

THE MIRRORS - KSAMIL

*The Mirrors*





## LUMEA DEVELOPMENT OVERVIEW

LUMEA Development is a boutique real estate platform targeting Albania's Ionian coastline – Vlorë 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 Kamil)

## MARITIME TRANSPORT

### SARANDË HARBOR

### VLORË HARBOR







# THE ARCHITECTS



## KENGO KUMA & ASSOCIATES



## STUDIO PRECHT

### INTRODUCTION

- Japanese architect - Founded Kuma & Associates in 1990
- Known for combining traditional Japanese materials, craftsmanship (wood, stone, natural light) with contemporary design

- Austrian-based architectural studio gained strong recognition internationally for its distinctive, sustainable, nature-embedded designs

### PHILOSOPHY

- Emphasis on “quiet luxury” - material richness, natural light rather than flashy elements
- **Sensitivity to landscape / nature;** integrating building into **surroundings**; use of local materials and techniques

- Strong sustainability / ecological awareness: use of wood, **low carbon materials**, connection/relationship between built environment and nature
- Emphasis on biophilic design: bringing natural elements, green coverage, organic forms, views, integration with landscape

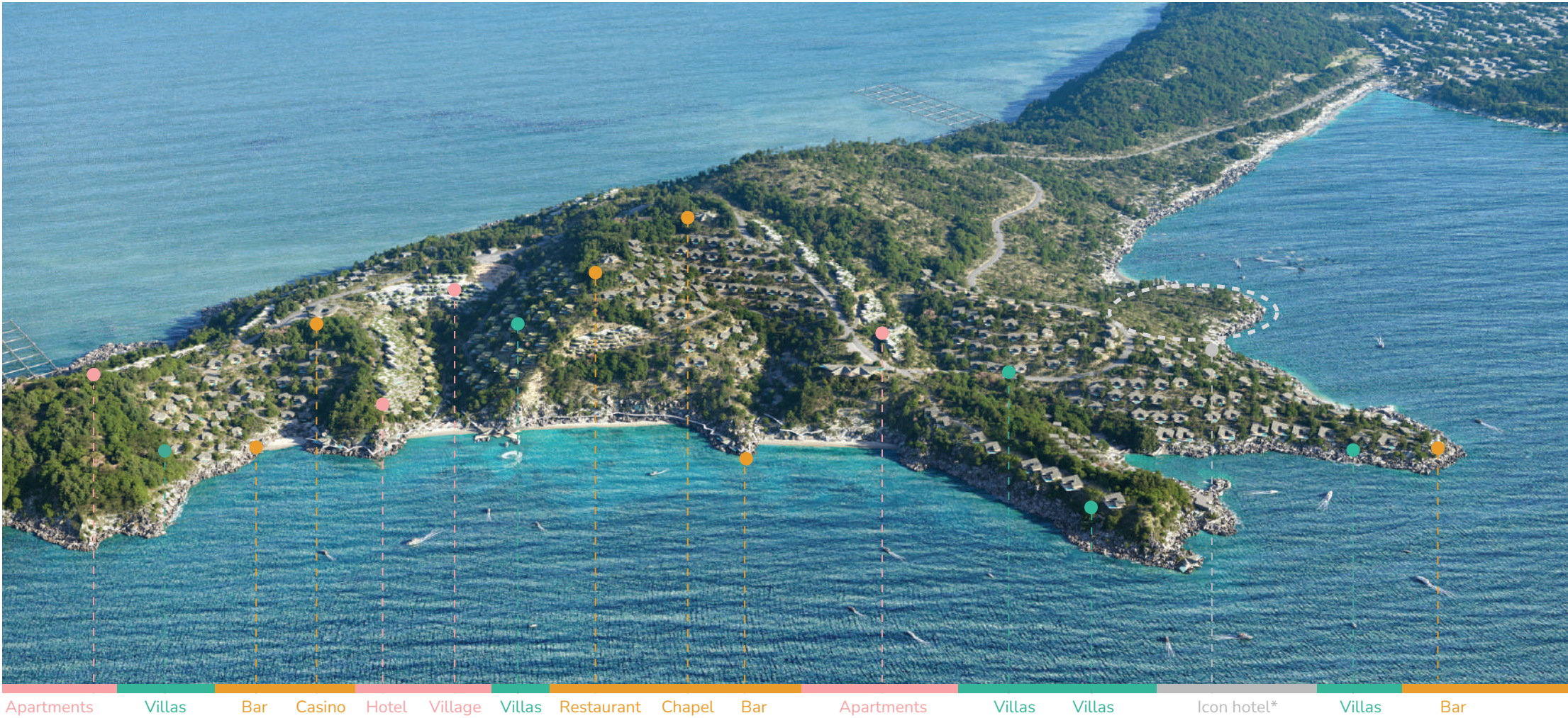
### RELEVANT HOSPITALITY WORK

- **The Tokyo Edition, Ginza** - hotel project, combining material warmth, minimalist style, intimate spatial design
- **The St. Regis Red Sea Resort**

