



Schif-1 LTD

PROJECT BACKGROUND






Schif-1LTD is a company with over 30 years of experience, mostly focused on the HoReCa segment, managing a mini hotel with restaurant: the Marco Polo Hotel and Restaurant. High-quality services and an individual approach have always favourably distinguished the company from its competitors on the domestic market. The accommodation capacity in the mini hotel is approximately 4,300 people annually. Of the total services provided, the majority relate to the provision of food to the general public, with the company able to serve approximately 120,000 people per year.

Schif-1 LTD owns a well with a depth of 565 metres, from which it obtains mineral water. The mineral water, which has a pungent smell due to the presence of hydrogen sulfide and iodine, is recommended in the treatment of various types of ailments. Water with the same mineral composition is used to treat patients at the famous Nufărul Alb sanatorium in Cahul. The company aims to diversify the services it offers to its customers, through the design and construction of a sanatorium to provide balneo-curative and medicinal services.

The company is established in the city of Cahul. The main indicators for its geographical location are as follows:

- 10 km by land from the EU border (Romania).
- 203 km from Chisinau International Airport.
- Access to the national road network.
- Access to the railway network.



 Piotr Curdov
 +373 69143599
 curdov_v@hotmail.com

SECTOR

HoReCa

SUB-SECTOR

Public food

- **Annual services:** serves about 120,000 people annually;
- **Investment needs:** construction of a quality sanatorium to provide health treatments;
- **Investment prospect:** short periods of activity, with major prospects for attracting customers;
- **Investment advantage:** quality services with high added value.

GENERAL INFO

Established	1993
Location	Cahul district, Cahul city
Ownership	Curdov Piotr – 66,6 % and Curdov Valentina – 33,84%
Main activity	Public food
Employees	35

ACTIVITY

Total land	1,7 ha
Main production	Hotel services
Production capacity	Serving 120,000 people annually
Target market	Moldova, Romania

INFRASTRUCTURE

Natural resources	<ul style="list-style-type: none"> • Probe with healing mineral water.
Spaces	<ul style="list-style-type: none"> • Industrial buildings - 1 490 m²; • Warehouse - 40 m².



PROJECT OVERVIEW

PROJECT GOAL

- Increasing revenue by offering clients a varied range of services.
- Increasing its capacity to provide health treatments to the population.
- Improving the aesthetic appearance and unique character of the location.

WHY INVEST?

- Development opportunities for all types of activities.
- Demand for balneo-curative services continues to increase.
- High growth capacity;
- Company will be able to provide a wide range of curative and medicinal services to local and international clients.

COMPETITIVE ADVANTAGES

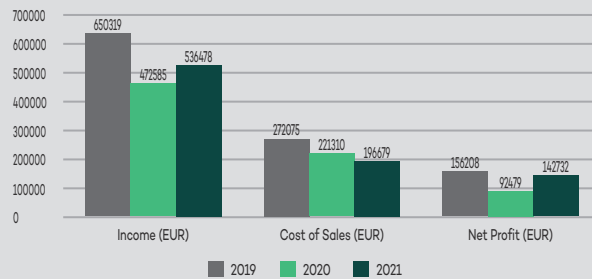
- Stable and predictable nature of income.
- Only one competitor at the national level.
- Company has its own well, which provides healing mineral water.
- Improving the health status of the population based on excellent performance and low costs.
- An advantageous geographical situation.
- The possibility of expanding the company's range of services.
- Water analysis (to present samples)
- The creation of new jobs.

- Quality services will help attract international customers.

TARGET GROUP

The city of Cahul is famous for its medicinal mineral waters and is attracting increasing interest at the national level. Not only will the new sanatorium bring added value to the business itself, but it will also satisfy the market demand for quality sanatorium services, including by increasing the degree of comfort offered to customers. Due to its ability to offer natural healing services, the business will advance by leaps and bounds not only nationally, but also internationally. The modern sanatorium will be able to offer 150 places.

FINANCIAL INDICATORS



INVESTMENT OFFER

PROJECT BUDGET

178 168 500 MDL / 9 000 000 EUR

INVESTMENT STRUCTURE

Investment	Value, eur	Structure	Subsidies, eur
Design and construction of sanatorium	9 000 000	100%	53 451
TOTAL	9 000 000	100%	53 451

EXIT POLICY

- The business owner would be interested in an investor who can offer opportunities to develop the international market by selling a share. At the same time, the owner is willing to transfer the business to a long-term concession.
- The business owner is interested in a potential international partner with professional capabilities in the field of providing sanatorium services.

INVESTMENT RECOVERY IN EIGHT YEARS

Indicator, EUR	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Revenue	2293,33	2293,33	2316,27	2339,43	2362,83	2386,45	2410,32	2434,42
Subsidies	0,00	53,45	0,00	0,00	0,00	0,00	0,00	0,00
Cost of sales	1396,86	1077,34	1382,12	1392,94	1403,87	1414,90	1426,05	1437,31
Administrative costs	3,74	3,93	3,97	4,01	4,21	4,42	4,64	4,87
Net profit	892,73	1265,52	930,18	942,49	954,75	967,13	979,63	992,24
Amortization	336,07	300,00	300,00	300,00	300,00	300,00	300,00	300,00
Operating net cash flow	1228,80	1565,52	1230,18	1242,49	1254,75	1267,13	1279,63	1292,24
Investment value	9 000,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Cumulative net cash flow	-7771,20	-6 205,68	-4 975,50	-3 733,01	-2 478,26	-1 211,13	68,50	1 360,73

MAIN INDICATORS

Discount rate	4,41%
Net present value (NPV)	-22 565,97
Internal rate of return (IRR)	-24 945,56

INFRASTRUCTURE

