pool 
- Pool Bar and Lounge 
- Private Beach 
- Business Lounge 
- Conference Hall 
- Wine and Cigar Boutique 
- Garden 
- Parking 

Location

Pontus Rotana Resort & Spa - Gonio is ideally located in the southern part of Batumi, specifically in the suburb of Gonio. This emerging area has recently become a hub for large scale developers, offering a fresh wave of existing projects.



Batumi Airport

Georgia
8.3 km away, 12 minutes by car



City center

Batumi
16.0 km away, 25 minutes by car



Kutaisi Airport

Georgia
In 132.3 km, 2 hours and 13 minutes' journey



Botanical garden

Batumi
22.1 km, 43 minutes' drive



Rize, Artvin Airport

Turkey
In 82.1 km, an hour and 22 minutes of travel



Gonio Castle

Batumi
1.5 km away, 2 minutes' drive



Trabzon Airport

Turkey
In 186.0 km, 2 hours and 24 minutes of travel



Goderdzi winter resort

Adjara
In 110 km, 2 hours and 25 minutes' drive



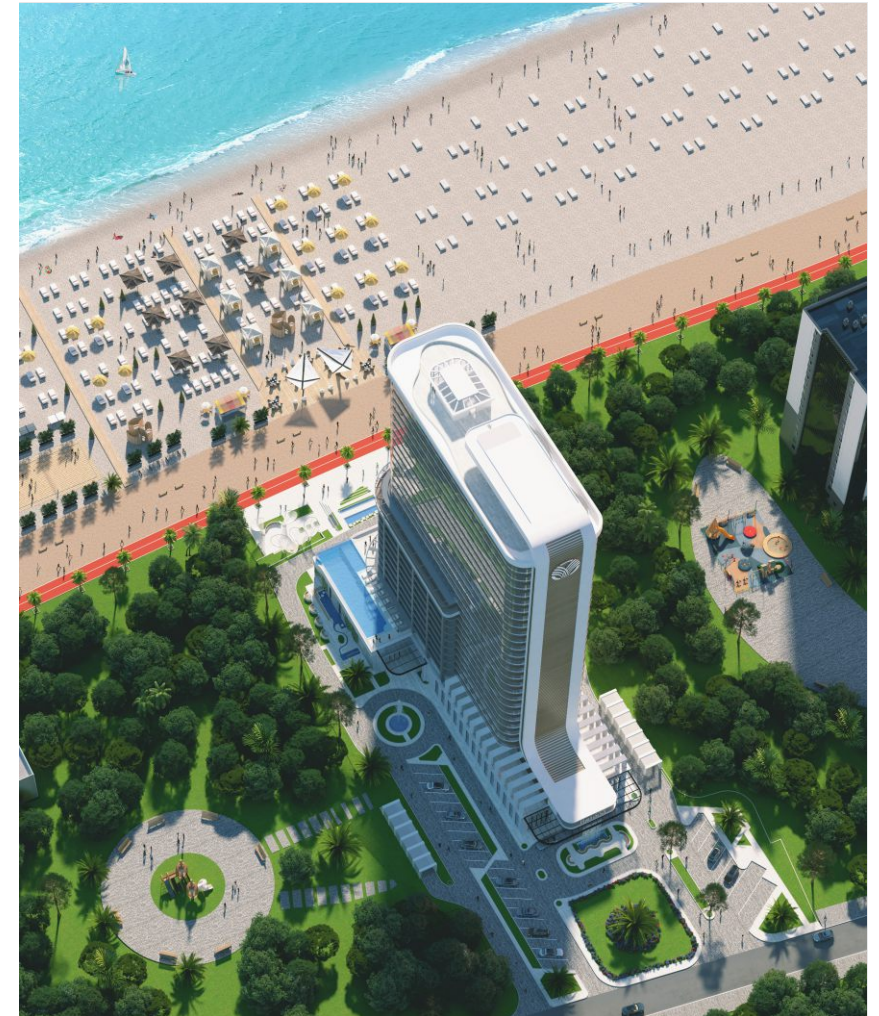
Railway station

Batumi
17.3 km away, a 30-minute drive



Mtirala National Park

Adjara
32.0 km away, 55 minutes drive



Situated between the captivating Black Sea and Lesser Caucasus mountains, providing guests inspiring views and atmosphere, makes the destination attractive for leisure and business vacations.



