



S | W | O | T

H O S P I T A L I T Y

# CONTENTS

WHO WE ARE  
OUR PORTFOLIO  
WHAT MAKES US UNIQUE  
ANNEX

# WHO WE ARE

S | W | O | T  
H O S P I T A L I T Y

## | WHO WE ARE

SWOT Hospitality established in May 2013, is a leading hotel management company based in Athens, Greece trusted by international investors, developers and top-scale hospitality brands.





## | SWOT IN NUMBERS

**1.500 ROOMS** under management

500 of which in the pipeline

**1.150 STAFF**

330 of which in the pipeline

**14 DESTINATIONS**

5 of which in the pipeline

**18 HOTELS** under management

5 of which in the pipeline

**350M ASSETS VALUE**

300M by 2027

Latest update: April 2024



## | SERVICES - HOTEL MANAGEMENT

Focusing on each property's distinct qualities and character and successfully identifying market trends on the rise, SWOT will create a perfectly balanced Hotel Management strategy to put your business on the path to success.

SWOT currently oversees the operation of International Leading Hotel Brands in the hospitality business.





## DEVELOPMENT & PROJECT MANAGEMENT

- Project planning
- Budgeting and cost control
- Value engineering
- Information System Mgmt
- Contract administration
- Tendering and procurement
- Quality control/inspection
- Claims management
- Testing & commissioning



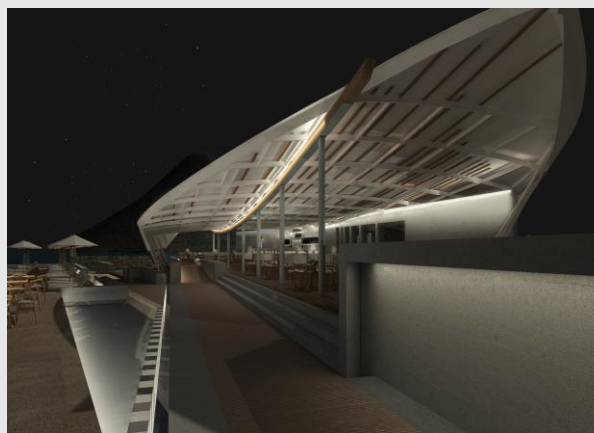
NIKKI BEACH RESORT & SPA PORTO HELI  
Extension with 6 new villas | Investment Value: 2M



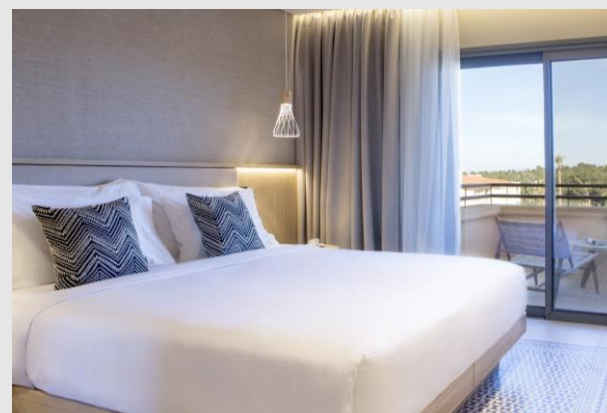
PAROS DESTINATION BY HYATT  
In progress 50 rooms | Investment Value: 12M



PEGASUS, RHODES  
Refurbishment 404 rooms |  
Investment Value: 3M



MYTIKAS, SWISSOTEL ACCOR EMBLEMS  
In progress 63 rooms | 18M



SUPERVISION CORA HOTEL & SPA  
Refurbishment 181 rooms |  
Investment Value: 2M



SUPERVISION  
LINDIAN VILLAGE BEACH RESORT RHODES  
CURIO COLLECTION – HILTON  
Refurbishment 188 rooms | 13M

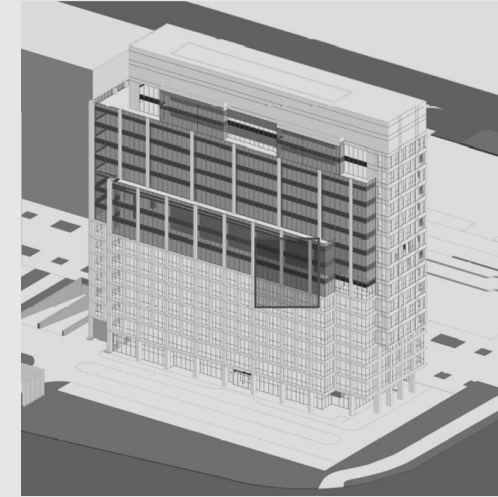
# | SERVICES - OTHER

## OPERATIONAL DESIGN

- Optimization of Rooms
- Configuration to meet brand standards and positioning strategy.
- Optimization of Back of House Areas to maximize operational efficiency.
- Optimization of Front of House Areas to maximize guest satisfaction and space profitability.
- Optimization of F&B outlets design to maximize profitability based on F&B concepts strategy.
- Conduct Value Engineering on design phase to reduce capex without compromising value.
- Liaise with brand design and technical teams to incorporate brand standards into designs.



