

ARCOTEL[®] Das *mehr* Hotel

CORPORATEPRESENTATION

Investor relations state: 06/2025

ABOUT ARCOTEL Hotels

FROM A FAMILY BUSINESS TO A 4-STAR GLOBAL PLAYER

For over 35 years, ARCOTEL Hotels & Resorts has been at the service of the guest, offering hospitality with a passion in the upscale city hotel segment in Central Europe. The first ARCOTEL hotel – the ARCOTEL Wimberger in Vienna – was opened 35 years ago. Founded in 1989, the group now includes twelve 4-star hotels in Austria and Germany - in Vienna, Linz, Salzburg, Berlin, Stuttgart, Hamburg and Dresden.

Since its creation, ARCOTEL has made the leap from a family-led business to a renowned 4-star group, which now ranks among the 50 biggest hotel groups in Germany. Short communication channels and flat hierarchies enable dynamic and rapid action and response, allowing ARCOTEL to always use changing circumstances and market conditions to its advantage.

BRANDCONCEPTS

ARCOTEL Hotels is built on two concepts, each realised depending on the location and the local conditions – a brief overview:

ARCOTEL^{fi} Das *mehr* Hotel – CLASSIC ELEGANT

Here you will find the typical ARCOTEL hospitality with 4-star or 4-star superior atmosphere. All hotels follow the classic and elegant concept, feature an unbeatable central location, have a restaurant offer and leave nothing to be desired, no matter if you're in town on business or for pleasure.

The special thing about these hotels: though they belong to the group of ARCOTEL Hotels, each is individual with a clear relation to their home location.

ARCOTEL^{fi} Hotels – FOR DIGITAL NATIVES

The next generation of ARCOTEL Hotels are geared to meet the needs of digital natives, business punks and lifestyle queens. Everything is interactive. Naturally, personal guest service remains a priority.

Here the guest has a say in the matter, is socially networked and has a new kind of hotel experience – digital and online. Bar and snacks are part of the offer, including a shop with stylish accessories and practical travel souvenirs. Tune in!



