

A person wearing a dark suit and a light-colored shirt is holding a white rectangular card with both hands. The card features a logo consisting of three stacked horizontal bars on the left, followed by the word "SILEO" in a serif font.

SILEO

01

Presentation &
business model

02

Investment
potential

03

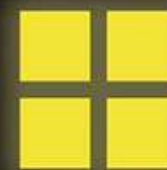
Hotel-Konzept
GmbH

04

Team



Inhalt



„Sileo“

Sileo stands for a new start.

A changing market environment requires rapid adaptability.

Sileo focuses on investment opportunities in distressed real estate (project developments) and companies in German-speaking countries.

Sileo acts as an independent investor and mediator between creditors and debtors. Management experience and relevant operational expertise form the basis for sustainable corporate success in the context of restructuring measures and realignment.



Investment potential

The current economic upheaval favors Sileo's business model; its intended expansion requires intelligent financing solutions, which should be explored in the areas of whole loans, senior loans, mezzanine capital, joint venture capital, and equity release.

Sileo believes that cash flow will become the central valuation approach across all asset classes in the future; abstract asset valuation methods and appreciation considerations no longer belong in the realm of serious investment decisions.

Sileo evolved from Hotel-Konzept GmbH, which has proven expertise in dealing with distressed investments as well as solid assets and cash flow.

For interested investors, interesting investment models in a lucrative business area are available.

Regarding investment opportunities, individual financing solutions such as mezzanine capital, venture capital, equity release, or senior loans can be considered.

Hotel-Konzept GmbH

Hotel-Konzept's core business as a medium-sized company was originally the implementation of real estate projects, which it offers as a one-stop shop for private and commercial needs as a project developer, property developer, and operator with in-house operational management.

The company's approach differs from that of its competitors in that the profitability of the projects is first empirically proven through its own investments in individual tourism properties. Subsequently, realistic sales prices for new construction properties are determined from the actual income results using the income approach, in accordance with the investor clientele's standard return requirements.

Taking into account the current widespread upheavals in the entire economic and financial sector, this holistic approach proves to be a reinsurance in the context of risk management.

As a portfolio holder of properties and already planned construction sites, Hotel-Konzept has unencumbered assets with a total volume of approximately €6 million!

The company's debt ratio is currently between 5% and a maximum of 10%, depending on the valuation approach.

Chalet village Eggerfeld at the foot of the Mölltal Glacier

Construction of a total of 18 exclusive chalets.

Complete project development from land acquisition, development planning, zoning procedures, construction management, and operation by Hotel-Konzept GmbH.

Awarded by the Austrian Research Promotion Agency for the use of reclaimed wood for construction purposes.

Sale to individual investors or possible total sale via share deal.

Project volume: approx. €25 million.

Further information at: <https://www.eggerfeld.at/>



Real estate project developments



Real estate project developments



Real estate project developments



Real estate project developments



Team





**Guido Fetzter, Business Administration
Graduate
Investment Committee, Co-Owner**

- Managing Director of Hotel-Konzept GmbH, based in Bad Gastein, Austria & Member of the Board of Directors of Maxxoline AG, based in Lucerne, Switzerland
- 1985–1988 Studied Business Administration at the Ludwig Maximilian University of Munich (LMU): Graduated with a Master's degree in Business Administration
- 1980–1982 Studied Civil Engineering at the Technical University of Munich (TUM)

Linkedin-QR-Code:



With over 30 years of experience in company formation, the operation of luxury tourist investment properties and real estate project developments (specializing in property development and opportunistic investments), Guido Fetzter complements the company with his extensive experience and supports the entire investment process.



Niklas Knapp, MA
Investment Committee, Co-Owner

- Managing Director of Virtual Real Estate Knapp GmbH, based in Krimml, Austria
- State-certified real estate agent
- Part-time Bachelor's and Master's degree programs in Facility Management & Real Estate Economics / Real Estate Management at Kufstein University of Applied Sciences
- Head of Transaction & Investment at IPT Holding GmbH

Linkedin-QR-Code:



While studying part-time at Kufstein University of Applied Sciences, Niklas Knapp founded his first own company. His focus is on transaction management for residential, vacation, and tourist investment properties, as well as the digital presentation of buildings. He also worked independently as Head of Transaction & Investment at the renowned real estate developer IPT Holding. Niklas Knapp brings these diverse core competencies to his work.



Gerti Gruber, MBA, CSE Operator Management

- Court-certified expert for management consulting, marketing, and work organization in tourism
- Self-employed, took over his parents' business "Residenz Gruber," 5640 Bad Gastein, 60 beds, 3* www.residenz-gruber.com
- International Executive MBA for Tourism & Leisure at the SMBS, Schloss Urstein, Puch
- Certified Supervisory Expert, Diploma 10/2022

Linkedin-QR-Code:



In addition to numerous successfully completed training courses in the tourism sector, Gertrude Gruber also holds an MBA in Tourism & Leisure from the renowned private university Schloss Urstein.

With many years of experience in the international hotel industry, in-depth knowledge of revenue management, and as a specialist in tourism marketing concepts, she is a guarantee for the tourism success of properties. Furthermore, she has extensive expertise in real estate valuation with a focus on hospitality.

Copyright:

© Virtual Real Estate Knapp GmbH

© Mr. Guido Fetzner

© Mr. Niklas Knapp

© Ms. Gertrude Gruber

© Hotel-Konzept GmbH

Copyright: Sileo Group TM

Author: Niklas Knapp, MA

As of: March 22, 2025

Disclaimer:

This work is protected by copyright. Any publication of material from this report must be agreed upon in advance with Sileo. Quotations and reprints, even in part, are only permitted with express permission and citation of the source. This work is intended for the client's internal use. Any information contained herein may only be passed on to third parties with the express permission of Virtual Real Estate Knapp GmbH or the author. No liability is assumed for the accuracy and completeness of the information. Building animations, photos, and graphic representations, as well as the furnishings depicted, are for illustrative purposes only.