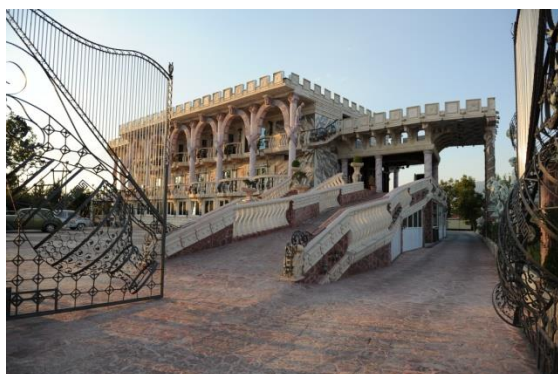






Picture 1



Pic.2



Pic.1

1. Roger Piano is 50% completed facility, object which is intended for health tourism, or for bringing tourists from all over the world and their nursing in the area of: prosthetics, ophthalmology, physiotherapy (spa) and aesthetic surgery.
2. Unfinished part will be allocated to build a 5 star hotel with 52 rooms, 2 swimming pools, 7 lifts, spa, and a special floor for health services, shown in Pic.2. Picture 1 shows the current completed building.
3. The whole strategy of bringing guests, for obtaining professional and inexpensive service and their program for the evening parties, is planned to a smallest detail.
4. Guests receive world service in the area of health tourism, amusement and enjoyment for 5 to 7 times lower cost.
5. This business plan is intended to achieve regression of the investment within 2 to 5 years.
6. The project was developed under the program of the Republic of Macedonia and huge subsidies, which complement profits.
7. The project provides all the necessary things that are needed by the client to experience something that no one in the world has not offered yet, on a professional and unique way in many aspects.
8. This object is located on the main highway near the airport, and also we have the opportunity to buy additional ground that would increase the content of what is intended, and increase the capacity of guests in the future.
9. The project also provides its own agency for rent-a-car, personal security, evening entertainment program, casino (machine club), a bank branch office, and if we take into account the purchase of additional ground, it will include tennis courts, bowling alley, gym, outdoor pool, Tobacco, or in one word a complete oasis from enclosed nature. The required amount of this investment is from 3.6 to 5 million Euros.

For all of the above plans, we have documents and letters of intent from all institutions that would be operational, and we can respond with great quality to each point above-that is maximally developed.

Owner: Zoran Iliev - Roger

## BACKGROUND

- 1) The **Roger Piano Building** is located on the main highway in the Republic of Macedonia, some 12 kilometers away from Alexander the Great Airport and 7 kilometers away from Skopje. Please refer to Pictures 1, 2 and 3 (exterior); 4 and 5 (interior)
- 2) The building is in between two junctions and connects all the neighboring countries.
- 3) A total of 2.000m<sup>2</sup> have been built so far, including two floors with offices, modern kitchen, toilets and 4 elevators, including summer garden of 1.500 m<sup>2</sup> and 2.500 m<sup>2</sup> parking space. Please refer to Picture 6.
- 4) It is necessary to purchase a land of 6.000 m<sup>2</sup> and create a complex that will include:
  - a. Hotel above the current building (Pictures 7, 8 and 9)
  - b. Swimming pool in the back, including fast food, bowling, ping pong hall, pool hall with café (Picture 10)
  - c. Shopping center which includes: playhouse for children and pizza restaurant, gyro and fast food; dentist (with local doctor) and physio-therapist for medical tourism; tobacco with market; photo with photocopy; tourist agency with rent-a-car; fashion studio; souvenir shop with boutique of originals from the author; mini casino and local office of a bank;
  - d. 5 tennis courts; 1 basketball playfield; parking with summer cinema; small swimming pool

All the above can be seen on the 2D Design (Picture 11)

- 5) We can also purchase a land of 25.000 m<sup>2</sup> for additional hotel, mini-golf and waterland (see Google Picture 12, 13, 14 and 15).

The above can be changed and amended, depending on the wish of the investor.

All other documents, the **Investment Plan, the Business Plan** and other can be seen in addition. If there is possibility for cooperation we can arrange a meeting in order to explain and agree on all the details.

**NOTE:** Everything which is made and what will be built is original and has never before seen anywhere in the world – it is not subject to any copyrights.



Picture 2



Picture 3



Picture 4



Picture 5



Picture 6



Picture 7

Picture 8



Picture 9





Picture 10



Picture 11



Picture 12



Picture 13



Picture 14

The **Roger Town Complex** will include hotel part which is in the same time carrier of all other services. The technical part of the services includes:

- Shopping Center
- Tennis Courts
- Large Swimming Pool
- Mini Sports Center

1. The Hotel part includes 50 rooms, swimming pool, sauna and massage. The highest floor will include presidential suite with its three additional rooms, swimming pool, trim hall – all equipped with highly sophisticated security equipment. About gastronomy: the Hotel already has a section of 2.000 m2 which includes:  
Fully equipped kitchen and warehouse (two elevators)  
Royal hall (fully equipped)  
VIP hall (fully equipped)
2. The shopping center with area of 1.500 m2 will increase the services of the hotel complex. It includes reputed brands such as: Studio Moderna Crnokrak, Afrodita beauty saloon, Tobacoo, Astomerija flower shop, a fast food brand, Playhouse with small swimming pool for children, Rent-A-Car, tourist agency and other companies which can be seen in their Letters of Intention.
3. The tennis courts are additional service in the complex, involving prominent veterans in the tennis sport thus creating the tennis sports life.
4. The large swimming pool will be of opened type for the entire complex. It will include three bars, supplemented by the atelier and works of the great artist and creator of the entire complex (Roger Town i.e. the City of Beauty). This will ensure maximum pleasure for the guests at the pool.
5. The mini sporting center will include pool club, ping-pong club and bowling. It will also include cafeteria and the equipment necessary for these sports. The car parking will include 3.000 m2 and will be used as open air cinema in the midnight hours, thus providing 24/7 services in the complex. The clients will also have fast food and nonalcoholic beverages during their stay and the young people will be properly guided and educated for cultural events and sports. We will also enclose a letter of support from the Agency of Youth and Sports that we plan to request.

The financial construction for the realization and implementation of the above project is the following:

# INVESTMENT PROJECT

## INVESTMENT PLAN

### ROGER PIANO

The investment plan is based on the current building and aims to upgrade it.

The current building was constructed on a purchased land of 5.500 m<sup>2</sup>. It includes a large parking and external terrace for around 1.000 people. There are two restaurants, two elevators, fully equipped kitchen, equipped office space, auxiliary premises and two shafts for two additional elevators – one of the leading in the hotel section and the second one leading to the VIP guests swimming pool.

The building is constructed in a castle style (2.000 m<sup>2</sup>) with highly listed and ranked works of art. Without making an initial estimation, its technical and construction value is over 3 million euros. The unfinished section is the hotel part which, according to the design, includes 50 rooms, a sauna, trim hall and swimming pool.

According to the author, the Investment Plan is envisaged as an entire city of tennis courts, swimming pools, mini shopping center – that will be spreading on at least 10.000 m<sup>2</sup> in the first two phases. The plan is also to install electricity generation panels thus satisfying the electricity need of the entire complex.

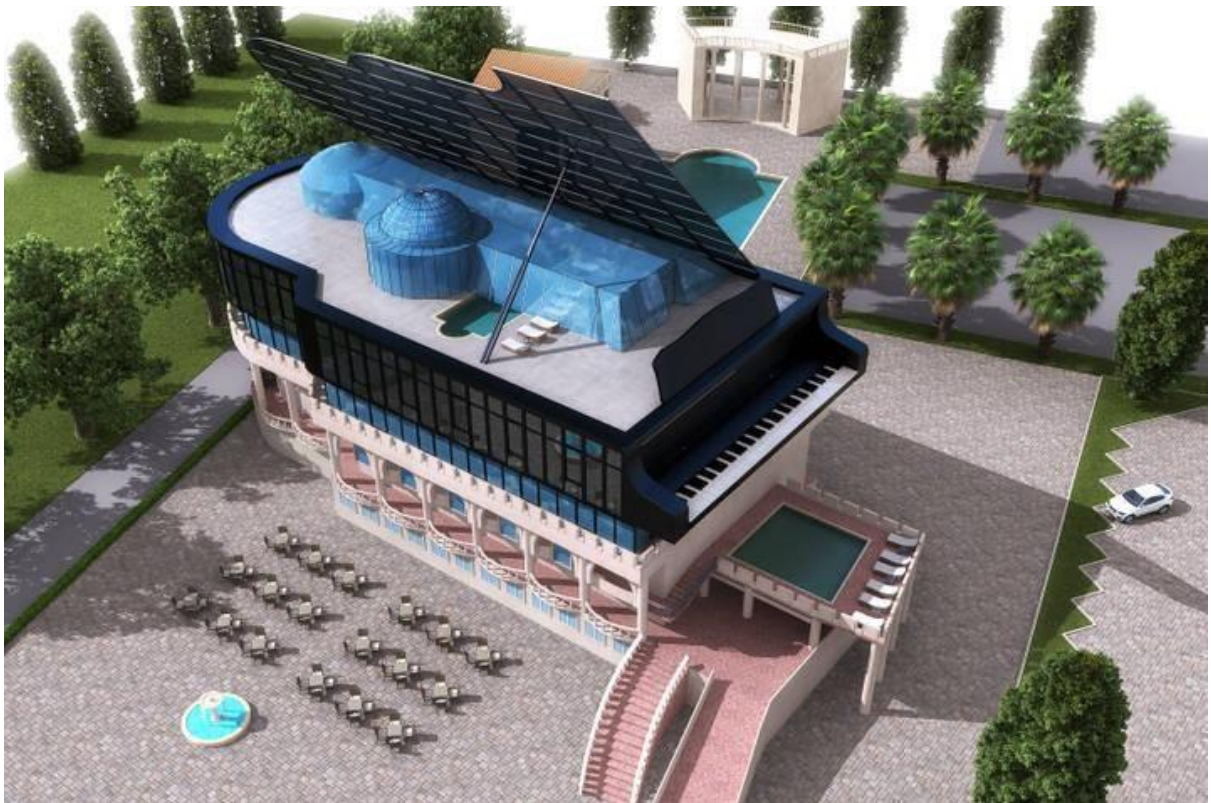
Negotiations were made to purchase the additional land surrounding the complex. The price at the moment for that land is pretty good and after the purchase the value of that land will be at least three times higher.

