

## THE EMBRACE - VLORA





## 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 45 years of combined experience in real estate, hospitality, and finance across Europe, the U.S., 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

### VLORA INTERNATIONAL AIRPORT (UNDER CONSTRUCTION)

27 km away (35-min drive to The Embrace)

### TIRANA INTERNATIONAL AIRPORT

154 km away (2-hour drive to The Embrace)



## MARITIME TRANSPORT

### VLORA MARINA

500 m away

# THE ARCHITECTS

	<p><b>precht</b> STUDIO PRECHT</p>
<b>INTRODUCTION</b>	<ul style="list-style-type: none"><li>• Austrian-based architectural studio gained strong recognition internationally for its distinctive, sustainable, nature-embedded designs</li></ul>
<b>PHILOSOPHY</b>	<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>
<b>RELEVANT HOSPITALITY WORK</b>	<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

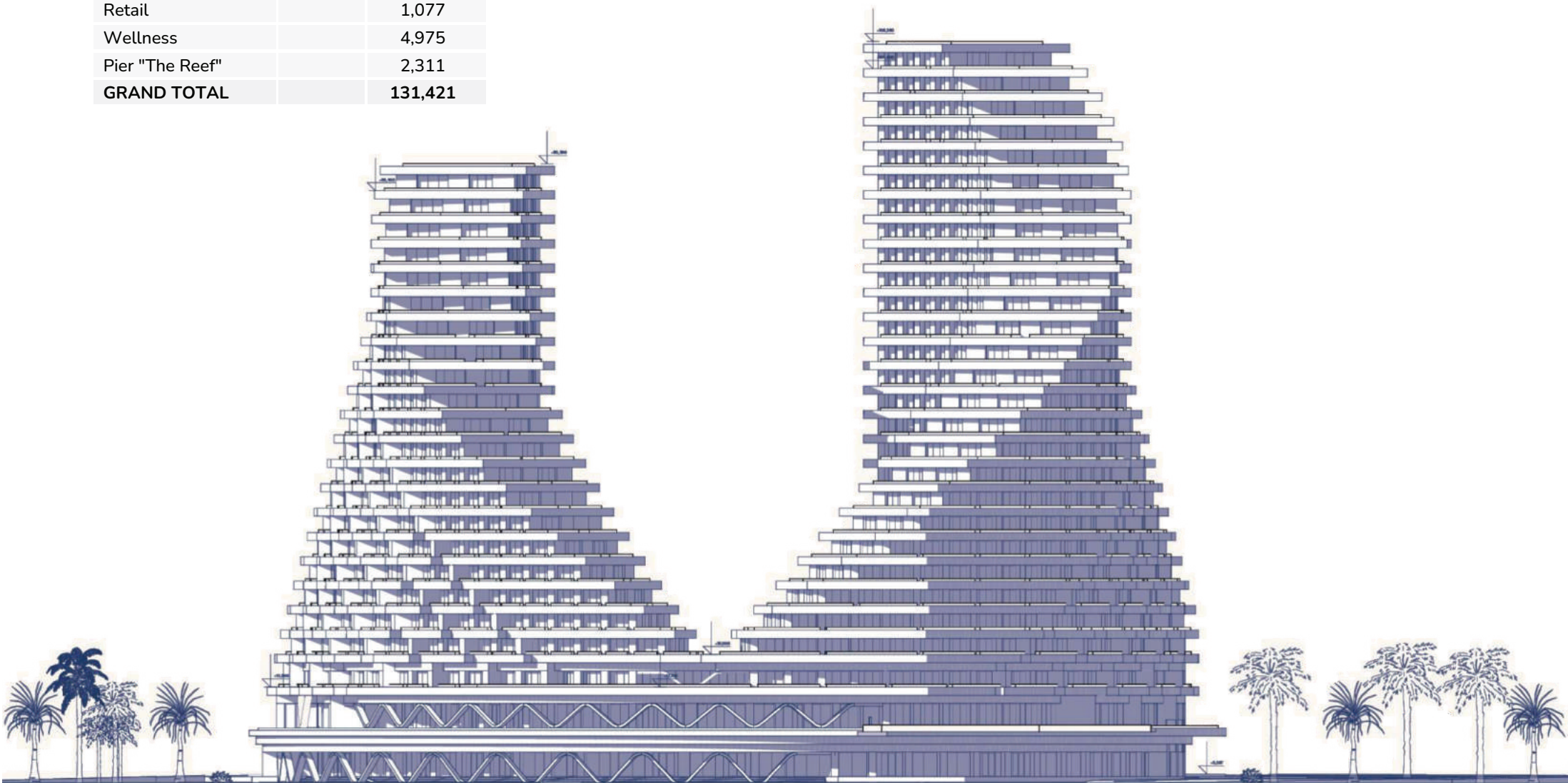




# MASTERPLAN

	UNITS	TOTAL SQM
Apartment	321	44,713
Hotel Rooms	131	16,863
Branded Residential	55	10,058
Parking	780	41,292
Event Space		6,176
F&B		3,956
Retail		1,077
Wellness		4,975
Pier "The Reef"		2,311
GRAND TOTAL		131,421

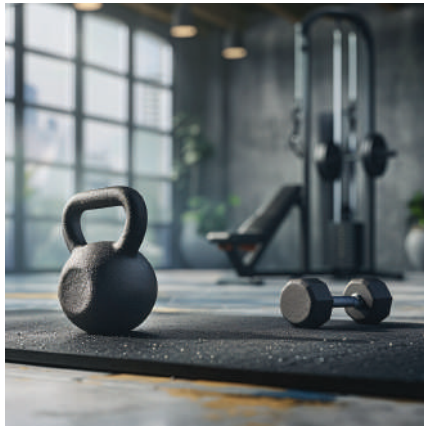
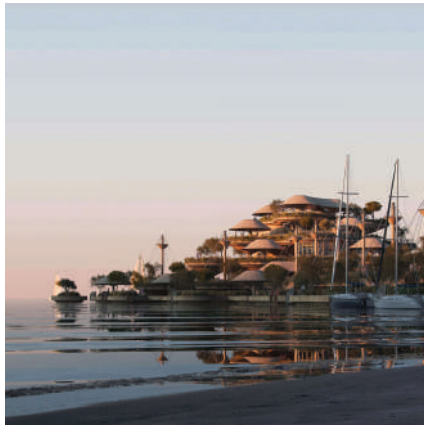
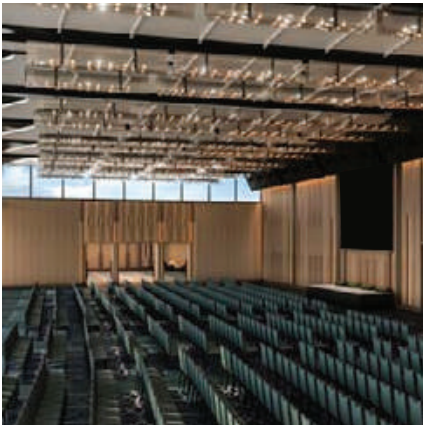
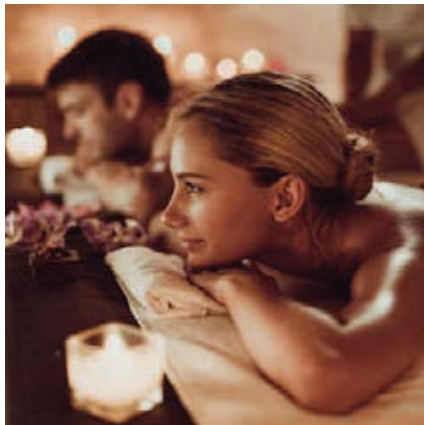
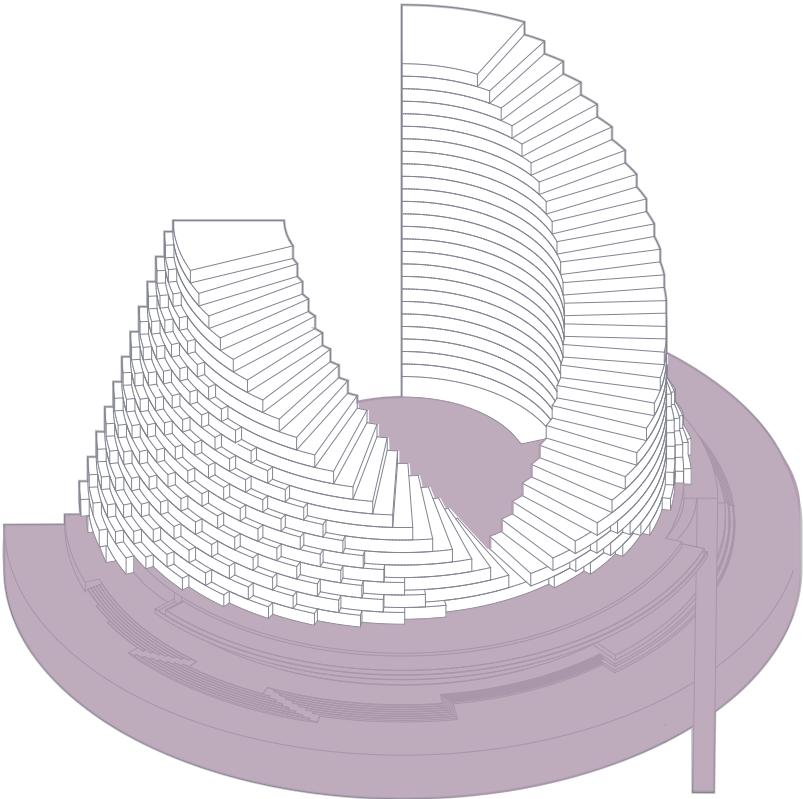
	FLOORS	HEIGHT
Residence Tower (Right)	28	108.39
Hotel Tower (Left)	23	90.39
Underground	2	10.8





