

THE MIRRORS - KSAMIL

The Mirrors



## LUMEA DEVELOPMENT OVERVIEW

LUMEA Development is a boutique real estate platform targeting Albania's Ionian coastline – Vlora and Ksamil. The company unites international development expertise with strong local partnerships to deliver design-led hospitality and branded residential projects that set a new benchmark for the Albanian coastline.

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**FOCUS & STRATEGY:** Identify and develop prime coastal locations with high tourism growth, limited luxury supply, and strong brand potential. LUMEA targets underdeveloped high-value sites where thoughtful design, disciplined execution, and strategic partnerships create sustainable long-term value.

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**CAPABILITIES & APPROACH:** End-to-end in-house expertise across development management, finance, and design – supported by deep local relationships. From land acquisition and permitting to operator selection and delivery, LUMEA ensures institutional standards and efficient execution throughout the project lifecycle.

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**TEAM & LEADERSHIP:** Led by a senior team with over 100 years of combined experience in real estate, hospitality, and finance across Europe, the U.S., Asia, and the Middle East. Their complementary expertise bridges strategic vision, creative design, and operational excellence.

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**PROJECT PROFILE:** €150M – €250M total development value per project. Typical equity ticket: €20M – €30M Asset types: hospitality, branded residences, and mixed-use coastal developments.

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**TARGET RETURNS:** Solid double digit IRR depending on project profile, leverage, and exit strategy. Exit routes include branded residence sales, forward sales, or recapitalization upon stabilization.

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**NETWORK & PARTNERSHIPS:** Collaboration with international architects, hospitality brands, and advisors. Strong engagement with Albanian institutions ensures transparent permitting, sustainable growth, and long-term investor confidence.

# PROJECT LOCATION



## EXISTING AIRLINE TRANSPORT

### CORFU INTERNATIONAL AIRPORT

48 km away (1-hour & 10 minute drive/fast ferry to Ksamil)

### VLORA INTERNATIONAL AIRPORT

162 km away (2-hour drive to Ksamil)

### TIRANA INTERNATIONAL AIRPORT

272 km away (3-hour & 20 minute drive to Ksamil)

## MARITIME TRANSPORT

### SARANDË HARBOR

### VLORË HARBOR



## THE ARCHITECTS

		KENGO KUMA & ASSOCIATES	STUDIO PRECHT
INTRODUCTION	<ul style="list-style-type: none"> <li>• Japanese architect - Founded Kuma &amp; Associates in 1990</li> <li>• Known for combining traditional Japanese materials, craftsmanship (wood, stone, natural light) with contemporary design</li> </ul>	<ul style="list-style-type: none"> <li>• Austrian-based architectural studio gained strong recognition internationally for its distinctive, sustainable, nature-embedded designs</li> </ul>	
PHILOSOPHY	<ul style="list-style-type: none"> <li>• Emphasis on “quiet luxury” - material richness, natural light rather than flashy elements</li> <li>• <b>Sensitivity to landscape / nature;</b> integrating building into <b>surroundings</b>; use of local materials and techniques</li> </ul>	<ul style="list-style-type: none"> <li>• Strong sustainability / ecological awareness: use of wood, <b>low carbon materials</b>, connection/relationship between built environment and nature</li> <li>• Emphasis on biophilic design: bringing natural elements, green coverage, organic forms, views, integration with landscape</li> </ul>	
RELEVANT HOSPITALITY WORK	<ul style="list-style-type: none"> <li>• <b>The Tokyo Edition, Ginza</b> - hotel project, combining material warmth, minimalist style, intimate spatial design</li> <li>• <b>The St. Regis Red Sea Resort</b></li> </ul>	<ul style="list-style-type: none"> <li>• <b>Myrtle Garden Hotel (China)</b> – hillside, wooden, annular structure</li> <li>• <b>Dukagjini + Shëngjin (Albania)</b></li> </ul>	

# MASTERPLAN- SEASIDE



# MASTERPLAN- LAKESIDE



# MASTERPLAN

THE MIRRORS - PHASE ONE	TOTAL # OF UNITS	SQM
Hotel The Mirrors	141 Keys	15,000
Hotel The Mirrors Villas	11	2,500
2 Bed Villas	25	4,320
3 Bed Villas	21	5,000
Apartments	3	18,000
Reception Building	1	185
Beach Club	2	420
<b>GRAND TOTAL</b>	<b>64</b>	<b>45,955</b>

KSAMIL PROGRAM	TOTAL # OF UNITS	SQM
Hotel Icon	170 Keys	24,768
Branded Residential Icon	44	9,077
Apartments Blocks	8	44,394
Arts Residences	1	10,500
2 Bed Villas	73	13,140
3 Bed Villas	135	33,750
4 Bed Villas	24	8,750
Mixed use Village	1	30,165
Fishing Dock	1	1,280
Members Club	1	1,250
Lighthouse	1	645
Natural History Park	1	425
Beach Club	1	210
Chapel	1	180
<b>GRAND TOTAL</b>	<b>294</b>	<b>178,534</b>



## PUBLIC ICONIC AMENITIES

Complementing the wellness and leisure offerings within the hospitality buildings, the development will feature a series of public amenities, most of which will be realized in the upcoming project phase.