#### Phase I:

According to the design of the artist and the contractors, the technical-construction part, the swimming pools in the hotels and the utility fees would cost 2 million euros (with heliodrom included).

#### *Hotel section with 50 rooms:*

In the design of the author, each room (including its maximum development and internal enriching and minimum funds) would cost 10.000 euros – a total of 500.000 euros.





The electricity panels, according to the contractors, are around 400.000 euros. The Government also strongly supports the generation of this type of electricity so these projects are supported by the Government – 50% of the total investment (after the investment) is compensated by the Government. This is envisaged for the hotel section but for the other buildings as well. There are current negotiations on this issue with the IPARD program which is to implement a project for rural areas.

Phase II:

The second phase of the investment includes purchase of the land around the castle, construction of a high wall all around it, flattening of the area using mechanization, construction of mini shopping center, two swimming pools, two tennis courts and mini sporting hall (we enclose the map of the land, draft plan of the buildings subject of this investment)



- Land No.1822 of 1.420 m2, in the amount of 85.200 euros.
- Land No. 1825 of 760 m2 in the amount of 45.600 euros.
- Land No. 1821/2 of 390 m2 in the amount of 23.400 euros
- Land No. 1825/1 of 760 m2 in the amount of 45.600 euros.
- Land No. 1818/1 of 1.345 m2 in the amount of 80.700 euros (half of the total parcel, according to the property list)
- Land No. 1821/1 of 1.150 m2 in the amount of 69.000 euros.

As mentioned above, the Second Phase will include two swimming pools:

Swimming Pool 1 with total area of (25x15) 375 m2. According to the contractors, it will cost 75.000 euros.



Large toilets and cafeterias next to the large swimming pool in the amount of 100.000 euros.

Swimming Pool 2 (on the top of the hotel) with total area of (10x15) 150 m2. According to the contractors, it will cost 30.000 euros.





Swimming Pool 3 (VIP) with total area of (6x7) 42 m<sup>2</sup>. According to the contractors, it will cost 15.000 euros.



Tennis Court 1 according to professional standards. According to the contractors, it will cost 15.000 euros.

Tennis Court 2 according to professional standards. According to the contractors, it will cost 15.000 euros.



Mini hall with cafeteria for games (pool, ping-pong plus bowling as an option) with a size of 200 m<sup>2</sup> in the total amount of 150.000 euros.

Parking space of 3.000 m<sup>2</sup> in the total amount of 42.000 euros

Fencing wall of 500 meters and 2,5 meters height, including flattening of the area with mechanization, in the total amount of 30.000 euros.

Mini shopping center with a size of 500 m<sup>2</sup> in the total amount of 350.000 euros.

Swimming pool for children, including playhouse, next to the mini shopping center, in the total amount of 15.000 euros.

Finalization of the fountains, horticulture and tracks in the total amount of 20.000 euros.



**Third conceptual investment phase:**

According to map of the conceptual solution and the plan, the intention is to erect a Depandance Hotel and aqua parks (Waterland), installation of electricity generation panels.

We will adopt the third conceptual investment plan after 1 or 2 successful years and implementation of the business plan which will in the same guarantee the development of the company.

All the finishing works and implementation of the unique and artistic values will be carried out by the author himself, free of charge. This makes the value of entire project much greater, as it can be seen from the current building.





## **Summary and total amounts in the first two phases:**

**Hotel section** of 2.000 m<sup>2</sup>, technical-construction part: 2 million euros

- Finishing and internal arrangement of 50 rooms: 500.000 euros
- Installation of electricity generation solar panels: 400.000 euros
- Finances for purchase of the surrounding land (see above for details): 5.825 m<sup>2</sup> x 60 euros per m<sup>2</sup> = 349.500 euros

**Swimming Pool 1** with total area of (25x15) 375 m<sup>2</sup>: 75.000 euros

**Large toilets and cafeterias** next to the large swimming pool: 100.000 euros

**Swimming Pool 2** (on the top of the hotel) with total area of (10x15) 150 m<sup>2</sup>: 30.000 euros

**Swimming Pool 3** (VIP) with total area of (6x7) 42 m<sup>2</sup>: 15.000 euros

**Tennis court 1:** 15.000 euros

**Tennis court 2:** 15.000 euros

**Mini hall with cafeteria** for games (pool, ping-pong and optional bowling): 150.000 euros

**Parking space** of 3.000 m<sup>2</sup>: 42.000 euros

**Fencing wall** of 500 meters and 2,5 meters height, including flattening of the land area with mechanization: 30.000 euros

**Mini shopping center** of 500 m<sup>2</sup>: 350.000 euros

**Children swimming pool** with playhouse next to the mini shopping center: 15.000 euros

**Finishing** with fountains, horticulture and tracks: 20.000 euros

**Mortgage loan** from Stopanska Banka using the current building and land in the amount of 700.000 euros

**Turnover funds:** 200.000 euros

**TOTAL:** 5.006.500 euros

## **Financial and Business Plan**

**Roger Piano**

### **HEAD OFFICE – ROGER TOWN**

THE HEAD OFFICE IS A CENTER THAT WILL MANAGE AND ACT IN CREATING THE COMPLEX ORGANIZATION OF A HIGHLY PROFESSIONAL LEVEL. THE GOAL IS THE CAPACITY TO MEET THE NEEDS OF CUSTOMERS WITH MAXIMUM SERVICE. THE HEAD OFFICE DURING THE FORMATION AND PREPARATION TO START FUNCTION THE COMPLEX IS FUNDED BY THE OWNERS.

IN THE BEGINNING, THE DIRECTION WILL BE MADE UP OF:

- MANAGER - FINANCE DIRECTOR
- TOURISTIC MANAGER
- MANAGER - SPECIALIZED IN THE ASIAN CONTINENT
- MARKETING MANAGER
- LEGAL SERVICE
- TRANSLATORS, TOUR GUIDES OR HOSTESSES

EACH OF THE NAMED IN THE MANAGEMENT TEAM SHALL FURTHER SUBMIT A BUSINESS PLAN IN THEIR BRANCH AND THEIR CV BEFORE THE BEGINNING, IN ACCORDANCE WITH THE ESTABLISHED CRITERIA, OFFICIALLY SET BY THE STATE, ACCORDING TO ACCOMPLISHMENT AND GETTING GOVERNMENT GRANTS IN THE FIELD OF MEDICAL TOURISM AND FOREIGN TOURISM TRADE OPERATIONS.

IN ADDITION BELOW ARE SUBMITTED OFFICIAL LETTERS OF INTENT TO CUSTOMERS WHO OPERATE AND CREATE THE SERVICE IN THE COMPLEX AND 5 STAR HOTEL.

DURING THE CONSTRUCTION, DURING CONSTRUCTION, THE TEAM HAS ALREADY STARTED PREPARING THE PROJECTS AND THE DIRECTION SET OUT IN THE BUSINESS PLAN (SEE THE BUSINESS PLAN):

- MEDICAL TOURISM
- FOREIGN TOURISM
- SPORTS TOURISM
- TOURISM IN THE CULTURE OF MACEDONIA
- RELIGIOUS TOURISM
- BUSINESS TOURISM

THE FUNCTION OF THE DIRECTORATE IS A CENTER WHERE WILL DERIVE THE KEY ARRANGEMENTS AND TOUR ORGANIZED TOUR PACKAGES, A SET OF ALL PACKAGES THAT WILL BE ORGANIZED IN ADVANCE AND FINANCIAL ARRANGED.