**PAROS DESTINATION BY HYATT**  
In progress 50 rooms | Investment Value: 12M



**AC HOTEL BELGRADE BY MARRIOTT**  
In progress | Investment Value: 27M



**JW MARRIOTT CRETE RESORT & SPA**  
In progress 160 rooms | Investment Value: 100M



**ANARO PATMOS, EMBLEMS COLLECTION BY ACCOR**  
In progress 49 rooms | Investment Value: 10M



**NIKKI BEACH RESORT & SPA PORTO HELI**  
Extension with 6 new villas |  
Investment Value: 2M



## | SERVICES - OTHER



### INVESTMENT & ASSET MANAGEMENT

- Financial and operational performance monitoring
- Operational reviews
- Oversee operational and capex budgets
- Advise on Cash Flow and working capital optimization advisory operational and investment strategies optimization
- Conceptual planning
- Operational design consulting
- Procurement
- Value engineering and monitoring during hotel construction and refurbishment



### ADVISORY SERVICES

- Hotel investment underwriting
- Underwriting for Systemic Banks, Servicers & Developers
- Value-add strategy formulation
- Business planning
- Hotel single asset and hotel portfolio valuations
- Independent Business Review
- Brand Selection
- Operational Design consulting
- Permitting and Master Plan

## | SERVICES - OTHER



SALES

- Pricing strategy
- Competition Pricing tracking
- Reservations policy
- OTA set-up & campaigns
- Property representation in intl fairs
- Sales Calls



MARKETING

- Marketing Plan design
- Brand Building
- Website construction
- Digital campaigns
- Social Media Management
- Media Buying
- PR initiatives & Influencers Activations
- Photo & Videoshooting

| OUR CLIENTS





# OUR PORTFOLIO

S | W | O | T  
H O S P I T A L I T Y

# | OUR HOTEL PORTFOLIO

## 11 RESORTS

- LINDIAN VILLAGE BEACH RESORT RHODES, CURIO COLLECTION BY HILTON
- NIKKI BEACH RESORT & SPA PORTO HELI HOTEL & SPA
- OLEA ALL SUITE HOTEL, DESIGN HOTELS MARRIOTT, ZAKYNTHOS
- CORA HOTEL & SPA
- YI HOTEL MYKONOS
- UTOPIA, KOUFONISIA
- GALAXY VILLAS, HERSONISSOS CRETE
- OLVOS MYKONOS
- OLVOS LUXURY SUITES, SANTORINI
- OLVOS KOUFONISIA
- OLVOS PORTO HELI

## 9 CITY HOTELS

- MONASTY, THESSALONIKI, AUTOGRAPH COLLECTION BY MARRIOTT INTERNATIONAL
- MOXY ATHENS CITY, MARRIOTT HOTELS
- MOXY PATRA MARINA, MARRIOTT HOTELS
- GLYFADA RIVIERA HOTEL
- SANSAL BOUTIQUE HOTEL, CHANIA CRETE
- GALAXY HOTEL, HERAKLION CRETE
- DOMUS RENIER BOUTIQUE HOTEL, CHANIA CRETE
- KYDON HOTEL, CHANIA CRETE
- EGNATIA PALACE HOTEL & SPA