- **Myrtle Garden Hotel (China)** – hillside, wooden, annular structure
- **Dukagjini + Shëngjin (Albania)**



# MASTERPLAN- SEASIDE





# MASTERPLAN- LAKESIDE



Icon hotel\*

Apartments

Apartments

Village/  
Amphitheatre

local settlement

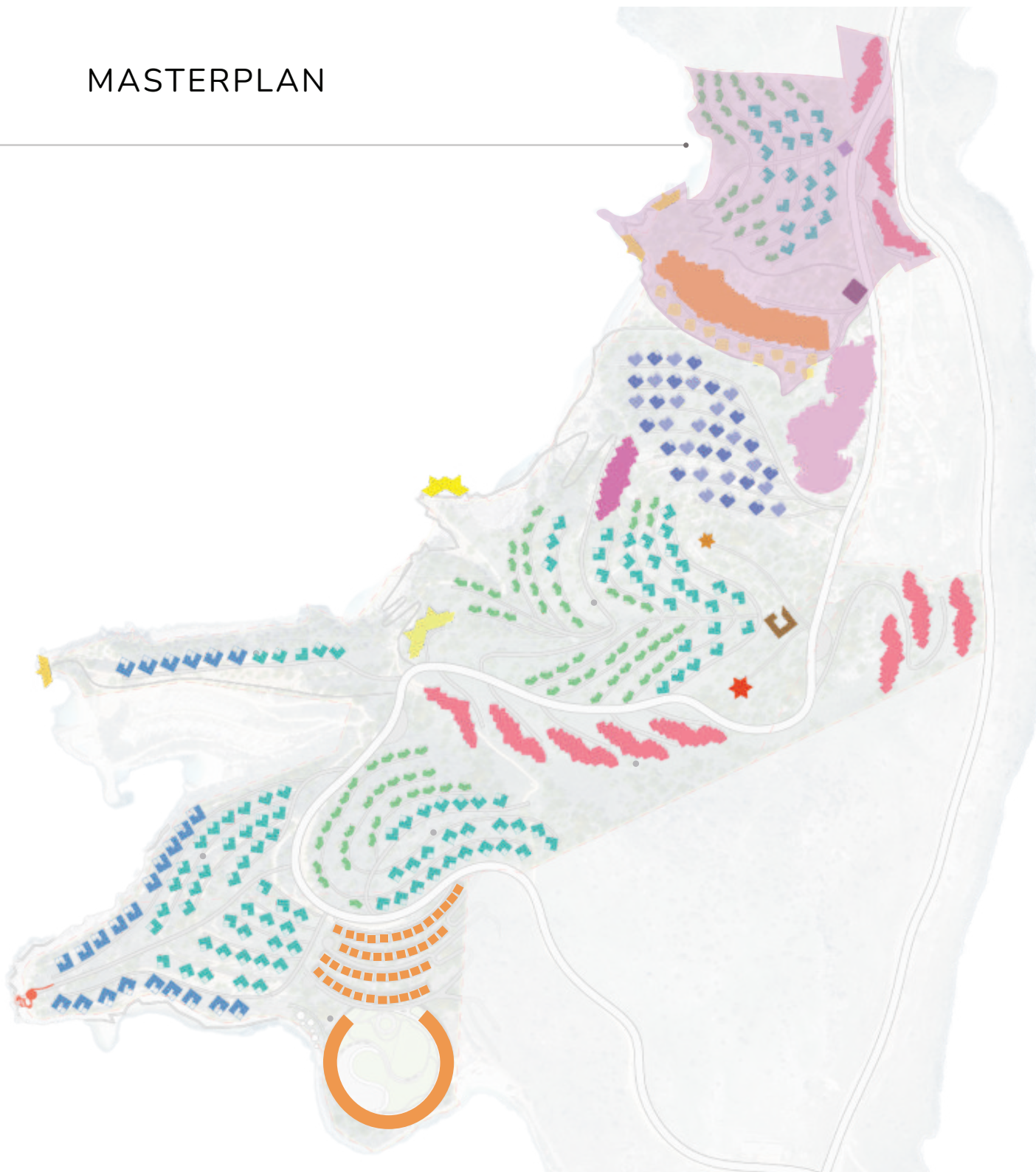
Apartments



