

PARALYMPIC CENTRE

BUSINESS PLAN



Contents

Summary

Project name: Paralympic Centre

Project type: Investment project

Total project costs: 31 026 000,-€

Return on investment period: 12 years (including 2 years of grace period)

Interest: 5% p.a.

Construction: 2019-2020 (18-22 months including the leeway for the unexpected)

Centre launching: 01-03/2021

Incomes commission: Incomes of the investment project count with a compensation of the

current expenses of the paralympic athletes for training sessions and routines and the rentals of premises and sports facilities for paralympic sport disciplines. Associations and federations of paralympic athletes, having the influence on redistribution of legitimate government subsidies for paralympic sport are the owners of this project. This project has been prepared for more than 10 years and its purpose and aim is to substitute these services provided by third parties with the services in the own facility as the third parties don't provide the services in the full scope for challenged

disadvantaged athletes.

The support of disadvantaged people of physical and also mental disadvantage not to lose the motivation and spirit, zest and vigour for life and continuously develop not only themselves but also enrich our society, is one of the most essential and inevitable parts of our life. Some of them need to encourage and find their place in the previously adjusted system; the other ones must find the sense in what they overtook, to start from the beginning. On that account the target and aim of the Paralympic Centre project is to provide as far as possible the best conditions for the sports and physical or mental development of physically challenged and disabled persons.

Each of us may become a person with disadvantaged or disabled condition. Based on the Národné rehabilitačné centrum Kováčová, in Slovakia there is an increase of 600 to 1 000 people after various injuries per year, becoming permanently fastened or fixed to a wheelchair or having the limited movement activity.

Paralympic Centre is designed as the unique construction, in the architecture and purpose-built, for citizens and athletes physically disadvantaged. It has included several tasks and roles, among others is above all the social integration of physically disadvantaged people into standard common life, to teach these people after injuries how to exist in a common life again without any bigger issues or troubles as well as the preparation of paralympic athletes for Paralympic Games, World Championships, European Championships, World Cups and other competitions and races at the domestic and international level.

Paralympic Centre is the state-guaranteed investment allocated and organized for more years, considering the state budget, whether in the form of subsidy from the state budget or the exceptional position and function of the physically disadvantaged people within the European Social Fund. This

guarantee follows from the position of the Slovenský paralympijský výbor, the only shareholder and owner of a project promoter PARALYMPIC CENTRE, a.s. and at the same time it is bound by the Act on Sport No. 440/2015 Coll.

Paralympic Centre project has been prepared for more than 10 years and the reason why it had not been implemented and launched off is the impossibility of funding from so-called capital expenditures from the state budget as these funds have been strictly limited for more than 10 years. State budget supports the capital investments almost solely only in the time when it concerns the projects co-financed from the European Union funds.

State budget ensures the operation of almost all the branches and industries in the form of combined operational costs for rents, services and salaries and even in the situation when it is more disadvantageous for the state in the long run. A great portion of the public and non-profitable institutions, being financed by law, have the premises and headquarters in some rented premises and that is the reason for which this particular project hasn't got the funding so far.

The position of Paralympic Centre and its shareholder the Slovenský paralympijský výbor may be comparable in this case with a situation of e.g. the hospitals, being in many cases non-profit subjects financed by law. If such subject is ensured by an investor who will break down the investment in the time for more than 10 years, the state budget is able to cover the investment in the form of common transfers in the period longer than 10 years (however, not by one-off investment in the run-up). On that account, the owner of the project had amended the strategy and decided to replace a direct construction from the capital expenditures of the state budget with the form of private investment of which repayment is guaranteed by the fact that the owner has a covered occupancy of its capacities by its own members in advance.

From this perspective it is a smart and attractive investment project because the assurance of incomes is guaranteed by law, by minimal amount obligatorily assigned and set aside from the state budget for paralympic top level sport and simultaneously the capacities of Paralympic Centre are dimensioned in such a way that the facility will be almost unceasingly occupied by the own members, nowadays paying for these services to third parties. It is for them more advantageous and efficient to take advantage and use the own specialised facility.

Simultaneously the investment will be guaranteed with the possibility of establishment of the pledge right on shares (registered in the Commercial Register at the District Court) and on the real estate property (registered in the Cadastre of Real Estate and Register of Pledge Rights while the records are authorized by notaries and their subsequent questioning or a doubt is not possible).

According to Financial Statements

Revenues	2017	2018
Current Revenues	2 132 091,14 eur	Available after audit 06/2019
Planned Revenues 2020	2 500 000 eur	-

Project indicators:

Year	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029
Cummulative CASH	380 771,04 €	571 862,87 €	807 996,75 €	966 392,32 €	1 172 550,77 €	1 322 493,45 €	1 495 149,31 €	1 693 746,40 €	1 811 184,45 €	2 033 203,25 €
Earnings after Tax (EAT)	2 538 535,65 €	4 142 679,47 €	4 262 721,53 €	4 449 983,23 €	4 342 746,09 €	4 331 530,33 €	4 289 243,51 €	4 245 184,74 €	4 189 025,70 €	4 140 359,41 €
Cumulative - EAT	2 538 535,65 €	6 681 215,12 €	10 943 936,65 €	15 393 919,88 €	19 736 665,97 €	24 068 196,30 €	28 357 439,80 €	32 602 624,54 €	36 791 650,25 €	40 932 009,66 €
Investment Payback	28 393 217,31 €	24 250 537,84 €	19 987 816,31 €	15 537 833,09 €	11 195 087,00 €	6 863 556,67 €	2 574 313,16 €	- 1 670 871,58 €	- 5 859 897,28 €	- 10 000 256,70 €
Return on Investment (ROI)	8,21%	21,60%	35,38%	49,77%	63,81%	77,81%	91,68%	105,40%	118,94%	132,33%
Cash flow (EAIT + depreciation)	3 538 736,62 €	5 142 880,44 €	5 262 922,50 €	5 450 184,20 €	4 998 254,28 €	4 987 038,52 €	4 944 751,70 €	4 900 692,93 €	4 795 292,07 €	4 746 625,78 €
Casf flow after loan without depreciation	380 771,04 €	191 091,82 €	236 133,88 €	158 395,58 €	206 158,44 €	149 942,68 €	172 655,86 €	198 597,09 €	117 438,06 €	222 018,80 €
IRR	9.12%									
NPV	2 033 203,25 €									

Centre purpose & aim

Physically disabled and disadvantaged individuals differ from the rest of society in a variety of anatomical deformations, which handicap them. They have the problems when adapting for the working environment, requiring the creation of special working or social conditions for professional or career growth and often requiring greater attention of their surroundings. All these attributes and traits decrease their possibilities to find the use or employment for themselves. In Slovakia the job with the physically disadvantaged and challenged people is of the insufficient level and standards, there are still not adequately developed and advanced services for these people. Some nongovernmental and non-profit organizations are dealing with it, enabling to recover and gain a physical condition of physically disadvantaged and challenged people; however, this care is not resolved and handled in a complex way, despite the fact that is highly required, desirable and advisable. Even the OECD documentation stated the fact that it is inevitable to solve the issues of physically disadvantaged and challenged people in the institutional form, hence, to establish for these people the institution – centre, which would resolve and handle the requirements and care for them in a complex way.

