



Business Analysis of Cortijo Vizcaronda: Restaurant and Events

Introduction

Cortijo Vizcaronda, located in Manilva, Costa del Sol, offers a unique investment opportunity to transform the property into a business dedicated to signature dining, exclusive event hosting, and boutique accommodation with six rooms for special guests. This analysis outlines the potential revenues and expenses of the project, along with a 10-year financial projection, aiming to present a sustainable and profitable business model.

Business Concept

Business Components

1. Boutique Accommodation

- Six luxury rooms for event guests or tourists seeking an exclusive experience.

2. Signature Restaurant

- Cuisine based on local products and a high-quality gastronomic focus targeting residents and tourists in the area.

3. Event Spaces

- Hosting weddings, corporate events, and retreats.
 - Installation of a marquee with a capacity for 150 guests.
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Initial Investment

Item	Estimated Cost (EUR)
Purchase of Cortijo	3,800,000
Renovation and adaptation	300,000
Furniture for six rooms	150,000
Restaurant equipment	200,000
Event marquee	120,000
Initial marketing	50,000
Permits and licenses	80,000
Contingencies (10%)	470,000
Total Initial Investment	5,170,000

Revenue Projections

Estimated Annual Revenues (15% Increase)

Source	Details	Annual Revenue €
Boutique Accommodation	Six rooms, 230 EUR/night, 60% occupancy	301,590
Signature Restaurant	40 guests/day, 57.50 EUR/ticket, 300 days	690,000
Events	30 events, 13,800 EUR/event	414,000
Total Annual Revenue		1,405,590

Annual Expenses

Fixed Costs

Item	Annual Cost (EUR)
Staff (12 employees)	400,000
Utilities and services	60,000
Maintenance	50,000
Continuous marketing	40,000
Insurance	20,000
Total Fixed Costs	570,000

The figures and estimates presented in this study are for guidance purposes only. Interested parties should conduct their own due diligence and adapt them to the realities, with their best knowledge of the business and its possibilities in this location.

Variable Costs

Item	Annual Cost (EUR)
Operating costs (20% accommodation revenue)	60,318
Operating costs (30% restaurant revenue)	207,000
Operating costs (20% event revenue)	82,800
Total Variable Costs	350,118

Total Annual Expenses: 920,118 EUR

10-Year Financial Projection

Year	Revenue (EUR)	Expenses (EUR)	Net Profit (EUR)	Cumulative Balance (EUR)
1	1,405,590	920,118	485,472	-4,684,528
2	1,475,870	947,721	528,149	-4,156,379
3	1,549,664	976,152	573,512	-3,582,867
4	1,627,147	1,005,437	621,710	-2,961,157
5	1,708,504	1,035,600	672,904	-2,288,253
6	1,793,929	1,066,668	727,261	-1,560,992
7	1,883,626	1,098,668	784,958	-776,034
8	1,977,807	1,131,628	846,179	70,145
9	2,076,697	1,165,576	911,121	981,266
10	2,180,532	1,200,543	979,989	1,961,255

Note: The annual revenue increases are based on a projected 5% growth rate, reflecting inflation, increased brand recognition, improved customer retention, and better utilization of the various services offered (accommodation, restaurant, and events). This percentage also accounts for operational optimization and price adjustments due to enhanced perceived quality.

Report on the Need for Event Spaces in Manilva, Málaga

Context

Manilva, as part of the Costa del Sol, is an increasingly popular destination for tourism and exclusive events. However, the availability of suitable spaces for weddings, retreats, and corporate events remains limited, particularly venues that combine quality, privacy, and a unique setting.

Key Factors

1. **Growing Demand:** The destination wedding and corporate event market is steadily growing, with national and international clients seeking unique venues.
2. **Lack of Suitable Spaces:** While the region has hotels and restaurants, few offer specialized facilities for large events with customization options.
3. **Accessibility:** Manilva is strategically located near Marbella, Sotogrande, and two international airports (Málaga and Gibraltar), facilitating access for international groups.
4. **Natural Appeal:** The vineyards, beaches, and historical landscapes of Manilva are a strong draw for luxury events.

Conclusion

The development of a space like Cortijo Vizcaronda dedicated to exclusive events would address a clear need in the area, with the potential to position itself as a benchmark in the Costa del Sol. The combination of accommodation, signature gastronomy, and customizable event spaces creates a unique and highly attractive proposition for discerning clients.