# 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



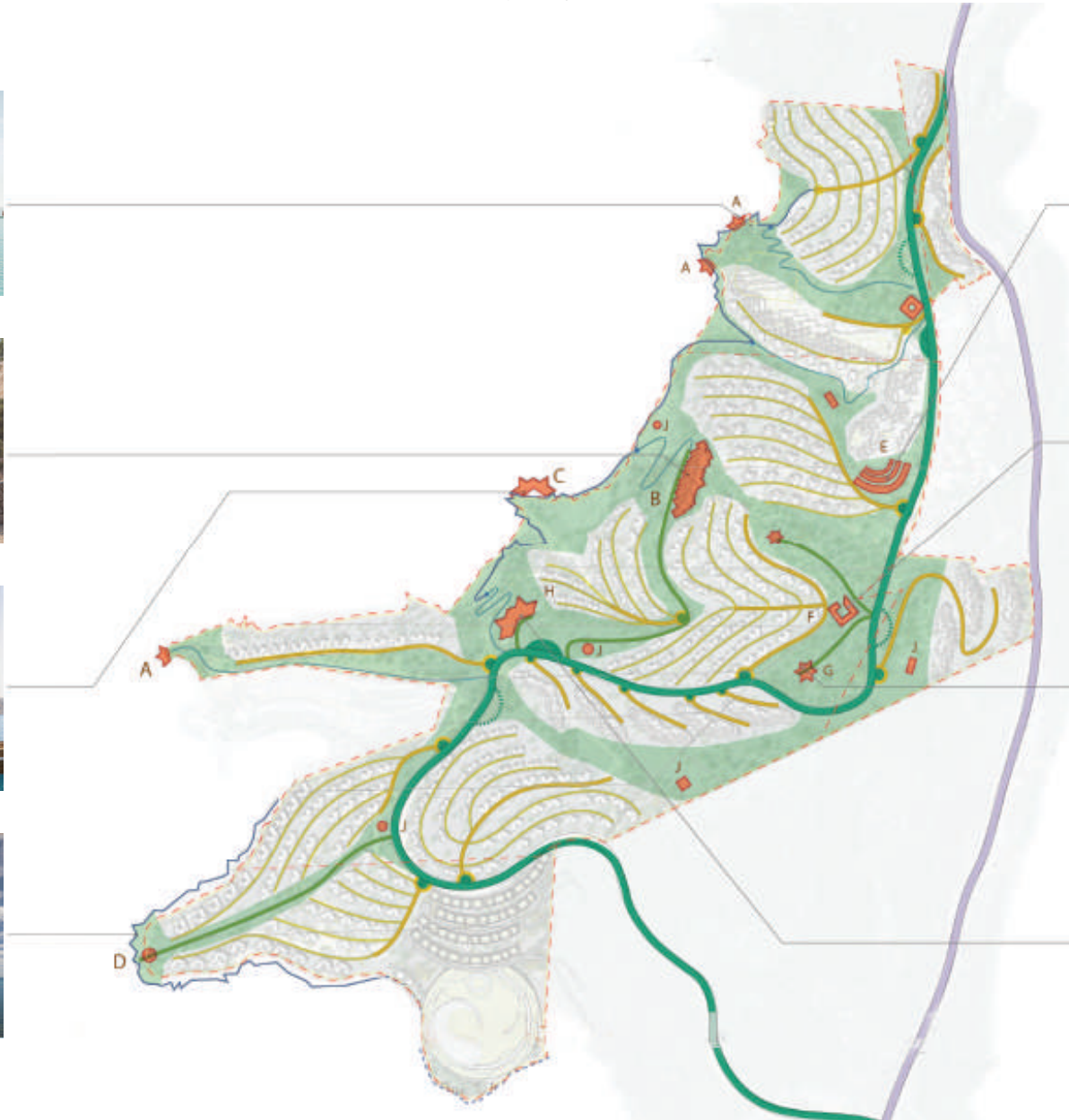
B) THE ART RESIDENCIES



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
GRAND TOTAL		141

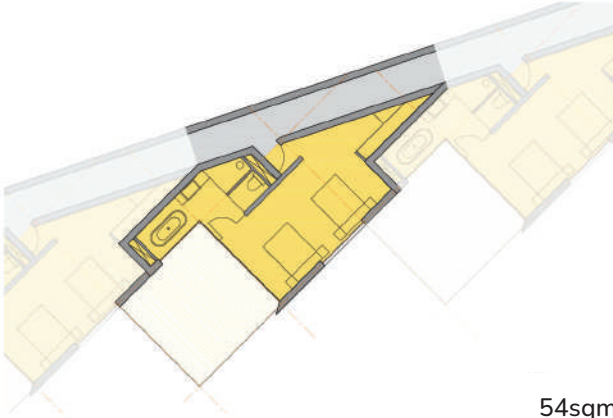


The Mirrors Hotel is set directly along the famous Mirror Beach, offering guests exclusive access to a secluded private bay with panoramic sea views.