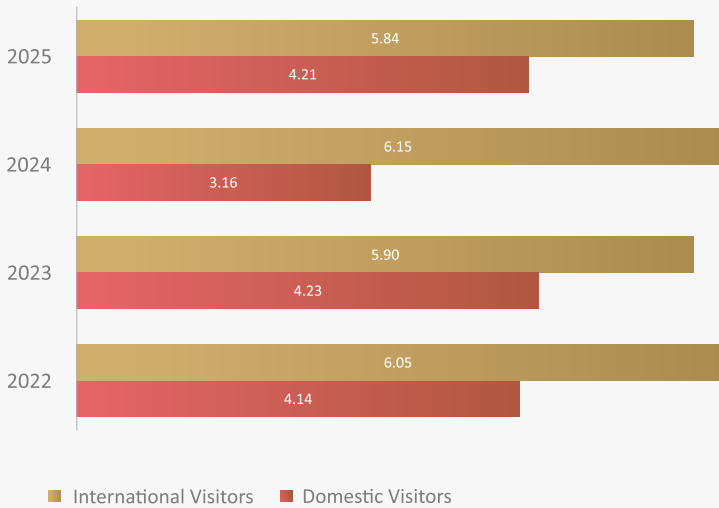
Batumi's popularity has grown significantly across international markets, driving demand for this coastal destination. In 2024, Batumi recorded 3.9 million visitor trips, including both domestic and international guests. By 2025, this figure had increased to over 4.0 million, demonstrating a stable and resilient tourism environment.

Batumi's appeal lies not only in its coastal setting but also in its ability to attract a diverse visitor base. The average length of stay is 6 nights for international visitors and 4 nights for domestic visitors, reflecting the city's strong capacity to retain travelers. Visitors from a wide range of markets, including the EU, CIS countries, the Americas, and the Gulf region are drawn to Batumi by its distinctive atmosphere and broad tourism appeal.

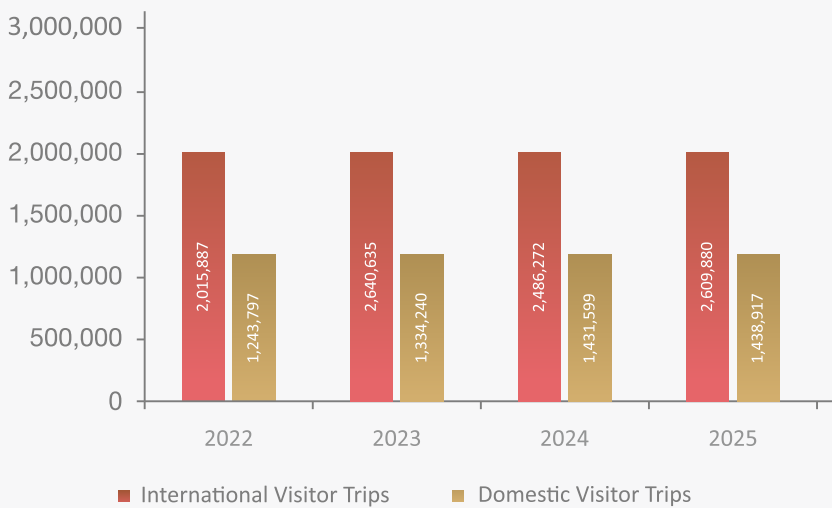
Tourism industry trends

Batumi

Flights between Georgia and Gulf countries provide convenient travel options for passengers. Number of flights is increasing annually several airlines operate regular flights connecting these regions, including Flydubai, Gulf Air, Fly Nas, Jazeera, Qatar Airways, Kuwait Airways, Air Arabia, Wizz Air, Flydeal, Oman Air, Salam Air and others. These airlines offer a range of routes and destinations, allowing travelers to easily access Georgia from Gulf region.