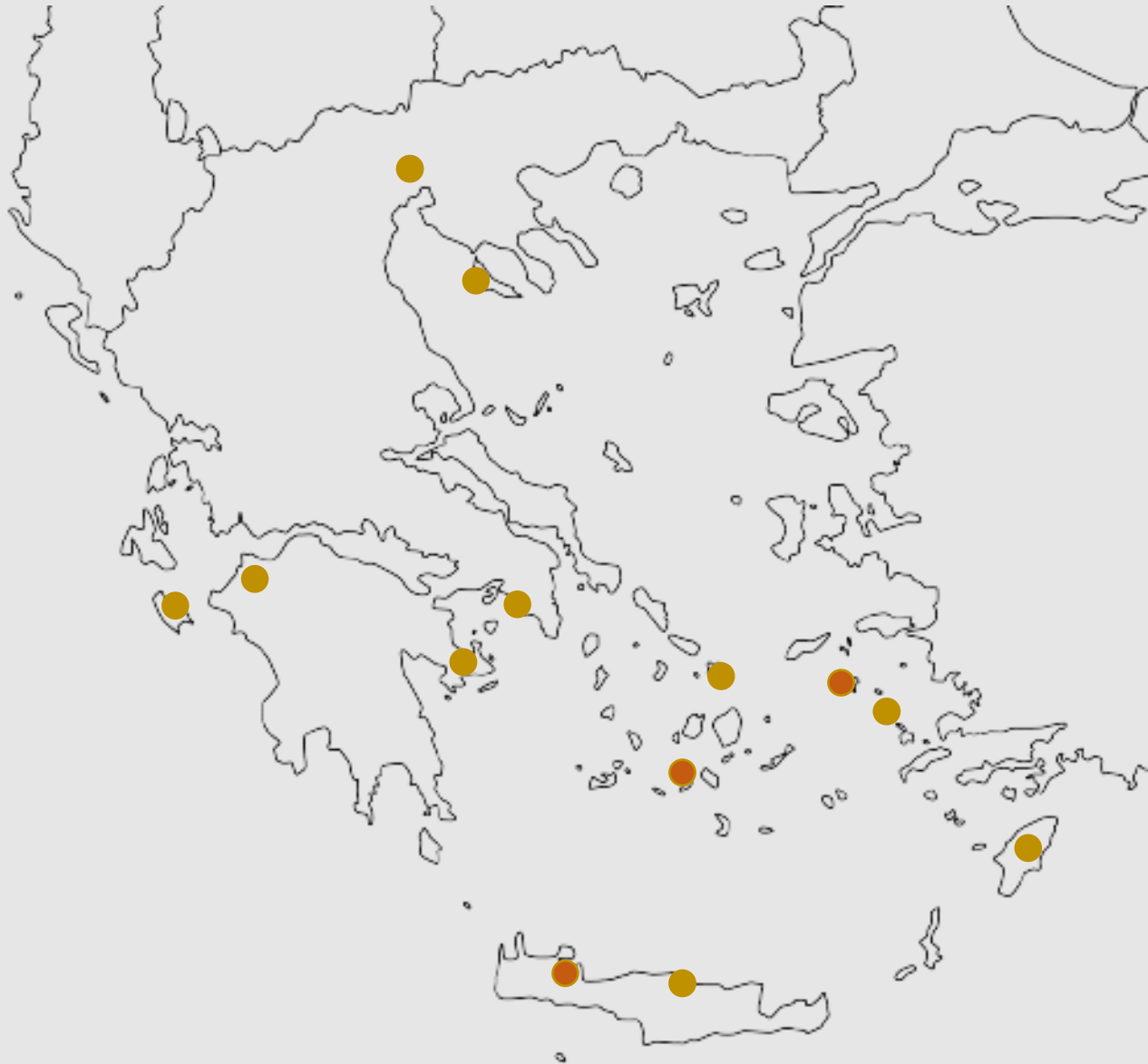
## 4 IN THE PIPELINE

- JW MARRIOTT CRETE RESORT & SPA | CRETE
- PAROS DESTINATION BY HYATT
- ANARO PATMOS, EMBLEMS COLLECTION BY ACCOR
- AC HOTEL BELGRADE BY MARRIOTT