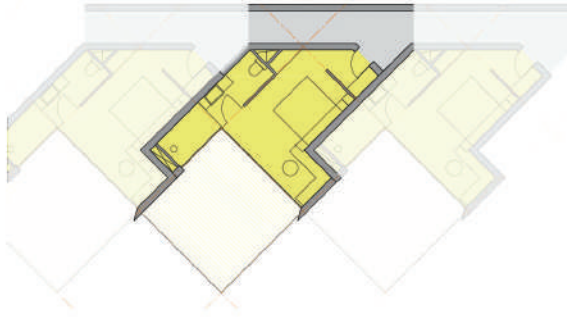
# HOSPITALITY – THE MIRRORS HOTEL

**A1**



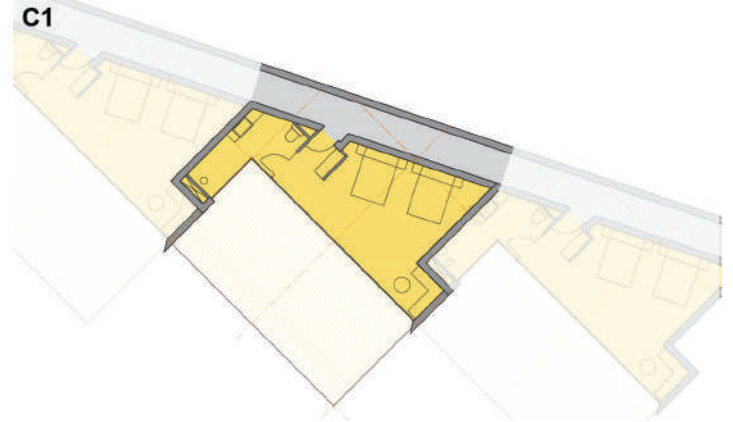
54sqm  
Deluxe Room

**B1**



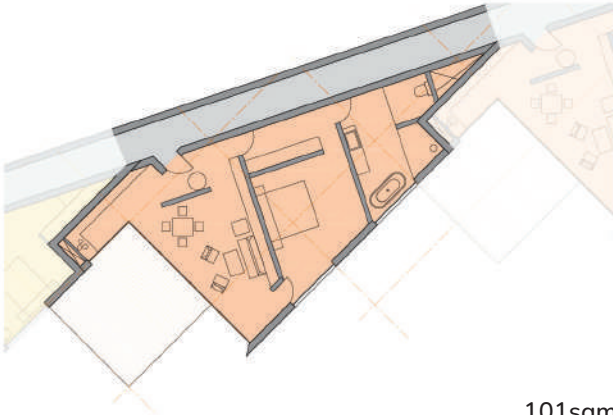
40sqm  
Standard / Twin Room

**C1**



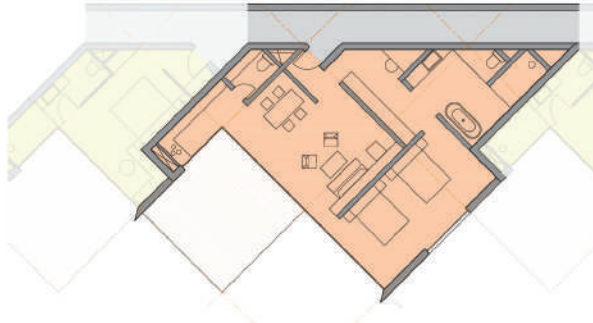
54sqm  
Deluxe Room

**A2**



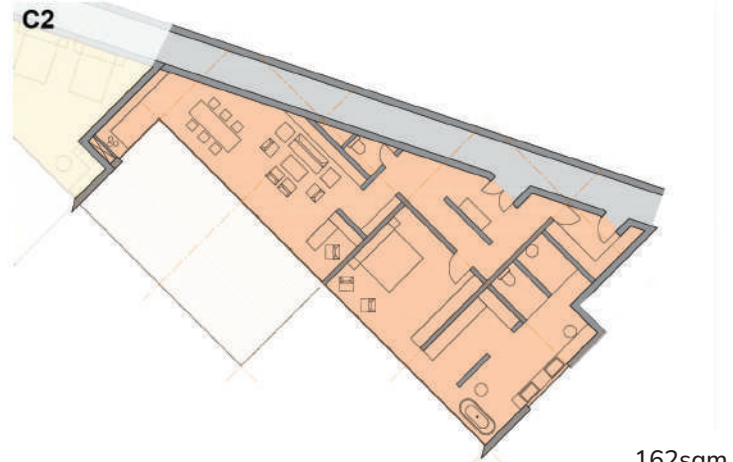
101sqm  
Suites

**B2**



108sqm  
Suites

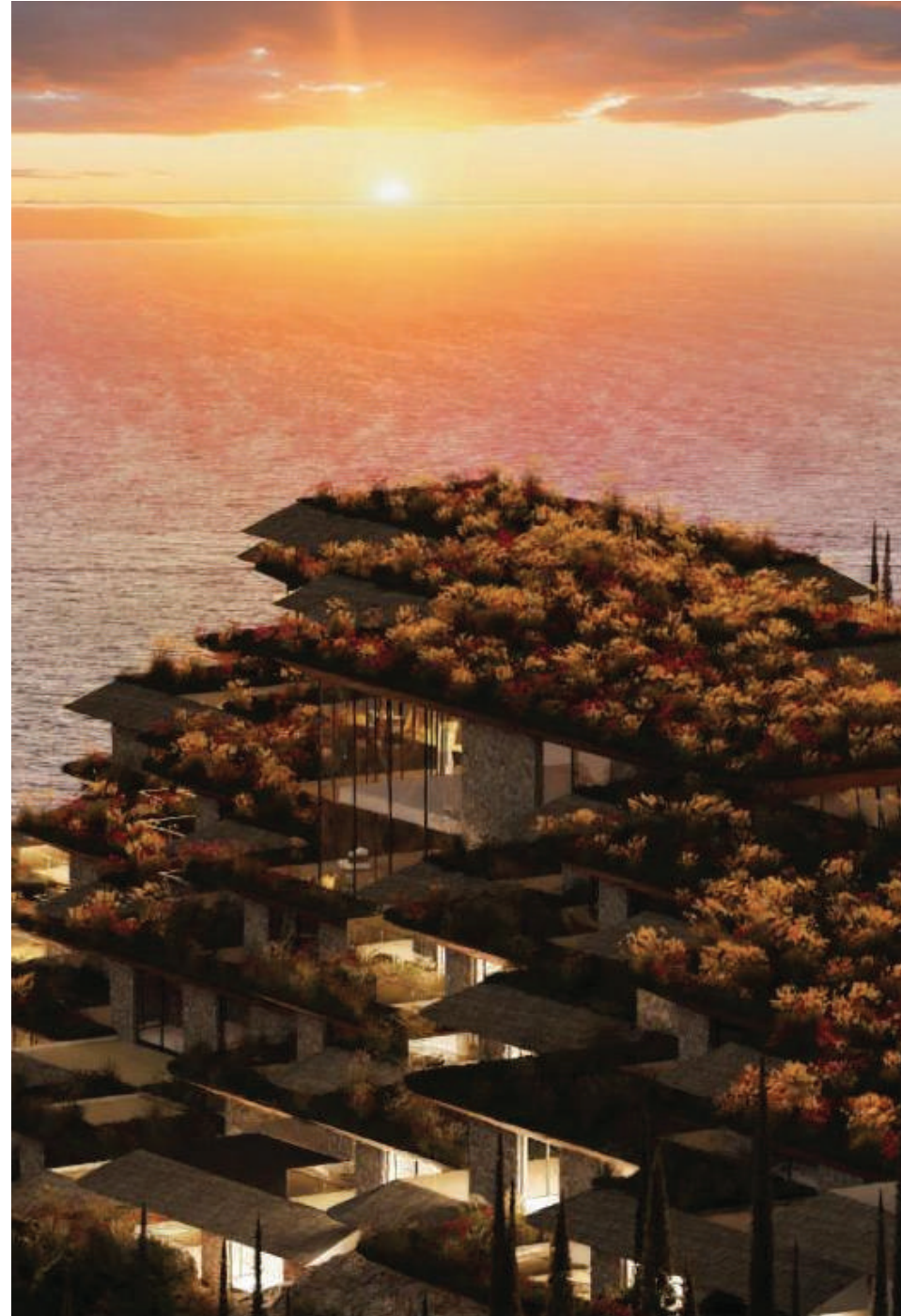
**C2**



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