Average Length of Stay in Batumi – Nights
Source: Geostat



International and Domestic Visitors in Batumi – Absolute Numbers
Source: Georgian National Tourism Administration



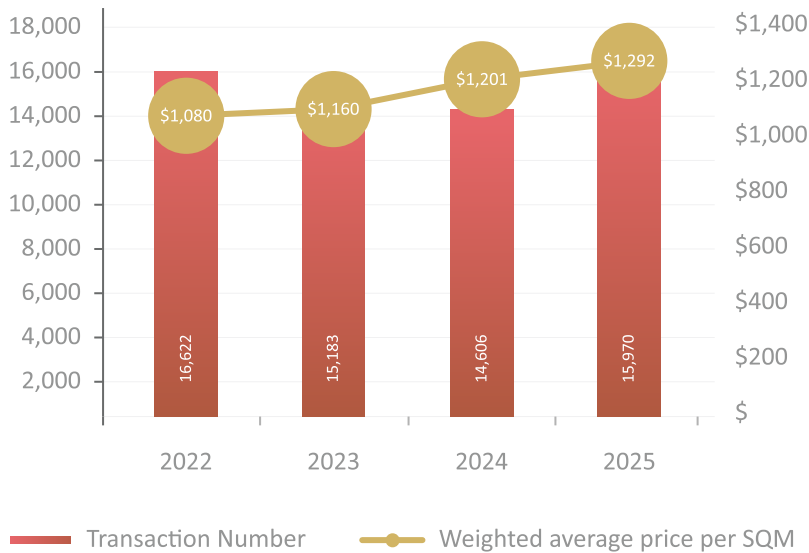
Residential market trends

Batumi

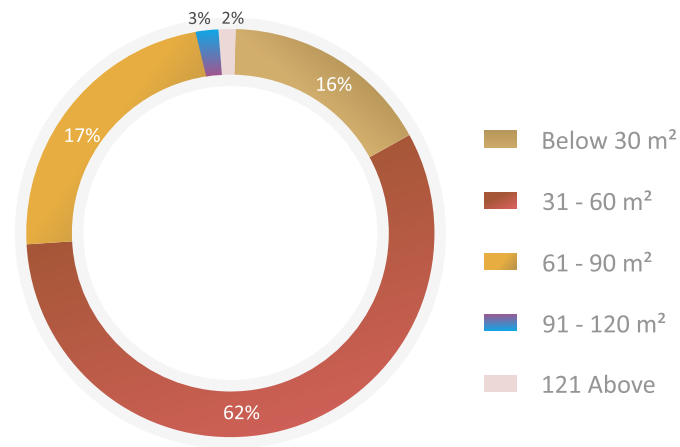
Georgia’s consistent economic growth has supported stronger consumer spending, making residential real estate one of the country’s most stable and rapidly growing sectors.

In Batumi, demand is gradually shifting toward higher-priced apartments, particularly in the \$1,500-\$2,000 per sqm segment, while premium units above \$2,000 per sqm maintain stable demand; however, units below \$1,500 per sqm still generate the highest transaction volumes.

Demand is also concentrated in compact and mid-sized apartments, with 31-60 sqm units dominating the market, while larger units account for only a small share of transactions.



Historic Annual Dynamics of Quantity (Units) and Weighted Average Price
Source: NAPR