A) THE BEACH PAVILIONS



B) THE ART RESIDENCIES



C) THE FISHING PIER



D) THE LIGHTHOUSE



E) THE OPEN AIR THEATRE



F) THE NATURAL HISTORY PARK



G) THE TEMPLE



H) THE CLUBHOUSE

## HOSPITALITY – THE MIRRORS HOTEL

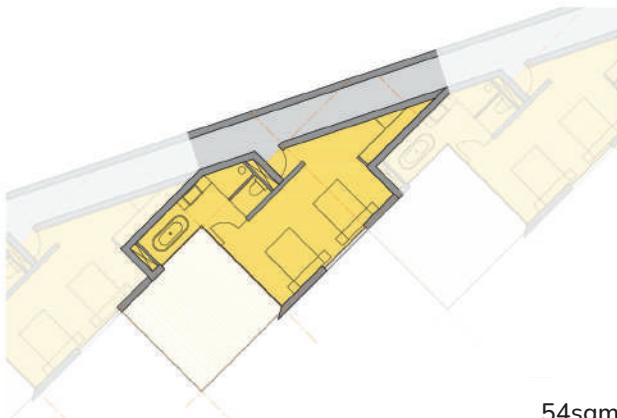
UNIT	SQM / UNIT	TOTAL # OF UNITS
Standard Room	40	49
Twin Room A2	54	72
Junior Suites B1	100	12
Twin X1	110	8
<b>GRAND TOTAL</b>		<b>141</b>



The Mirrors Hotel is set directly along the famous Mirror Beach, offering guests exclusive access to a secluded private bay with panoramic sea views.

