



FALKENSTEINER
Hotels & Residences

Welcome Home!

PREMIUM LIVING by Falkensteiner®

The service concept offering added value for luxury real estate

Falkensteiner residences are more than just a high-quality property – they are an investment in a unique quality of life.

FMTG's PREMIUM LIVING is a real estate concept encompassing innovative architecture, luxurious furnishings, investment security, a top location and more. It gives the phrase "There's no place like home" a whole new meaning: Owners of a Falkensteiner apartment can always enjoy the service of a luxury hotel and the infrastructure of a premium resort, making it possible for them to spend dream holidays in their own home.

With over fifty years of experience in the tourism industry and internationally successful hotel products, FMTG has the experience and the tools needed to meet the needs of a discerning, quality-conscious customer segment. We know what you want in your leisure time and are able to fulfil your wishes quickly and professionally.

In addition, all of our products represent state-of-the-art architecture, with contemporary design and are furnished with high-quality products and latest technological features.

FMTG offers apartment owners the possibility to make use of the infrastructure (e.g. wellness and spa areas, fitness and sports facilities, bars and restaurants, children play areas and water worlds, etc.) at the hotels that are located directly adjacent to the residences or at the nearby resort as well as a wide array of additional services. This makes the property an investment in a higher quality of life, an upscale lifestyle and maximum comfort and convenience.

The PREMIUM LIVING services comprise:



GUEST SERVICES

- 24-hour reception service and key service
- Concierge Service
- Organisation of table reservations
- Excursion and travel arrangements



FOOD AND BEVERAGE

- Dine-around service
- Meal-delivery service
- Rent-a-chef in your own apartment
- Daily bread delivery
- Access to the various bars in the hotels or the resort
- Wide range of evening entertainment



WELLNESS AND SPA

- Access to the spacious pool and SPA facilities
- High-quality wellness treatments
- Special regional highlights
- Personal fitness training



CHILDCARE

- Large array of childcare services
- Specially designed children's programmes
- Children's play areas
- Water areas and outdoor playgrounds at the hotels or resort
- Entertainment programme with sports, excursions, etc.
- Individual babysitting services
- Range of baby equipment in all the common areas or for rental



SPORT

PUNTA SKALA

- Nautical center
- Rental equipment and courses for diving, sailing, surfing and jet skiing, bicycle, beach volleyball, football, tennis, etc.
- Fitness rooms with state-of-the-art equipment, training and meditation programmes

KATSCHBERG

- 70 kilometres of optimally prepared slopes for skiing and snowboarding right at your doorstep
- Ski, cross-country skiing, mountain bike, Segway rentals
- Ski school, ski rental (in house)
- Hiking, mountain climbing, horseback riding, golf, fitness, etc.



CLEANING AND MAINTENANCE

- Regular cleaning service for the apartments on request
- Laundry service, bedding and towel changes
- Minor repairs, maintenance work and garden maintenance
- Preparation of the apartment for arrival (services such as airing the apartment out, heating it in advance, filling the refrigerator, etc.)



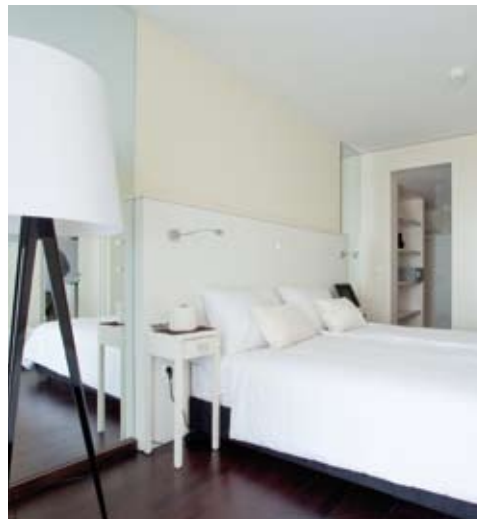
RETURN ON INVESTMENT THROUGH SUBLETTINGS

- Subletting apartments via Falkensteiner Hotels & Residences international sales network
- Attractive opportunity to generate additional earnings
- Free choice of letting period, or selection of one of the defined earnings models
- International sales network in 20 countries and over more than 100 additional partners
- Strong online platform with booking engine

Completed PREMIUM LIVING projects

Falkensteiner Residences Senia

PUNTA SKALA, CROATIA



KEY FACTS PUNTA SKALA

- ✦ Total resort area: 29.6 ha
- ✦ Falkensteiner Residences Senia with 187 apartments
- ✦ Falkensteiner Family Hotel Diadora ****S with 252 family suites
- ✦ Falkensteiner Hotel & Spa Iadera ***** (2010) with 210 rooms and suites
- ✦ Shops, restaurants and bars (2011)
- ✦ Various sport facilities for tennis, football, beach volleyball and much more
- ✦ Water sport centre with rental equipment and courses
- ✦ Underground garage with 684 parking spaces

Falkensteiner Residences edel:weiss

KATSCHBERG, AUSTRIA



KEY FACTS EDEL:WEISS

- ✦ 64 apartments with a panoramic view located in buildings with 10 or 14 storeys
- ✦ Exclusive comfort in apartments with 55 sq m, 90 sq m, 120 sq m or 200 sq m of living space
- ✦ Two exclusive furnishing options to choose from: "modern lifestyle design" or "alpine lifestyle design"
- ✦ A fantastic, one-of-a-kind mountain setting right at your doorstep – the Katschberg region
- ✦ Quality, lifestyle and comfort with a wide array of services