THE HEAD OFFICE WILL BE IN TERMS OF INTERMEDIARY, FROM THE ASPECT OF ORGANIZATION BETWEEN THE CLIENTS AND CUSTOMERS IN THE COMPLEX. THE HEAD OFFICE IS A SEPARATE BODY THAT WILL CARRY OUT THE PAYMENTS AND DISTRIBUTES UNDER CONTRACTED SERVICES FOR EACH CLIENT (OFFICE) SEPARATELY.

THE HEAD OFFICE WILL WORK IN THE INTEREST OF PROTECTING CUSTOMERS AND CLIENTS IN THE COMPLEX, IT WILL ALWAYS CONTROL AND HELPS IN THE AREA OF SERVICES, AND WILL BE THE PROTECTOR OF ABUSE SIDED PAYMENTS OF BIGGER FUNDS BY IRRESPONSIBLE CLIENTS IN THE COMPLEX AND BACKWARDS, AT THE SAME TIME WILL PROTECTS CLIENTS BY IRRESPONSIBLE CUSTOMERS WHO HAVE CLAIMS EXCEEDING THE CONTRACT ARRANGEMENT.

THE HEAD OFFICE IS A SEPARATE LEGAL ENTITY THAT WILL FIT AND GIVES REPORT ONLY TO THE OWNER AND PROPOSE SOLUTIONS OR CRIMINAL RESPONSIBILITIES IN ACCORDANCE AND WITH IMPROVEMENT OF THE HOLDERS.

THE HEAD OFFICE LOOK AFTER MAINTAINING AND IMPROVING THE CRITERIA OF THE COMPLEX, WHICH IS A HIGH CLASS COMPLEX WITH 5 STARS, TAKE CARE OF THE TRAINING OF STAFF IN COOPERATION WITH RELEVANT

INSTITUTIONS TO CONDUCT TRAINING.

THE HEAD OFFICE AS A SEPARATE LEGAL ENTITY AFTER THE START AND THE OPENING OF THE COMPLEX WILL BE FINANCED BY FEES ON CONTRACT ARRANGEMENTS AND TOUR PACKAGES AS WELL AS ADDITIONAL EXTERNAL SERVICES AND ITS ACTIVITIES WILL BE "COMPANY FOR CONSULTING, MARKETING AND AGENCY OPERATIONS."

PRIORITY ACTION IN THE PART OF THE PREPARATIONS, THE HEAD OFFICE HAS THE GOAL TO INCREASE FOREIGN PAYMENT OPERATIONS IN THE COMPLEX AND TO USE THE SUBSIDIES OFFERED BY THE LINE MINISTRIES, AND THUS TO INCREASE THE DEVELOPMENT, IN TECHNICAL SERVICE AND IN THE SERVICE OF HUMAN RESOURCES. SPEAKING OF FOREIGN TOURIST TRADE OPERATIONS IN ADDITION WE PROVIDE THE MANUAL GUIDE OF THE MINISTRY OF ECONOMY OF THE OFFICIAL GAZETTE NO. 2 OF 05,01,2011 ARTICLES 1, 2,3,4,5, AND 6 WHERE THE SUBSIDIES ARE PRESENTED. OUTSTANDING MANAGEMENT TEAM WILL WORK ON ARRANGEMENTS AND PACKAGES BY THE INSTRUCTIONS FROM THE MINISTRY OF ECONOMY, FILLING THEM COMPLETELY. BUT THE HEAD OFFICE ALSO WILL BEGIN WITH THE FOREIGN MEDICAL TOURISM IN THE AREA OF DENTISTRY, BEAUTY THERAPY AND LATER IN OPHTHALMOLOGY AND WELLNESS TOURISM AS A START POINT OF FOREIGN CHALLENGE IN MEDICAL TOURISM. UNLIKE FOREIGN ORGANIZED TOURISM MARKET WHERE THE STATE SUBSIDIES ARE ALREADY DEFINED AND SHOWN, IN THE INTERNATIONAL MEDICAL TOURISM MARKET ARE STILL IN THE PROCESS OF PREPARATION OF THE MINISTRIES OF THE GOVERNMENT IN THE REPUBLIC OF MACEDONIA. IN THE PREDICTIONS AND BY THE ALREADY MADE STATISTICAL AND TECHNICAL ANALYSIS, IT IS PRESENTS THAT BY 2018 THE INCOME FROM FOREIGN MEDICAL TOURISM TRADE WILL REACH A LEVEL OF 150 MILLION EUROS AND IT IS A SIGNIFICANT AND SERIOUS CURRENCY AMOUNT THAT THE HEAD OFFICE WILL BE EXTENSIVELY INVOLVED. IN 2013 WILL BE HELD THE FIRST WORKSHOP IN THE FIELD OF COMPANIES THAT WILL PARTICIPATE IN FOREIGN MEDICAL TOURISM TRADE OPERATIONS AND PROVIDING SERVICES. UNTIL THAT TIME WE WILL PREPARE SPECIFIC PLANS AND AGREEMENTS, AS WELL AS CUSTOM ANALYZES AND EXPERIENCE AND WILL ACTIVELY PARTICIPATE IN THE FIRST SCHEDULED WORKSHOP. WE WILL ALSO INCLUDE TO THE OFFICIAL WEBSITE "MEDMACEDONIA" IN THE SPHERE OF BIDS IN THE RANGE OF FOREIGN MEDICAL TOURISM WHILE AWAITING THE OFFICIAL ANNOUNCEMENT FROM THE MINISTRIES ABOUT THE BENEFITS AND SUBSIDIES.



ACCORDING TO OUR FORECASTS AND ANALYSIS EXPECTED IN THE AREA OF FINANCE THAT ARE SHOWN IN THE BUSINESS PLAN (SEE THE EXPOSE BUSINESS PLAN) IT IS TO BE EXCEEDED AT LEAST DOUBLED IN JUST THE FIRST YEAR OF THE OPENING OF THE COMPLEX IN THE AREA OF FINANCE AND WITH A TENDENCY TO INCREASE IN THE UPCOMING YEARS (AS A BENCHMARK FOR 700,000 EUROS PROFIT WILL BE 1,400,000 EUROS).

## ROUTES AND PLAN TO SET ACHIEVEMENT

MARKETING OFFICE - 50% OF THE PROFITS OF THE FUNDS ARE PLANNED TO BE INVESTED IN MARKETING, PROMOTIONS OUTSIDE OF THE COMPLEX AND THE STATE, WITH ALL ITS UNIQUE AMENITIES AND SERVICES. TRAVEL ABROAD AND PARTICIPATING IN MAJOR TOURISM FAIRS IN EUROPE AND BEYOND, PROMOTION AND MAKING CATALOGS FOR TOP SPECIALISTS IN THE FIELD OF MEDICINE (SEE SECTION ON LETTERS OF INTENT) TO BE INTENSELY INVOLVED AND ENGAGED IN THE COMPLEX AND BEYOND. ACTIVE PARTICIPATION AND CONTRACTS WITH INSURANCE COMPANIES IN THE COUNTRIES WHERE THE FOREIGN TOURISTS COME FROM, IN THE AREA OF MEDICAL TOURISM ETC...

THE MARKETING OFFICE WILL ACT WITH A STRONG AND AGGRESSIVE MARKETING CAMPAIGN, BACKED BY TOP PROFESSIONAL DOCTORS WHO ARE HIGHLY CLASSIFIED GUARANTOR OF MEDICAL SERVICE AND THE LATEST TECHNOLOGIES AND METHODS OF EXECUTION IN THE WORLD, BUT WITH FAR LOWER PRICES AND HIGHER RANKED THERAPEUTIC TREATMENT SERVICES OF EACH LEVEL IN COMPLEX WITH 5 STARS.

DEPARTMENT OF TOURISM AGENCY - SUPPORTED BY THE MARKETING OFFICE WILL ACTIVELY PARTICIPATE IN THE SIGNING OF CONTRACTS WITH FOREIGN COMPANIES, TOUR OPERATORS WITH A LICENSE FROM ABROAD, PARTICIPATING IN TOURISM FAIRS AND HIGH ORGANIZATIONAL DOCTRINE WILL PARTICIPATE IN THE PERFORMANCE AND ENFORCEMENT THEREOF BY THE NORMS AND AGREED RULES OF THE COMPLEX SERVICES.

