



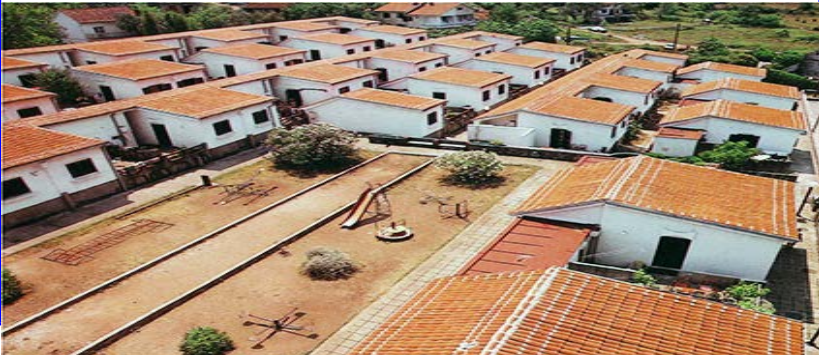






# **Holiday & Spa Resort Vrmac, Prcanj Montenegro**




## ABOUT VRMAC HOTEL AND SPA

The sale will be conducted as asset sale of a going concern/operating business. All properties may be offered to one or several buyers. The Resort has several attractive assets:

Asset	Area in m <sup>2</sup>	Year of construction	
Hotel with 179 rooms and 510 beds, bar, 2 restaurants, sea view dining terrace, most rooms with sea view and terraces	7,000	1987	
Health and spa centre with direct access to the beach, indoor heated sea water swimming pool, massage and other spa treatment facilities, gym, sea view terraces for yoga and pilates, medical facilities; Hotel and Spa centre connected with an underground passage	3,000	1969/1987	
Accommodation bungalows 7 at the seafront and 76 in the back of the Hotel that should be redeveloped into a new hotel wing/modern accommodation facility up to 16-20 000 m2	3,000	1969/1987	

Asset	Area in m <sup>2</sup>	Year of construction	
Outdoor sport facilities – 3 sport grounds opposite of the beach that could be redeveloped into an outdoor swimming pool			
Private beach, the longest in Boka Bay	315		
The Russian house - Old Vrmac (ground floor + I + II) – a seafront 1920's neoclassical style building from bygone days, secluded with its own botanical garden, in need of reconstruction. It is situated about 500m away from the Hotel and Spa buildings	1455	1920's	
His Highness P.P. Njegos, King of Montenegro Summer Villa, a beautiful seafront stone building with its own beach, parking and marina	424		



Asset	Area in m <sup>2</sup>	Year of construction	
2 staff accommodation houses with adjusted buildings situated nearby the Russian House, could be turned into service facilities for the Russian House guests upon reconstruction	1541		
Another staff accommodation buildings	73		
Total surface of buildings	<b>16,493</b>		
Total surface of land	<b>30,870</b>		

Hotel Vrmac –is situated in Boka Kotorska, the most beautiful bay on the South Adriatic coast. Prcanj is located 5 km from the ancient town of Kotor which is under the protection of UNESCO and only 6 km away from Tivat international airport. The tradition of the natural healing spot dates from 1920 when the Royal Government of Yugoslavia declared Prcanj, the old colony of marine captains, to be the climate health resort. The owners of the Resort, Rehabilitation Institute Belgrade owns another 2 spa and health centres in Serbia and it wants to focus all its resources on development and management on those centres and to sell the Resort in Prcanj.

## ABOUT THE HOTEL

The capacity of hotel is 179 rooms with 510 beds. It has 72 employees, out of which 24 represents medical staff. The hotel has central heating and air-conditioning system.

Vrmac has its own gravel beach, about 1,000 meters long which is one of the longest beaches in Montenegro.

It is surrounded by sport courts for basketball and football, indoor swimming pool with seawater, recreation rooms, 2 air-conditioned restaurants (capacity is 460 guests), organized postal service and shops which offers numerous qualities and possibilities for individual activities.

