

LÅNGASJÖNÄS CAMPING & HOLIDAY VILLAGE

CAMPING & HOLIDAY VILLAGE | SOUTH SWEDEN

SALES PROSPECT · 2026–2027

ASKING PRICE · SEK 12 MILLION



An established campsite and holiday cottage resort in a beautiful lakeside setting in Blekinge, southern Sweden – with modernised infrastructure, an experienced team and a business model designed for the future.

115
camping pitches

50
cottages in the
rental programme

11 ha
nature-based resort

An opportunity for a family or entrepreneur to take over an established hospitality business – without having to build it from scratch.

THE RESORT AT A GLANCE

We market our resort as “**3-star accommodation in 5-star nature**”, but our range also includes higher-standard cottages, with ongoing renovations continually raising accommodation quality – with various cottages offering “**5-star accommodation in 5-star nature**”.

Långasjönäs Camping & Holiday Village is a well-established and popular holiday destination, beautifully situated beside Lake Långasjön in the heart of Långasjönäs Nature Reserve. The resort combines scenic accommodation, modern facilities and a wide range of activities with a personal, welcoming atmosphere.

- **115 camping pitches**, including 105 with electricity, attractively arranged in a varied natural setting.
- **50 privately owned holiday cottages** in an established rental programme, varying in size, standard and location, from simpler accommodation to premium lakeside cottages.
- **Additional camping cabins**, including four basic cottages owned by the campsite that have recently undergone an extensive renovation and modernization.
- **Semesterhem**, a larger building suitable for rental to families, groups, associations and businesses.
- **Two service buildings** with sanitary facilities, showers, toilets, sauna, guest kitchens and laundry facilities.
- **Renovated reception with a kiosk, café, ice-cream counter & light food service**, including pizza and freshly baked bread rolls in high season.
- **A wide range of leisure activities**, including rowing boats, canoes, kayaks, paddleboards, bicycles, mini-golf and fishing.
- **Family-friendly facilities**, including a playground, swimming and activities for all ages.
- **One of Blekinge’s most popular bathing beaches**, with clear water and beautiful surroundings immediately adjacent to the resort.
- **Several nearby fishing lakes**, attracting both experienced anglers and families looking to fish in scenic surroundings.
- **An extensive network of hiking trails and nature experiences** in Långasjönäs Nature Reserve, with opportunities for walking, outdoor recreation, barbecues and relaxation.
- **A popular destination with loyal international guests**. Over many years, Långasjönäs Camping & Holiday Village has built an excellent reputation and strong relationships with visitors from Sweden and abroad. Many return year after year, with many families visiting in their third generation.
- **Numerous attractive sights and excursion destinations** in Karlshamn, Blekinge and the rest of south-eastern Sweden.
- **20 modern electric-vehicle charging points** at the entrance, available to both guests and other EV visitors.
- **Modern water and wastewater infrastructure**, including municipal connections and extensive investment in the resort’s technical systems.
- **Upgrade of electrical infrastructure (E.ON project)**, including new underground cables, transformer stations and individual electricity connections for 40 cottages (Nov. 2026–April 2027).
- **Modern digital booking, payment, check-in/check-out and guest-service systems**, including a proprietary app for orders and activities.
- **An established, experienced staff organization** is already responsible for 99% of day-to-day operations.
- **Approximately 11 hectares of land** held under a site leasehold (tomträtt), comprising established operational areas and areas with future development potential.

AN EXPERIENCED AND COMMITTED TEAM ENSURES CONTINUITY

One of the key strengths of Långasjönäs Camping & Holiday Village is its well-functioning staff organization. The business is run by three loyal, experienced full-time employees who have worked at the resort for many years and know the operation, its guests and its daily routines extremely well. Seasonal staff reinforce the team during peak season.

Karel – Site Manager and Operations Manager

Karel plays a central role in the business and is responsible for virtually all aspects of its day-to-day management. His duties include staff management, marketing, booking systems, purchasing, technical matters, guest services and operational planning. His broad experience and in-depth knowledge of the resort make him a key member of the organization. Karel speaks Swedish, English and Dutch, a significant advantage when dealing with international guests and potentially an overseas buyer.

Louise – Reception, Housekeeping and Guest Services

Louise manages the planning, coordination and execution of cleaning for the cottages, service buildings and other shared areas. She also works at reception and assists Karel with reservations, customer enquiries, email correspondence, the website and other administrative tasks. Her many years of experience and thorough knowledge of the business help ensure high standards and smooth daily operations.