# HOSPITALITY – THE MIRRORS HOTEL

A1



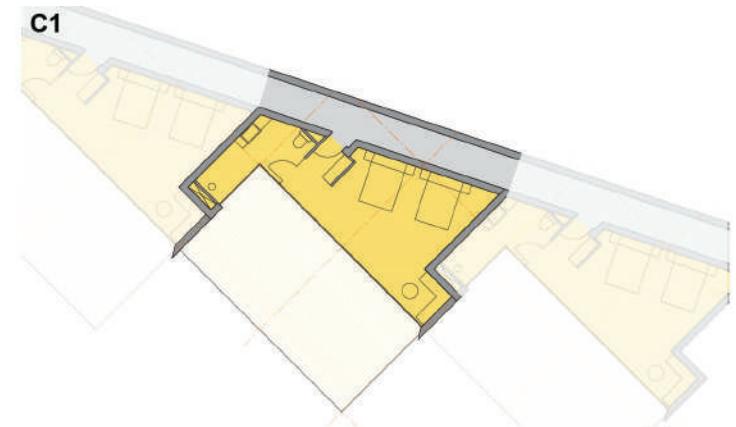
54sqm  
Deluxe Room

B1



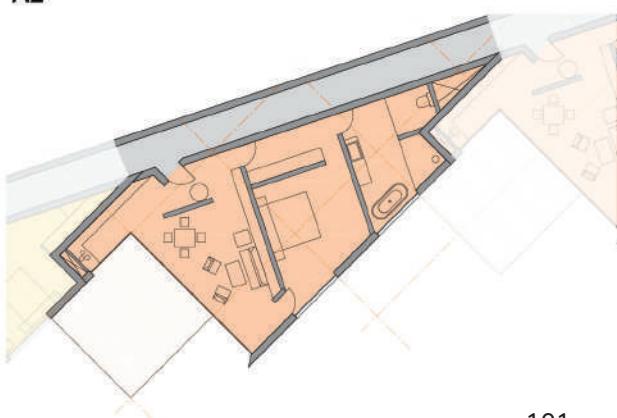
40sqm  
Standard / Twin Room

C1



54sqm  
Deluxe Room

A2



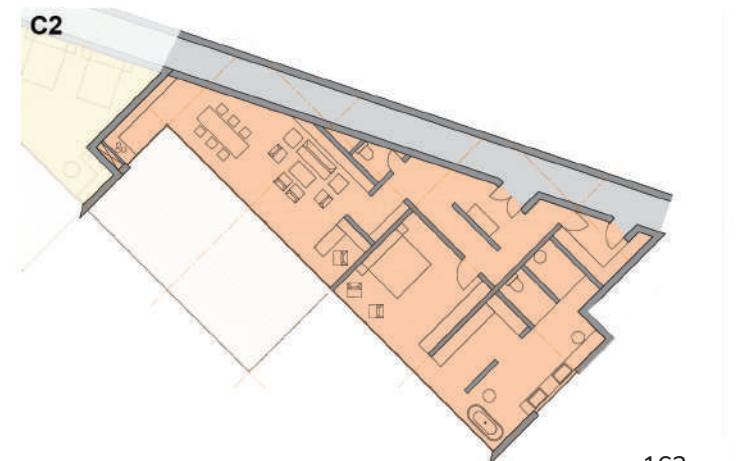
101sqm  
Suites

B2



108sqm  
Suites

C2



162sqm  
Executive / Presidential Suites

## HOSPITALITY – THE MIRRORS HOTEL



## HOSPITALITY – THE ICON HOTEL

UNIT	SQM / UNIT	TOTAL # OF UNITS
Standard Room	48	158
Suites	97	8
Luxury Suites	145	3
Presidential Suites	242	1
<b>GRAND TOTAL</b>		<b>170</b>



The Icon hotel anchors the southern edge of the masterplan, offering panoramic sea views and a distinctive architectural presence that defines the Ksamil landscape.