GRAND TOTAL		170

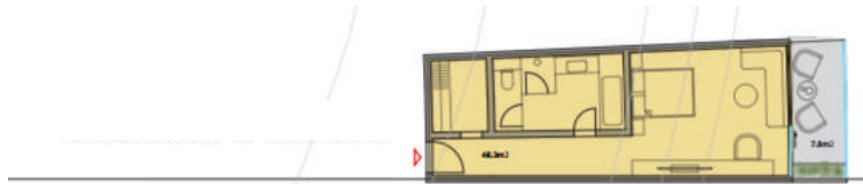


The Icon hotel anchors the southern edge of the masterplan, offering panoramic sea views and a distinctive architectural presence that defines the Ksamil landscape.



# HOSPITALITY – THE ICON HOTEL

STANDARD ROOM



Interior 48.3 m<sup>2</sup>  
Balcony 7.8 m<sup>2</sup>

PRESIDENTIAL SUITE



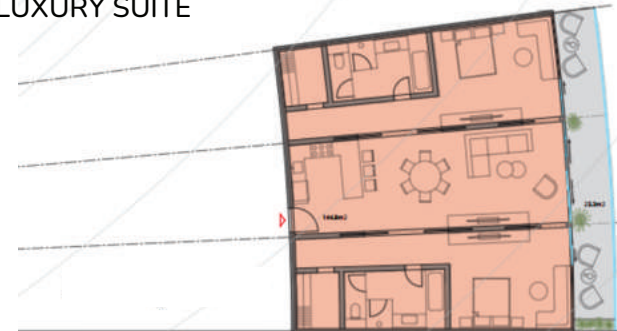
Interior 241.4 m<sup>2</sup>  
Balcony 37.7 m<sup>2</sup>