AMENITIES

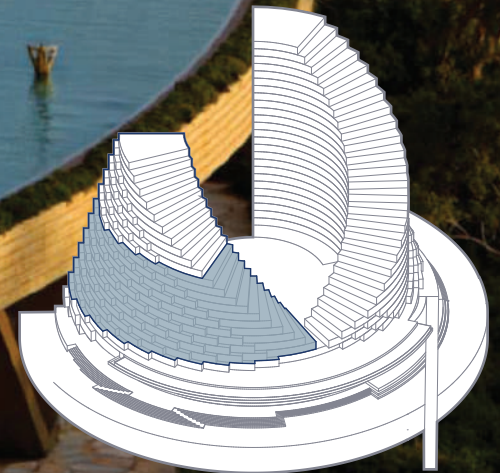
AMENITIES	SQM
Event Spaces	6,176
F&B	3,956
Retail	1,077
Wellness	4,975
Pier “The Reef”	2,311
GRAND TOTAL	18,495





# HOSPITALITY – THE EMBRACE HOTEL

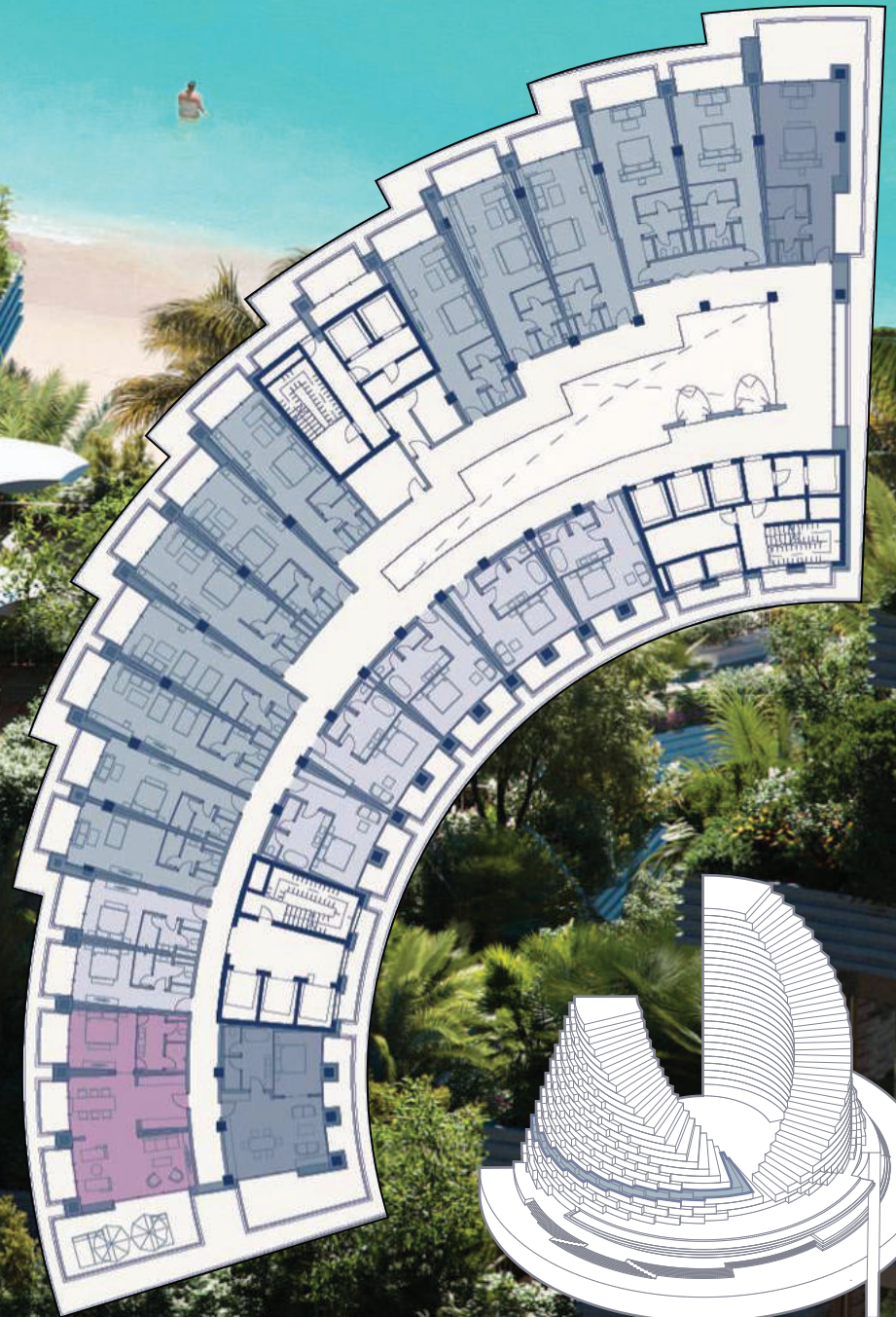
UNIT	SQM/UNIT	TOTAL # OF UNITS
Premium Double Bed Room	53	48
Standard Double Bed Room	41	45
Premium Single Bed Room	47	19
Suite	92	8
Junior Suite	70	7
Standard room w/ single beds	44	3
Presidential Suite	204	1
GRAND TOTAL		131





# HOSPITALITY – THE EMBRACE HOTEL

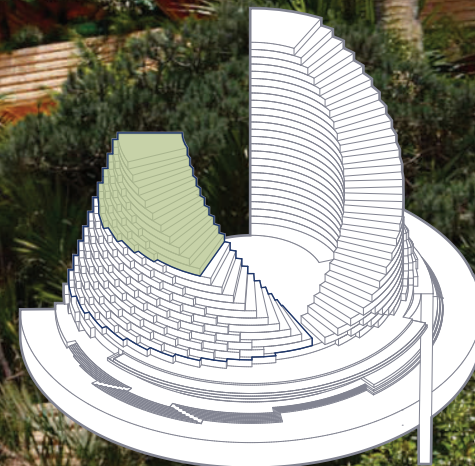
HOTEL ROOM TYPES	TOTAL # OF UNITS
Premium Double Bed Room	9
Standard Double Bed Room	7
Premium Single Bed Room	3
Junior Suite	2
Suite	1
GRAND TOTAL	22