# HOSPITALITY – THE ICON HOTEL

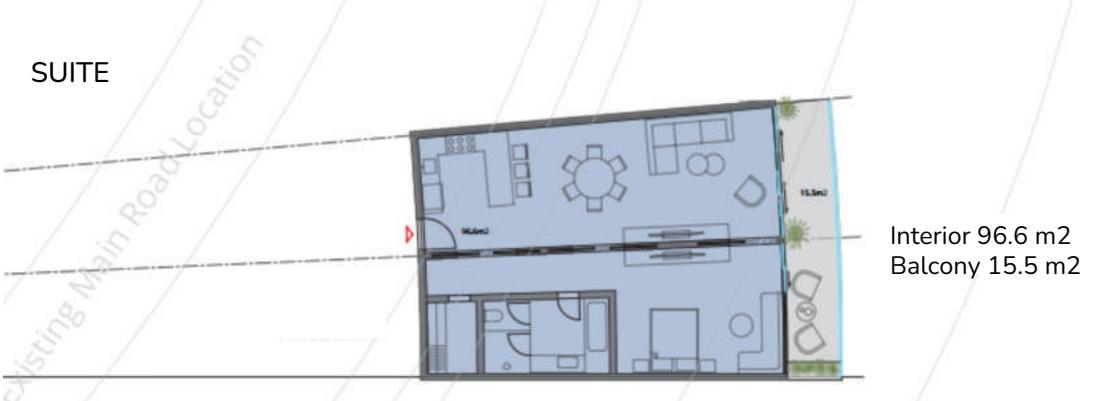
STANDARD ROOM



PRESIDENTIAL SUITE



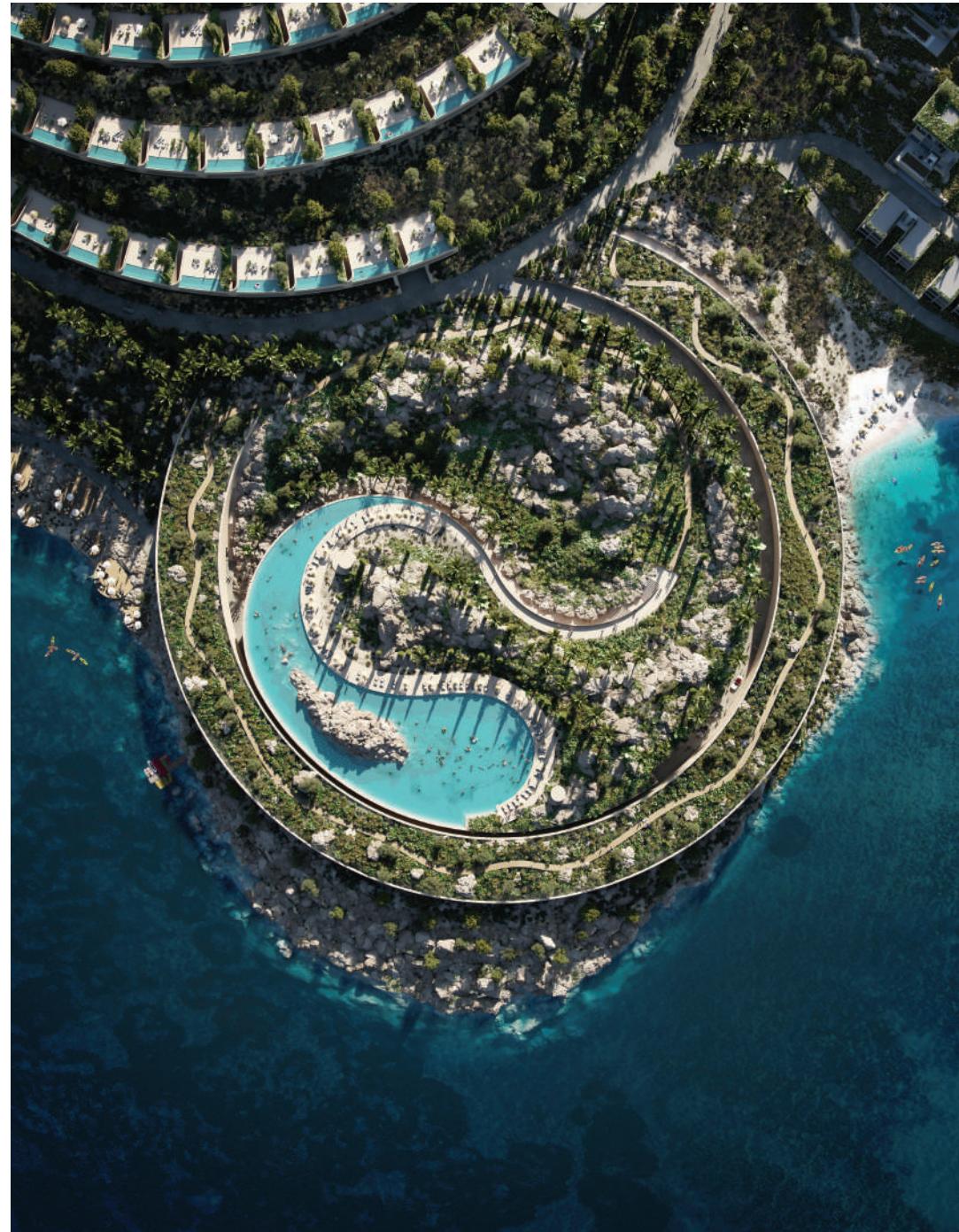
SUITE



LUXURY SUITE



## HOSPITALITY – THE ICON HOTEL

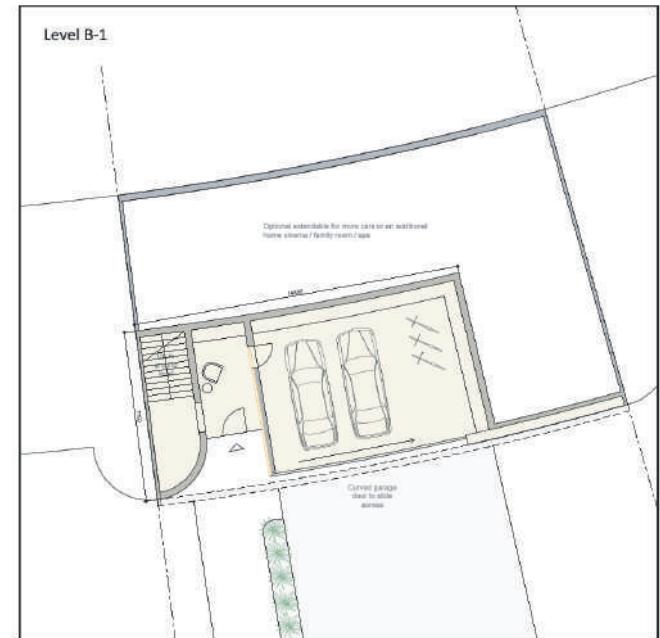