It follows there is the order of entire society to construct such unique project as Paralympic Centre, where physically disadvantaged and challenged people may concentrate and achieve their physical and also mental development without any barriers and restrictions. The aim of the project is to build the centre for athletes being disabled and disadvantaged, but also for top level athletes and sports public in general, to support the youth in the active sport, to offer the employment and more jobs to people in the area of sport and social work and at the same time the job opportunities for physically disadvantaged and challenged persons.

It is equally necessary to offer high-quality services, teaching and instructions for people after injuries to return to normal life as they have difficulties and challenges with the adaptation to everyday standard life, to give them the possibility of education or classes. It is highly necessary to help them, in the case of interest, to become and reach a professional level career.

Dimensions of Paralympic Centre

Sports-social scope

- centre of the state paralympic representation
- construction of the diagnostic centre for the EU
- year-round and permanent training centre
- keeping-fit and rehabilitation centre
- PR activities cultural, social and sports
- organizing of international sports events (World Championships, European Championships...)
- organizing of tournaments and matches, races
- organizing of cultural events

Educational scope

external workplace of Trnava's University, Faculty of Health Care and Social Care,
 University of Health Care and Social care St. Elizabeth, Saint Cyril and Methodius

University, Trnava – Institute of physiotherapy, balneology and medical rehabilitation Piešťany

- school teaching and practice
- direct contact of students with various types of handicaps and disorders and with necessary care
- lectures and conference activities
- charity and beneficial activities
- information centre for physically disadvantaged and disabled people
- recovery stays cooperation with Spa Piešťany

Social-economic scope

- living "on half-way", cooperation with the Národné rehabilitačné centrum Kováčová after termination of stay and stabilization of the condition of health, follow-up social rehabilitation
- construction of the medical aids rental, collection of unused ones and subsequent retrofitting
- building of database of physically disadvantaged people
- employment and jobs for citizens with physical disadvantages
- advisory and consultancy, follow-up preparation of living in the family environment, retraining
- driving school for manual handling and control, reconditioning drives
- support of equality

Paralympic Centre will be active and working year-round while providing wide-ranging and diverse programmes and a range of stays with the special assistance, which should contribute to inclusion of physically disadvantaged and challenged citizens to ordinary life.

Medical rehabilitation will not be provided in the centre because the project is purposely and intentionally located in the internationally sough-after spa resort Piešťany, being for long years the partner of the Slovenský paralympijský výbor and providing the health rehabilitation with the unique healthy mineral water from Piešťany.

Paralympic Centre has no plan to build the own boarding facility as there are situated in the near vicinity three long-time commercial boarding facilities, having possibility to be used for such purposes and Paralympic Centre does not want to bear the operational risk of the own restaurant. Simultaneously the Centre plans to lease the space with a terrace where a third party may open the own restaurant and bar operation in the rent, possibly will be used by clients of Paralympic Centre. If this space is not used for the rent by a third party, it might be used as the commercial or conference space.

Parts of the construction

• social part – living on "half-way" (temporary living of people after injuries)

- sports part (sporting hall with the barrier-free auditorium)
- administrative part (offices, conference spaces and rooms, gallery)

Centre Application

Paralympic Centre is the complex multifunctional and universal centre having more dimensions of use. It sets the targets to be the centre of paralympic preparation, living on "half-way", the centre and hub of sports preparation, rehabilitation centre of social rehabilitation but also the centre of connecting physically disadvantaged people with people without such challenge and disadvantage.

CENTRE OF PARALYMPIC PREPARATION

There will be established a facility of paralympic preparation, i.e. the centre serving for the preparation of professional paralympic athletes to participate at the summer and winter paralympic games, a range of competitions and matches under the brand of World Cup, World Championships, European Championships and many other competitions.

LIVING ON "HALF-WAY"

As the number of physically challenged and disadvantaged people has been increasing each evolving year, the Paralympic Centre has the ambition to care on the annual basis for 600 disabled people ended up on a wheelchair or being differently physically disadvantaged and provide them with the active social rehabilitation, i.e. activities aimed at not only the development of physical aspect but also mental aspect to get the skills to integrate to common life in society. The entire scope and reach of the centre might be up to 100 thousand of physically disadvantaged and challenged people living in Slovakia.

CENTRE OF SPORTS PREPARATION

Paralympic Centre will be focused also on the fact that these people with physical disadvantage or disability who make a decision to put themselves and devote to certain type of sport, they will gain a possibility and room to engage in, pursue and reach, based on their decision, also the professional level. People ending up in a situation where they do not know what will be the next, will this way gain the vigour, zest and motivation for further life.

CENTRE OF CONNECTING PEOPLE

Paralympic Centre will serve also for organizing different events, sporting and non-sporting events, where even people without the health disadvantage will be participating. Premises of the Paralympic Centre will be possible to rent out and this way the centre will not only get the financial means back, but there will also be ensured connecting the people without physical and health challenge and disadvantage.

Commercial activity of business in the matter of long-term rents arrangement of the premises of Paralympic Centre and providing the advertising and marketing in the centre will start 1 year before launching the operation. Contracting of the own capacities of the centre for paralympic athletes will be executed primarily through their unions, associations, clubs and direct addressing. It's highly important to note here that paralympic athletes are indirectly through their unions and clubs the owner of this project and they had been expecting its launching in the long run. Sales of advertising and marketing services to sponsors will be carried out a year ahead through the Paralympijska marketingová spoločnosť, s.r.o., and offering to clients (sponsors) the advertising and marketing activities in this area on a regular basis, to include the new promotional and advertising space into

their next annual plan. The long-term strategic sponsor of the Slovenský paralympijský výbor has been familiar with the existence of this project in the stage of a plan and intention for already 10 years.

Identification of provider

Implementing of the project Paralympic Centre will be up to the company PARALYMPIJSKE CENTRUM a.s., being established on July 10th, 2008 as the joint-stock company of the only shareholder, which is the Slovenský paralympijský výbor. PARALYMPIJSKE CENTRUM a.s. was established for the purpose of the construction of Paralympic Centre in Piešťany project implementation, the universal multipurpose sports hall or field house and temporary accommodation facility providing the services of rehabilitation character, services of the sports life and experience to people with movement restrictions, especially in the period after release from the health medical facility immediately after the injury but also in the course of further life, as well as the administrative services and at the same time a sports hall will serve for sports and social activities of urban and municipal, regional and international status and relevance. For purpose of opting for the best supplier of construction services and for purpose of proving the economy of financial means inevitable for construction of the Paralympic Centre, there has been implemented the public tender for choice of construction works supplier where the company Bolton, s.r.o. succeeded. The company has been active in the construction industry since 1997 and had implemented the whole range of successfully constructed new buildings and reconstructions of historical buildings in Slovakia and abroad as well. Its activity is oriented to above all the realization of residential, housing, civil and industrial constructions. Its mechanizing-transportation amenity, also personnel occupation and the experiences facilitate a trouble-free and smooth handling and managing of even larger construction-technological complexes. The company has been cooperating with the verified and tried-and-true sub-suppliers in the long-run what ensures the smooth and continuous course of construction works in the required quality.

