

**RIBAS
HOTELS**

Group

**National
hotel operator**



ribas hotels

ukrainian hotel chain



Founder
Arthur Lupashko



The network includes
26 objects



The total number
of rooms is **above 1000**



Founded
in 2014



3- and 4-star
city / resort hotels



5 own
hotel brands



Managed
by Ribas Hotels Group



Designed, built
and launched
10 hotel facilities



570
employees

Brands developed by the management company:



Ribas hotels



2B hotels



Mandra
glamping resorts

Mandra
Glampings



Ribas Rooms
hotels



WOL
apartment hotels

Hotels under the management of Ribas Hotels group are:



WOW-services



The equipment of apartments based on the target audience research – we know the needs of our guests



Instagram look



Ergonomic rooms



Creative trinkets



Digital trends

We provide profitable
investment in the hotel
business

We increase
the profitability
of existing hotels

We offer a ready-made
project and find co-investors
to real estate owners

High comfort standards in both the apart-hotel and cottage town

Minibar that you want to take away

Minibar, snack bar, coffee machine
with coffee menu, etc.

Perfect sleep

- + Memory foam mattress
- + Sleeping set
- + Black out curtains
- + Pillow menu

Ergonomic apartment

From a large shower with
convenient location dispensers
to master switches at the bedside

Perfect breakfast

- + Breakfast a la carte in the room 24/7
- + Taking into account the peculiarities
of nutrition in diets such as vegan, kosher,
halal and allergic reactions

Technologies

- + Opening the apartment with a smartphone
- + Communication with staff in the app
- + Apartment status control display

More than Wi-Fi

High-speed internet in all areas
of the apart-hotel, wired connection possible



Benefits of working with Ribas Hotels group management company

- 01 **The apartment equipment and renovation from Ribas Hotels Group is an experience of realization of 10 hotel and apart-hotels projects from scratch:**
 - + only proven solutions;
 - + durable materials;
 - + cost reduction due to the total amount of work
- 02 **Remote control in the Ribas Investor application:**
 - + reporting;
 - + photo and video reports of repairs;
 - + log of visiting the apartment;
 - + booking calendar
- 03 **Professional hotel service in your apartment**
- 04 **The presence of the brand and service makes it possible to increase the ADR by 30-35% of the market price**
- 05 **Minimize your own time on operational issues and management decisions**
- 06 **Accounting and reporting in accordance with international standards**
- 07 **Ability to insure your property**
- 08 **Conflict situations with guests are regulated by the management company**