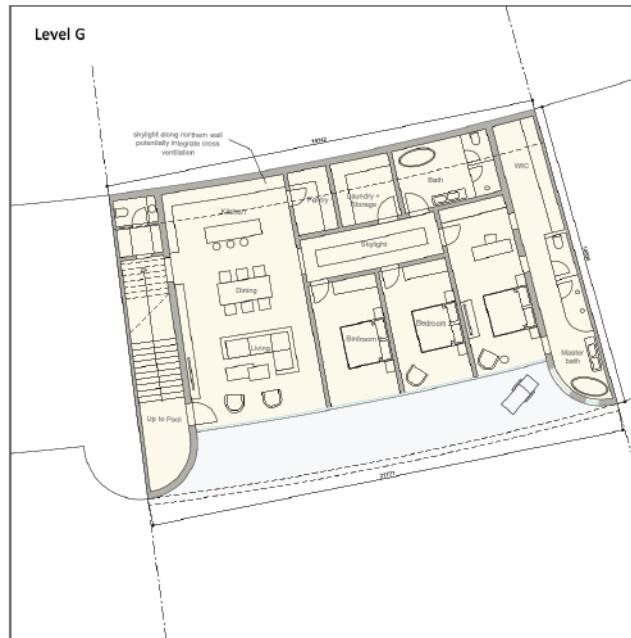
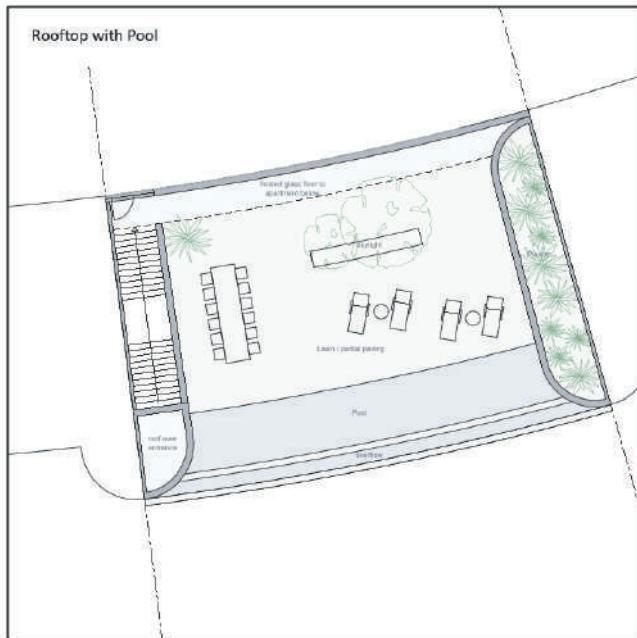
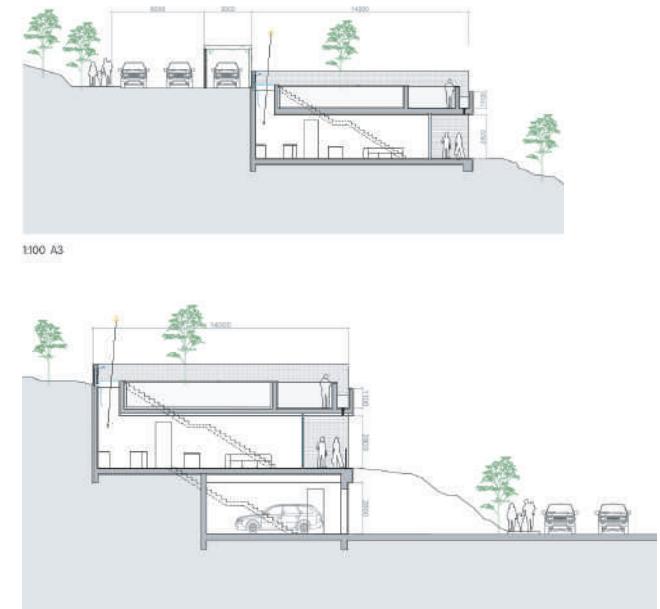
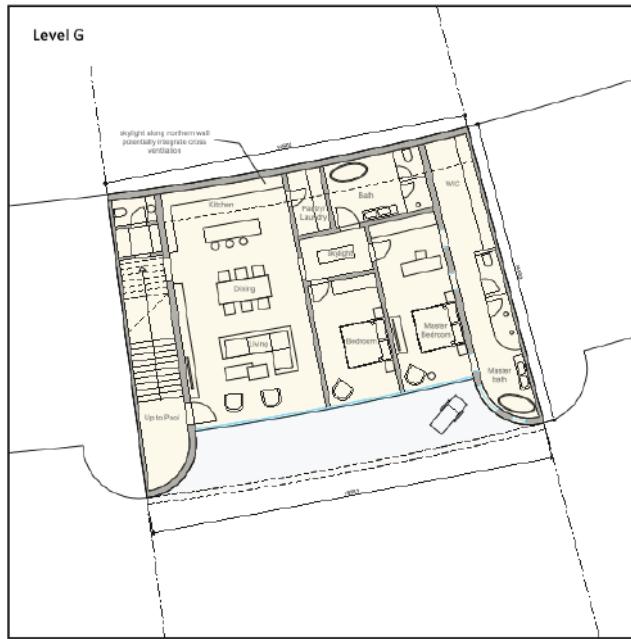
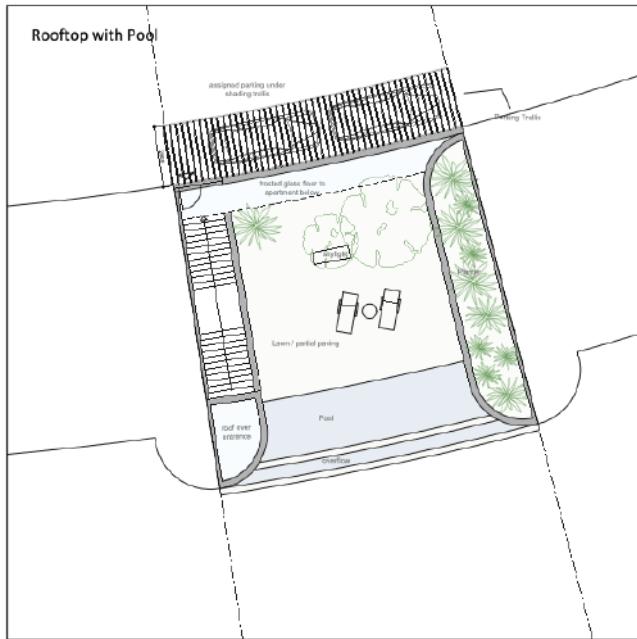