# | DESTINATIONS

GREECE



SERBIA





# | HOTELS UNDER SWOT MANAGEMENT



LINDIAN VILLAGE BEACH RESORT RHODES  
CURIO COLLECTION – HILTON  
188 rooms



MONASTY THESSALONIKI  
AUTOGRAPH COLLECTION - MARRIOTT  
100 rooms



MOXY ATHENS CITY – MARRIOTT  
201 rooms



NIKKI BEACH RESORT & SPA PORTO HELI  
66 rooms



OLEA ALL SUITE HOTEL, DESIGN HOTELS - MARRIOTT  
93 rooms

# | HOTELS UNDER SWOT MANAGEMENT



MOXY PATRA MARINA – MARRIOTT  
116 rooms



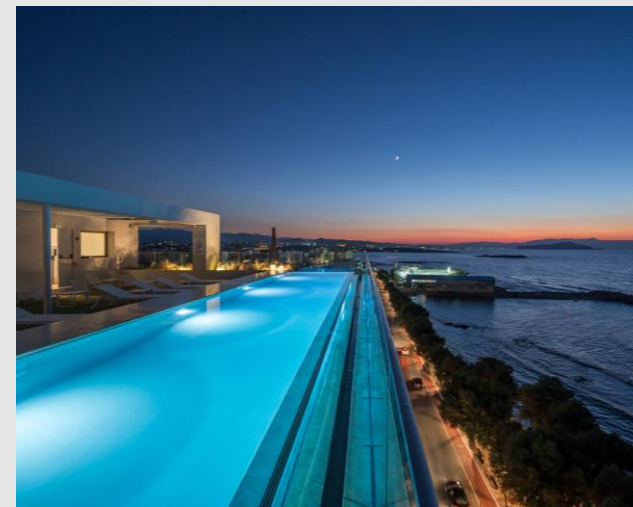
CORA HOTEL & SPA  
181 rooms



YI HOTEL MYKONOS  
41 rooms



GLYFADA RIVIERA HOTEL  
47 ROOMS



SANSAL BOUTIQUE HOTEL CHANIA CRETE  
23 ROOMS



# | HOTELS UNDER SWOT MANAGEMENT



OLVOS MYKONOS  
12 SUITES



OLVOS KOUFONISIA  
55 ROOMS



OLVOS LUXURY SUITES,  
SANTORINI | 3 SUITES



OLVOS LUXURY VILLAS PORTO-HELI  
4 VILLAS



UTOPIA KOUFONISIA  
11 ROOMS



# | HOTELS UNDER SWOT MANAGEMENT - IN THE PIPELINE



JW MARRIOTT CRETE RESORT & SPA  
160 rooms



ANARO PATMOS, EMBLEMS COLLECTION BY ACCOR  
49 rooms



PAROS DESTINATION BY HYATT  
50 rooms



AC HOTEL BELGRADE BY MARRIOTT  
209 rooms

# | DEVELOPMENT & PROJECT MANAGEMENT PORTFOLIO



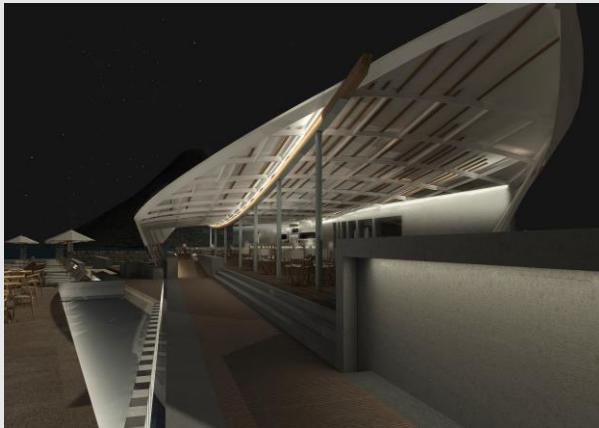
NIKKI BEACH RESORT & SPA PORTO HELI  
Extension with 6 new villas  
Investment Value: 2M



SUPERVISION CORA HOTEL & SPA  
Refurbishment 181 rooms  
Investment Value 2M



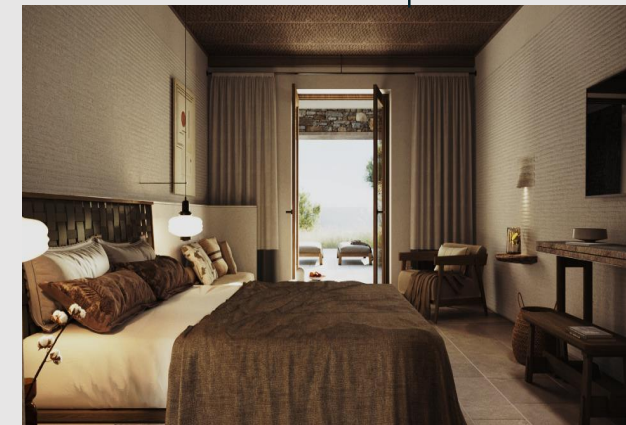
SUPERVISION  
LINDIAN VILLAGE BEACH RESORT RHODES  
CURIO COLLECTION – HILTON  
Refurbishment 188 rooms | Inv. Value 13M



MYTIKAS, SWISSOTEL ACCOR EMBLEMS  
Development 63 rooms  
Investment Value 18M



PEGASOS BEACH HOTEL, RHODES  
Refurbishment 404 rooms  
Investment Value 20M



PAROS DESTINATION BY HYATT  
Development 50 rooms  
Investment Value 12M



# | OPERATIONAL DESIGN PORTFOLIO



NIKKI BEACH RESORT & SPA PORTO HELI  
Extension with 6 new villas | Investment Value 2M



ANARO PATMOS, EMBLEMS COLLECTION BY ACCOR  
In progress 49 rooms | Investment Value 10M



JW MARRIOTT CRETE RESORT & SPA  
In progress 160 rooms | Investment Value 80M



AC HOTEL BELGRADE BY MARRIOTT  
In progress | Investment Value 27M



PAROS DESTINATION BY HYATT  
In progress 50 rooms | Investment Value: 2M



# WHAT MAKES US UNIQUE

S | W | O | T  
H O S P I T A L I T Y



IT'S ALL  
ABOUT  
THE DNA





S | W | O | T  
H O S P I T A L I T Y

SWOT DNA VIDEO  
[LINK](#)