PARALYMPIJSKE CENTRUM, a.s. is the holder of building permit.

The only shareholder, the Slovenský paralympijský výbor, consists of four membership organizations: Slovenský zväz telesne postihnutých športovcov, Slovenský zväz športovcov s mentálnym postihnutím, Slovenská asociácia zrakovo postihnutých športovcov a Slovenská asociácia Taekwondo. Slovenský paralympijský výbor is the organization providing an umbrella and representing above- mentioned unions and associations and their athletes at the domestic and international field as well as in the sports diplomacy. It is a renowned and respected member of the International Paralympic Committee uniting 168 member countries of the world, and the European Paralympic Committee, having 52 members. Slovenský paralympijský výbor takes the position of autonomous, independent and apolitical organization and is entitled to manage the paralympic movement at the territory of the Slovak Republic. It supports the development of paralympic sports and disciplines, while making possible the choice of sport based on a disability or disorder and given facts of an athlete.

Slovenský paralympijský výbor is a national sports organization and a national sports federation under the Act no. 440/2015 on Sport and on the amendments to certain acts.

Activities of Slovenský paralympijský výbor in 2016

Sport activities:

- Paralympic Games Rio e Janeiro 2016
- European Championship in the wheelchair dance

- Slovakia Open in table tennis
- Slovakia Open in wheelchair table tennis
- Talent Search summer and winter sports camps for children and youth
- Centres for sports activity of youth at clubs
- Centre for Paralympic training at Slovenský paralympijský výbor

Sport – social activities:

- Parade paralympic day for both young and seniors
- Ping-pong without barriers
- Campaign "On the wheels against cancer"
- Radovan Kaufman's Day
- International Day of Children in Marín, Kováčová
- Patient Sports Games, NRC Kováčová

In 2016 Slovenský paralympijský výbor had 22 employees of which: a) Full time employment - 13 employees b) Labor and employment agreements - 9 employees

Activities of Slovenský paralympijský výbor in 2017

Sport activities

- Team World Championship in Table Tennis
- Slovakia Open in table tennis
- Talent Search summer and winter sports camps for children and youth
- Centres for sports activity of youth at clubs
- Centre for Paralympic training at Slovenský paralympijský výbor

Sport – social activities:

- Parade paralympic day for both young and seniors
- Radovan Kaufman's Day
- International Day of Children in Marín, Kováčová
- Patient Sports Games, NRC Kováčová

In 2017 Slovenský paralympijský výbor had 28 employees of which: a) Full time employment - 7 employees b) Labor and employment agreements - 21 employees.

Activities of Slovenský paralympijský výbor in 2018

Sport activities

- Team World Championship in Table Tennis
- Slovakia Open in table tennis
- Talent Search summer and winter sports camps for children and youth

- Centres for sports activity of youth at clubs
- Centre for Paralympic training at Slovenský paralympijský výbor

Sport – social activities:

- Parade paralympic day for both young and seniors
- Radovan Kaufman's Day
- International Day of Children in Marín, Kováčová
- Patient Sports Games, NRC Kováčová

In 2018 Slovenský paralympijský výbor had 7 employees of which: a) Full time employment - employees b) Labor and employment agreements - 21 employees.

Collective bodies of Slovenský paralympijský výbor are: general assembly; executive committee; control commission. Executive Committee of Slovenský paralympijský výbor is composed of: a) chairman, b) 8 members with the following functions: member responsible for the field of state sports representation, member responsible for development and promotion, member responsible for youth, member responsible for health issues, member representing sportsmen, member representing sport for physically disadvantaged persons, member representing the sport of visually disadvantaged people, member representing the sport of mentally disadvantaged people, c) chairman of Control Commission and secretary general of Slovenský paralympijský výbor with advisory votes.

The source of the Slovenský paralympijský výbor revenues under the Articles of Charter is in particular: a) grants from the state budget of the Ministry of Education, Science, Research and Sport of the Slovak Republic, b) incomes from marketing activities, c) sponsorship and donations, d) membership fees.

Financial Statments

	2016	2017
EAIT	50 772,54	168 839,39

The FA year 2018 will be available after audit in 06/2019.

Project location

Slovakia:

It is the landlocked continental country situated in the geographical centre of Europe. It has the area of 49 036 km² with the population of approximately 5 443 000 inhabitants. It shares the borders with 5 countries (the Czech Republic, Austria, Poland, Ukraine and Hungary). The capital and the most populous city is Bratislava.



The Slovak Republic is the parliamentary government democracy, the state language is Slovak. Since May 1st, 2004 Slovakia has been the member of the European Union, since December 21st, 2007 has been the member of Schengen Area. Since January 1st, 2009 has been 16th member of the Economic and Monetary Union of the European Union – Eurozone and the Euro has been adopted as the official currency, replacing the Slovak koruna.

Piešťany

Location: Trnava region, district Piešťany, Piešťany

GPS coordinates: N48°35'21" E17°50'2"

Thirty thousand inhabitants spa-town lying in the south-western part of Slovakia in the altitude 162 metres above the sea level, having the pleasant and mild continental climate and in a distance of 82

km from the capital city Bratislava. Especially the occurrence of healing medicinal geothermal water and sulphurous mud with extraordinary healing powers for inflammatory diseases brought the fame for the town PIEŠŤANY. The

town offers to its guests besides the health and rest also the rich cultural life and wide-ranging sports, relaxation and life.



The idyllic location, easy accessibility, rich traditions of spa activities and travel tourist trade with the ideal possibilities for recreation, rest and spa therapies and treatments make the town Piešťany a sought-after spa-town. Even the annually organized interesting cultural events as Opening of the summer spa season, Music Festival Piešťany, festival Lodenica/Boathouse, festival Grape, festival of the radio fairy-tales Magical Little Nut, Truck arena, flower exhibition Victoria Regia or the theatre gathering Piešťany's rendezvous definitely don't escape the notice of visitors. Piešťany has its own significant position also in the health and medical industry.

There are many hotels, pensions, restaurants and coffee shops in the town. Especially the art coffee bars and shops with galleries are highly popular. The town disposes of wide spectrum of sports fields – tennis courts, football and winter stadium, horse-riding area and water-ski zone but also the golf course or bowling and squash centre.

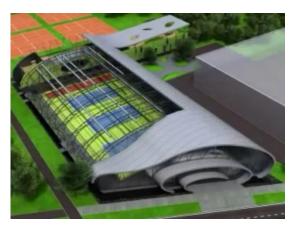
Location of Paralympic Centre was opted for right due to the above-mentioned reasons as it is possible to find the spa and rehabilitation care at one place, due to national and international clientele, rich cultural, social or boarding culture and life. There is located in Piešťany also the international airport.