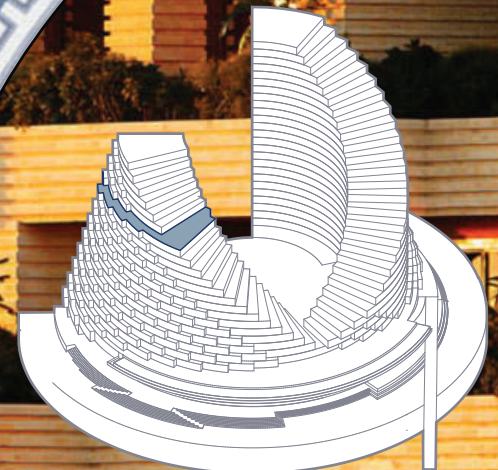
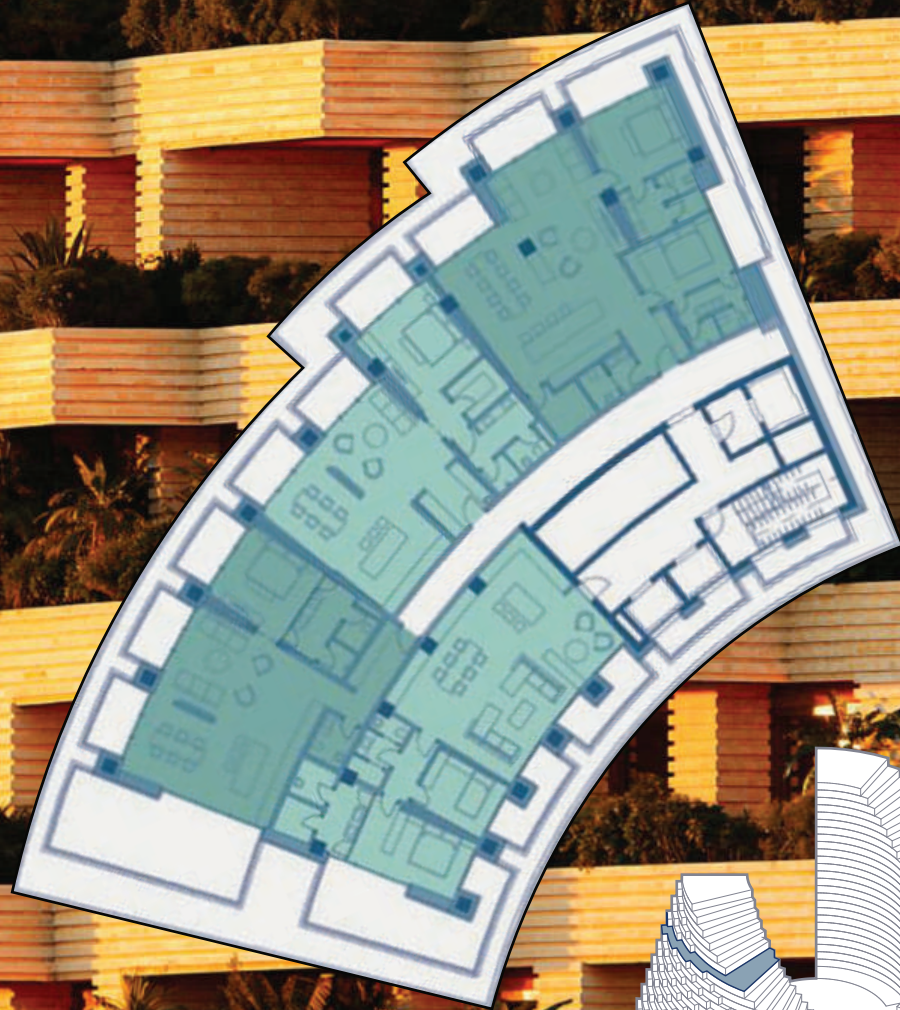
# HOSPITALITY – THE EMBRACE BRANDED RESIDENCIAL



BRANDED RESIDENCES	SQM / UNIT	TOTAL # OF UNITS
Branded Residences 01	147	27
Branded Residences 02	144	27
Penthouse	198	1
GRAND TOTAL		55