| SWOT DNA

LUXURY – LIFESTYLE – TRENDY –  
CONTEMPORARY – FASHIONABLE

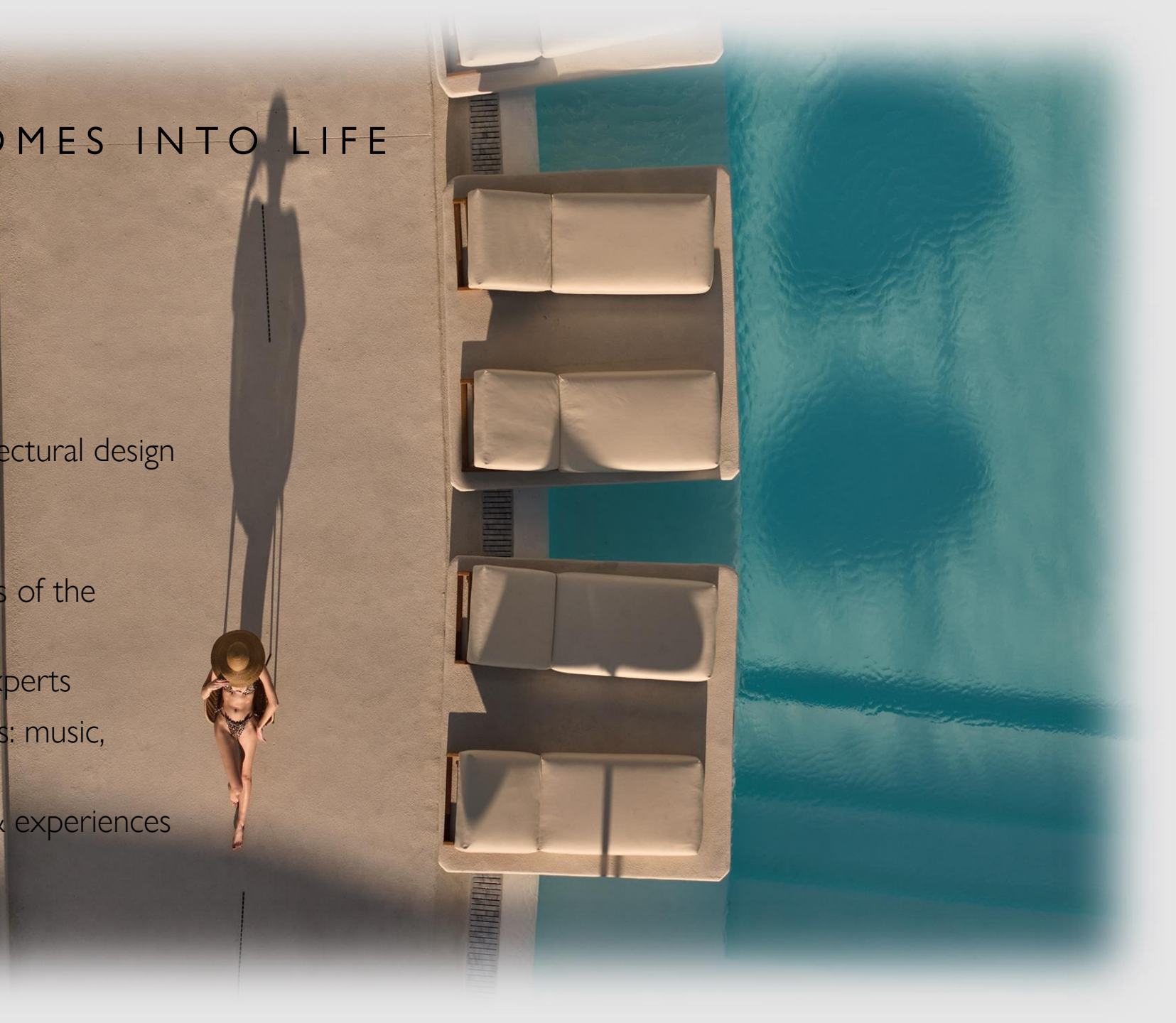
AT SWOT WE ENSURE THAT THE  
BRANDS WE BUILD REFLECT THE  
SWOT DNA





# | HOW SWOT DNA COMES INTO LIFE

- High aesthetics, contemporary architectural design and interior design
- Brands with strong story-telling
- F&B Concepts: meeting the standards of the international high-end hotel scene
  - Partnerships with established experts
- Entertainment & Lifetime experiences: music, fashion, art
- Sophisticated, personalized services & experiences



| SWOT BRAND DNA CASES



MOXY ATHENS CITY  
- MARRIOTT  
[LINK](#)



MONASTY AUTOGRAPH COLLECTION  
- MARRIOTT  
[LINK](#)



The background of the image is a soft, out-of-focus pattern of palm leaf shadows. The shadows are cast in various directions, creating a sense of depth and movement. The colors are muted, ranging from light beige to a soft, dusty green, giving the overall image a calm and natural aesthetic.