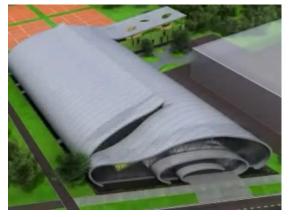
Paralympic Centre will be built in the sports-recreation zone in the southern part of the town Piešťany. Borders of the designed and handled territory are formed by the façade of the winter stadium building from the northern side, the local communication corridor from the eastern side, communication and town's property land as the rental, right now here is situated the tennis centre.

Total size of the land is The land, on which the Paralympic Centre will be built, was purchased in 20... for the price of,-€. For purchase of the land, the loan in amount of,-€, provided by the, was used. On the land the earthwork were done so the land is prepared for construction.



The projected and designed construction of Paralympic Centre will consist of two blocks or parts forming one architectonic complex – multi-purpose hall and temporary accommodation facility. The whole facility will serve particularly for the purposes of rehabilitation for people with movement and kinetic restrictions after injury while the hall will serve for both the sports and the social activities. The plot of land was redeveloped and all the potential risks removed.





Project description and purpose of finances use Project characteristics

Urbanistic – architectonic solution

The main entrance for viewers into the building of multipurpose hall will be from the eastern side from the local communication where the connection to the city mass transportation is. At the same time there will be located the newly-formed parking areas in front of the tennis centre part and next to the building of winter stadium. The entrance for athletes and wheelchair people will be in the inner corner of the hall and accommodation part. This entrance will be connected to a newly-built parking area for immobile people with the temperate mild ramp platform. All the entrances and accesses and also the necessary fire escapes are designed barrier-free. The economy entrance to the building will be from the western side where it is inevitable to access the garage and technical background spaces connecting a flat of janitor and the store of the sports and health medical aids.

The hall itself will contain two tennis courts, three table-tennis tables and one universal all-purpose playing field. Auditorium for viewers is designed for the sports events along the hall. For social and cultural events, a tiered and terraced sliding auditorium will be utilized, otherwise parked in the separate closing space. The entrance hall for viewers from the eastern side will contain the ticket offices, facilities for viewers (hygiene, dressing rooms) and the entrance to journalist cabins located on 2nd elevated floor.

The hall background and the entrance for athletes are designed in the western part of 1st elevated floor layout, it has its entrance hall with a reception, and it will be serving simultaneously for accommodation and administrative part. On the floor of western part there is situated the fitness centre and offices, a small multipurpose hall, training rooms and offices will be on 3rd elevated floor, there will be located a technique on the roof (air condition and the similar).

In the right part of the western wing there are situated 15 accommodation units on 2nd and 3rd elevated floor. On the ground floor is the flat of janitor, rehabilitation premises and background facilities. Under the roof construction there will be technical facilities and a summer garden, substituting the limited spaces of exterior for accommodated guests. Vertical communication will be secured with two staircases and two lifts.

Architectonic look and aspect of the building comes out from a simple clear elliptic-cylindrical hall construction itself and the attached mass of the background and residential part formed from a skeleton system. Both different masses in substance and construction will be covered with the common protuberant roof, connecting them into the united complex. The entire building is situated on the moderate slight slope, respecting it. Along the circumference and flanking of a building there will be formed a stream, collecting the rain water and at the same time will create the fire reservoir.

The roof and façade of the hall will be formed from the light perimeter facing and lining from the high-grade metals, combined with glassed-in reflective surfaces. Residential and administrative part will be coated with movable sun walls from the expanded metal. The base will be formed from the cladding mass tespo and glass.

Basic capacity data:

2 tennis playing fields/courts 3 table-tennis playing fields 1 multi-purpose playing field (handboundle) volleyball) Fitness centre 202 m ²				
1 multi-purpose playing field (handb		2 tennis playing fields/courts		
volleyball)	Sports hall	3 table-tennis playing fields		
Fitness centre 202 m ²				
	Fitness centre	202 m ²		
698 viewers	Auditorium – sports events	698 viewers		
82 wheelchair individuals		82 wheelchair individuals		
1.880 viewers	Auditorium – multi-purpose hall	1.880 viewers		
102 wheelchair individuals		102 wheelchair individuals		
48 viewers Gallery – multi-purpose hall	Gallery – multi-nurnose hall	48 viewers		
12 wheelchair individuals	Gallery – Hight-purpose Hall	12 wheelchair individuals		

Administration	22 – 25 places
Management and staff	8 persons
Temporary accommodation	27 to 32 persons
Number of flats 1,5 -room	9
2-room	5
4 –room apartment	1
Permanently accommodated individuals	4 persons
3 –room flat of janitor with double garage	1

Basic data

Built-up area of facility	6.965 m ²
Reinforced surfaces and parking area for the immobile individuals	1.833 m ²
Walled space – multi-purpose hall and entrance for viewers	77.590 m ³
Walled area – residential part, administration, background facilities	31.512 m ³
Covered space on 4 th elevated floor – technical background, summer garden	4.370 m ³
Walled space in total	113.472 m ³

Service area

1st ELEVATED FLOOR

Multi-purpose hall	3.630 m ²
Entrance hall and background for viewers	560 m ²
Entrance hall athletes and accommodated individuals and reception with offices	120 m ²
Therapies and fitness centre with background, first-aid station, staff	180 m ²
Janitor flat	110 m ²
Assistance and technical spaces	240 m ²
Dressing rooms athletes	330 m ²
Communications	160 m ²
Store of health and medical, sporting needs	85 m ²

IN TOTAL 1st ELEVATED FLOOR	5.415 m ²

2nd ELEVATED FLOOR

Entrance hall – journalists and background	285 m ²
Fitness centre	202 m ²
Administration	270 m ²
Background and technical spaces	130 m ²
Social spaces and first-aid station	98 m ²
Accommodation	470 m ²
Communications	335 m ²
IN TOTAL 2 nd ELEVATED FLOOR	1.790 m ²

3rd ELEVATED FLOOR

Gallery – multi-purpose hall	185 m ²
Administration	225 m ²
Background and technical spaces	230 m ²
Social spaces and first-aid station	90 m ²
Accommodation	520 m ²
Communications	295 m ²
IN TOTAL 3 rd ELEVATED FLOOR	1.545 m ²

4th ELEVATED FLOOR

Summer terrace	1.075 m ²
Background and technical spaces	410 m ²
Communications	55 m ²
IN TOTAL 4 th ELEVATED FLOOR	1.540 m ²