DEPARTMENT OF ASIAN TOURISM - SUPPORTED BY THE DEPARTMENTS OF MARKETING AND TOURISM AGENCY, HAS THE GOAL OF PROMOTING THE COMPLEX AND ALSO REPUBLIC OF MACEDONIA IN THE ASIAN CONTINENT WITH DIRECT CONTACTS WITH BIG COMPANIES AND TOUR OPERATORS WITH

A LICENSE WILL SIGN AGREEMENTS IN THE FIELDS OF TOURISM AND MEDICAL TOURISM. FOR UPGRADING THE MEDICAL TOURISM WE WILL BRING SKILLED MEDICS IN MACEDONIA WHERE THEY WILL PERFORM MEDICAL TREATMENTS BY TRADITIONAL ASIAN MEDICINE, AND IT WOULD INCREASE THE SUPPLY OF MARKET ADOPTION OF FOREIGN TOURISTS IN MACEDONIA. THE COMPLEX WILL GRADUALLY GAIN INTERNATIONAL CHARACTER IN ALL SEGMENTS OF THE TOURISM OFFER IN MACEDONIA. IT IS ALSO HAS THE GOAL TO OPEN AN ASIAN CULTURAL CENTER IN THE COMPLEX AS A PROMOTER FOR BRINGING CLOSER THE ASIAN CULTURE IN MACEDONIA AND BACKWARDS.

LEGAL SERVICE – HAS THE AIM TO SET UP AND PREPARE THE CONTRACTS UNDER INTERNATIONAL LAW AND HOTEL TRAVEL USANCE IN INTEREST IN THE MARKETING DEPARTMENT, THE DEPARTMENT OF TOURISM, DEPARTMENT OF ASIAN TOURISM AND THE FINANCES DIRECTOR.

DEPARTMENT OF TOUR GUIDES – HAS THE AIM TO IMPLEMENT THE ARRANGEMENTS AND PACKAGES, TO ARRANGE THEM WITH A SPECIAL PROGRAM FOR THE PURPOSE TO INTRODUCE AND PROVIDE INFORMATION TO CUSTOMERS IN THE LANGUAGE THEY SPEAK. TOURIST GUIDE MUST HAVE A LICENSE ISSUED BY THE STATE.

FINANCIAL DIRECTOR - TO SUPERVISE CONTRACTED FINANCE POLICY OF THE COMPLEX, TO CONTROL AND TAKE CARE OF BANK ACCOUNTS, TO RECOGNIZE HARMFUL AND FINANCIAL CONTRACTS AND TO REACT, TO PERFORM TIMELY RECEIPTS - ESPECIALLY FROM ABROAD, TO SET UP DEFENSE POLICY BY PROVIDING GUARANTEES RECOVERY IN THE SERVICES AND CHARGES TO ALLOCATE FUNDS FOR CLIENTS IN COMPLEX (CLINICS, THERAPISTS, BEAUTY SALON, FLOWER SHOP, RESTAURANT, HOTEL SERVICES, SWIMMING POOLS, TENNIS COURTS, ETC.). UNDER PRESET MODES AND CERTIFIED AGREEMENTS, TO AUDIT HOTEL COMPLEX AND REGULATES PROPER PAYMENTS AND TIMELY PAYMENT OF TAXES TO THE STATE, ETC.

AFTER PUTTING THE COMPLEX IN FUNCTION, THE NEEDS WILL GROW AND ALSO THE MANAGEMENT TEAM WILL INCREASE, BUT THEN IT IS PLANED TO INCREASE THE TEAM TO ITS NEEDS OF HR PROFESSIONALS AND EXPERTS IN THE FIELD OF TOURISM.

## SERVICE PLAN AND HUMAN RESOURCE

### 1. RECEPTION

REGARDING THE RECEPTION WILL BE AT LEAST 4 EMPLOYEES' RECEPTIONISTS / CAL WITH EXCELLENT KNOWLEDGE OF ENGLISH AND ANOTHER LANGUAGE, DEPLOYED IN THREE SHIFTS, COMMUNICATIVE AND POSITIVE PERSONALITIES. ACCORDING TO THE NEEDS IT'S IN A PLAN ATO HAVE BATTLE AND A LIFT.

### 2. INFORMATION

IN THE AREA OF INFORMATION-RECEPTION WILL BE EMPLOYED TWO HOSTESS DEPLOYED IN TWO SHIFTS DAILY, WITH EXCELLENT KNOWLEDGE OF ENGLISH AND ANOTHER LANGUAGE. HOSTESSES HAVE THE TASK TO COORDINATE THE NEEDS OF CLIENTS AND GUESTS TO HAVE THE SCHEDULE OF EXAMINATIONS FOR DENTISTS AND TO VISIT AND TAKE CARE OF THE TIME TO BE SERVED, TO PROCESS LEAD TO THE SCHEDULED SERVICE, TO RECEIVE ORDERS OR ADDITIONAL REQUIREMENTS OF GUESTS AND TO CARRY OUT, TO GIVE INFORMATION OF ANY KIND, AS THE GUESTS AND THE NEEDS OF CLIENTS, PERFORMING RESERVATIONS.

### 3. APERITIF BAR OR RESTAURANT

REGARDING THE RESTAURANT OR APERITIF BAR IN THREE SHIFTS WILL BE DEPLOYED 4 WAITERS WITH EXCELLENT KNOWLEDGE OF ENGLISH AND ANOTHER LANGUAGE.

### 4. KITCHEN

AT THE BEGINNING WILL BE SET UP JUST ONE APPROPRIATE WORKER TO TAKE CARE OF BREAKFAST - SWEDISH TABLE FOR GUESTS AND HYGIENE IN THE KITCHEN.

### 5. MAINTENANCE

IN THE AREA OF CARE FOR THE MAINTENANCE OF THE FACILITY WILL BE PLACED ONE WORKER, AND IF NECESSARY ANOTHER WILL BE PLACED LATER.

### 6. FLEET

AT THE BEGINNING WILL BE JUST ONE DRIVER, AND IF NECESSARY THE NUMBER OF DRIVERS CAN BE INCREASED. COMMITMENTS WILL BE - TO ENSURE THE FLEET AND PARKING, IF NECESSARY SERVICE TO SERVE.

## 7. HYGIENE

IN TERMS OF HYGIENE: TWO ROOM-MAIDS WITH KNOWLEDGE OF ENGLISH AND A CLEANER.

## 8. SAFETY

IN THE AREA OF SECURITY WILL BE CONCLUDED WITH A SECURITY AGENCY.

TOTAL NUMBER OF EMPLOYEES AT THE BEGINNING OF THE OPERATION:

FINANCIAL AND PERSONNEL DEPARTMENTS -		2
MANAGEMENT	(WITH DEPARTMENTS)	3
RECEPTION		5
INFORMATION	OFFICE	2
CATERING		5
KITCHEN		1
MAINTENANCE		1
FLEET		1
TOTAL:	20	EMPLOYEES

According to the Investment Plan, in the first two phases the Complex will include:

### HOTEL SECTION

- Hotel with 50 rooms (apartments)
- Hotel reception with aperitif bar
- Royal hall with capacity of 360 seats and 1.000 standing guests
- VIP hall for special events and seminars, with capacity of 100 guests for seating and 250 standing guests
- VIP restaurant under the Piano at the top of the hotel with swimming pool and trim room
- Mini swimming pool only for VIP guests of the hotel at the second floor

### INSIDE THE HOTEL COMPLEX

- Large swimming pool with capacity for over 200 guests
- 3 café bars

### **INSIDE THE OVERAL COMPLEX**

- 2 tennis courts
- Mini hall for games: pool, ping-pong club and bowling in some later phase, including cafeteria.

### **INSIDE THE OVERAL COMPLEX**

- Mini shopping center
- Children swimming pool with playhouse
- Parking of 3.000 m2 and open air cinema in the evenings

### **Revenues and use of the complex**

After the end of the construction, the Plan for the first year is as follows:

- Utilization of the **hotel rooms**: 50% with at the minimum price:  
Daily turnover: 1.250 euros  
Monthly revenue of 37.500 euros  
**Annual revenue of 450.000 euros**
- The large **Royal Hall**: utilization of 50% for weddings and various promotions (50 events):  
Average price per event: 7.000 euros  
4.2 events per month: 29.167 euros  
**A total of 50 events per year: 350.000 euros**
- The **VIP Restaurants**:  
Seminars and meetings with 50% utilization: 100 euros daily revenue (including meals and coffee breaks)  
3.000 euros per month  
**36.000 euros of annual turnover**
- **VIP Restaurant** on the top of the hotel, below the piano:  
Daily turnover with 20% utilization: 300 euros  
Monthly turnover: 9.000 euros  
**Annual turnover: 108.000 euros**
- **Aperitif bar** at the reception:  
With utilization of 20%: 100 euros daily turnover  
Monthly turnover: 3.000 euros  
**Annual Turnover: 36.000 euros**
- Large **swimming pool** with utilization of 50% in the season (4 months): 350 euros daily turnover  
Monthly turnover: 10.500 euros  
**Annual turnover: 42.000 euros**
- **3 bars** at the swimming pool (rented): 500 euros per month from each bar = 1.500 euros total  
**Total turnover from rent in a season of 4 months: 6.000 euros**
- **Tennis courts**