SUITE



Interior 96.6 m<sup>2</sup>  
Balcony 15.5 m<sup>2</sup>

LUXURY SUITE



Interior 144.8 m<sup>2</sup>  
Balcony 23.3 m<sup>2</sup>



## HOSPITALITY – THE ICON HOTEL





# HOSPITALITY – THE ICON BRANDED RESIDENCIAL

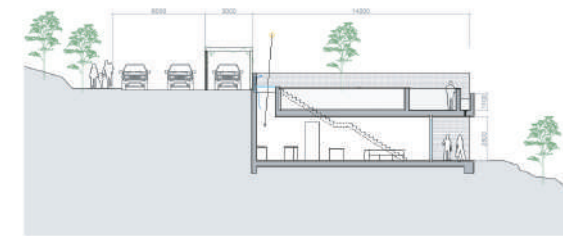
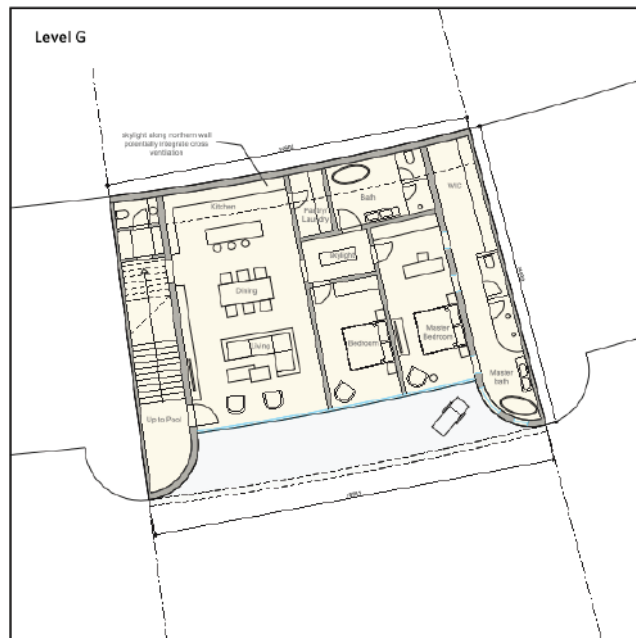
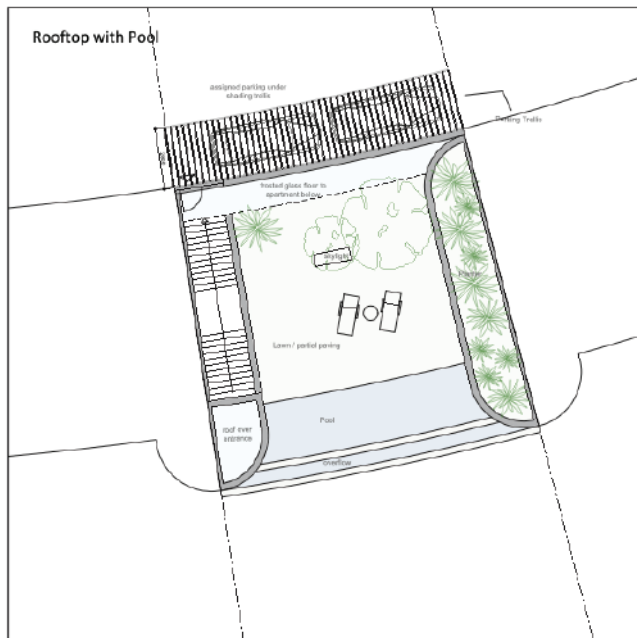
UNIT	SQM / UNIT	TOTAL # OF UNITS
1 Bed	170	13
2 Bed	206	18
3 Bed	243	13
GRAND TOTAL		44