SERVICE AREA IN TOTAL	10.290 m ²

		Operations costs												
		1	2	3	4	5	6	7	8	9				
Cost Item	Year	2019	2020	2021	2022	2023	2024	2025	2026	2027				
	Months	8	12	12	12	12	12	12	12	12				
TOTAL OPERATING COSTS	Eur/y	0	0	515 229,11 €	594 252,29 €	567 051,54 €	568 135,75 €	616 432,94 €	630 936,44 €	646 218,03 €	662 44			
1. Energies	Eur	0	0	21 692,36 €	42 228,99 €	43 315,62 €	44 430,34 €	45 573,88 €	46 746,99 €	47 950,44 €	49 18			
full year coefficient	%	0	0	75,0%	100,0%	100,0%	100,0%	100,0%	100,0%	100,0%	1			
area	m2	0	0	11165	11165	11165	11165	11165	11165	11165				
kWh/m2	pcs	0	0	30	30	30	30	30	30	30				
kWh price (adj. to inflation)	Eur	0	0	0,0500€	0,0513€	0,0525 €	0,0538€	0,0552€	0,0566 €	0,0580 €	0,0			
planned kWh price inflation	%	0	0	0,0%	2,5%	2,5%	2,5%	2,5%	2,5%	2,5%				
1.1. Electricity	Eur	0	0	12 560,63 €	17 166,19 €	17 595,34 €	18 035,23 €	18 486,11 €	18 948,26 €	19 421,97 €	19 90			
1.2. Gas (110% to Electicity projection)	Eur	0	0	10 362,52 €	18 882,81 €	19 354,88 €	19 838,75 €	20 334,72 €	20 843,08 €	21 364,16 €	21 89			
electricity to gas coefficient	hours	0	0	1,1	1,1	1,1	1,1	1,1	1,1	1,1				
1.3. Water, sewage	Eur	0	0	6 000,00 €	6 180,00 €	6 365,40 €	6 556,36 €	6 753,05 €	6 955,64 €	7 164,31 €	7 37			
planned price inflation	%	0	0	0,0%	3,0%	3,0%	3,0%	3,0%	3,0%	3,0%				
2. Repairs and maintenance	Eur	0	0	51 127,54 €	56 240,29 €	61 864,32 €	68 050,76 €	74 855,83 €	82 341,41 €	90 575,56 €	99 63			
coefficient to total investment	%	0	0	0,20%	0,20%	0,20%	0,20%	0,20%	0,20%	0,20%				
annual growth	%	0	0	0,00%	10,00%	10,00%	10,00%	10,00%	10,00%	10,00%	1			
3. Overheads	Eur	0	0	70 500,00 €	95 850,00 €	97 746,25 €	99 689,91 €	101 682,15 €	103 724,21 €	105 817,31 €	107 96			
full year coefficient	%	0	0	75,0%	100,0%	100,0%	100,0%	100,0%	100,0%	100,0%	1			
annual growth	%	0	0	0,00%	2,50%	2,50%	2,50%	2,50%	2,50%	2,50%				
3.1. Cleanup	Eur	0	0	16 000,00 €	16 400,00 €	16 810,00 €	17 230,25 €	17 661,01 €	18 102,53 €	18 555,09 €	19 01			
3.2. Insurance	Eur	0	0	12 000,00 €	12 300,00 €	12 607,50 €	12 922,69 €	13 245,75 €	13 576,90 €	13 916,32 €	14 26			
3.3. Petrol	Eur	0	0	2 000,00 €	2 050,00 €	2 101,25 €	2 153,78 €	2 207,63 €	2 262,82 €	2 319,39 €	2 37			
3.4. Accounting, lawyers	Eur	0	0	24 000,00 €	24 600,00 €	25 215,00 €	25 845,38 €	26 491,51 €	27 153,80 €	27 832,64 €	28 52			

3.5. Tax - real estate	Eur	0	0	20 000,00 €	20 000,00 €	20 000,00 €	20 000,00 €	20 000,00 €	20 000,00 €	20 000,00 €	20 0
3.7. Other Services	Eur	0	0	20 000,00 €	20 500,00 €	21 012,50 €	21 537,81 €	22 076,26 €	22 628,16 €	23 193,87 €	23 7
4. Marketing	Eur	0	0	119 509,21 €	111 119,00 €	55 343,59 €	26 856,29 €	27 063,97 €	27 264,15 €	27 376,44 €	27 4
full year coefficient	%	0	0	100,0%	100,0%	100,0%	100,0%	100,0%	100,0%	100,0%	
Marketing relevant to public											
funds as % to revenues to public funds	%	0	0	112 560,00 € 4,00%	96 225,00 € 2,50%	39 690,00 € 1,00%	10 522,50 € 0,25%	10 622,50 € 0,25%	10 712,50 € 0,25%	10 712,50 € 0,25%	10 7
	,,,			.,	2,007	2,0070	0,20,0	0,20,0	0,2070	0,2070	
Marketing relevant to private funds		0	0	6 949,21 €	14 894,00 €	15 653,59 €	16 333,79 €	16 441,47 €	16 551,65 €	16 663,94 €	16 7
as % to revenues to private funds	%	0	0	2,00%	2,00%	2,00%	2,00%	2,00%	2,00%	2,00%	
5. Personnel	Eur	0	0	132 400,00 €	167 614,00 €	186 369,76 €	205 472,33 €	242 384,63 €	244 738,47 €	247 115,86 €	249 5
months	mnth	0	0	12	12	12	12	12	12	12	2433
inflation	%	0	0	0,00%	1,00%	1,00%	1,00%	1,00%	1,00%	1,00%	
5.1. Employees - work contract	Eur	0	0	84 400,00 €	119 134,00 €	137 404,96 €	156 017,89 €	192 435,63 €	194 289,99 €	196 162,89 €	198 0
Operator	pcs	0	0	2	2	2	2	2	2	2	
Wage costs	Eur/m	0	0	1 500,00 €	1 515,00 €	1 530,15 €	1 545,45 €	1 560,91 €	1 576,52 €	1 592,28 €	16
Social and HC costs	Eur/m	0	0	525,00€	530,25 €	535,55€	540,91 €	546,32 €	551,78 €	557,30 €	5
Subtotal - operators	Eur/m	0	0	4 050,00 €	4 090,50 €	4 131,41 €	4 172,72 €	4 214,45 €	4 256,59 €	4 299,16 €	4 3
Receptionist	pcs	0	0	2	2	2	2	2	2	2	
Wage costs	Eur/m	0	0	1 000,00 €	1 010,00 €	1 020,10 €	1 030,30 €	1 040,60 €	1 051,01 €	1 061,52 €	10
Social and HC costs	Eur/m	0	0	350,00€	353,50€	357,04 €	360,61€	364,21 €	367,85 €	371,53 €	3
Subtotal - operators	Eur/m	0	0	2 700,00 €	2 727,00 €	2 754,27 €	2 781,81 €	2 809,63 €	2 837,73 €	2 866,10 €	2 8
Other employees	pcs	0	0	0	2	3	4	6	6	6	
Wage costs	Eur/m	0	0	1 000,00 €	1 010,00 €	1 020,10 €	1 030,30 €	1 040,60 €	1 051,01 €	1 061,52 €	10
Social and HC costs	Eur/m	0	0	350,00€	353,50€	357,04 €	360,61€	364,21 €	367,85 €	371,53 €	3
Subtotal - operators	Eur/m	0	0	- €	2 727,00 €	4 131,41 €	5 563,63 €	8 428,89 €	8 513,18 €	8 598,31 €	8 6
Other staff costs	Eur	0	0	1 000,00 €	1 000,00 €	1 000,00 €	1 000,00 €	1 000,00 €	1 000,00 €	1 000,00 €	10
Staff gastro tickets and other - obligatory	Eur	0	0	2 400,00 €	3 600,00 €	4 200,00 €	4 800,00 €	6 000,00 €	6 000,00 €	6 000,00 €	6 0