Majority of the Hotel rooms have sea view sunny terrace. All terraces are with marble floors and with glass fences ideal for maximum exposure to sun (“sun lounges”). Rooms are well proportioned with large windows, tinted double glazed glass. The rooms will benefit with some interior decoration which may include demolition of some separation walls to create large luxurious apartments (approximately 35 – 40 m<sup>2</sup>).







The Hotel is served with two passenger lifts in addition to the well maintained, well preserved marble floor staircases. The Hotel has 2 own wells for technical water supplies while drinking water is supplied by 2 different independent water main systems. Unlike some other tourist facilities in Montenegro that experience water shortages in critical months of July and August, the Resort does not experience water shortages.

[Reception](#)

[View from the terrace](#)





2 restaurants, sea view dining terrace, indoor bar, swimming pool bar





## Spa and Health Centre



Spa and Health Centre building has two floors,

- ◇ The ground floor consists of facilities for medical examinations, laboratories and an indoor heated swimming pool with changing rooms. The pool is filled with sea water and has glass walls with a door leading to a sunny terrace and directly to the beach.
- ◇ The upper floor consists of facilities for physical therapy and exercise.

The Spa and Health Centre has great development potential:

- Ground floor – medical facilities should remain on the ground floor together with the pool, laboratories and doctors' rooms. The bar situated towards the beach should be reconditioned and put to use.
- First floor – recondition and improve wellness facilities, terrace as well as the facilities for exercising which are ideal to be converted into facilities for massages and other treatments (yoga and similar), sea view restaurant and/or a fruit bar on the terrace serving health foods.
- Add a third floor with 10 apartments overlooking the sea.





## **The Russian House-Old Vrmac**



The Russian house - Old Vrmac (ground floor + I + II) – a seafront 1920's neoclassical style building from bygone days, secluded with its own botanical garden, in need of reconstruction. It is situated about 500m away from the Hotel and Spa buildings





## His Highness P.P. Njegos, King of Montenegro Summer Villa

His Highness P.P. Njegos, King of Montenegro Summer Villa, a beautiful seafront stone building with its own beach, parking and marina



OVO KUĆU JE 1844 G.  
NAKLJENIO SEBI ZA ODHOR  
PETAR II PETROVIĆ NJEGOS  
M.Z. PRČANJ OP.  
2002.





## CENTRAL LOCATION



Hotel Vrmac is sited on the most beautiful part of Boka Kotorska bay. It comprises of five different parts out of which three are situated on the beach while the other two are located only 2 km away and are positioned in the very centre of town Prcanj (the Russian house - Old Vrmac and Holiday resort).

- 15-20 minutes from the airport Tivat and about one hour from Dubrovnik and two hours from Podgorica
- Isolated and peaceful location ideal for a restful holiday
- Located at the outskirts of Prcanj, in a large and specious flat area that is sunny all day long,
- Benefits from the largest sandy beach in Boka Bay
- 20 minutes from away from lively and picturesque town of Kotor with rich architectural, shopping, restaurants and night life.
- 40 minutes drive from Budva, a stage venue for performers such as Madonna, Leny Kravitz, Rolling Stones, Sting etc.
- Many other tourist amenities are within easy reach





## MEDICAL AND HEALING PROPERTIES OF VRMAC AREA

Medical researches and studies evidenced that the climate of this part of Boka Kotorska is specific because it is a deep fiord to which sheer cliffs of the mountain massif of mountains Lovcen and Orjen slope down from heights of over 2.000 m above sea level. Air streams above the bay affect its vegetative variety and waters, enriching air with ions, primarily with halogen and other chemical substances contained in sea water, while the evaporations of ethereal matters mixed with sea water enrich the atmosphere with minerals and ions whose positive effect to respiratory system has been medically proven.

Vrmac is polyvalence health institution of touristic type. Medical programme, diagnostics and therapy are carried out by an expert team of medical doctors, specialists of different specialities, therapists and nurses, with the application of modern methods and technologies up to European highest standards. It is distinctive for its specific natural factors and many years of experience in the rehabilitation of, first of all, respiratory, cardio-logical and locomotors disorders.