THANK YOU

S | W | O | T  
H O S P I T A L I T Y

ANNEX

S | W | O | T  
H O S P I T A L I T Y

# LINDIAN VILLAGE BEACH RESORT RHODES, CURIO COLLECTION BY HILTON



Set amidst lush gardens of tropical and indigenous flowers and trees, Zen waterways and a private beach, **Lindian Village Beach Resort Rhodes** is the 1<sup>st</sup> five-star International Brand in Rhodes, part of the **Curio Collection by Hilton**. Redeveloped & revamped opened its doors in June of 2023. With 8 F&B outlets with unique concepts that bear the signature of the renowned Trastelis Group, owner of Michelin-star restaurants, endless activities and bespoke services, Lindian Village is the ideal getaway for romance or a stylish family getaway on the island's most spiritual and artistic destination.

## ACCOMMODATION

188 rooms & suites with private pools

## DINING

Estia Restaurant, Helios Pool Bar, Yummy Truck, Era Ora Restaurant, Niku Restaurant, Alas Ouzeri, Dreams 'n' Creams Gelateria, Bliss Bar

## SPA & WELLNESS CENTER

Operation: Seasonal



# | OLEA ALL SUITE HOTEL, DESIGN HOTELS MARRIOTT, ZAKYTHOS



Olea All Suite Hotel is a unique 5 star hotel set on a picturesque hill, surrounded by olive trees and green, walking distance from Tsilivi and 10 minutes from Zakynthos town and airport. The stunning view, the proximity to the village and the sandy beaches, in combination with the exceptional service and ambience, make Olea the ideal place for a romantic and relaxing holiday

## ACCOMMODATION

93 Suites

## DINING

3 restaurants, 2 bard

## OLEA ROYAL SPA

Operation: Seasonal



[OLEA ALL SUITE HOTEL](#)



[Oleaallsuitehotel](#)

# | NIKKI BEACH RESORT & SPA PORTO HELI



Nikki Beach Resort & Spa Porto Heli is one of Greece's best-kept secrets. Located in Peloponnese, with a special atmosphere and abundance of style, the resort & spa features 66 stunning rooms, suites and villas with balconies, patios, private terraces, or private pools. The first and original luxury beach club concept combines the elements of music, dining, entertainment, fashion, film and art into one destination.

## ACCOMMODATION

66 stylish rooms

## DINING

Nikki Café, Qurio Restaurant by Trastelis Group

## BEACH CLUB

## NIKKI SPA

## TONE GYM

Operation: Seasonal



[Nikki Beach Porto Heli](https://www.nikki-beach.com/porto-heli)



[Nikkibeachportoheli](https://www.instagram.com/nikkibeachportoheli)



[Nikki Beach](https://www.nikki-beach.com)

# | MONASTY HOTEL, AUTOGRAPH COLLECTION

monasty

AUTOGRAPH COLLECTION®  
HOTELS



A brand new 5-star hotel, in the center of Thessaloniki, part of The Autograph Collection® of Marriott International the ideal city escape for leisure or business, in close proximity to all the city attractions and other legendary destinations. Offering a modern luxury inspired by the “samite silk” concept connecting the old byzantine with the new. The architectural concept focuses on one of the most important commodities back in the time when guests enter a new era of luxurious hospitality.

## ACCOMMODATION

100 Luxury Rooms

## DINING

Botargo Restaurant, Samite Lounge, Ennea Rooftop Bar, Private Dining

## GYM

Operation: All year round



Monasty Thessaloniki



Monasty.hotel



[Monasty](#)



# | MOXY ATHENS CITY



Moxy is Marriott International's new hotel brand that caters to millennial globetrotters. Unique Design & trendy Hotel because Moxy is all about styling, playful with vivid colors & fun things to do. Located in the city's historical center by Stadiou Street, where the Buzz, Fuzz and all the excitement takes place. The famous artist "B" gave the pop touch that makes Moxy Athens City distinctive and playful.

## ACCOMMODATION

200 Rooms + 1 Rooftop Penthouse Suite

## DINING

Breakfast Buffet, the Bar, Restaurant

## GYM

Operation: All year round

 Moxy Athens City

 [Moxyathenscity](https://www.instagram.com/Moxyathenscity)

 [Moxy Athens City](https://www.moxyathenscity.com)

# | MOXY PATRA MARINA



Located less than a 15-minute walk from the Patra city center, the Moxy Patra marina combines a smart, fast technological environment with contemporary living. This vibrant hotel in Patra embodies the bubbly and engaging lifestyle for which Patra is known. While at the hotel, guests can keep up with their daily workout routines by visiting our fitness center, or swimming in our outdoor pool.