With average utilization of 30%, daily turnover of 50 euros

Monthly turnover: 1.500 euros

**Annual turnover: 18.000 euros**

- **Mini hall** (pool club, ping-pong club and bowling later): utilization of 30% with the average daily turnover of 50 euros  
Monthly turnover: 1.500 euros  
**Annual turnover: 18.000 euros**
- **Cafeteria** within the club, with utilization of 30%: 50 euros daily turnover  
Monthly turnover: 1.500 euros  
**Annual turnover: 18.000 euros**
- **Shopping center** (500 m<sup>2</sup>)  
Monthly rent: 4.000 euros  
**Annual rent: 48.000 euros**
- **Swimming pool** for children, including playhouse and cafeteria with 20% utilization: 100 euros daily turnover  
Monthly turnover: 3.000 euros  
**Annual turnover: 36.000 euros**
- **Parking** – evening cinema with average daily utilization of 30%: 100 euros  
Monthly turnover: 3.000 euros  
**Annual turnover: 36.000 euros**

**Total turnover planned in the first year of operation: 1.160.000 euros**

## EXPENDITURES AND COSTS IN THE FIRST YEAR OF OPERATION

- Running costs for current maintenance:  
Minimum 2.000 euros per month  
**Annual cost of 24.000 euros**
- 20 employees with gross salary of 730 euros per month  
Gross monthly salary: 14.500 euros  
**Annual gross salary: 175.200 euros**
- Security agency (minimum):  
800 euros per month  
**9.600 euros in the year**
- Purchase of kitchen and restaurants for events, weddings and similar, total of 35% of the restaurants revenue, including Swedish table breakfast for the guests of the hotel (602.000 euros): **210.700 euros per year**
- Food and drinks for the employees: 2 euros per employee very day  
40 euros per day  
1.200 euros per month  
**14.400 every year for food and drinks for the employees.**
- Cleaning and service for washing of sheets:  
Monthly costs: 1.000 euros  
**Annual costs: 12.000 euros**
- Fuel for transportation of the employees and company vehicle in the amount of 1.000 euros per month  
**Annual cost: 12.000 euros**
- **Promotion and marketing** (advertisement, fliers, books, catalogues, promotions) in the amount of 100.000 euros
- Tourist bus and two vans in the amount of 100.000 euros (for the marketing services and for the tourist bus, including the two vans, the turnover funds from the credit will be used in the amount of 200.000 euros)

**Total cost planned in the first year of operation: 657.900 euros**

### Summary in the first year of operation:

- Turnover: 1.160.000 euros
- Costs and expenditures: 675.900 euros
- Profit: 502.100 euros

Since the marketing services are already included in the credit as turnover funds, the real profit will be **702.100 euros**.

In the second year of operation, the Business Plan will increase, as follows:

- 10% increase in the hotel accommodation: 495.000 euros
- In all other restaurant services there will be 25% increase: 760.000 euros

The rents will remain on the same level: 54.000 euros

There will be minimum increase of the costs: not more than 3%.

In the third year of operation, the Business Plan should increase the hotel section by at least 5% and the restaurant services will include up to 40% compared to the initial calculation, as we can see on the graph below:



COMPLETE THIS SHEET  
WITH YOUR HOTEL DETAILS.  
SEE NOTES BELOW

Address for correspondence:  
c/o Roger Pijano Hotels Group  
T mica Road BB  
Skopje  
MK  
Tel: +38975205141

Hotel Name: **Roger Pijano**  
From: **First year**  
Date: **Annual**  
Currency: **Euro**  
to date: **Annual**  
(Note 1) **First year** **Last Year**  
Number of Rooms Available (Note 2) **50** 1250 euros  
Number of Rooms Occupied in Period **first year** **9125**  
Occupancy % **50.00%**  
Average Room Rate **50 euros**  
RevPar **25 euros**  
Gross Room Revenue Last Year

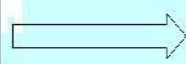
**TOTAL GROSS ROOM REVENUE:** **37.500,00 e** Monthly

**TOTAL REVENUE:** **450.000,00 e** Annual

**REVENUE BREAKDOWN IN LOCAL CURRENCY excl Taxes and VAT**

		First year	First year	Second	Next two years
		Input	utilization	year	Input
				utilization	
<b>1/ GROSS ROOM REVENUE ( FOR BILLING PURPOSES )</b>					
a./Rooms Revenue	(Note 3)	450,000.00	50 %	60 %	485,000.00
b./F & B incl in package	(Note 4)				
Food & Beverage					
Wedings		350,000.00	50 %	75 %	437,500.00
Vip Restaurant		36,000.00	50 %	75 %	45,000.00
Vip Restaurant in The top		108,000.00	20 %	35 %	124,200.00
Aperativ Bar		36,000.00	20 %	50 %	46,200.00
Large pool		42,000.00	50 %	60 %	42,000.00
Bars rent		6,000.00	50 %	50 %	6,000.00
Tennis courts		18,000.00	30 %	50 %	21,600.00
Mini Gym		18,000.00	30 %	50 %	21,600.00
Coffe bars		18,000.00	30 %	50 %	21,600.00
Shopping center-rent		48,000.00	20 %	20 %	48,000.00
Children's poll whit games					
arkade		36,000.00	30 %	50 %	43,200.00
Parking - Night Cinema		36,000.00	30 %	50 %	43,200.00
		0.00			0.00
Other		50,000.00			50,000.00
<b>TOTAL</b>		<b>1,252,000.00</b>		<b>TOTAL</b>	<b>1,445,100.00</b>

Revenue not included in  
gross room revenue  
(required for audit purposes)



**Expenditures - Expense**

	First year	Next two years
	Input	Input
Staff annual salary	175,000.00	192,500.00
maintenance and overheads	24,000.00	26,400.00
security	9,600.00	11,520.00
Procurement of food and drink	210,700.00	236,075.00
Londry service	12,000.00	13,200.00
transportation and gasoline	12,000.00	13,200.00
Other	40,000.00	40,000.00
<b>TOTAL</b>	<b>483,300.00</b>	<b>532,895.00</b>

**review**

	First year	Next two years
	Input	Input
Total turnover	1,252,000.00	1,445,100.00
Expenditures - Expense	483,300.00	532,895.00
<b>Profit</b>	<b>768,700.00</b>	<b>912,205.00</b>

Medical Tourism

Medical tourism has the goal to increase the turnover two times more from the above parameters. It will consist of services of dentistry, ophthalmology and medicine.

These medical services are with lighter character, and also very lucrative and defined, especially in the western world. This builds on the strategy and intentions of the Government, which is especially enhanced to attract foreign tourists, and develop international medical tourism.

#### Parameters in the existing business plan and its upgrades

In the above graph stands turnover for the first year of 1, 252,000,00 Euros  
With the establishment of the medical tourism service with minimal indicators the minimum profit increases twice as follows:

- The cost of the service is already double - bed 900,000 Euros
- 30% of revenue generated from medical service enters in the income of the institution as a service fee for the main office to carry out placements that provides continuity in planning and foreign tourists. Treatments initially conceived to be ten days, with different nature of medical services, but according to estimates, analysis and consultations with doctors, tour-operations guides, brokers, and the minimum amount of ten days arrangement could not be less than 3,000 Euros per person. And if we put 70% utilization of all services and the services would have come to the figure of 1260 guests per year and an amount of EUR 3,780,000. Of this amount 30% as mentioned in trade enters in the income of the institution or facility in the amount of 1,134,000 Euros annually.
- Subsidies, also belonging to the head office in the department of conducting travel agency which will care and control over the middle intended value of 30 Euros per person subsidy as the stranger passed a group of 10 people and stay longer than two days under the subsidy in terms of foreign tourism in Macedonia, with a planned minimum of 37.800 Euros in anticipation of bringing law to subsidize foreign medical tourism should bring this 2013.
- In terms of expenditure is expected an increase of 10% in terms of all costs, but there are emerged the contractual fees and agency fees ranging from 7-10%.

#### Summary – statement – planned trade operations

- Night – trade	900.00.00 Euros
- Medical Services (30%)	1.134.000.00 Euros
- Subsidies from foreign tourism	37.800.00 Euros
- Subsidies from medical foreign tourism	(pending)

TOTAL: 2.071.800.00 Euros

Planned expenditures increased by 10% in the amount of	531.630.00 Euros
Planned expenditures under agreements and agency provisions	113.400.00 Euros

TOTAL: 645.030.00 Euros

#### SUMMARY

TOTAL TRADE:	2.071.800.00 Euros
TOTAL EXPENDITURE:	645.030.00 Euros
PLANNED PROFIT IN THE FIRST YEAR IN THE AMOUNT OF:	<b>1.426.770.00 Euros</b>

In the next two years to the percentage increase - as shown in the above graph.