## HOSPITALITY – THE ICON BRANDED RESIDENCIAL

UNIT	SQM / UNIT	TOTAL # OF UNITS
1 Bed	170	13
2 Bed	206	18
3 Bed	243	13
<b>GRAND TOTAL</b>		<b>44</b>

The Icon branded residences are positioned above the hotel, offering sweeping views over the Ionian Sea and direct access to the resort's premium amenities.

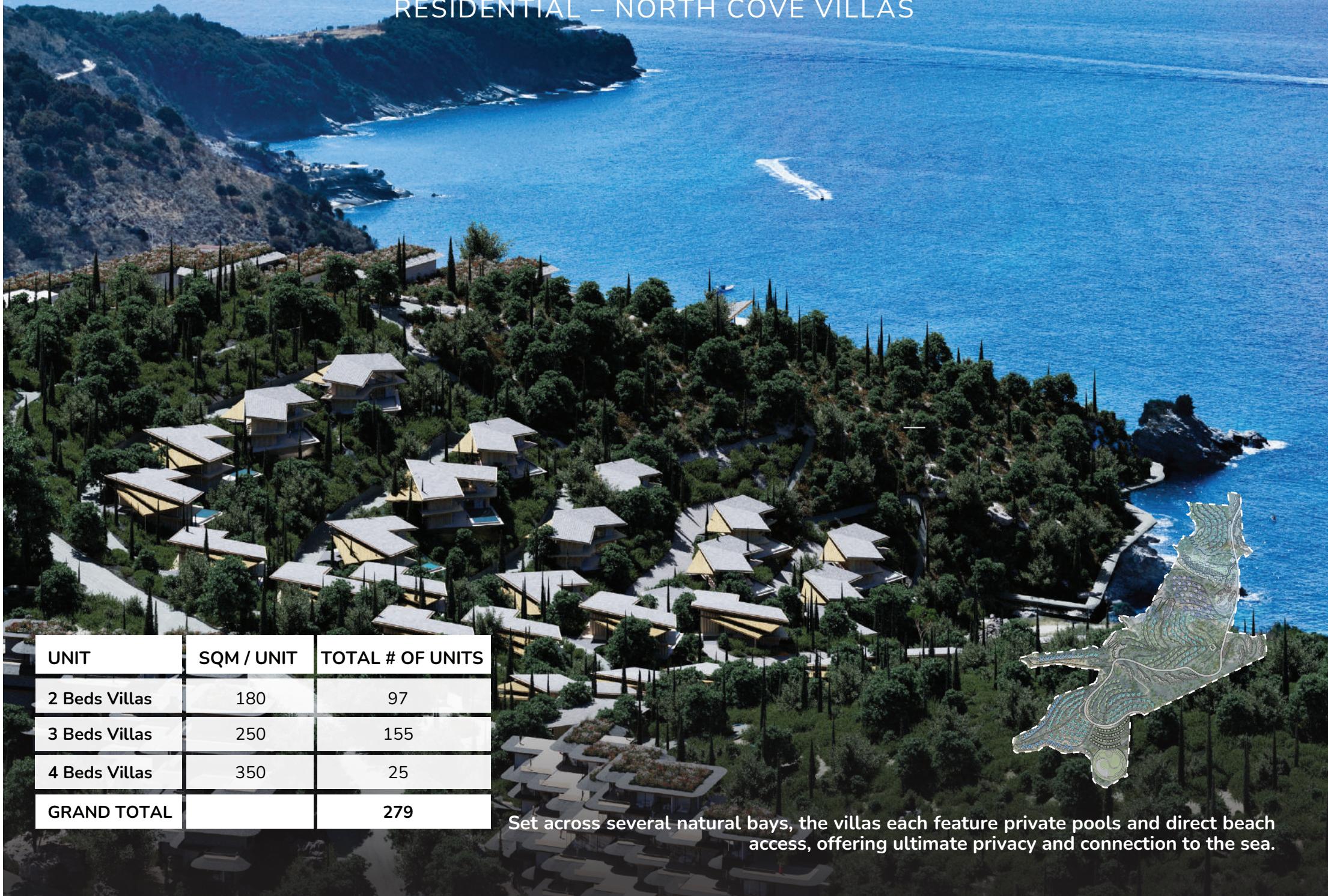
# HOSPITALITY – THE ICON BRANDED RESIDENCES