Ribas investor mobile application for apartment owner

Financial analytics
for each object

Apartment
condition monitoring

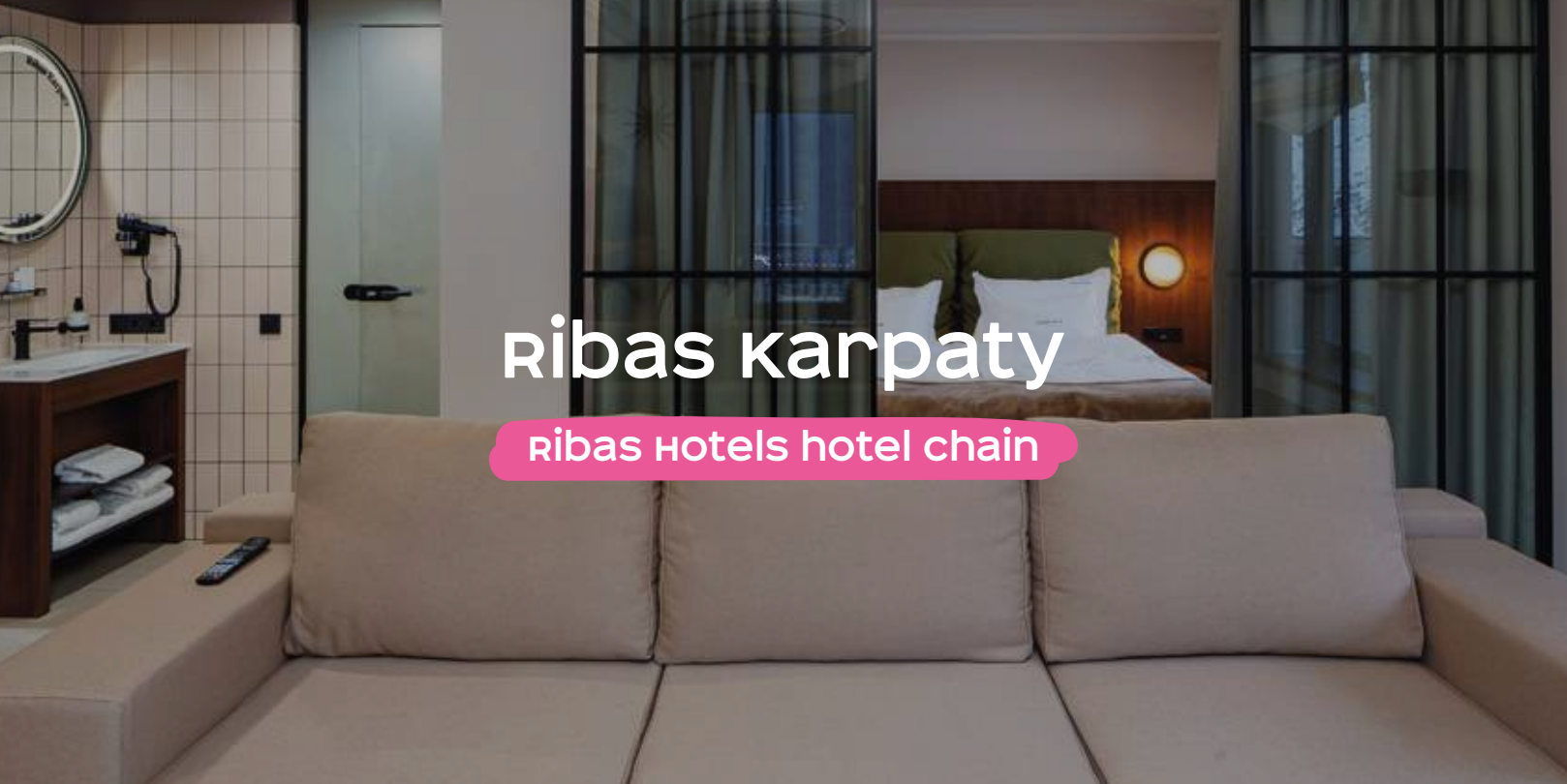
Booking
calendar

Balance and
payment history

Operational customer
care service

Marketplace
of existing objects





ribas karpaty

ribas hotels hotel chain



SPA hotel

Address:

Polyanytsya village, 162a Vyshnya tract, (near the first lift),
Bukovel ski resort

Opened:

December 26, 2020



Stages:

concept creation, design and construction, hotel launch,
operational and strategic management

Average annual occupancy, %: 65

Average rate, UAH (ADR): 6024

Planned return on investment in the project, %: 7





wall street

by ribas



Business hotel in the heart of Odessa

Address:

lane of Vice Admiral Zhukov, 12, Odessa

Opened:

October 1, 2016

Stages:

concept creation, construction, design, launch, marketing, operational and strategic management

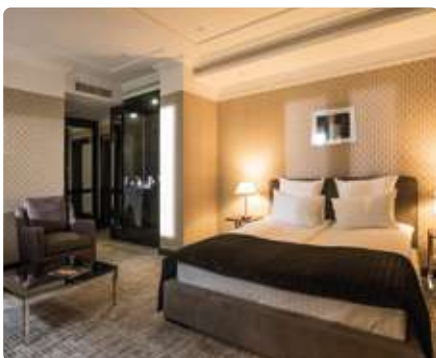
Average annual occupancy, %: 82

Average rate, UAH (ADR): 2015

Annual return on investment in the project, %: 10

Awards:

Finalist of the International Hospitality Awards 2018





BOSSFOR

by ribas



**It is an elegant and modern
business class
hotel complex**

Address:

24D Genoese Street, Building 4, Odessa

Opened:

June 16, 2017

Stages:

operational and strategic management

Average annual occupancy,%: 67

Average rate, UAH (ADR): 1512

Annual return on investment in the project,%: 9

Awards:

Finalist of the International Hospitality Awards 2020



Hotel Bortoli

by Ribas



Stylish city mini hotel

Address:

19 Torgovaya Street, Odessa

Opened:

December 1, 2017

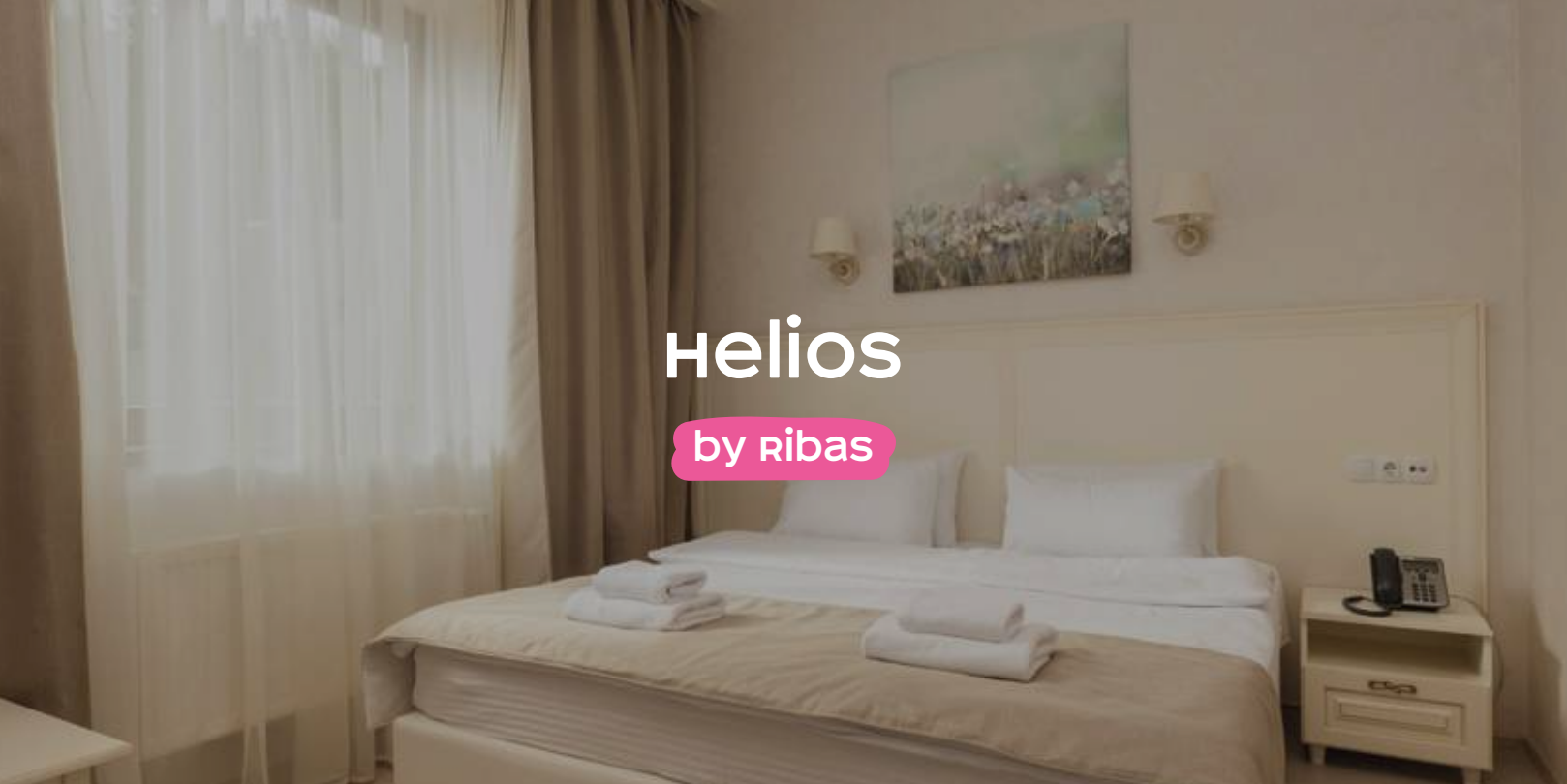
Stages:

concept creation, construction and design, hotel launch, operational and strategic management

