



Case study: Financing for Three-Hotel Portfolio in the Canary Islands and Ibiza

CLIENT

Banca March and Meliá
International Hotels



TRANSACTION TYPE

Debt advisory

VALUE

€90mn

Client description

Meliá Hotels International, founded in 1956 in Mallorca, is Spain's leading hotel group and ranks 19th worldwide. With a strategic focus on resorts and 'bleisure' destinations in top-tier cities and dynamic locations, MHI has grown exponentially, now operating 350 hotels across 38 countries on four continents.

Banca March is the only Spanish bank that has remained 100% family-owned since its inception. Specializing in private banking and advisory services for family-owned businesses, the bank currently employs 1,300 people and has a turnover of around €26bn. With a strong geographic presence, Banca March has also launched Morfeo Hotels as part of its Private Equity and Co-Investments strategies, a dedicated vehicle for acquiring hotel portfolios.

Deal description

Alantra advised Banca March and Meliá International Hotels on the financing of a three-hotel portfolio in Spain. The portfolio comprised the Meliá Fuerteventura and Innside Fuerteventura in the Canary Islands and the recently renovated Meliá Ibiza.

A successful outcome

- By combining its Debt Advisory product with Real Estate expertise, Alantra secured a highly competitive €90mn financing package with a local bank.
- The financing will be used to refinance existing debt and support capital expenditure needs for the repositioning of two of the hotels in the portfolio, within the hotel company's strategy to strengthen the premium and luxury segments.



JORGE ROA
MANAGING DIRECTOR | ALANTRA



This transaction not only reinforces our hospitality financing credentials with two Tier 1 clients but also highlights the success of our sector and product expertise model. This model has truly become a cornerstone of Alantra's DNA, and we look forward to continuing our close collaboration with these esteemed clients."