5.2. Employees - service contract	Eur	0	0	48 000,00 €	48 480,00 €	48 964,80 €	49 454,45 €	49 948,99 €	50 448,48 €	50 952,97 €	51 46
Manager	pcs	0	0	1	1	1	1	1	1	1	
Services contract base fee	Eur/m	0	0	2 500,00 €	2 525,00 €	2 550,25 €	2 575,75 €	2 601,51 €	2 627,53 €	2 653,80 €	2 68
Manager - services contract											
success fee	Eur/m	0	0	1 000,00 €	1 010,00 €	1 020,10 €	1 030,30 €	1 040,60 €	1 051,01 €	1 061,52 €	1 07
Manager - services contract DSA	Eur/m	0	0	500,00€	505,00€	510,05 €	515,15€	520,30 €	525,51€	530,76 €	53
Subtotal - manager	Eur/m	0	0	4 000,00 €	4 040,00 €	4 080,40 €	4 121,20 €	4 162,42 €	4 204,04 €	4 246,08 €	4 28
6. OOC - Other operating costs	Eur	0	0	120 000,00 €	121 200,00 €	122 412,00 €	123 636,12 €	124 872,48 €	126 121,21 €	127 382,42 €	128 65
months	mnth	0	0	12	12	12	12	12	12	12	
inflation	%	0	0	0,00%	1,00%	1,00%	1,00%	1,00%	1,00%	1,00%	
Other costs	Eur/m	0	0	5 000,00 €	5 050,00 €	5 100,50 €	5 151,51 €	5 203,02 €	5 255,05 €	5 307,60 €	5 36
Unforeseen - reserve	Eur/m	0	0	5 000,00 €	5 050,00 €	5 100,50 €	5 151,51 €	5 203,02 €	5 255,05 €	5 307,60 €	5 36

TIME SCHEDULE OF PARALYMPIC CENTRE CONSTRUCTION

The beginning of the construction of Paralympic Centre is planned for April 2019 with the expected deadline of termination November 2020; it means the construction will last 20 months with 2-month time reserve, i.e. January 2021.

WHY TO INVEST TO PARALYMPIC CENTRE

Paralympic Centre, with its composition, structure and activities has a great potential to become the leader in the area of physically disadvantaged individuals care not only in Slovakia but also abroad. The fact that within the Paralympic Centre will be built the rehabilitation part, sports hall and also the residential part, Paralympic Centre will then offer at one place the broad range of services being highly desirable and needed. There does not exist in Slovakia the facility of similar nature or type that would provide to physically disadvantaged individuals but especially to physically disadvantaged athletes such background facility to be able to prepare in a responsible manner for their sports representation career. Simultaneously there does not exist in Slovakia any facility to bring about the organizing of prestigious and renowned national and international sports events not only for physically disadvantaged athletes in such a measure and extent that they meet the demanding criteria having been laid on such facility but at the same time to provide the social rehabilitation and care for all the physically disadvantaged individuals who need such care in complex aspect.

The fact that the number of physically disadvantaged individuals is incessantly increasing, there grows also a target group of the Paralympic Centre determination. Within one complex the physically disadvantaged people will be provided with the whole range of services and care from rehabilitation to the possibility to devote to some selected sport, from elimination and removal of barriers when asserting themselves in society up to understanding of inseparable and inherent place of such individuals in society, and so Paralympic Centre will be the sough-after and hot place.

The great significance plays also the detail that Paralympic Centre will be built under the patronage and auspices of the Slovenský paralympijský výbor, being the partner of a number of authorities of the state administration and represents the physically disadvantaged persons in relation to the state. The state will expand further possibilities of securing the care for physically disadvantaged individuals as well as follow-up possibilities of development a sport in Slovakia with such cooperation and construction of the Paralympic Centre and moreover for these facts there are annually assigned and put aside considerable financial means from the state budget.

Feasibility of investment is proved and confirmed by the fact that there was publicly declared for a provider of construction a transparent public tender within which was selected the company with long-term experiences in the construction area.

Concerning the staff and people, being employed in the Paralympic Centre, those ones will be financed from the project through the European Social Fund and therefore by the year 2023 the requirement for their labour payload costs will be minimized (cancelled out).

FINAL STRATEGY

Credit repayment - 12 years (after 2,5 years of deferral hold).

Planned output scenario is to repay the investment together with the interest within 12 years since the financing after 2,5 years period of deferral hold.

Financial data were calculated with the conservative expectations what means, a lower extent and measure of the Paralympic Centre use, its sports fields, conference rooms, and similar and lower profits from marketing events.

Better operational results and outcomes will be used for the recurring investment into further development of the Paralympic Centre with the target to prepare for new requirements and needs on the market, to provide the services with higher added value, to offer new events and programmes, to develop sports having higher concentration and attention from people, to offer more and differently oriented educational activities.

RISKS EVALUATION

Risk of the insufficient awareness of target group on the existence of Paralympic Centre will be eliminated through the effective marketing, being carried out by the Slovenský paralympijský výbor as well as the Paralympijska marketingová spoločnosť s.r.o. Paralympic Centre will take advantage and use all the accessible and available means for its promotion and employing also the option of cooperation with a number of authorities of state administration (especially ministries) and will inform these ones about its origination and existence.

Risk of the insufficient integration and incorporation to the organization of national and international sports and other events will be handled and managed via the Slovenský paralympijský výbor, which will inform all the familiar sports associations and federations on the origin of the Paralympic Centre, its possibilities and accessible and offered services.

General deficiency and lack of high-quality and qualified personnel will be handled and solved through employment of paralympic athletes, who will oversee and supervise the quality of offered services as well as the effectiveness of facility and equipment or amenity of the Paralympic Centre and minimum by the year 2023 they will be paid through a project of the European Social Fund.

Deficiency and lack of support from the side of state will be handled by self-marketing where financial means will be arranged and handled from providing of high-quality rehabilitation services, rental of sports fields, organizing of a mixture of sports and non-sports events, via the general sponsor and other sponsors and last but not least from the rental of residential parts of the Paralympic Centre.

BUDGET

Total project costs

The budget along with the description is presented in the financial analysis, which is an integral part of this business plan.