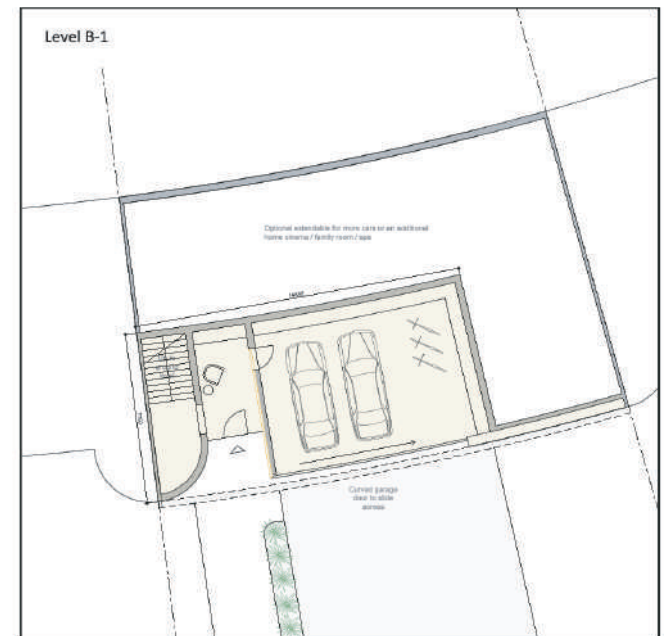
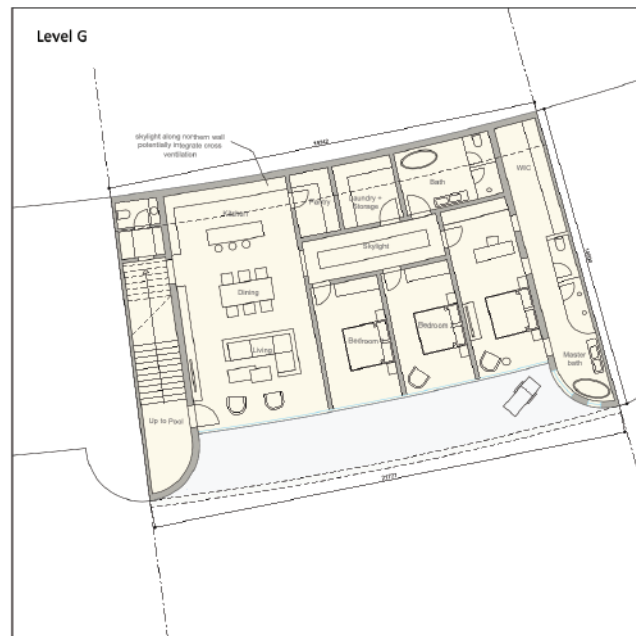
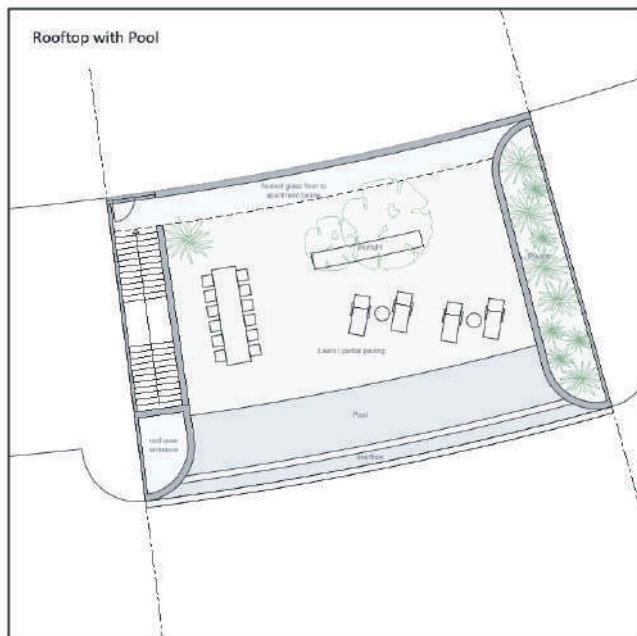
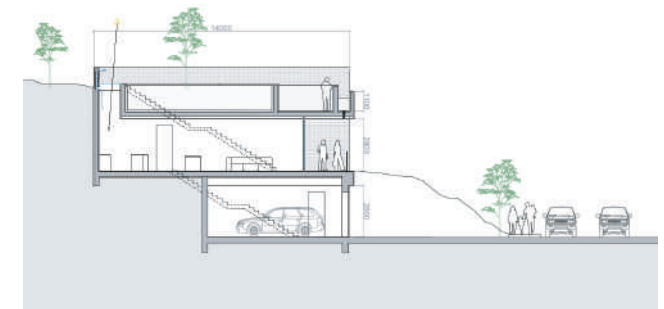
The Icon branded residences are positioned above the hotel, offering sweeping views over the Ionian Sea and direct access to the resort's premium amenities.



## HOSPITALITY – THE ICON BRANDED RESIDENCES



1100 A3





## HOSPITALITY – THE ICON BRANDED RESIDENCES





## RESIDENTIAL – NORTH COVE VILLAS

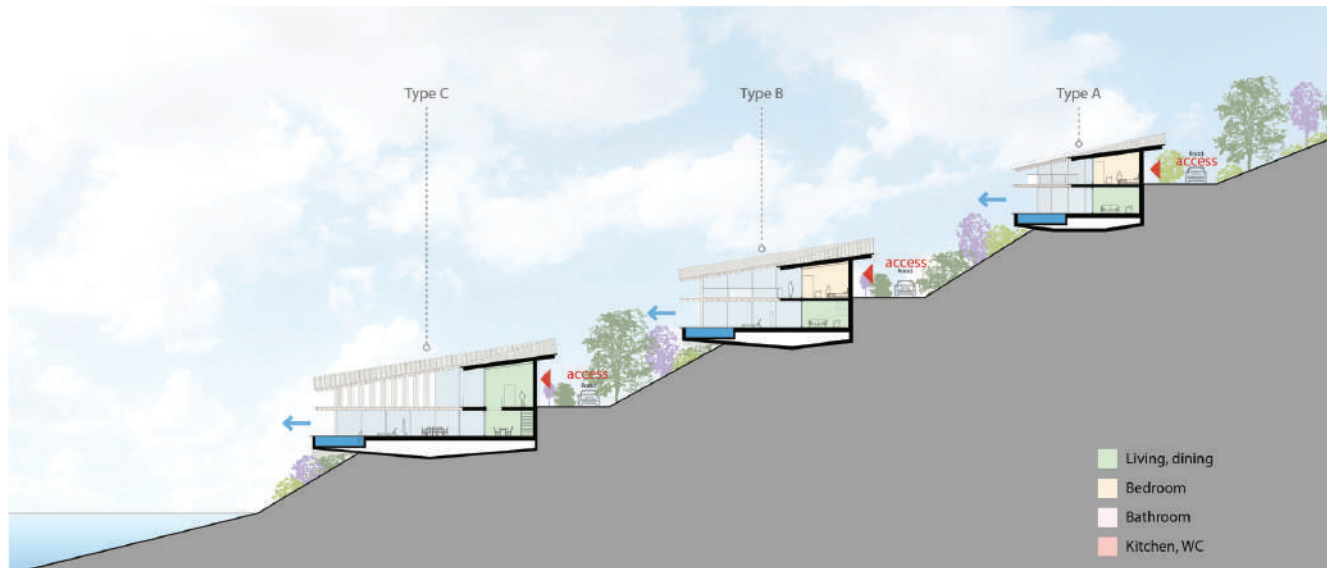
UNIT	SQM / UNIT	TOTAL # OF UNITS
2 Beds Villas	180	97
3 Beds Villas	250	155
4 Beds Villas	350	25
GRAND TOTAL		279