Below we elaborate the manner of implementation of the financial business plan:

We have to explain the very beginning that the hotel part will be the carrier of the entire activity of the complex. The rest is service to the hotel but also very important for its development.

The development of the complex is to develop medical tourism for clients from abroad which translates into foreign currency income. The benefits will not only be financial but also cultural presentation of our country by experiencing a very unique moment of this highly sophisticated service. The complex will be also built by a unique international artist in an unusual way. When it comes to medical tourism, we shall start with dental services provided by our top dentists. They are already delivering these services but in a much less organized and less developed manner. The “less organized and less developed” refers to insufficient organization for improved services in every aspect. This will be much better organized in the complex, starting with the reception of the client, his/ her accommodation, special food according to the needs and doctor recommendations, all supplemented by the variety of other services adapted to his/ her needs and wishes, with ultimate objective – to undergo the treatment in least painful and maximum organized manner as possible, leaving good memories from that experience. A satisfied client will recommend Roger Town to his/ her friends, relatives, acquaintances. There will be various medical tourist packages for the international market. Interest was already shown by the Western countries, mainly due to the affordable prices for them.

As a second amenity in the medical tourism we also activate the Beauty Studio Silhouette, which is mainly therapeutic character, but also very important. Due to the difference in the prices compared to the Western studios, our Studio will operate flawlessly. Service packages will be also offered for the Western European market, especially for the ladies. It will operate similar to the dental section, but with different treatments.

We are providing combined packages of medical tourism, dental treatment and beauty treatments.

In the context of tourism-medical activities, the Complex will include a pharmacy and one general practitioner office as support to the needs of the clients and the Complex in general.

In the second part of the tourist arrangements, most of them will engage local tourist agencies and some of them will be located in the actual Complex and be involved in organizing tours in the frames of the initial arrangements of the visit to Roger Town and beyond. The objective will be to attract tourists from abroad – promotion of the Republic of Macedonia from cultural and business perspective. The variety of cultural and business benefits offered by Macedonia will be part of tour packages. Let's not forget that they will always service the medical tourism clients, including the rent-a-car services available 24/7. From the time they can be engaged in the organization of various events and promotion in the complex, such as seminars, cultural and sporting events, etc.

The arrangements of the tourism agencies will be combined – the same as above. It means a variety of freedom in creating the tour packages and close cooperation between the entities within the Complex. The “close cooperation” refers to the companies already present in the Complex but work in different sector or area.

The third section includes the sporting/ tennis courts which improve the services of the hotel but also beyond. The plan here is to engage the Agency for Sports and Youth of the Republic of Macedonia in scouting and engaging young talents in the area of tennis, commercially use the various courts.

The pillar of the Complex is the hotel part. Below we are explaining its function.

In addition to providing high level services for the guests that fit their needs, additional measures will be also engaged. In order to stimulate the guests to spend more money the hotel will be issuing vouchers with value of 5 euros each, for each guest and for every day of his/ her stay. These vouchers will be valid only in the Complex. Every voucher, without limitations, can be used for every service which is part of the variety of services in the complex: restaurants, health examinations, dental examinations, pharmacy, flower shop, transport to and from the city with Rent-A-Car, tourist agency, beauty studio, sauna, photo studio, the Moderna Crnokrak studio, etc. These vouchers will stimulate the guests to spend more money which, in turn will stimulate the companies in the Complex. The newly arrived guests will be received not only by the hotel reception but also by the information bureau that will inform them about all the services and functionalities in the Complex, the business relations and consultations will be referred to the headquarters of the Complex. This is the indicator i.e. direction for the organization of the hotel and the entire Complex. The head office takes care not only for the socialization and close cooperation between the companies, and the guests and companies, but will also provide quality and information in the area of economy, linking, legal advices, property-related and other services. Care will be taken not only for the operation of the Complex itself, but also beyond the Complex. All these indicators show how serious and committed will be the head office – established since the very beginning as consulting and marketing, with top educated and able managers from many areas. In the same time, all needs of the clients, tour packages, tour-medical packages, seminars and promotions i.e. the entire process of the Complex will be organized and arranged by the head office of the Complex in close cooperation between the clients and companies, and the companies with the companies in the Complex. Regarding external services, consulting and marketing office should contribute towards additional revenues for the company – this will all have effect on the primary development of the Complex.

The most active will be the Atelier and production of the artist who will create artistic pieces, especially from the Macedonian history, as souvenirs for the tourists or paintings depending on the wish of the guests. The production will be tool for scouting and assisting of gifted talents in the area of arts and culture. The plan is also to open a foundation for appraisal and scholarships for young talents.

The foundation will rely solely on donors of funds and will be humanitarian in essence.

The hotel will be high-class 5 stars. All the necessary measures will be implemented that will ensure its luxury categorization: technical, auxiliary, at least three type of gastronomy kitchens, maximum security (officer for CCTV room), well trained staff. All this will be controlled by and improved by the head office for consulting and marketing.

We, the firm Toria resort town Roger, who as a our past experience; we

Our company which contract with Roger Town annually. the further future, we would the room for our agency and complete in terms of

Example - room for direct communication with

Example - room for agency.

The manner of our pre-agreement and construction, an agreement of 10 years.

T O R I A

ТОРИА ДООЕЛ, ДРУШТВО ЗА ПРЕВОЗ И УСЛУГИ БУЛ. ОКТОМВРИСКА РЕВОЛУЦИЈА 107-34, 1000 СКОПЈЕ ТЕЛ/ФАКС +389 2 3224 639  
е-маил: info@toria.mk е-ка бр.: 240190001437026 депонент: У нш банка ЕДБ: МК4030007002964

## Letter of intent

LLC, are with serious intention to be part of the project idea is ideal for our guests, according to need to accommodate them in this complex.

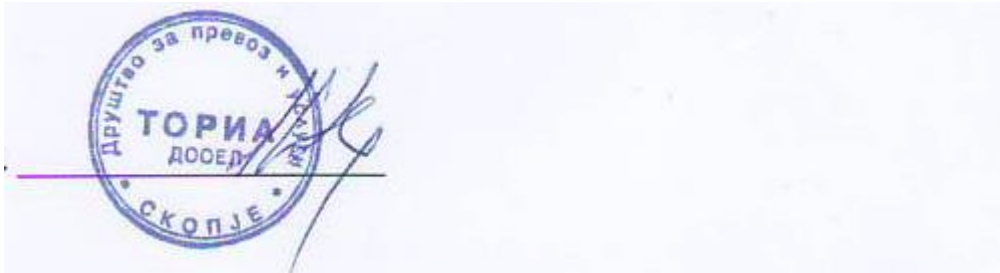
owned a travel agency Toria is ready to sign a complex to accommodate guests, monthly or Because of the seriousness of our commitment to start a discussion, depending on conditions, for a space for Rent-a-car, which our agency will be transport and accommodation.

agency would be 70 m<sup>2</sup>, facing the highway for buses and other transport vehicles.

Rent-a-car would be in an area of 30 m<sup>2</sup>, next to

collaboration will be in a way, so we can conclude immediately prior to the commencement of that both sides will meet our interests in a period

Sincerely,  
Director,



To:  
Roger Town  
Skopje

Based on the negotiations that were done between "Safety DP" LLC Skopje and Roger Town (complex) in the future ownership of Zoran Iliev - Roger, we accept to be part of that complex (original story), for what we need is premises with 50 m<sup>2</sup>, so we could conduct the activity of the complex and beyond. For that we are willing to pay rent of 15% of the profits generated in TC Roger Town.

We'd be honored if you accept our offer and give us the opportunity to be part of the original complex Roger Town.

Manager: Dimitar Petrevski

"Sigurnost DP" Skopje  
Company for production, trade and services  
Bul. III Makedonska brigada bb, reon 14  
Skopje, Macedonia



## **ИКЕ-ТРЕЈД ДОО**

Максим Горки 17

1000 СКОПЈЕ

Телефон: 3117 4 14, 3117 144

Телефакс: 3117 414

е-маил: makswis@makswiss.com.mk

Жиро сметка: 240010001691660

Даночен број: 4030998355932

Депозитор: Уни Банка АД Скопје

To:

All of which you can use,

Notification / Information

Ike-Trade Company Ltd - Skopje, with his team of consultants for IPARD program, conducted by the Agency for financial support, where the requests for the application are submitted, using the funds from the IPARD Programme 2007-2013 for measure 302, began with the preparation of completing project Roger Town complex, for which we realize that that there is no obstacle for financial support for rural development AFSARD.