Drawdown									
Diawuowii									
Item	Amount								
Loan drawdown	28 379 359 €								
Loan drawdown	20 37 3 333 €								
Interest rate	5%								
Drawdown period	20 months								
Grace period	30 months								
	13								
Repayment period	12 years								
Capitalized interests	2 552 394								
Capitalizeu liiterests	2 332 394								
Total loan	30 931 753 €								
Total Ioali	30 331 733 €								

	Loan repayment Company											
Item	Paid interest	Paid principal	Total payment	Principal remaining	CF disponnibile	CF after debt						
2019	0	0	0	30 931 753 €	- €	- €						
2020	0	0	0	30 931 753 €	- €	- €						
2021	257 765 €	1 900 000 €	2157764,608	29 031 753 €	2 538 536 €	380 771 €						
2022	1 451 588 €	2 500 000 €	3951587,648	26 531 753 €	4 142 679 €	191 092 €						
2023	1 326 588 €	2 700 000 €	4026587,648	23 831 753 €	4 262 722 €	236 134 €						
2024	1 191 588 €	3 100 000 €	4291587,648	20 731 753 €	4 449 983 €	158 396 €						
2025	1 036 588 €	3 100 000 €	4136587,648	17 631 753 €	4 342 746 €	206 158€						
2026	881 588 €	3 300 000 €	4181587,648	14 331 753 €	4 331 530 €	149 943 €						
2027	716 588 €	3 400 000 €	4116587,648	10 931 753 €	4 289 244 €	172 656€						
2028	546 588 €	3 500 000 €	4046587,648	7 431 753 €	4 245 185 €	198 597 €						
2029	371 588 €	3 700 000 €	4071587,648	3 731 753 €	4 189 026 €	117 438 €						

2030	186 588 €	3 731 753 €	3918340,612	- €	4 140 359 €	222 019 €
	7 967 053,44 €	30 931 752,96 €	38 898 806,41 €	-	-	-

INCOMES

Operational incomes of the project will be formed by four basic activities:

- 1. Rental of sports fields there will be built in the area 2 tennis courts, 1 multi-sport playing field and 2 table-tennis tables. A growth of takings is projected and calculated at the level of expected long-term inflation of 2%.
- 2. Advertising the project counts with the financial participation of one general sponsor and subsequent smaller sponsors with the annual capacity of sponsoring selection at the level of general sponsor. For the future we do not count with a growth of incomes and receipts from this area in conservative manner.
- 3. Social events the main hall is continuously offered for rentals for purpose of organizing the most varied and diverse cultural social and sports-social events while we expect the long-term growth of this category of incomes at the level of 2% inflation.
- 4. Rental of premises there are in the area of Paralympic Centre designed the spaces and premises for fitness centre and the store of health and medical aids and tools, being accessible and available for wide public as well. Office spaces will be at the area 448,62 m2. An organic part of the area will be the congress hall and flats as well. Congress hall will be used for smaller social events, lectures, seminars, workshops and trainings. The project counts with the construction of 14 flats located in the administrative-industrial and service part of the centre. The total floor area of flats is 1.111,61 m2. In the case of flats we count with their renting, especially to athletes for the purpose of longer-lasting training preparation or during the sports events and programmes. One flat will be designed and meant for the centre janitor. Concerning the financial plan we suppose the conservative 2% long-term growth also in this area.

	Revenues and ability to repay												
		1	2	3	4	5	6	7	8				
Revenue Item	Year	2019	2020	2021	2022	2023	2024	2025	2026	20			
	Months	8	12	12	12	12	12	12	12				
TOTAL REVENUES	Eur/y	0	0	3 407 460,60 €	5 199 700,22 €	5 357 679,28 €	5 631 689,69 €	5 677 073,40 €	5 718 582,26 €	5 724 196,99			

1. Rental Revenues	Eur	0	0	3 161 460,60 €	4 593 700,22 €	4 751 679,28 €	5 025 689,69 €	5 071 073,40 €	5 112 582,26 €	5 118 196,99
1.1. Slovenský paralympijský výbor o.z. (SPV)	Eur	0	0	2 714 000,00 €	3 549 000,00 €	3 669 000,00 €	3 909 000,00 €	3 949 000,00 €	3 985 000,00 €	3 985 000,00
1.1.1. Paralympic state budget for sports rental costs	Eur	0	0	2 100 000,00€	2 800 000,00 €	2 800 000,00 €	2 800 000,00 €	2 800 000,00 €	2 800 000,00 €	2 800 000,00
1.1.2. ESF Paralella subsidy for operational costs	Eur	0	0	500 000,00 €	500 000,00 €	500 000,00 €	500 000,00 €	500 000,00 €	500 000,00 €	500 000,00
1.1.3. International sports events	Eur	0	0	100 000,00 €	225 000,00 €	300 000,00 €	500 000,00 €	500 000,00 €	500 000,00 €	500 000,00
amount p.a.	pcs	0	0	2	3	4	5	5	5	
revenue per event	Eur	0	0	50 000,00 €	75 000,00 €	75 000,00 €	100 000,00 €	100 000,00 €	100 000,00 €	100 000,00
1.1.4. Other sports events	Eur	0	0	10 000,00 €	20 000,00 €	60 000,00 €	100 000,00 €	140 000,00 €	160 000,00€	160 000,00
amount p.a.	pcs	0	0	2	4	6	10	14	16	-
revenue per event	Eur	0	0	5 000,00 €	5 000,00 €	10 000,00 €	10 000,00 €	10 000,00 €	10 000,00 €	10 000,00
1.1.5. Cultural and other events	Eur	0	0	4 000,00 €	4 000,00 €	9 000,00 €	9 000,00 €	9 000,00 €	25 000,00 €	25 000,00
amount p.a.	pcs	0	0	2	2	3	3	3	5	
revenue per event	Eur	0	0	2 000,00 €	2 000,00 €	3 000,00 €	3 000,00 €	3 000,00 €	5 000,00 €	5 000,00
1.1.6. PC Utilization by SPV - days used by SPV	Eur	0	0	6	27	43	60	77	82	8
annual utilization	%	0	0	2%	7%	12%	16%	21%	22%	22
1.2. Marketing Activities (PMS)	Eur	0	0	100 000,00 €	300 000,00 €	300 000,00 €	300 000,00 €	300 000,00 €	300 000,00 €	300 000,00
1.3. Public entrance	Eur	0	0	54 000,00 €	55 512,00 €	57 024,00 €	58 608,00 €	60 192,00 €	61 776,00 €	63 360,00
1.3.1. Tennis courts	Eur	0	0	14 400,00 €	14 832,00 €	15 264,00 €	15 696,00 €	16 128,00 €	16 560,00 €	16 992,00
annual utilization	hours	0	0	1440	1440	1440	1440	1440	1440	144
price per hour	Eur	0	0	10,00€	10,30 €	10,60 €	10,90 €	11,20€	11,50€	11,80
price change	%	0	0	0,0%	2,5%	2,5%	2,5%	2,5%	2,5%	2,5
1.3.2. Multipurpose yard	Eur	0	0	18 000,00 €	18 432,00 €	18 864,00 €	19 368,00 €	19 872,00 €	20 376,00 €	20 880,00
annual utilization	hours	0	0	720	720	720	720	720	720	72
price per hour	Eur	0	0	25,00€	25,60 €	26,20€	26,90 €	27,60 €	28,30 €	29,00
price change	%	0	0	0,0%	2,5%	2,5%	2,5%	2,5%	2,5%	2,5
1.3.3. Table Tennis	Eur	0	0	21 600,00 €	22 248,00 €	22 896,00 €	23 544,00 €	24 192,00 €	24 840,00 €	25 488,00
annual utilization	hours	0	0	2160	2160	2160	2160	2160	2160	216
price per hour	Eur	0	0	10,00 €	10,30 €	10,60 €	10,90 €	11,20 €	11,50 €	11,80
price change	%	0	0	0,0%	2,5%	2,5%	2,5%	2,5%	2,5%	2,5
1.4. Rent of premises	Eur			47 460,60 €	83 188,22 €	119 655,28 €	152 081,69 €	155 881,40 €	159 806,26 €	163 836,99
1.4.1. Fitness	Eur	0	0	35 075,00 €	35 959,50 €	36 844,00 €	37 759,00 €	38 704,50 €	39 680,50 €	40 687,00
area	m2	0	0	305	305	305	305	305	305	30
rent	Eur/m2/y	0	0	115,00€	117,90 €	120,80 €	123,80€	126,90 €	130,10 €	133,40
price change	%	0	0	0,0%	2,5%	2,5%	2,5%	2,5%	2,5%	2,5
1.4.2. Medical Device Store	Eur	0	0	3 960,00 €	18 757,50 €	19 215,00 €	19 703,00 €	20 191,00 €	20 709,50 €	21 228,00