Krister – Groundskeeping, Property Care and Maintenance

Krister is responsible for the resort's practical operations, including ground maintenance, lawn mowing, repairs, building work and ongoing upkeep of properties and facilities. He also liaises with external contractors and suppliers, purchases materials and maintains machinery, vehicles and tools. His technical and practical experience is invaluable in keeping the entire resort in good condition.

A smooth and flexible transition for the next owner

All three full-time employees have expressed a wish to remain with the business following a change of ownership. This provides excellent conditions for continuity and a smooth handover, allowing a new owner to benefit from their extensive experience and knowledge from day one.

At the same time, a new owner is free to shape the future organization and decide how actively to participate in day-to-day operations. A family wishing to be hands-on will have ample opportunity to do so, while a more investment-oriented owner can build on the established operating team.

MODERN, DIGITAL AND EFFICIENT OPERATIONS

Långasjönäs Camping & Holiday Village is at the forefront of digitalization, automation and modern technology in the hospitality sector. Over the years, we have invested in some of the Nordic region's leading industry systems for reservations, distribution and administration, complemented by modern point-of-sale and payment solutions and digital guest communication and check-in/check-out systems.

The business also uses specialized digital solutions for activity bookings, electronic locks, telephony, internet services and other important day-to-day functions. These systems simplify workflows, reduce administrative workload and provide guests with a smooth, professional experience.

We have also developed our own guest app, which serves as a digital service platform throughout each stay. Guests can easily find information about the resort, book activities such as canoeing and boating, and order items such as pizza and freshly baked breakfast rolls.

As a further step, we have begun integrating AI-based services into the business. These help streamline administrative tasks and enhance guest services, including digital assistance with frequently asked questions, booking information and communication outside regular reception hours.

Our ambition is to make continuous use of modern technology to create an operation that is as efficient, flexible and cost-conscious as possible. At the same time, personal hospitality remains an essential part of our business.

For a future owner, this means taking over a well-developed digital operation with established systems and procedures that simplify daily management, reduce manual work and provide a strong foundation for further development and profitability.

THE LAKE PROJECT – A NEW BUSINESS MODEL

Lower capital requirements and greater opportunities for the future

Between 2024 and 2026, Långasjönäs Camping & Holiday Village undertook a major strategic transformation. Having previously owned and managed its holiday cottages directly, the business moved to a modern partnership model in which the cottages are privately owned while LCS continues to manage central reservations and guest services. This offers several advantages, above all allowing us to focus on our core strengths and priorities – renting out cottages and camping pitches – while divesting activities that are not central to our business.

Under long-term cooperation agreements, cottage owners may use their properties for a limited part of the year, while LCS handles marketing, reservations, guest enquiries and rentals. The resort can therefore continue to offer a broad and varied range of holiday accommodation without having to own and finance the entire cottage portfolio or employ staff to maintain all those cottages.

One of the greatest advantages of the new business model is the revised allocation of costs and investments. Previously, LCS was responsible for major renovations, modernization and routine maintenance of the cottages. Under the new model, private cottage owners bear the financial responsibility for these measures, as well as certain electricity, water and wastewater costs, in accordance with their individual agreements.

Many cottage owners have already invested substantial sums in their properties, with further renovations and upgrades continuing over time. This benefits not only the owners but also LCS: improved accommodation standards make the resort more attractive to guests and create opportunities for higher rental rates, increased occupancy and therefore greater rental income.

The model is built on long-term cooperation in which both parties share an interest in improving cottage quality and rental performance. Cottage owners receive an average of approximately 52% of the rental income generated by their respective properties, while LCS retains the remaining share in return for its rental services. In addition, LCS receives agreed annual fees from cottage owners for shared services, operations and management – a recurring revenue stream that did not exist under the previous model.

The result is a business model combining substantial rental capacity with a significantly lower need for direct investment in the cottage portfolio. The company is also less exposed to future major renovation costs and

certain other property-related expenses. Resources freed up in this way can instead be directed towards developing the campsite, improving shared facilities, strengthening marketing and creating additional revenue opportunities.

This transformation has been undertaken with a clear long-term objective: to create a more efficient, financially sustainable and future-oriented business in which both LCS and the cottage owners can benefit from continued positive development.

The transition from the former to the new business model naturally also changes the company's revenue and cost flows. The effects emerge gradually and therefore cannot be fully assessed from historical annual accounts alone. To give prospective buyers a clearer view of the business's future financial position, we have prepared pro forma forecasts for the financial years 2026/27 through 2028/29.

These forecasts, presented later in this prospect, illustrate how the new business model, together with completed investments and planned operational improvements, is expected to affect the company's turnover and profitability over the coming years.