## HOSPITALITY – THE ICON BRANDED RESIDENCES

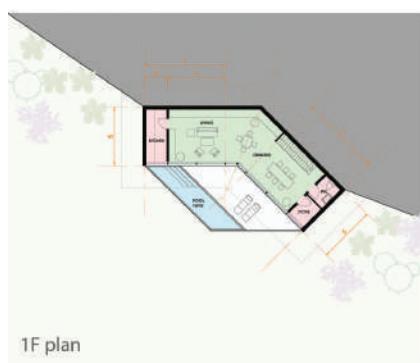
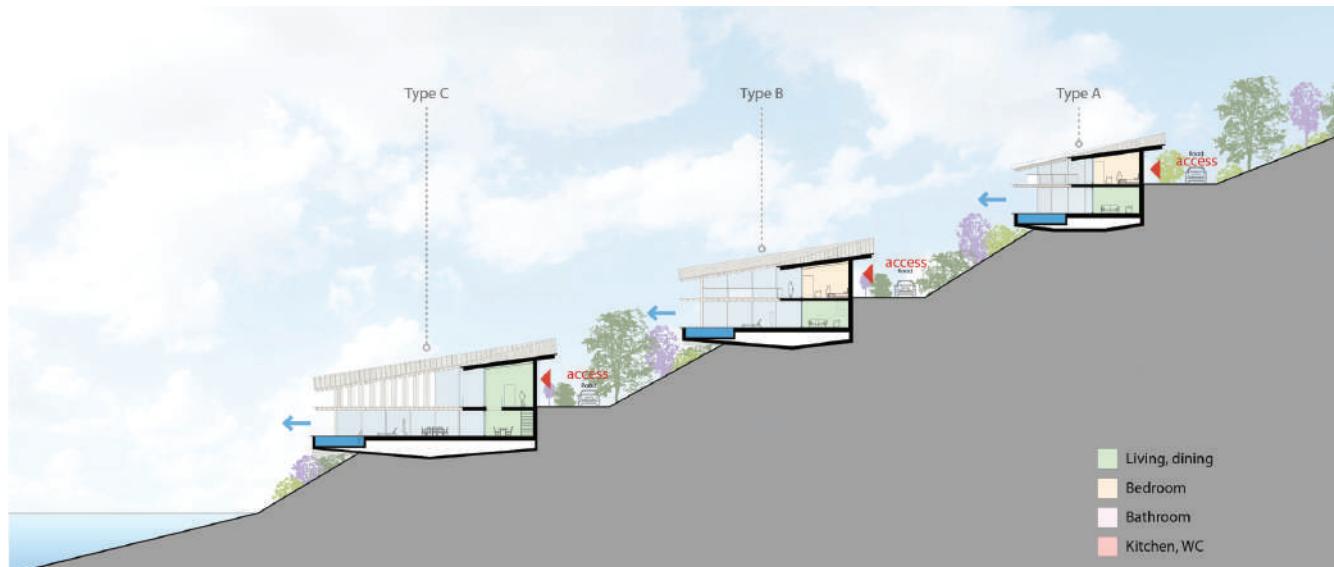


## RESIDENTIAL – NORTH COVE VILLAS



UNIT	SQM / UNIT	TOTAL # OF UNITS
2 Beds Villas	180	97
3 Beds Villas	250	155
4 Beds Villas	350	25
<b>GRAND TOTAL</b>		<b>279</b>