Set across several natural bays, the villas each feature private pools and direct beach access, offering ultimate privacy and connection to the sea.





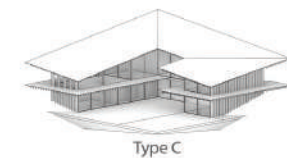
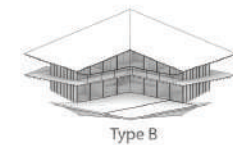
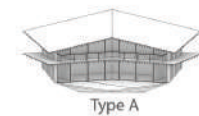
# RESIDENTIAL - VILLAS



Type A

Type B

Type C



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



## RESIDENTIAL - VILLAS





## RESIDENTIAL – NORTH LAKEVIEW APARTMENTS

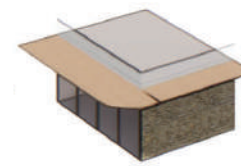
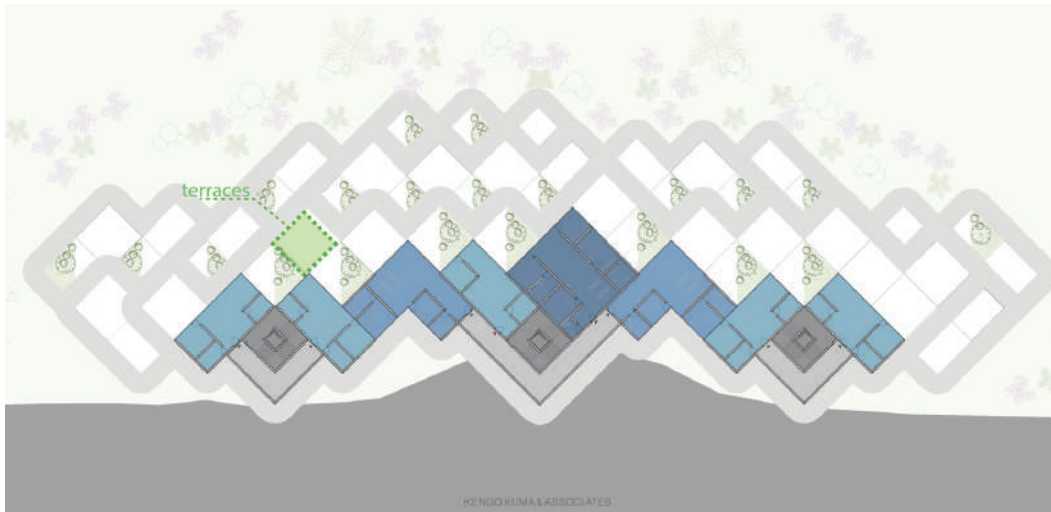
UNIT	SQM / UNIT	TOTAL # OF UNITS
1 Bed	72	333
2 Bed	108	82
3 Bed	144	58
Grand Total		526



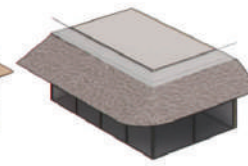
The apartment buildings offer predominantly lake views and elevated panoramas, combining modern living with a natural setting.



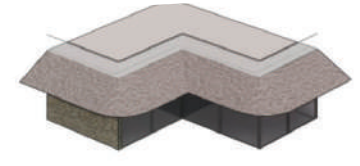
# RESIDENTIAL - APARTMENTS



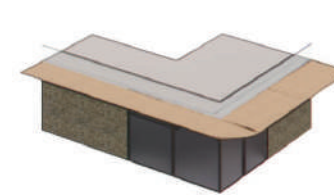
1 BED B



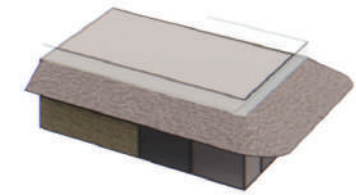
1 BED C



2 BEDS B



2 BEDS B



3 BEDS C





# NORTH LAKEVIEW APARTMENTS





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