# HOSPITALITY – THE EMBRACE BRANDED RESIDENCIAL

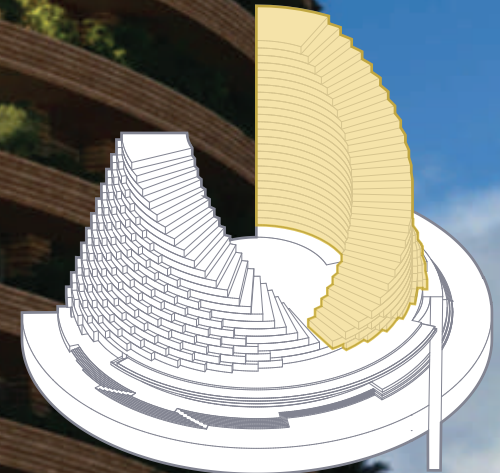


BRANDED RESIDENCES	TOTAL # OF UNITS
 Branded Residences 01	2
 Branded Residences 02	2
GRAND TOTAL	4



## RESIDENTIAL - APARTMENTS

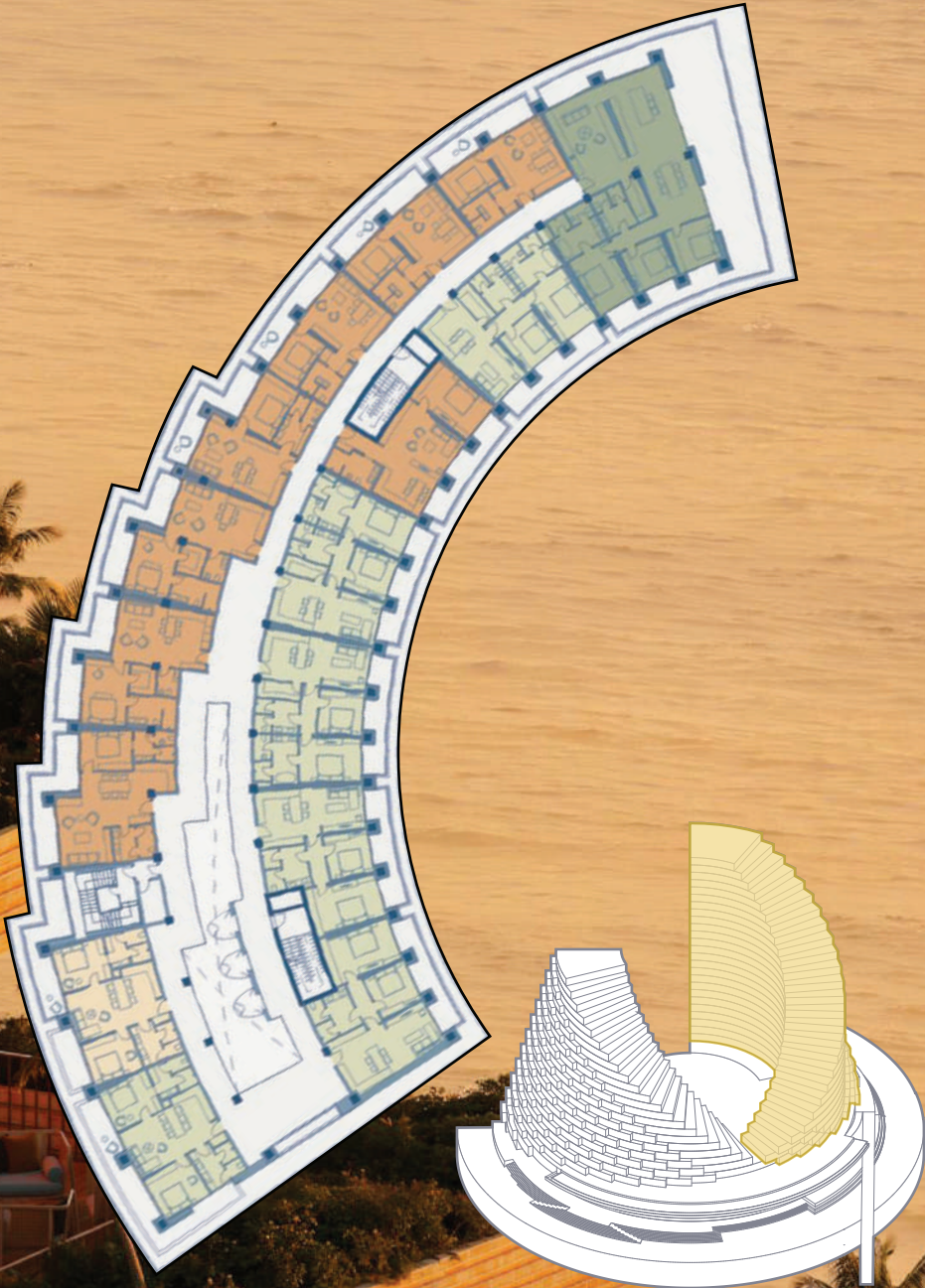
APARTMENT TYPE	SQM / UNIT	TOTAL # OF UNITS
A - Studio Apartment	47	17
B - One Bedroom Apartment	70	153
C - Two Bedroom Apartment	100	134
D - Three Bedroom Apartment	177	11
E - Four Bedroom Apartment	198	2
F - Five Bedroom Apartment	224	4
GRAND TOTAL		321