The Complex Roger Town with all its contents is a subject to the preparation of programs:

\*4 swimming pools

\*5 tennis courts

\*basketball playground

\*Summer cinema

\*2 fast food restaurants (gyros) and Pizza

\*room for ping pong and poolroom

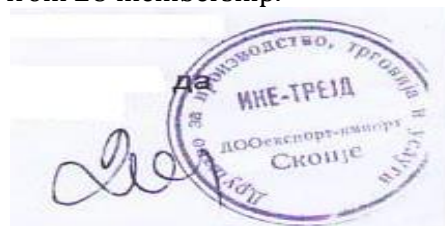
\*bowling alley

\*shopping center where you can find: pharmacy with a doctor, dentist for medical tourism, mini market, boutique for wedding dresses and original creations of the author of the complex, fashion studio, photo studio with photocopier and internet, cake shop, pastry with bakery, playground for children, travel agency with car rental, Tobacco, Flower Shop, and other content that will completely served the tourist to visit Roger Town and will be accommodate at the hotel Roger Piano.

Roger piano company has planned an investment which is described in detail in the attached Business Plan and Investment Program.

Investments of this type - Development of Rural Tourism in Macedonia are co-financed by the IPARD program - Instrument for Pre-Accession of EU for rural development, so in that way EU is co-financing 50% of the investments of private companies for clearly defined types of permitted investments.

The instrument for Pre-Accession of the European Union (IPA) is to help the candidate countries for EU membership in order to support the fulfillment of the accession criteria in terms of establishing a functioning market economy, customization and implementation of EU legislation and the ability to carry out responsibilities arising from EU membership.





The instrument for pre-accession of the European Union (IPA) intended for Rural Development (IPARD) is the fifth component of the IPA, which provides financial assistance for sustainable agriculture and rural development, in terms of preparation for the Common Agricultural Policy (CAP) of the EU and instruments for its implementation rather the rules for funding from the European Fund for Agriculture and Rural Development (EARDF) and adjustment of the agricultural sector to the rules and standards of the EU common market.

IPARD funds are used in accordance prepared and adopted IPARD program for agriculture and rural development for the programming period 2007-2013. IPARD program contains an overview of the main priority areas for intervention and appropriate measures of financing.

During September 2012 after the agency action plan for financial support and rural development is planned to be released next announcement, where the interested private companies for investments in approved types of investment from the EU will be able to submit their applications and their investments are 50% co-financed with European funds for pre-accession assistance of the European Union.

Our company is preparing the application to be submitted to the Agency for financial support and the additional necessary documents and business plan would be used, and the opportunity to be supported planned investment in financial terms from EU funds to be published and accessible for Macedonian companies.

In addition to being supplied and the corresponding requirements for permissible measure application which lists all the documents that will be fully prepared by us and IPARD program whereby on page 43 and 44 can be clearly seen that the planned investment of Roger Piano is allowed for funding.

Thus 50% of the funds needed to deliver the performance of planned investments will be provided.

IPARD program prepares the team of consultants hired by our company in whose reference list is already realized and implemented projects in Macedonia.

The required information regarding the preparation of project application IPARD -

Contact person Slavica Blazeva  
tel 071/331281  
e-mail: slavicabl@yahoo.com



To Mr. Zoran Iliev

Skopje

**Subject:** Response to a request

Dear,

With special attention we have evaluate your project for Roger Town and we would like to inform you that the Company services HTL Ltd Skopje Macedonia is interested in investing in it.

In case of realization of this project, we have serious intent, within the building, to open Automat machine club for gaming in an area of 250 m<sup>2</sup>, which would be an investment up to 250 000 Euros for the exterior construction and interior design of the local. In the machine club we'd installed 30 electronic gaming devices with an average value of 13 000 Euros per machine and 2 Roulettes with an average value of 50 000 Euros individually, that is, the total value of all machines for gaming would be around 390,000 Euros and the value of the investment will be about 640 000 Euros.

If you start with the construction of the planned facility, please let us know how we would define the conditions for further cooperation.

Sincerely,

ХТЛ МАКЕДОНИЈА ДООЕЛ Скопје  
Управител  
Горѓи Дамјановски  
Прокурис  
Милош Пејич



ХТЛ Македонија Дооел Скопје  
ул 50-та Дивизија 24-а  
1000 Скопје  
Р.Македонија  
тел: 00389 2 3109997  
факс: 00389 2 3104744

HTL Makedonija d.o.o.e.l • ul 50-ta Divizija 24-a • 1000 Skopje • Makedonija • Tel: +389 2 3109-997 • Fax: +389 2 3104-744 •  
E-mail:htl\_macedonia@novomatic.com



Date: 20.12.2012, Belgrade, Serbia

Global Benefits Group, a group of companies specialized in international financial services on the market for more than two decades, serving as leading innovators and distributors of products and services designed exclusively for the needs of international employees and multi-national clients.

Today, GBG continues to develop and implement programs that cover all areas of financial field, medical / health, life, disability and travel insurance, pensions and retirement

planning.

GBG is a fully integrated insurance system, which provides customers a full range of services from plan design, distribution, billing and claims administration. We are especially proud of offering our services through local providers, and through our experienced team on field, everywhere.

GBG in partnership with the company Vienna Insurance Group also offers high quality products to our international customers and where required offering a local assistance. Our portfolio is undertaken by our own insurance company, GBG Insurance, supported by well-known international reinsurance companies assessed with rating A or A+. This gives us the opportunity to make products that transcend geographical boundaries.

With thousands of customers in all parts of the world, GBG has the expertise and experience to deliver the necessary tools and resources for our customers and our commitment to providing integrated utility solutions, which together with exceptional service make us one of the leaders in providing insurance benefits for employees of the international community:

Fortune 400 and Fortune 100 companies

- international law firms
- international accounting and consulting firms
- international educational institutions
- multinational IT companies
- multinational professional services companies
- multinational energy companies
- missionary and religious organizations

GBG is a world leader in health insurance. The essence of health insurance is paying the claims of policyholders. Through our company for processing claims, GBG Assist, timely and responsible to serve customers.

---

Corporate Office:  
26000 Towne Centre Drive, CA 92610  
Tel: 949-470-2100  
Fax: 949-470-2110  
Web: [www.gbg.com](http://www.gbg.com)

GBGI CEE Representative Office  
Bulevar AVNOJ-a 81/VI/17  
11070 New Belgrade, Serbia  
Tel: +381 11 311 5557  
Fax: +381 11 311 9888  
Email: [belgrade@gbg.com](mailto:belgrade@gbg.com)

Administrative Offices: Foothill Ranch US, Vienna Austria, London UK, Belgrade Serbia, Shanghai China



Date: 20.12.2012, Belgrade, Serbia

GBG Assist is equipped with:

- experienced multilingual professionals to process claims
- familiar with the needs of international customers
- committed to providing prompt and professional service to all our customers.

To provide this service, we have developed specific proprietary software to handle the complexity of international claims.

As would be accessible to our customers we have developed a global medical network. GBG has built and actively manages the worldwide network of more than 550 medical facilities that:

- Not only ensure the best care available in the local environment, but are chosen for their expertise in dealing with foreigners;
- Maintaining English - language staff, many western-trained staff;
- Providing high quality and professional medical care.

In the U.S.A and Canada, GBG / Tie Care is using King First health as the preferred provider network.

There are more than 4,000 hospitals and nearly half a million doctors and allied health professionals in network GBG and 70,000 medical stores worldwide.

We are continuously building our network abroad to better meet the needs of our customers. We are ready to negotiate with each object, per customer, anywhere in the world. This network is constantly expanding and includes sites in Canada, China, Thailand, Bolivia, India, the Philippines, Chile, Colombia, Australia, Ecuador and many other countries in the world, and also Macedonia.

It will be a great benefit for our international network if there is a realization of the Roger Town, where is planned a medical facility.

The new modern private medical institution located in an unique and exclusive high-ranked Roger Town complex will have a new provider of medical services, which will offer all our customers around the world, where they will be able to realize their benefits in terms of health insurance.