# RESIDENTIAL - VILLAS



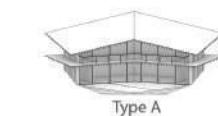
Type A



Type B



Type C



Type A



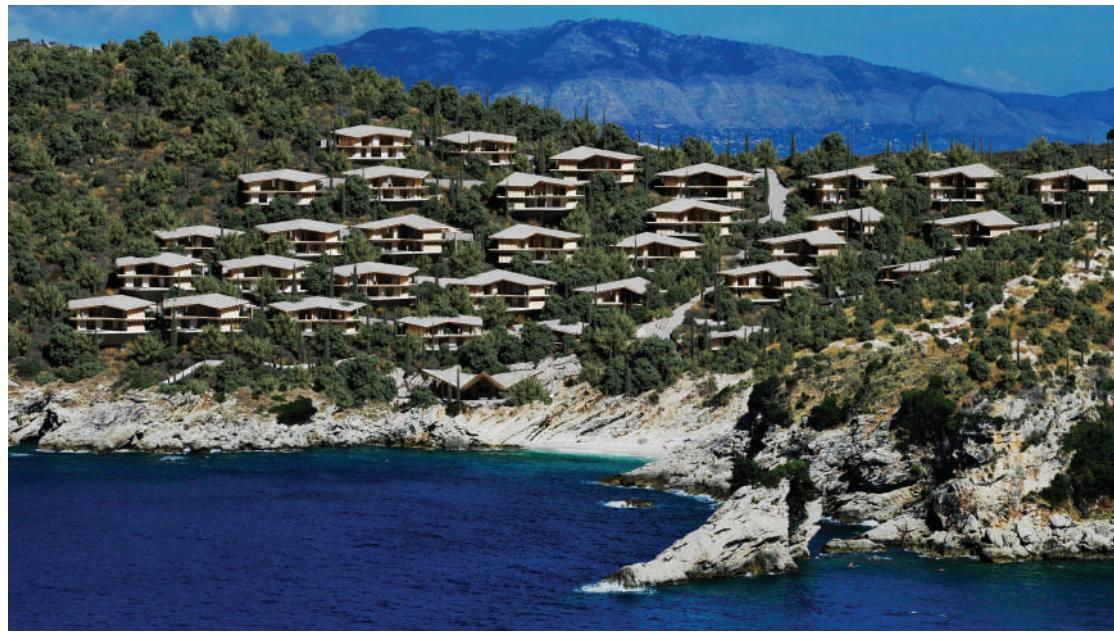
Type B



Type C

- Living, dining
- Bedroom
- Bathroom
- Kitchen, WC
- Balcony

## RESIDENTIAL - VILLAS

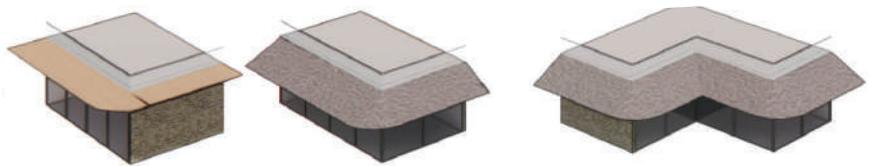
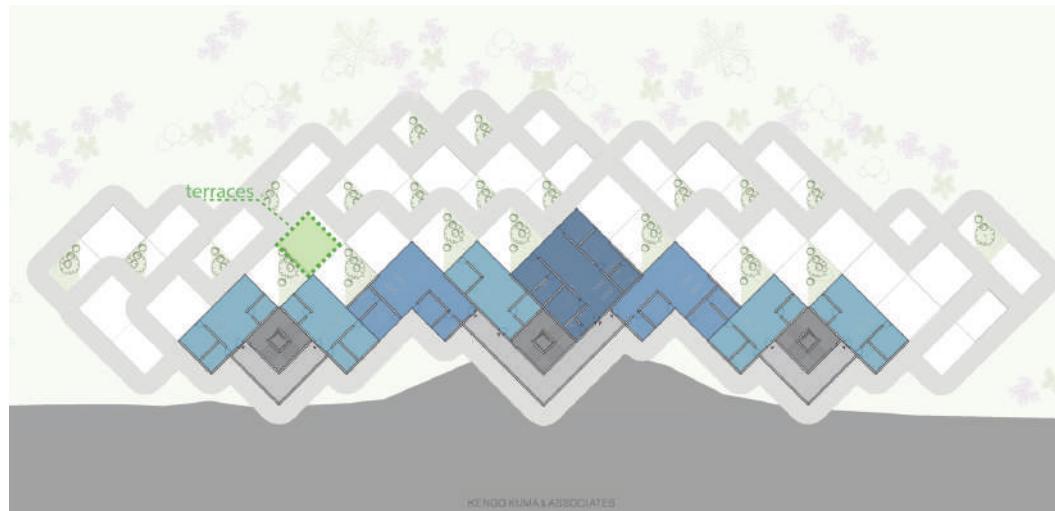


## RESIDENTIAL – NORTH LAKEVIEW APARTMENTS

UNIT	SQM / UNIT	TOTAL # OF UNITS
1 Bed	72	333
2 Bed	108	82
3 Bed	144	58
<b>Grand Total</b>		<b>526</b>



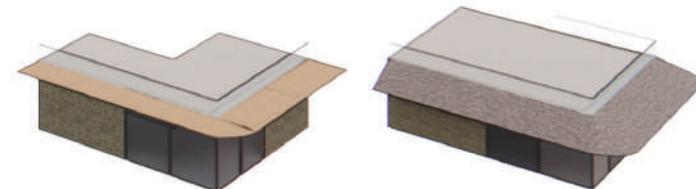
# RESIDENTIAL - APARTMENTS



1 BED B

1 BED C

2 BEDS B



2 BEDS B

3 BEDS C



# NORTH LAKEVIEW APARTMENTS



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