## ACCOMMODATION

116 Rooms

## DINING

Lobby Bar & Self Service Restaurant, Roof Top Bar & Restaurant,

## ROOFTOP POOL

## GYM

Operation: All year round



Moxy Patra Marina



[Moxy.Patra Marina](https://www.instagram.com/Moxy.PatraMarina)



# CORA HOTEL & SPA CHALKIDIKI



Nestled atop a hill, the **Cora Hotel & Spa** has recently undergone a lavish refurbishment, transforming it into a haven of tranquillity amidst lush forests and verdant trees. Boasting captivating views of the Aegean Sea, a private beach, a luxurious spa, and exceptional dining options, the Cora Hotel & Spa caters to both individuals in search of serenity and families with children aged 12 and above. The echoes of Aristotle's wisdom add a unique historical charm, making it a welcoming retreat for all guests

## ACCOMMODATION

181 rooms and suites with sharing & private pools

## DINING

Gaia restaurant, Oceana restaurant, Lobby bar, Laguna pool bar. Mint pool bar, Selene bar. Beach food truck

## ELYSIUM SPA, FITNESS CENTRE, PRIVATE BEACH

Operation: Seasonal



[www.coraresort.com](http://www.coraresort.com)



[corahotelspa](https://www.instagram.com/corahotelspa)



Cora Hotel & Spa



# | OLIVOS MYKONOS



## ACCOMMODATION

12 Suites

## LOCATION

Mykonos, Greece

OPERATION: Seasonal | 2024

# | OLIVOS KOUFONISIA



## ACCOMMODATION

55 Rooms

## LOCATION

Koufonisia, Greece

OPERATION: Seasonal | 2024

# | YI HOTEL MYKONOS



HOTEL • MYKONOS



Conveniently located in a strategic spot above sea level, overlooking the beautiful and tranquil beach of Elia on Mykonos Island, Yi Hotel Mykonos depicts the absolute interconnectivity between the elements of Earth, Wind and Water. Its remote, peaceful and yet imposing minimalist design is destined to accommodate the cosmotraveler who seeks elegance and top-notch service while also celebrating life and wellbeing in a natural environment. The tailor-made facilities introduced are a combination of one's true needs and one's imaginative expectations, composing a perfectly authentic Mykonian experience.

## ACCOMMODATION

41 rooms, with 17 suites with Private Pool

## DINING

Siba Restaurant

## POOL BAR & OASIS SPA

Operation: Seasonal



Yi Hotel Mykonos



[yihotel.mykonos](https://www.yihotel.mykonos)



[Yi Hotel Mykonos](https://www.youtube.com/YiHotelMykonos)



# | UTOPIA, KOUFONISIA



Conveniently located in a strategic spot above sea level, overlooking the beautiful and tranquil beach of Elia on Mykonos Island, Yi Hotel Mykonos depicts the absolute interconnectivity between the elements of Earth, Wind and Water. Its remote, peaceful and yet imposing minimalist design is destined to accommodate the cosmotraveler who seeks elegance and top-notch service while also celebrating life and wellbeing in a natural environment. The tailor-made facilities introduced are a combination of one's true needs and one's imaginative expectations, composing a perfectly authentic Mykonian experience.

## ACCOMMODATION

3 Suites with exceptional views of the caldera

Operation: Seasonal



Utopia Koufonisia



[yihotel.mykonos](https://www.yihotel.mykonos)

# | GLYFADA RIVIERA HOTEL



Glyfada Riviera Hotel is a modern 5-star seaside hotel, located in the heart of the Athenian Riviera. Just 200 meters from the beach, Glyfada Riviera Hotel boasts phenomenal panoramic views of the sea from its contemporary & minimal room design. This seaside, commercial and social hub is brimming with a plethora of shops, cafes, bars, and more, and is easily accessible, only at a short distance from the hotel.

## ACCOMMODATION

47 Rooms

## DINING

Wine Bar, Restaurant, & Pool Bar

## POOL

## GYM

## SPA

Operation: All year round



[Glyfada Riviera Hotel](#)



[Glyfadarivierahotel](#)

# | OLVOS LUXURY SUITES, SANTORINI



Conveniently located in a strategic spot above sea level, overlooking the beautiful and tranquil beach of Elia on Mykonos Island, Yi Hotel Mykonos depicts the absolute interconnectivity between the elements of Earth, Wind and Water. Its remote, peaceful and yet imposing minimalist design is destined to accommodate the cosmotraveler who seeks elegance and top-notch service while also celebrating life and wellbeing in a natural environment. The tailor-made facilities introduced are a combination of one's true needs and one's imaginative expectations, composing a perfectly authentic Mykonian experience.

## ACCOMMODATION

3 Suites with exceptional views of the caldera

Operation: Seasonal



Olvos Luxury Suites



Olvos\_luxury\_suites



# | OLVOS LUXURY VILLAS, PORTO HELI



Conveniently located in a strategic spot above sea level, overlooking the beautiful and tranquil beach of Elia on Mykonos Island, Yi Hotel Mykonos depicts the absolute interconnectivity between the elements of Earth, Wind and Water. Its remote, peaceful and yet imposing minimalist design is destined to accommodate the cosmotraveler who seeks elegance and top-notch service while also celebrating life and wellbeing in a natural environment. The tailor-made facilities introduced are a combination of one's true needs and one's imaginative expectations, composing a perfectly authentic Mykonian experience.