ARCOTEL^{fi}
Kaiserwasser

Wagramer Straße 8 | 1220 Vienna
+43 1 224 24-0
kaiserwasser@arcotel.com

ARCOTEL^{fi}
Donauzentrum

Wagramer Straße 83-85 | 1220
Vienna
+43 1 2022 333
donauzentrum@arcotel.com

ARCOTEL^{fi}
Wimberger

Neubaugürtel 34-36 | 1070 Vienna
+43 1 521 65-0
wimberger@arcotel.com

ARCOTEL^{fi}
Nike

Untere Donaulände 9 | 4020 Linz
+43 732 7626-0
nike@arcotel.com

ARCOTEL^{fi}
Castellani

Alpenstraße 6 | 5020 Salzburg
+43 662 2060-0
castellani@arcotel.com

ARCOTEL^{fi}
AQ

Althanstraße 8
1090 Vienna
aq@arcotel.com

ARCOTEL^{fi}
Tabakfabrik

Gruberstraße 1
4020 Linz
tabakfabrik@arcotel.com

ARCOTEL^{fi}
Velvet

Oranienburger Straße 52 | 10117 Berlin
+49 30 278 753-0
velvet@arcotel.com

ARCOTEL^{fi}
John F

Werderscher Markt 11 | 10117 Berlin
+49 30 40 50 46-0
johnf@arcotel.com

ARCOTEL^{fi}
Camino

Heilbronner Straße 21 | 70191 Stuttgart
+49 711 258 58-0
camino@arcotel.com

ARCOTEL^{fi}
Rubin

Steindamm 63 | 20099 Hamburg
+49 40 241 929-0
rubin@arcotel.com

ARCOTEL^{fi}
Onyx

Reeperbahn 1A | 20359 Hamburg
+49 40 209 409-0
onyx@arcotel.com

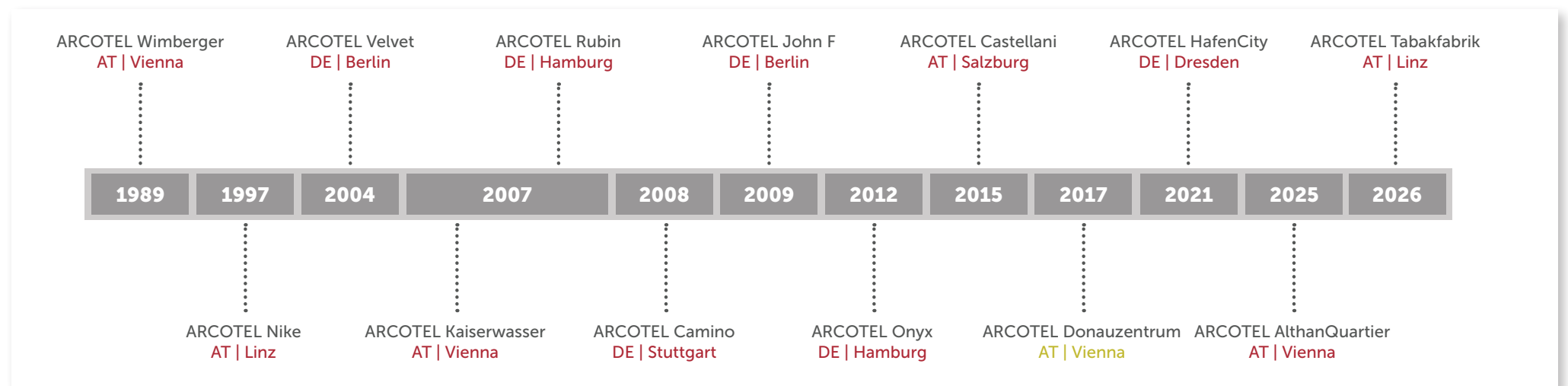
ARCOTEL^{fi}
HafenCity

Leipziger Straße 29 | 01097 Dresden
+49 35 144 8111-0
hafencity@arcotel.com



ARCOTEL Hotels is a family-owned company which was established in Vienna in 1989. As **passionate hosts**, we want to offer a personal environment with **international standards** and **top quality**.

The group positions itself in the business and city hotel sector with eleven hotels in Austria and Germany. Two further projects are currently in planning or under construction.



DESTINATIONS FOR FUTURE DEVELOPMENTS:

ARCOTEL maintains its clear focus on city hotels in convenient locations with the best public transport connections.

AUSTRIA: Vienna, Linz, Salzburg, Innsbruck, Bregenz GERMANY: Economically important urban core areas	BENELUX: Brussels, Amsterdam, Luxembourg ITALY: Bolzano, Trieste, Milan, Venice/Mestre	SPAIN & PORTUGAL: Madrid, Lisbon CZECH REPUBLIC: Prague SLOVAKIA: Bratislava	POLAND: Warsaw, Gdansk, Wrocław, Katowice, Poznań, Krakow HUNGARY: Budapest CROATIA: Zagreb, Split SERBIA: Belgrade
---	---	---	---