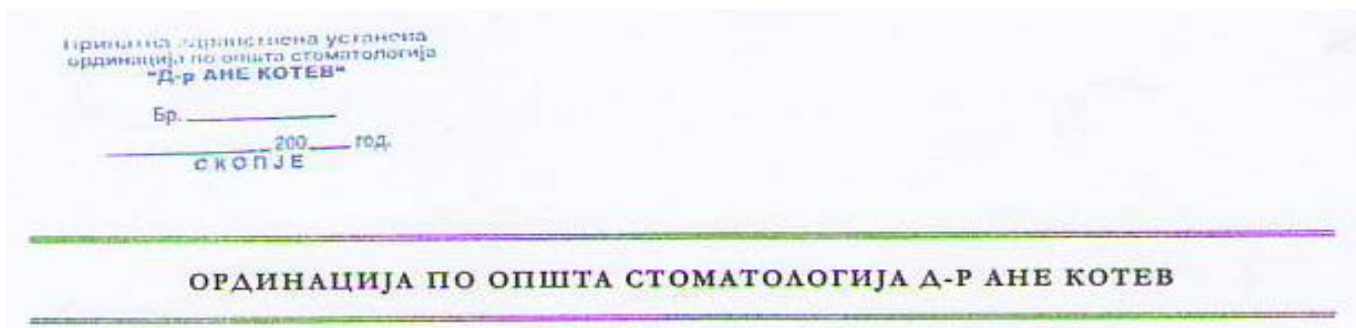
Director of damages: Milosh Milic



Corporate Office:  
26000 Towne Centre Drive, CA 92610  
Tel: 949-470-2100  
Fax: 949-470-2110  
Web: [www.gbg.com](http://www.gbg.com)

GBG CEE Representative Office  
Bulevar AVNOJ-a 81/VI/17  
11070 New Belgrade, Serbia  
Tel: +381 11 311 5557  
Fax: +381 11 311 9888  
Email: [belgrade@gbg.com](mailto:belgrade@gbg.com)

Administrative Offices: Foothill Ranch US, Vienna Austria, London UK, Belgrade Serbia, Shanghai China



#### LETTER OF INTENT

Based on negotiations that were done between PHI (private health institution) practice of general dentistry Dr. Kotev Ane and Roger Town (complex) in the future owned by Zoran Iliev -

Roger, we accept to be part of the complex, for which we need the space of 45 m<sup>2</sup>, so we could conduct our activities in the complex.

We'd be honored if you accept our offer and give us the opportunity to be part of the original complex Roger Town.



Fashion Studio Crnokrak  
D.T.C. Paloma Bjanka  
Str. Vasil Glavinov bb, II floor, local 5  
1000 Skopje

Ziro сметка: 320-0000000281-36 Sileks Banka  
Dan. Broj: MK-4030002434653  
Phone: 023070773 023227333 070323737

Subject: Letter

We, Fashion Studio Crnokrak, we gladly agreed to collaborate and be part of the complex Roger Town. As a fashion studio we would be part of all fashion events, promotions, presentations, events, who would work at Roger Town.

To this purpose, we would have needed two rooms, namely: one for office size 3x4 m<sup>2</sup> and room for makeup and wardrobe from 3x6 m<sup>2</sup>.

We are looking forward to future cooperation

Fashion Studio Crnokrak  
Director: Miki Crnokrak

Skopje, 11.09.2012



SOCIETY FOR MACEDONIAN – MONGOLIAN FRIENDSHIP AND COOPERATION  
ДРУШТВО ЗА МАКЕДОНСКО – МОНГОЛСКО ПРИЈАТЕЛСТВО И СОРАБОТКА

## LETTER OF INTENT

I, Litov Namdagzhanchivin, graduated engineering architect from Mongolia, as chief adviser and coordinator of the NGO the Society of Macedonian-Mongolian friendship and cooperation Bluesky, on the behalf of the society, we are seriously interested to be an important part of the project Roger Town resort, which as a project and like an idea is ideal for our diverse activities that go by our past experience we need to be placed exactly in this complex, as this project Roger Town.

Our organization is ready to sign a contract with Roger Town complex, for the following functional activities:

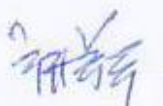
1. Because of necessity of our activities we require to be provided a room from 60 m<sup>2</sup> in the commercial part of the complex to the Mongolian Cultural Center, which will take place for diverse cultural, artistic, spiritual and enlightening, and other related activities and room from 30 m<sup>2</sup> in the medical part for Alternatively medical treatment driven by world-renowned doctors and alternatives of Mongolia.

2. Despite existing regular communication with the leading travel agencies in Mongolia, tourists, business visitors and students, they can be accommodated, taking part of the accommodation complex.

The manner of our collaboration will be in that way, to be concluding a pre- agreement and immediately prior to the commencement of construction and will sign an agreement that both sides will meet our interests in unlimited period of time.

With respect,  
Litov (Lee) Namdagzhanchivin, HBO Bluesky.

Со почит, Литов (Ли) Намдагжанчивин, HBO **BlueSky**

  
05.11.2012



Str. Vidoe Smilevski – Bato 77/2-39, Skopje, Republic of Macedonia

tel: +389 (0) 2 2430 686  
Mob: +389 (0) 70 317 256  
janchivini@hotmail.com

AVEL dooel SKOPJE  
Str. Bukureshka 77

#### LETTER OF INTENT

Based on negotiations between Abel Ltd. Skopje and Zoran Iliev - Roger, this letter of intent is to declare the intention of Abel Ltd Skopje to rent space in the complex Roger Town in Skopje, Macedonia.

Name of the company:	AVEL
Brand Name:	Twiggy
Address:	Bukureshka 77, Skopje
Phone:	+389 2 323 8805
e-mail:	<a href="mailto:twiggy.mkd@hotmail.com">twiggy.mkd@hotmail.com</a>
Contact person:	Goran Stojanovski
Phone:	+389 70 22 08 09
e-mail:	<a href="mailto:Twiggy.mkd@hotmail.com">Twiggy.mkd@hotmail.com</a>
Portfolio	
Existing shop:	Twiggy, T.C. Ramstore
Location of the shop:	Twiggy, T.C. Ramstore

Prospective tenant is interested in:

	Premises with an area of/in	Type of business	Brand (name)
1	30 m <sup>2</sup>	Fast food, burgers, toast, cold sandwiches, savory and sweet pancakes, club-sandwich, chicken fingers, chicken steak	Twiggy
2	50 m <sup>2</sup> - 60 m <sup>2</sup>	barbecue, pizza, pasta, pastrmajlija, savory and sweet pancakes, salads, sandwiches on home-baked bread	Twiggy Pizza

We'd be honored if you accept our intentions and give us the opportunity to be part of the original complex.

Thank you in advance

POTENTIAL TENANT: Stojanovski Goran



ALSTROMERIJA JSM LLC  
Bul.Jane Sandanski 69/11  
1000 Skopje

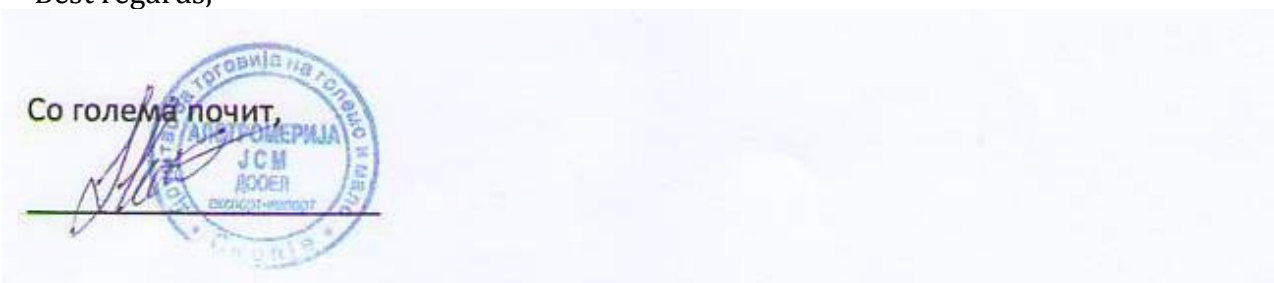
To:  
ROGER TOWN - Skopje

### Letter of intent

Based on the negotiations that took place between Alstromerija JSM LLC Skopje and Roger Town (complex) Skopje future ownership of Zoran Iliev Roger, we accept to be part of that complex (original story), because we need a space with 50 m<sup>2</sup>, so we could conduct the activity of the complex and beyond. For that we are willing to pay a percentage in excess of 15% of the profits.

We'd be honored if you accept our offer and give us the opportunity to be part of the original complex Roger Town.

Skopje, \_\_\_\_\_ 2012  
Best regards,



Society beauty, service and trade  
Aphrodite S - beauty center ss Skopje  
Bul. Jane Sandanski br.113a 1/3



## Letter of intent

Based on negotiations that we made between Aphrodite - S Beauty Center LLC, manager Zlate Blazhevski and Roger Town (complex) in the future owned by Zoran Iliev – Roger, we accept to be a part of that complex (original story), and for that purpose we need 3 rooms of 15 square meters, so we could conduct the activity of the complex and beyond.

One room we need for services for massages, with 2 beds and shower room, in which we will perform the following massages: relax, physical, sports, acupressure, feet massage, anti-cellulite massage and special wellness club massage.

The second room we need is for services for cosmetics for face with 2 beds, a sink cabinet and cosmetic chair.

The third room we need for hairdressing services and decorative cosmetics for face and nails, with labor for hair washing, 2 chairs for hairdressing services and 1 desk for nails.

It would be a great honor if you accept our offer, to be part of the original complex Roger Town.

With great respect

Со голема почит



Деп. РОДУТА С  
Злате