			_							
area	m2	0	0	66	305	305	305	305	305	3
rent	Eur/m2/y	0	0	60,00€	61,50 €	63,00€	64,60 €	66,20 €	67,90 €	69,6
price change	%	0	0	0,0%	2,5%	2,5%	2,5%	2,5%	2,5%	2,.
1.4.3. Congress Hall	Eur	0	0	2 500,00 €	10 250,00 €	26 265,00 €	40 380,00 €	41 392,50 €	42 427,50 €	43 485,00
annual utilization	days/y	0	0	5	20	50	75	75	75	
rent	Eur/day	0	0	500,00€	512,50€	525,30 €	538,40 €	551,90 €	565,70 €	579,80
price change	%	0	0	0,0%	2,5%	2,5%	2,5%	2,5%	2,5%	2,.
1.4.4. Apartments	Eur	0	0	5 925,60 €	18 221,22 €	37 331,28 €	54 239,69 €	55 593,40 €	56 988,76 €	58 436,99
occupancy	%			10,0%	30,0%	60,0%	85,0%	85,0%	85,0%	85,0
A+B Apartments total area	m2	0	0	490	490	490	490	490	490	4
rent	Eur/m2/y	0	0	60,00€	61,50€	63,00€	64,60 €	66,20 €	67,90 €	69,60
price change	%	0	0	0,0%	2,5%	2,5%	2,5%	2,5%	2,5%	2,.
C+D+E Apartments total area	m2	0	0	622	622	622	622	622	622	6
rent	Eur/m2/y	0	0	48,00€	49,20 €	50,40 €	51,70 €	53,00 €	54,30 €	55,70
price change	%	0	0	0,0%	2,5%	2,5%	2,5%	2,5%	2,5%	2,
2. Advertising	Eur	0	0	246 000,00 €	606 000,00 €	606 000,00 €	606 000,00 €	606 000,00 €	606 000,00 €	606 000,00
2.1. General sponsor	Eur	0	0	150 000,00 €	402 000,00 €	402 000,00 €	402 000,00 €	402 000,00 €	402 000,00 €	402 000,00
number of sponsors	No	0	0	1	1	1	1	1	1	
monthly income	Eur/mnth	0	0	12 500,00 €	33 500,00 €	33 500,00 €	33 500,00 €	33 500,00 €	33 500,00 €	33 500,00
2.1. Non-general sponsors	Eur	0	0	96 000,00 €	204 000,00 €	204 000,00 €	204 000,00 €	204 000,00 €	204 000,00 €	204 000,00
number of sponsors	No	0	0	8	17	17	17	17	17	
monthly income	Eur/mnth	0	0	1 000,00 €	1 000,00 €	1 000,00 €	1 000,00 €	1 000,00 €	1 000,00 €	1 000,00
					•					
TOTAL REVENUES	Eur/y	0	0	3 407 460,60 €	5 199 700,22 €	5 357 679,28 €	5 631 689,69 €	5 677 073,40 €	5 718 582,26 €	5 724 196,99

Marketing

Marketing will be secured with the cooperation of the Paralympijska marketingová spoločnosť, s.r.o. The company was officially registered in November 2003 at the District Court Bratislava I. Its only owner is the Slovenský paralympijský výbor. The company was established especially due to securing the needs of Slovak paralympians when getting the funds for their preparation. Its further tasks are improving of media communication in all the areas, preparation of individual and separate campaigns and support of events organized by the Slovenský paralympijský výbor in the course of a year. It has signed several more-year contracts with partners who actively support the Slovenský paralympijský výbor and as a consequence secure and arrange for Slovak paralympians the conditions of high-quality preparation and representation of the Slovak Republic at the most important sports events and programmes.

Over the past years the company actively participated at the preparation and taking place of various diverse events (the-whole-Slovak campaign At the wheels against cancer, Paralympian of Decade, Sports Days of the Slovenský paralympijský výbor, exhibition of photos, Christening of mascot and book memories from Paralympic Games, festive oaths of paralympians, etc.). The company prepared the main advertising commercial campaign each year (in the even years for Paralympic Games or Winter Paralympic Games, in the odd years the image campaign), as well as a number of smaller advertising campaigns e.g. At the wheels against cancer, top sports events, social events or the end-of-the-year thanking to partners for their support. Moreover right these long-lasting activities predetermined it for the role of marketing professional for the Paralympic Centre.

Marketing activities will be provided through the Paralympijská marketingová spoločnosť, s.r.o.. Revenues from marketing activities will be used to finance the Paraolympic Centre.

Financial Statemets of PMS

	2016	2017
Turnover	900 643	950 436
EBIT	23 117	13 283

The FA 2018 will be available until 06/2019.

FEASIBILITY STUDY & SWOT

SWOT: Opportunities and Threats should describe conditions beyond the company's reach

Paralympic Centre will be the unique construction, which does not have any competition in Slovakia. Its orientation and focus puts it into the position of a leader in the care for physically disadvantaged individuals and has a huge potential to gain a great general sponsor and to develop the provided services further as well. After its construction and completion and getting into attention, there might spread the sports fields, to provide number of educational activities, to carry out more national and international competitions and matches not only for physically disabled or disadvantaged athletes and individuals but also for athletes without such disadvantage and disability. As the number of physically disadvantaged people is growing year by year, also the requirements from them are growing, what predetermines the Paralympic Centre to be the centre with high occupancy and traffic. The great guarantee is also the fact that the only shareholder of PARALYMPIJSKE CENTRUM, a.s., the owner of

project, is the Slovenský paralympijský výbor, having secured the state governmental subsidies for support of the Paralympic Centre target group. The huge bonus is also appropriately opted area where the Paralympic Centre will be built as it concerns the area for providing the spa services what highly suits and fits the concept.