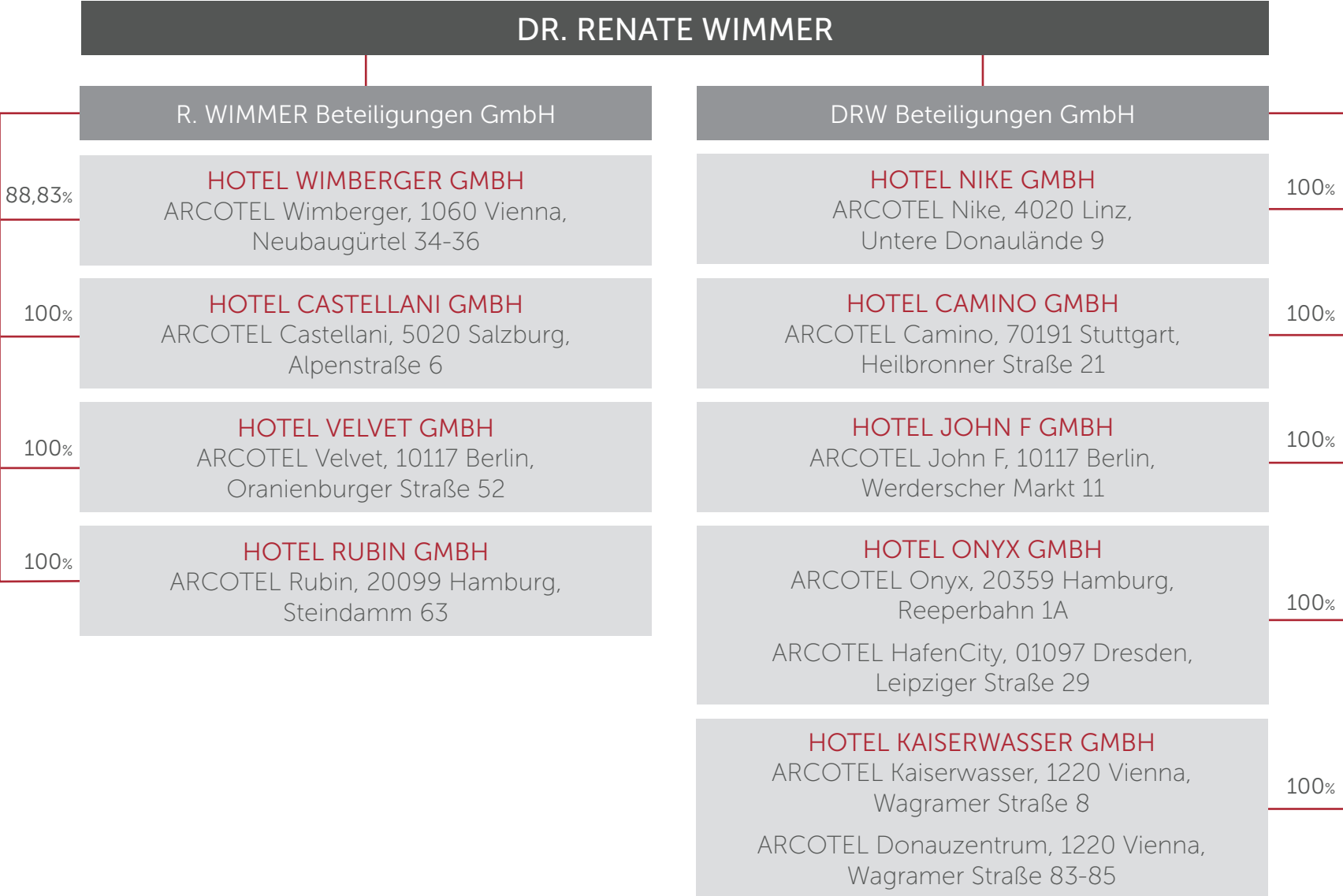
KEY FIGURES 2024 of ARCOTEL Hotels

KEY FIGURES

2024	Total	ARCOTEL Kaiserwasser Vienna	ARCOTEL Donauzentrum Vienna	ARCOTEL Wimberger Vienna	ARCOTEL Nike Linz	ARCOTEL Castellani Salzburg	ARCOTEL Velvet Berlin	ARCOTEL John F Berlin	ARCOTEL Camino Stuttgart	ARCOTEL Rubin Hamburg	ARCOTEL Onyx Hamburg	ARCOTEL Hafencity Dresden
Number of rooms	2.055	282	158	225	174	154	88	191	168	217	215	183
Net revenue in millions of EUR	90,0	10,3	5,5	11,9	7,0	8,3	3,2	8,8	7,3	9,1	11,8	6,8
Avg. number of employees	613	108	30	71	58	59	20	53	52	46	65	51

YEAR-BY-YEAR DEVELOPMENT

Year	2013	2014	2015	2016	2017	2018	2019	2023	2024
Number of operations	10	10	11	11	11	10	10	11	11
Net revenue in millions of EUR	60	62	63	68	71	74	75	88	90
Avg. occupancy rate	78%	80%	79%	78%	78%	81%	81%	72,5%	72,6%