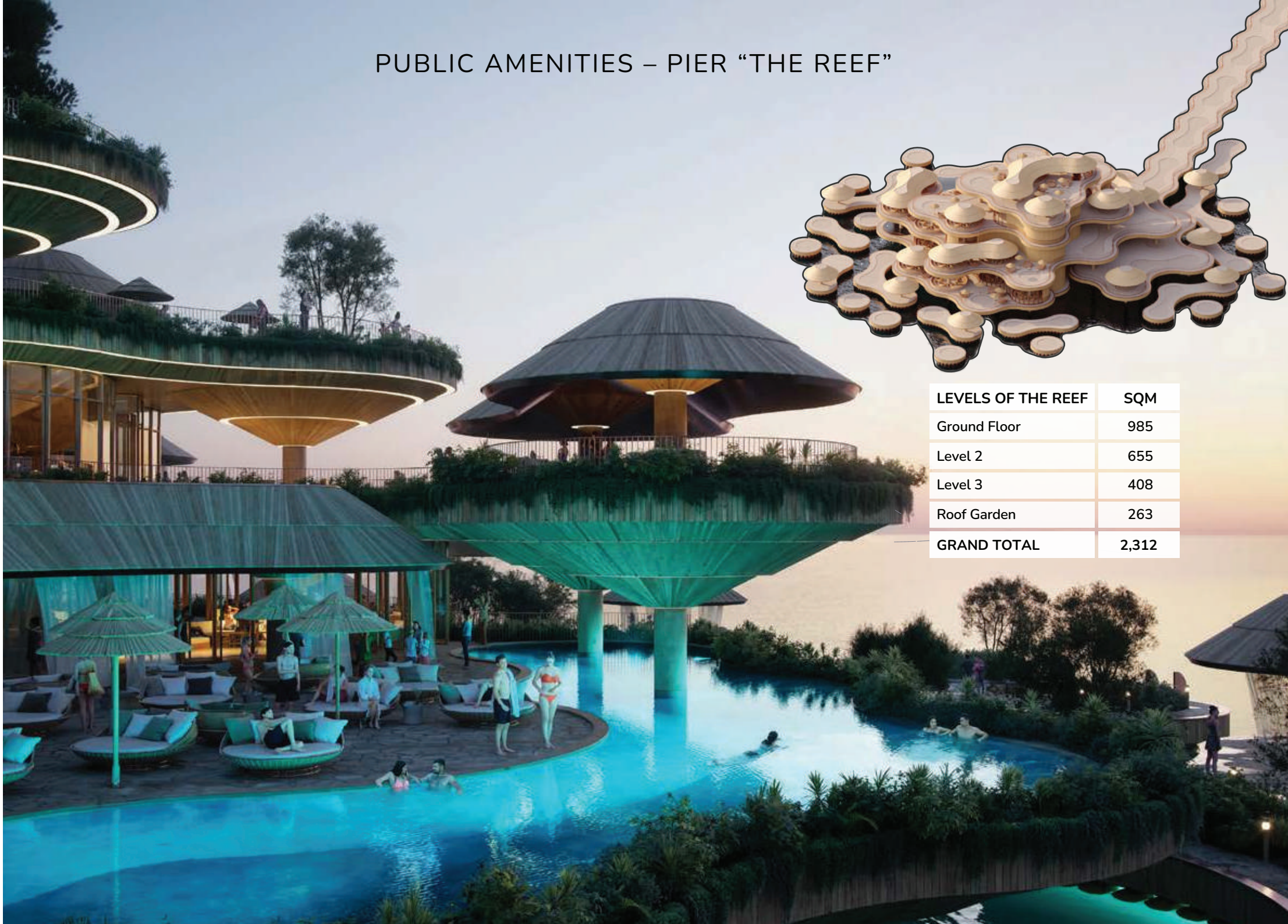
RESIDENTIAL - APARTMENTS

APARTMENT ROOM TYPE	TOTAL # OF UNITS
B - One bedroom apartment	8
C - Two bedroom apartment	6
A - Studio apartment	1
D - Three bedroom apartment	1
GRAND TOTAL	16