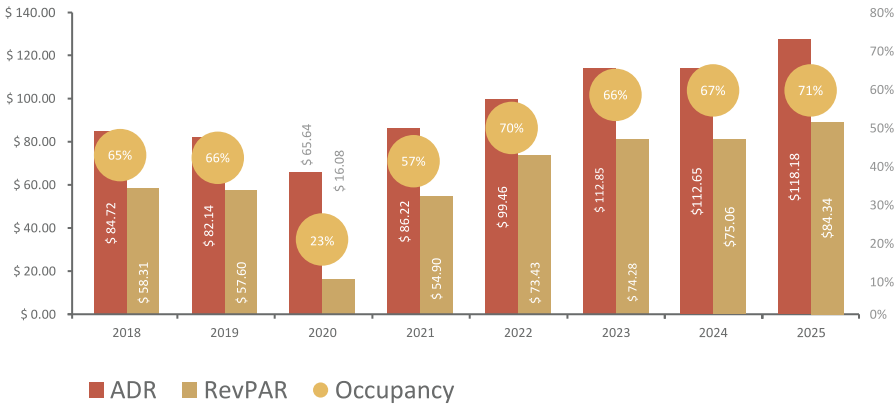


Sizing Preferences (m²), 2025
Source: NAPR

Hotel market trends

Batumi

The hotel sector in Batumi has experienced significant growth and development in recent years. Batumi’s popularity as a tourist destination has led a surge in hotel construction and investment, catering to both domestic and international travelers.

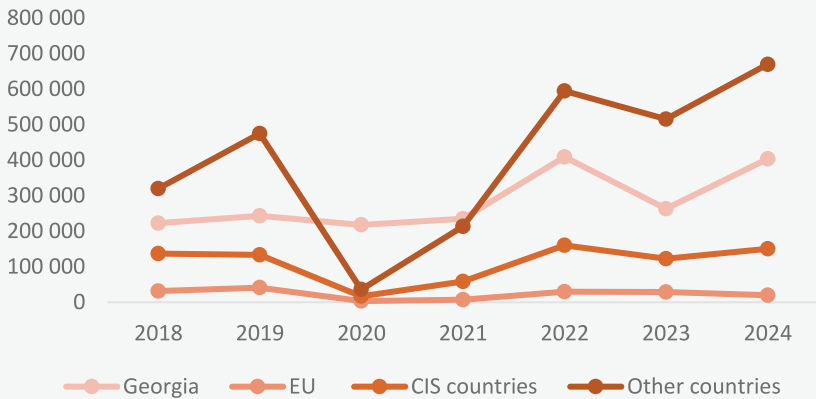


*ADR figures are net of VAT

Historic Annual Dynamics (2018-2025)

Source: STR Global

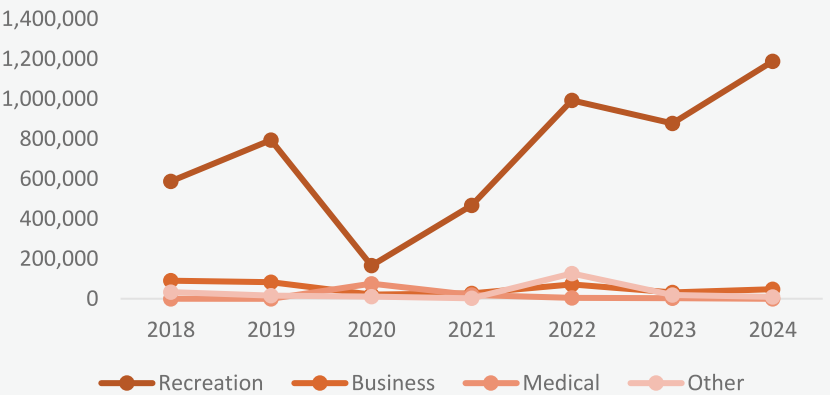
Batumi hotel industry has revived from pandemic effect and reached the highest occupancy and ADR level in the last 8 years.



Source Markets of Hotel Visitors in Batumi

Source: Geostat

According to the latest 2024 data, 311 hotels operating in Batumi provide approximately 11,408 keys and 23,734 beds, resulting in a bed-per-visitor ratio of 6.06. This figure is relatively low for a resort destination such as Batumi (the global average exceeds 15 beds per 1,000 visitors).