Average annual occupancy, %: 81

Average rate, UAH (ADR): 1129

Annual return on investment in the project, %: 11



Helios

by Ribas



Resort hotel located in a picturesque place in Bukovel, Carpathians

Address:

Ukraine, Bukovel, Ivano-Frankivsk region,
Polyanytsya village, Vyshnya tract



In management:

from June 18, 2021

Form of cooperation:

management



Infrastructure:

restaurant, SPA area, children 's room, ski room, parking

Lucky residence

by Ribas



Resort hotel

In management:

from 01.06.2021

Address:

Ukraine, Odessa region, Zatoka village, 5 Lazurna street



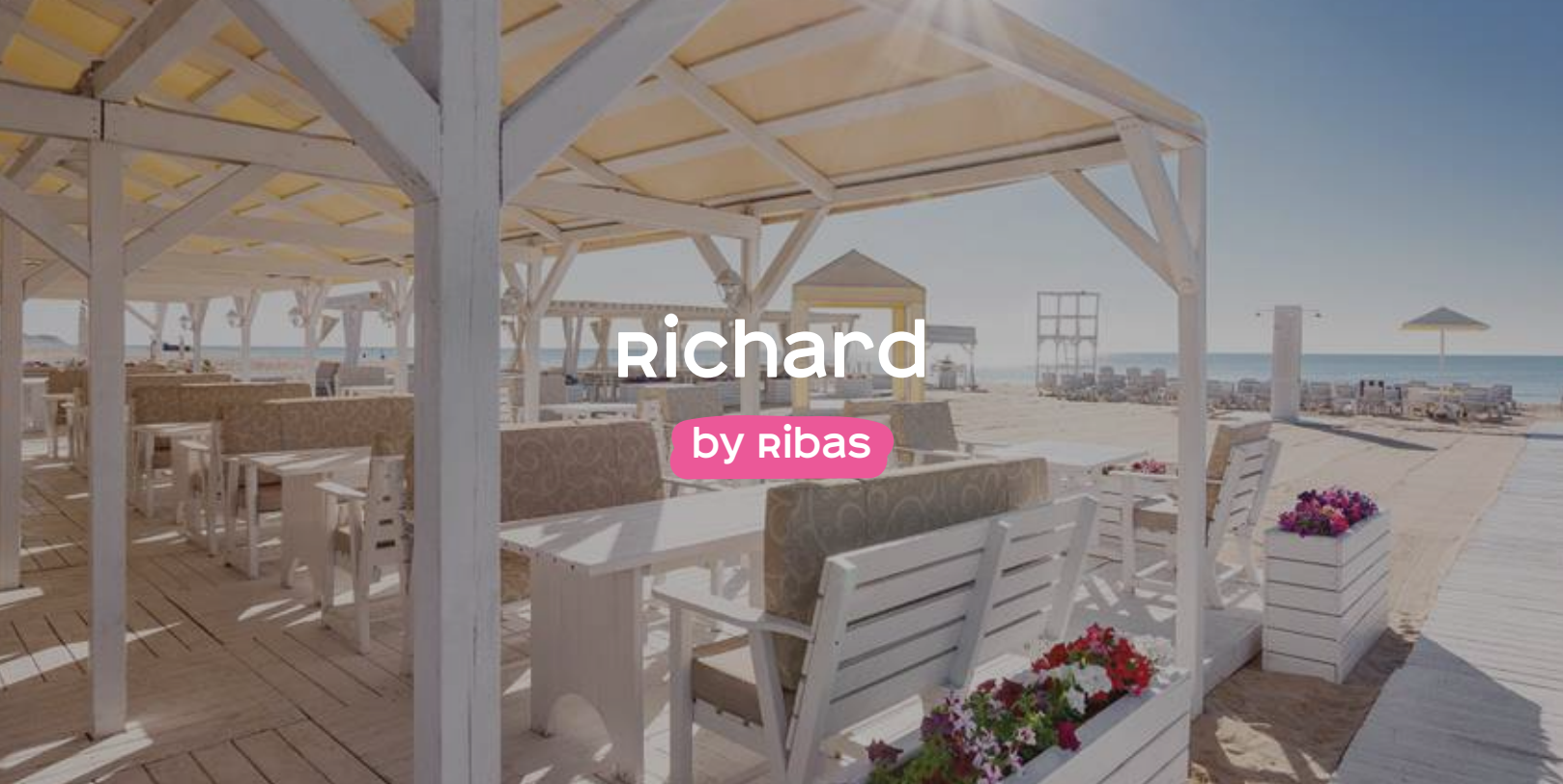
Form of cooperation:

management

Infrastructure:

swimming pool and rooftop restaurant, parking





richard

by ribas



Hotel complex

Address:

Hrybivka resort, 11 Primorska Street

Opened:

June 1, 2011



Stages:

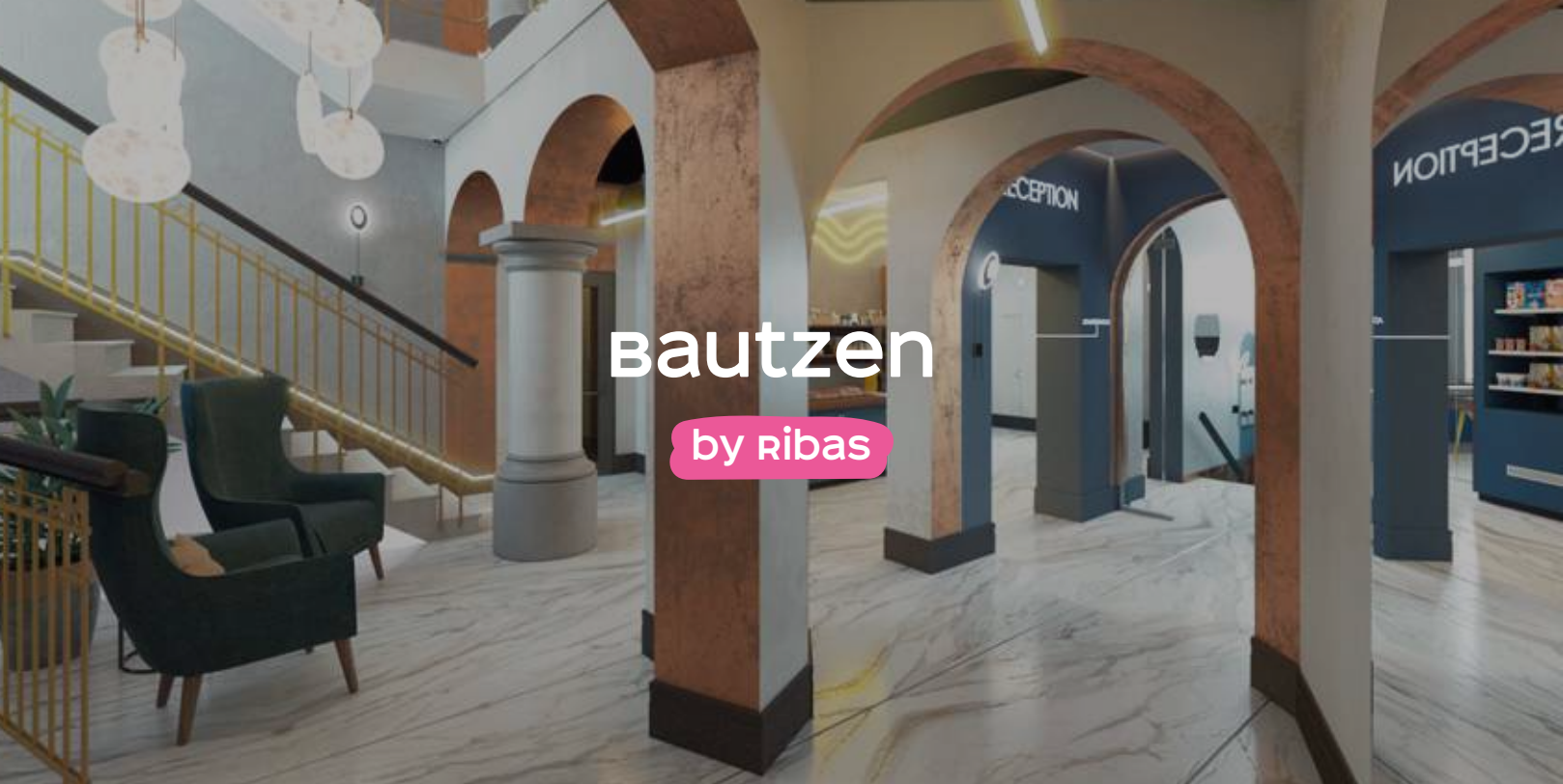
operational and strategic management

Average load,%: 84

Average rate, UAH (ADR): 2259

Annual return on investment in the project,%: 19





Bautzen

by ribas



**The hotel combines
the history of the city
with its modern life**

Address:

Poland, Jelenia Gora

Opening date:

2023

Stages:

concept development, design and engineering, hotel launch,
operational and strategic management

Infrastructure:

lobby with mini-business center, cafe, snack bar, luggage room

Average annual occupancy,%: 56

Average rate, euro (ADR): 53

Planned return on investment in the project,%: 6





WOL.121



**In summer it is
a lifestyle hotel by the sea.
In winter it is
an apartment house**

Address:

121 Fontanskaya Road, Odessa

Opening date:

2022

Stages:

concept development, support at all stages of design and implementation, hotel launch, operational and strategic management

Infrastructure:

lobby and coworking, snack bar, fitness room, luggage room, terrace

Average annual occupancy,%: 88

Average rate, UAH (ADR): 1150

Planned return on investment in the project,%: 9.2





WOL LVIV



Aparthotel combining modern design and impeccable service

Address:

Lviv, 45 Stryjska Street

Opening date:

III quarter of 2023

Stages:

concept development, support at all stages of design and implementation, hotel launch, operational and strategic management

Infrastructure:

lobby, coworking with office equipment, barbecue terrace, gym, nails / brow bar, coffee shop and storage rooms

Total area: 12,500 m²

Average annual occupancy, %: 75

Planned return on investment in the project, %: 12



ribas rooms Lutsk

ribas rooms hotel chain



A mixture of Scandinavian hygge and Japanese wabi-sabi

Address:

Lutsk, Gavrilyuk Street, 3a

Opening date:

December 15, 2021

Stages:

concept development, support at all stages of design and implementation, hotel launch, operational and strategic management

Form of cooperation:

management

Total area:

820 m2

Infrastructure:

lobby with breakfast area and coworking area, outdoor parking.



ribas Frankivsk

ribas rooms hotel chain



Boutique hotel in a unique historic building of 1895

Address:

Ivano-Frankivsk, Hordynskoho Street, 10

Opening date:

2023

Stages:

concept development, support at all stages of design and implementation, hotel launch, operational and strategic management

Form of cooperation:

management

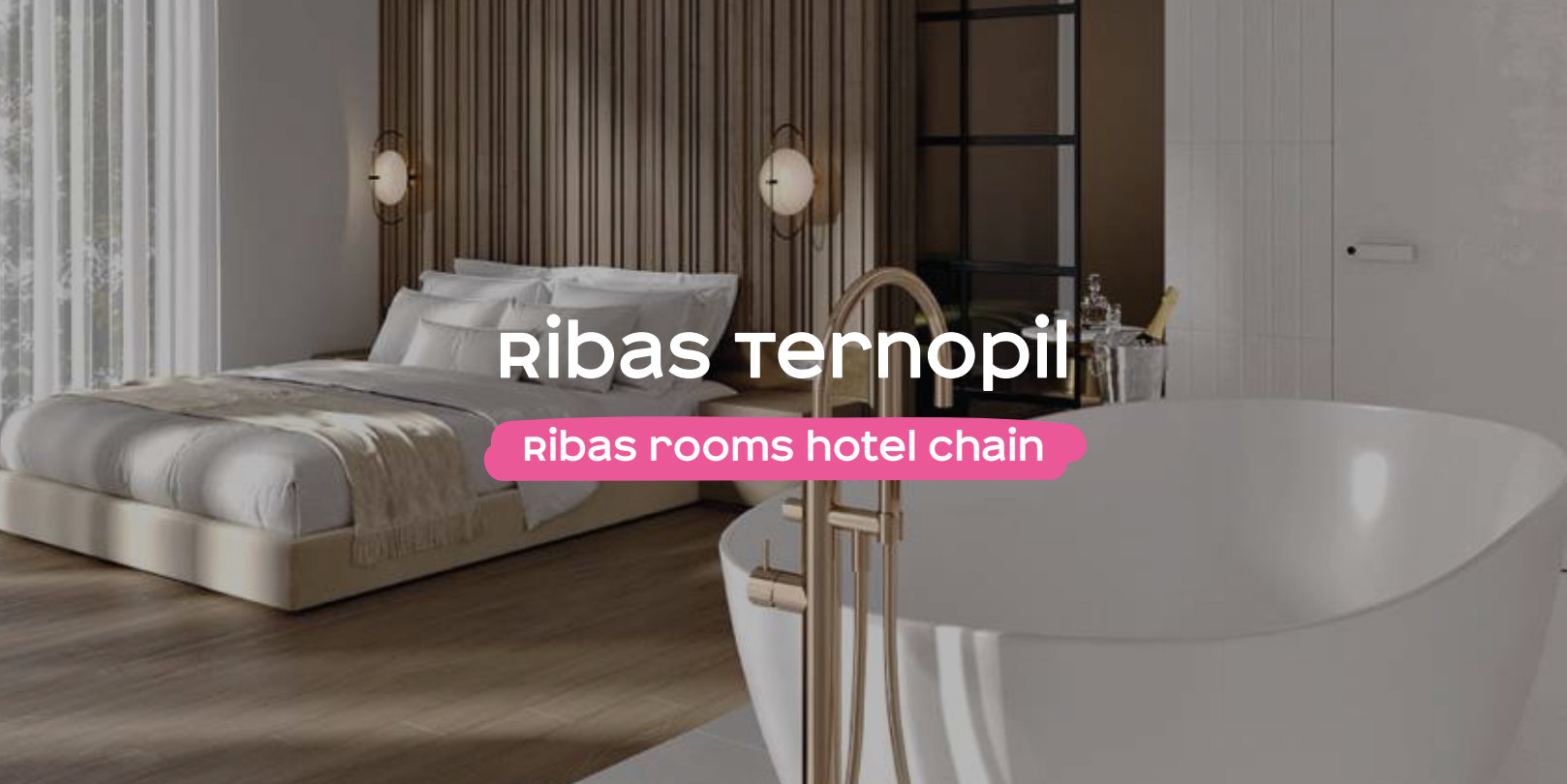
Total area:

1,158.5 m²

Infrastructure:

restaurant





Ribas Ternopil

ribas rooms hotel chain



**Elegant hotel
decorated in light colors
and complemented
by luxury furniture**

Opening date: 2023



Stages:

concept development, support at all stages of design and implementation, hotel launch, operational and strategic management

Form of cooperation:

management

Total area: 7000 m2



Infrastructure:

elegant banquet hall for celebrations, rooftop bar and outdoor pool with spectacular city views

Average annual workload,%: 53

Payback period: 11.26 years



ribas Lviv

ribas rooms hotel chain



A modern, unexpected and provocative city youth hotel

Opening date: 2023

Stages:

concept development, support at all stages of design and implementation, hotel launch, operational and strategic management

Form of cooperation:

management

Infrastructure:

restaurant, panoramic bar, parking, insta-zones, special areas, which will house works of art by contemporary artists and sculptors, high-tech modern equipment (personal air conditioning, interactive TV and sound systems, etc.), general scheduling of the building



mandra glamping

ribas rooms hotel chain



Комфортна взаємодія з навколишнім світом

Comfortable interaction with the outside world

The project of the future

Great idea for your first hotel

Quick start: 3-4 months

Payback: 2-3 years

Minimum investment

How does it work and why?

1. Ecological and popular type of recreation
2. Demand for the peak wave in the next 10-20 years
3. Recognizable brand of the MANDRA network

**Become part of the Glamping Network project
and buy the MANDRA franchise!**



RIBAS HOTELS GROUP LLC

Odessa office

Ukraine, Odessa,
Gagarin Avenue, 25
+38 (067) 114-20-14

Lviv office

Ukraine, Lviv,
D. Danilishina Street, 6
+38 (050) 133-83-27


Website

ribashotelsgroup.ua 

email

partners@ribashotels.com

More about investment projects

invest.ribas.ua 
+38 096 88 80 877

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