State: 11/2023

UNION INVESTMENT REAL ESTATE GmbH
ARCOTEL Kaiserwasser Vienna

EIGENTUM ARCOTEL
ARCOTEL Wimberger Vienna

UNIBAIL-RODAMCO AUSTRIA
VERWALTUNGS GMBH
ARCOTEL Donauzentrum Vienna

UNICREDIT LEASING GmbH
ARCOTEL Castellani Salzburg

EIGENTUM ARCOTEL
ARCOTEL Nike Linz

METROPOLITAN PROPERTY GmbH
ARCOTEL Velvet Berlin

HIH INVEST REAL ESTATE GmbH
ARCOTEL John F Berlin

PATRIZIA DEUTSCHLAND GmbH
ARCOTEL Camino Stuttgart

PATRIZIA DEUTSCHLAND GmbH
ARCOTEL Rubin Hamburg

DEKA IMMOBILIEN GmbH
ARCOTEL Onyx Hamburg

USD IMMOBILIEN GmbH
ARCOTEL HafenCity Dresden

TF BOSTON GmbH
ARCOTEL Tabakfabrik Linz

Althan Quartier Alpha GmbH & Co KG
ARCOTEL AQ Vienna

HOTEL CATEGORY	4* FULL-SERVICE HOTEL	4* BED AND BREAKFAST HOTEL
	ARCOTEL ^{fi} Das <i>mehr</i> Hotel	ARCOTEL ^{fi} Hotels
Number of keys	120–300	120–300
Net room size including bathroom	22–24 m ²	20–22 m ²
Conference	Depends on destination	Depends on destination
Car parking spaces	50% of number of keys	50% of number of keys
Food and beverage	À-la-carte restaurant, bar & BQ	Breakfast restaurant and bar
Reference hotel	ARCOTEL HafenCity	ARCOTEL Donauzentrum
FF&E cost per room	Depending on scope of project € 12,000 – € 15,500	Depending on scope of project € 12,000 – € 15,500
ARCOTEL FF&E	Procurement and installation are provided in the name and for the account of the investor by ARCOTEL.	
Degree of completion of the building for the handover of the interior design	Windows, floors with flooring, walls dried and/or painted. HVAC, sanitary installations and electrical equipment. Interior doors including locking systems according to specifications and ARCOTEL equipment description.	
Contract duration and extension options	15 years, with option to renew twice for 5 years each	
Annual indexing	Location-based indexing	
Rent collateral	The lease agreement is secured by a letter of comfort from the tenant in the amount of six months' rent and a revolving six-month Bankbürgschaft.	
Fee for technical support	€ 140,000	€ 120,000
Design fee	€ 150,000	€ 130,000
Pre-opening fee per room	Depends on location	Depends on location



MARTIN LACHOUT
CEO OF ARCOTEL HOTEL AG

Martin H. Lachout has led the board of ARCOTEL Hotel AG since 2014. He is responsible for new strategic impulses and is currently developing the thirteen current hotels in the ARCOTEL group. He can already look back on a long career in the hotel industry, and can lay claim to more than 45 hotel openings and takeovers all over Europe.

DR. RENATE WIMMER
OWNER OF ARCOTEL HOTEL AG

Dr. Renate Wimmer took over the company after the death of her partner Raimund Wimmer in 2006, and has continued to lead it in the same way since then. Dr. Renate Wimmer is emeritus attorney and commercial mediator in Vienna specialising in business and real estate law.

THE CONSCIENCE TRAVELS WITH YOU – SUSTAINABILITY AT ARCOTEL HOTELS

At ARCOTEL Hotels, sustainability is not a trend, but a lived responsibility. Our aim is to ensure that tourism benefits the environment, society, and future generations. To this end, the hotel group aligns itself with the internationally renowned **Green Key certificate** – a global standard for sustainable operations.

Our actions speak clearly: we monitor our CO₂ footprint, use energy-efficient technologies, avoid single-use plastics, promote recycling, digitise processes to reduce paper waste, and prioritise regional and fair-trade products. Our commitment is further reflected in support for eco-friendly mobility and food-saving initiatives.

Guests also play their part in conserving resources. With our “Room Cleaning at Your Preferred Time” initiative, guests decide when and how often their room is cleaned. Since 2015, we have also been actively committed to protecting bees and preserving biodiversity. Under the motto “**Give Bees a Chance**”, we have supported impactful and awareness-raising bee projects for over ten years.

ARCOTEL Hotels – working together for a sustainable future.

ARCOTEL – das *mehr* Hotel

At ARCOTEL Hotels, MORE really means MORE! Our guests and employees know they can expect MORE from us than the usual. We are committed to this and strive to make your time with us an experience that simply offers you MORE of everything! That’s the bar we set ourselves – and we’re setting it high. While “smart technology” and “less is more” seem to be the focus everywhere, we at ARCOTEL want to focus on our guests, our employees and our friends. That’s what makes an ARCOTEL a hotel that gives you MORE.

We do this by focusing on an emotionalising appeal in a variety of dimensions:

MORE Personal
MORE Service
MORE Dreams
MORE Individual
MORE on the Pulse

MORE Flavour
MORE Us
MORE Visionary
MORE Life-Work-Balance



ARCOTEL^A

Das *mehr* Hotel

Konstantingasse 6-8 | 1160 Vienna | +43 1 485 5000-0
arcotel.com