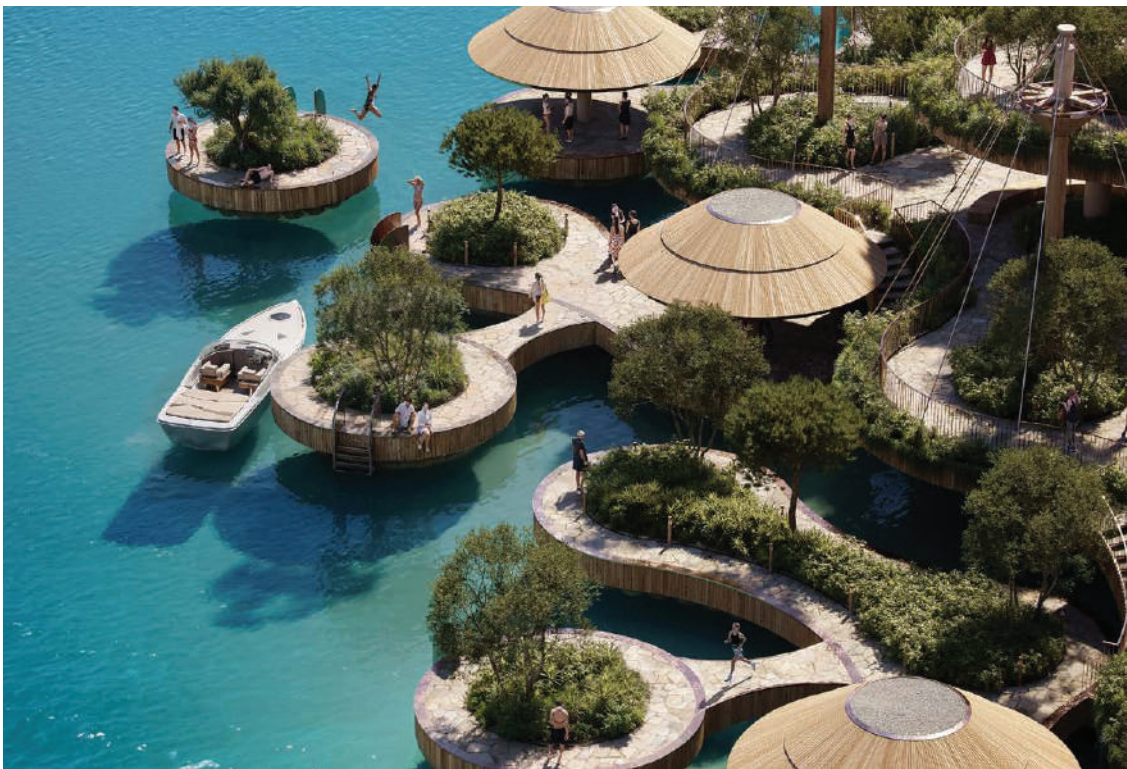


## PUBLIC AMENITIES – PIER “THE REEF”



LEVELS OF THE REEF	SQM
Ground Floor	985
Level 2	655
Level 3	408
Roof Garden	263
GRAND TOTAL	2,312







## CONTACT INFORMATION



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