Full hydro, sono, electro, peloido, thermo and kinesis therapies are used for rehabilitation and recreational purposes as well. Health and Spa centre is a potential for all year around season and potential for earnings from health and spa services all year round.

The Resort is a multidisciplinary institution combining therapeutic services and leisure and tourism. The climate is beneficial for patients with nonspecific pulmonary, allergic diseases and asthma.



Vrmac itself and the town of Prcanj are also very convenient for family tourism.

Sea water in the bay is categorized into I and II class of cleanness. The average air temperature in Prcanj is 15,2oC. The high season is during July and August when the average temperature is above 26oC and the coldest month is January when the average temperature reaches 8oC. Prcanj has about 260 sunny days a year.

Kotor has a rich cultural and historic tradition as a city-museum. With other old marine settlements in its vicinity, it is uniquely interwoven with modern fashion summer resorts and excursion centres.

At present Prcanj is a treasury of cultural and historical monuments which cause the admiration of their visitors by their architectural design and cultural value.

The Zupna Church particularly dominates among them. It is dedicated to the birth of Virgin Maria on the slop of Vrmica, and it is the largest one in Boka Kotorska. It was built by narrow corusilian stone up on the project of Venetian architect Bernardino Macarucci from 1779. Nowadays, by the church there are busts of Njegos, Andrija Zmajevic, Josip Juraj Strosmajer, Andrija Kacic-Miosic, Francisco Uccelini and Jozo Djurovic, captain and the leader of the national revival in Boka as well as famous sea-men Ivo Visin who sailed around the world.

Besides the luxurious antiquity Prcanj nowadays captivate by its attractive Mediterranean ambiance and gorgeous beaches. The cultural heritage is also reach and well worth visiting.



## ABOUT SEECAP

SEECAP is the first independent investment banking boutique formed in Serbia after the political changes of October 2000. Operating from Belgrade it mainly covers the countries of South East Europe. SEECAP's senior principals come from investment banking, auditing and legal backgrounds. Our key strength lies in the skills and experience of our international and local staff who deliver a combination of extensive Western expertise and local presence within South East Europe, providing customised and focused advice to governments, international & local investors, multinational and local corporate.

### Our services in this acquisition

For acquisitions we offer a range of investment banking, financial and other advisory services which are carried out by our staff or by our subcontractors. We will be able and willing to assist you in a) acquisition of the Resort and b) to offer you post-acquisition assistance.

We offer “*one stop shop*” approach to all your needs in this transaction, whether financial, legal, technical, environmental or any other advice or dealing with the competent authorities, advising on acquisition documentation, valuation, due diligence, documentation and asset analysis, and similar.

#### Property Due Diligence

Site due diligence

Assessment of the main assets

Brief overview of these assets and their potentials for redevelopments

#### Legal due diligence

Legal due diligence of the Resort, comments and review of ownership of the Resort, review of property deeds in place (to the extent they are available in the Data Room or otherwise), other relevant legal issues.

#### Financial due diligence and valuation

#### General legal and tax advice—Montenegrin and Serbian, contractual, tax and any other legal advice, sale and purchase contract, tender rules, qualification criteria, bidding documentation, use of SPV and other relevant legal issues

#### Transaction structuring, bidding strategy, competitors and their strategies and consortia

#### Negotiation assistance and support throughout the acquisition process,

#### General project management—coordination of all aspects of the project, final preparation and coordination of all reports, liaison with all relevant parties,

#### Other acquisition advisory services, as may be required

#### Relationship with local banks if and when necessary, (bid bond, performance bond) and other collateral negotiations and their cost reduction,

#### Usual standards of confidentiality, transparency and commitment applicable to investment banking

#### Debt acquisition finance—We can assist the buyer in raising up to 70% of the purchase price from banks to acquire the Resort and further loans for refurbishment



and/or investment in the Resort (if desired),

[Our team](#)

Our team numbers minimum 10 people and will be of British and Serbian origin. It is composed of professional international and local property advisors, appraisers, cost consultants, RICS quantity surveyors, valuers, investment bankers, lawyers and possibly accountants.

[Timetable](#)

**The sale process is on, your swift reaction is strongly recommended.**

For further details please contact:

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