



**AGREEMENT ON A PRELIMINARY STUDY (SKETCH PROJECT) FOR A HOTEL
AT THE SEASHORE LOT IN JOHAN KNUDTZENS GATE 3 (GBR 27/8/160) IN
SØR-VARANGER**

BETWEEN

KIRKENES HAVN KF

AND

APART(E)STUDIO AS

1. Purpose

The study is aligned with the concepts discussed during a meeting between the parties September 22nd 2025, aiming to explore the development of a hotel by the shore with an approximate gross area between 10,000 and 12,500 m², depending on the architectural solution. This will allow the hotel to accommodate between 125 and 170 rooms (Goal: approx. 150 rooms, as discussed), balancing guest comfort with high-quality common areas and operational efficiency.

In doing so, the aim is to create an iconic architectural object for the city, carefully balancing maximum room capacity with a compelling architectural solution that becomes a landmark. The study also considers the integration of additional facilities such as restaurant, spa, and conference rooms, to be defined in agreement between the parties and as part of Phase 1 (Preliminary Program Discussion). These facilities will be custom designed to respond to the needs of the city, align with the philosophy and services of the future operating entity, and cater to the expectations of the target clientele.

2. Scope of work

- Site visit, introductory meeting, and site analysis
- Preliminary program, functions and areas.
- Initial sketches and project concept layouts (plans, sections, facades, areas charts,) and other elements required for a comprehensive understanding of the project, its potential and integration.
- Massing studies (form/volumes) in a virtual 3D model, schematic images of the form and eventually a physical model.
- Visualisation images (3-4 included in the offer).
- Two intermediate online meetings to discuss program (Phase 2) and forms/concepts/ ideas (Phase 3).



3. Deliverables

- Final delivery of a PDF file and a physical model, and an in-person presentation to Kirkenes Havn KF (if, for any reason, an in-person presentation proves impossible, it may be substituted by a video call).
- Presentation for future investors and operator entities is not covered and will have to be arranged separately and outside of this agreement.
- Additional professional visualisations (high-resolution photorealistic images) can be provided upon request. The standard fee is NOK 15,000 + VAT per rendering, though we are happy to discuss options based on the number and type of images required.

4. Limitations

- Specialist disciplines (engineering, landscape, acoustics, etc.) are not included at this preliminary phase
- Detailed design, permitting and execution drawings are excluded

5. Agreement price and payments

Total fee for deliverables under this agreement is NOK 100 000,00 + mva. Payment will be made in two instalments:

60% upon adjudication of the study (NOK 60 000 + MVA) based on invoice from Apart(E)studio AS.

40% upon delivery of the completed sketches and conceptual layouts (NOK 40 000 + MVA) based on invoice from Apart(E)studio AS.

Travel and accommodation for meetings beside the ones agreed in prior are to be charged separately following Norwegian government compensation rates.

6. Schedule and process

All deliverables from Apart(E)studio AS under this agreement are to be delivered to Kirkenes havn KF no later than four weeks from signature of this agreement and receipt of first payment (see above item 5.).

Photo-material and regulatory information for the property in question will be delivered as soon as available, if possible prior to contract signature but never later than "Phase 02" meeting as is strictly necessary to move on on Phase 3.

a. Phase 1 – Preliminary Program & Area Studies

Definition of a preliminary program and area distribution (subject to adjustments in later phases)

Delivery: Week 42 (Proposed date for online meeting: 15/10).



b. Phase 2 – Concept Development / Brainstorm

Development of initial ideas and presentation of selected concepts. Discussion of viability and relevance of each option (“pros and cons”).

Delivery: Week 44 (Proposed date for online meeting: 29/10).

c. Phase 3 – Development of Selected Concept

Further development of the chosen concept into schematic drawings and visuals. Clarifications via email or phone as needed (no formal meeting to schedule).

d. Phase 4 – Final Delivery

Delivery of a full PDF document, accompanied, in principle, by a small physical model.

Final in-person presentation to the client, potentially in Oslo, or online if in-person attendance is not feasible, and if relevant, also to future investors and operator entities.

Delivery: Week 45 – Proposed dates for meetings (in-person preferred, or online if necessary): 5–7 November 2025.

The process assumes and includes two to three regular meetings (weekly or bi-weekly) in addition to clarifications via phone or email to ensure efficiency.

7. Jurisdiction venue clause

Any disagreement that cannot be solved in dialogue between the parties of this agreement shall be addressed at Øst-Finnmark Tingrett.

8. Signature

This agreement is signed in two original versions, one to be held by each of the signature parties.

Kirkenes, 03rd October , 2025

Kirkenes Havn KF

Terje Jørgensen
Port director

Apart(E)studio AS

Pedro Léger Pereira
Architect MNAL | Founder and creative director