Purpose of Visit at Batumi Hotels

Source: Geostat

Country advantages - Georgia

COUNTRY	Crime and Safety Index CRIME INDEX (100 = highest crime) SAFETY INDEX (100 = highest safety)	The costs associated with purchasing real estate % from the value of real estate
GEORGIA	Crime Index 25.9 Safety Index 74.1	0.00% - 1.00%
TURKEY	Crime Index 40.1 Safety Index 59.9	8.00% - 10.00%
ROMANIA	Crime Index 32.2 Safety Index 67.8	1.44% - 7.20%
CROATIA	Crime Index 26.2 Safety Index 73.8	6.14% - 9.30%
GREECE	Crime Index 46.6 Safety Index 53.4	6.88% - 7.04%
BULGARIA	Crime Index 37.8 Safety Index 62.2	2.80% - 7.60%



Visa Regulation

- Citizens of 98 countries can enjoy a visa-free policy, allowing them to enter Georgia without a visa.
- Additionally, approved visa or residence permit holders from 50 countries, including Gulf countries, are granted visa-free entry.

Buying Real Estate in Georgia

- Property ownership rights are equal for both local and international citizens with the exception of agricultural land.
- Residency permit available with property purchase of \$150,000 or more.
- Property registration fee \$60.
- No property transfer costs.

No ownership restrictions in Georgia for foreign citizens. Property registration in up to 2 business days

Return on Investment



The calculation below demonstrates the profitability for investors who purchase a hotel room within the period of 2023-2027, generate income until 2032, and subsequently sell the property in 2032

Years	2023	2024	2025	2026 Q1	2026	2027	2028	2029	2030	2031	2032	Average
ADR growth rate							5.0%	5.0%	5.0%	3.0%	2.0%	4.0%
Sales price / m ² growth rate		26.7%	25.0%	5.8%	19.0%	17.1%	5.0%	5.0%	5.0%	3.0%	2.0%	11.4%
Occupancy growth rate								10.0%	15.0%	10.0%	10.0%	11.3%
Hotel room area (m ²)	30	30	30	30	30	30	30	30	30	30	30	30
Days per year							365	365	365	365	365	365
Average room occupancy							48.00%	52.81%	60.73%	66.79%	73.48%	60.36%
Average daily rate - ADR net (Excl. VAT)							\$123,00	\$129,2	\$135,6	\$139,7	\$142,5	\$134,0
Average Nominal price per m ²	\$3,554	\$4,504	\$5,454	\$5,754	\$6,490	\$7,600	\$7,980	\$8,379	\$8,798	\$9,062	\$9,243	\$8,693
Discounted price at full payment	\$3,199	\$4,054	\$4,909	\$5,179	\$5,841	\$6,840						
Investment volume	\$95,958	\$121,606	\$147,256	\$155,356	\$175,234	\$205,205						
Total room revenue							\$21,550	\$24,892	\$30,058	\$34,052	\$38,209	\$29,752
Payout to hotel (50% of the revenue)							\$10,775	\$12,446	\$15,029	\$17,026	\$19,105	(\$14,876)
Annual operational profit							\$10,775	\$12,446	\$15,029	\$17,026	\$19,105	\$14,876
Sale of the hotel room											\$277,301	
Brokerage sales fee											(\$2,773)	
Net profit							\$10,775	\$12,446	\$15,029	\$17,026	\$293,633	

Investment Year	IRR	ROI	Payback period	Inv Multiplier	Annual operational yield					
2023	16.3%	15.4%	6.1 Y	3.6 X	11.2%	13.0%	15.7%	17.7%	19.9%	15.5%
2024	15.0%	14.1%	7.4 Y	2.9 X	8.9%	10.2%	12.4%	14.0%	15.7%	12.2%
2025	14.0%	13.1%	8.6 Y	2.4 X	7.3%	8.5%	10.2%	11.6%	13.0%	10.1%
2026 Q1	13.4%	12.6%	9.1 Y	2.2 X	6.9%	8.0%	9.7%	11.0%	12.3%	9.6%
2026	13.2%	12.2%	10.0 Y	2.0 X	6.1%	7.1%	8.6%	9.7%	10.9%	8.5%
2027	12.3%	11.2%	11.4 Y	1.7 X	5.3%	6.1%	7.3%	8.3%	9.3%	7.2%

**Before purchasing a property in Georgia, it is advisable to seek guidance from a tax officer or lawyer, as the property tax can vary from 0 to 1% of the property value in certain situations*



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