## ACCOMMODATION

3 Suites with exceptional views of the caldera

Operation: Seasonal



Olvos Porto-Heli



Olvos\_porto\_heli

# | SANSAL BOUTIQUE HOTEL



Sansal boutique hotel is located in Chania, a spectacular location on the northwest coast of the island of Crete. Modern, minimalistic yet luxurious, the hotel is nestled just a block away from San Salvador bastion, part of a landmark deeply rooted in the history of the city of Chania and the culture developed within and outside of its walls.

## ACCOMMODATION

23 Rooms

## DINING

Restaurant, Bar, Rooftop lounge

## ROOFTOP POOL

Operation: All year round



Sansal



Sansalboutiquehotel

# | GALAXY VILLAS, CRETE



Galaxy villas is a wonderful resort of fully equipped villa apartments in the quaint village of Koutouloufari, Crete, situated at the foot of Harakas mountain. Just 20 minutes from the airport and port of Heraklion, the hotel is set within a marvelous landscape, overlooking the famous Hersonissos bay.



Galaxy Villas



Galaxyvillas

Operation: Seasonal



# | KYDON HOTEL, CHANIA CRETE



Located in the center of Chania, Kydon hotel is opposite the main market hall and just a few minutes walk from the Old Town and the Venetian Harbour.

Most of the guest rooms offer panoramic views of the old town, the Venetian Harbour and the Cretan sea.

## ACCOMMODATION

112 Rooms

## DINING

Square Restaurant

Operation: All year round



Kydon Hotel



Kydon\_hotel

# | DOMUS RENIER BOUTIQUE HOTEL



Domus Renier Boutique Hotel is a small yet impressive luxury boutique hotel in Chania, Crete. Each room and suite is equipped with comfort, luxury and modern amenities designed with the latest technology in mind. In Domus Renier boutique hotel in Chania, Crete, time acquires new meaning.

## ACCOMMODATION

9 Rooms & Suites

Operation: All year round



Domus Renier Boutique Hotel



Domusrenier



The hotel has 43 uniquely decorated rooms, the modern amenities of which offer guests high-quality services. Suitable for families, newlyweds & also businessmen who want a friendly, homey environment & modern amenities 32 single & double rooms ,8 junior suites, 3 deluxe suites. In the three deluxe suites, Black Rose, White Satin & Belle Époque, the fine decoration has been inspired by music, cinema & theater, creating a unique atmosphere that will make your stay an unforgettable experience!

## ACCOMMODATION

43 Rooms

## DINING

Breakfast Hall

## MEETINGS

2 Conference Rooms-Hall ONE 80sqm & Hall TWO 36 sqm

Operation: All year round





# | GALAXY HOTEL, CRETE



Galaxy hotel is simply the place to be, whether you seek to combine business with leisure or leisure with pleasure. Offering the best of both worlds, our guests can experience the authentic Cretan hospitality that characterizes it for 39 consecutive years. Its facilities are tailored to provide guests with the ultimate accommodation experience: taste our delectable gastronomy in one of our restaurants and soak up the greek sun at the refreshing resort-like pool, while our gym and wellness services will energize you!

## ACCOMMODATION

127 Rooms

## DINING

Vetri Restaurant, Per Se Lounge Bar & Restaurant, Pool Deck

## POOL, WELLNESS CLUB, SPA

## MEETINGS & EVENTS

9 Venues, 1000 people maximum capacity

Operation: All year round



Galaxy Hotel Iraklio



Galaxyhoteliraklio

# | JW MARRIOTT CRETE RESORT & SPA



Nestled in Chania, Greece, JW Marriott Crete Resort & Spa spans 100 acres of coastal beauty, blending modern elegance with Cretan heritage across 160 rooms, suites, and villas. JW Marriott Crete beckons the modern seeker of luxury to embark on this ancient path in the serene embrace of Marathi.

## ACCOMMODATION

160 Rooms

## DINING

4 Restaurants, 1 Bar

Operation: Seasonal | 2025

# | PAROS DESTINATION BY HYATT

HYATT



## ACCOMMODATION

50 Rooms

## LOCATION

Paros, Greece

OPERATION: Seasonal | 2025



# | ANARO PATMOS, EMBLEMS COLLECTION BY ACCOR



## ACCOMMODATION

49 Rooms

## LOCATION

Patmos, Greece

OPERATION: Seasonal | 2026

# | AC HOTEL BELGRADE BY MARRIOTT



## ACCOMMODATION

200 Rooms

## LOCATION

Belgrade, Greece

OPERATION: All-year | 2027