Early results already show positive progress. Between May and September 2026, revenue from cottage rentals rose from approximately SEK 4.16 million to SEK 4.65 million compared with the same period in 2025 – an increase of nearly 12%. As the number of cottage nights rented remained broadly unchanged, revenue per rented night has increased, providing a clear indication of the impact of higher accommodation standards and improved pricing. Campsite revenue also increased slightly, despite fewer seasonal pitches and the absence of a major corporate booking comparable to the previous year.

Semesterhem offers further revenue potential. It is a larger building with 40 beds in four separate accommodation units, connected to municipal water and wastewater services and currently undergoing extensive renovation financed by its property owner. Investment in Semesterhem amounts to approximately SEK 6 million and is expected to create attractive opportunities for additional rental income. Under the cooperation agreement between the owner and LCS, LCS receives 30% of gross rental revenue plus agreed compensation for services provided, such as lawn mowing, cleaning and cleaning supplies. This creates opportunities for further recurring revenue without LCS having to finance the owner's substantial investment in the building.

Taken together, these developments show how the new business model, alongside the substantial investments already made, creates the conditions for a more capital-efficient operation with several complementary revenue streams and strong potential for continued growth.

INVESTMENTS THAT HAVE ALREADY TRANSFORMED THE RESORT

Over the past decade, major investments have been made in infrastructure, buildings, guest services, activities and technology. Many of the most valuable improvements are hidden underground – water, wastewater, electricity and communications networks (internet/Wi-Fi) – yet these are among the most important assets. Below is a brief summary of the largest investments.

Period	Investment example	Amount
2015–2018	Municipal water and wastewater to North and South cottage villages	4.9 MSEK
2022	New motorhome pitches	1.4 MSEK
2022	New service building #2	1.2 MSEK
2022	Renovation of kitchen in service building #1, new ventilation and Camptac	0.9 MSEK
2022	New barrier system	0.2 MSEK
2023	Purchase of 20 new rowing boats	0.35 MSEK
2023	Reception renovation and remodelling	0.6 MSEK
2025	Municipal water, wastewater and internet for F cottages and Semesterhem	4.0 MSEK
2026	20 EV charging points	0.7 MSEK
2026	Renovation of camping cabins C01–C04	0.45 MSEK
2026–2027	E.ON project – new infrastructure and connections for 40 cottages	2.0 MSEK

The total investments presented in our “Future & Facts” document amount to 18 MSEK and cover the main improvements undertaken at Långasjönäs Camping & Stugby over the last 10 years.

These extensive investments have progressively developed and modernized the resort, improved its infrastructure and laid a strong foundation for a sustainable and profitable long-term business. For a future owner, this offers the opportunity to take over a well-developed resort in which substantial investment in facilities and infrastructure has already been made.

The amount invested should not be confused with the resort’s current market value or book value. Instead, the asking price has been determined through an overall assessment of the company’s financial development, turnover, profitability, assets and future potential, informed by valuation principles used, among others, by our valuation partner Bolagsplatsen.

The extensive investments are one of several factors in this overall assessment, but they also represent a significant advantage for a future owner. With much of the resort’s infrastructure, buildings and facilities already modernized, the need for major new investment has been reduced. A new owner can therefore focus more resources on day-to-day operations, further development and increased profitability rather than costly fundamental upgrades in the coming years.

FREED-UP RESOURCES CREATE NEW OPPORTUNITIES FOR GROWTH

Under the new business model, in which cottage owners themselves finance and take responsibility for major renovations, upgrades and a significant proportion of routine maintenance, LCS's future investment and maintenance requirements have been substantially reduced.

Previously, the company had to devote significant financial and personnel resources to maintaining, renovating and modernizing the cottage portfolio. These costs and tasks are now borne by private cottage owners, while LCS continues to benefit from steadily improving accommodation standards through the potential for higher rental rates and increased guest appeal.

For a future owner, this represents a significant strategic advantage. Instead of tying up substantial company capital and resources in cottage renovation and maintenance, more can be allocated to further developing the campsite, improving shared facilities, strengthening marketing and making operations even more efficient.

Above all, this creates greater financial and organizational capacity for new initiatives that can increase turnover and improve profitability. Several attractive development opportunities are presented in the next section.

POTENTIAL FOR THE NEXT OWNER

Långasjönäs Camping & Holiday Village offers several attractive opportunities for further development and increased profitability. The extensive investments and strategic changes already completed provide a solid foundation on which a new owner can build.

- **Higher rental income:** Continued positive rate development as more cottages are renovated, modernized and upgraded to a higher standard.
- **Longer rental season:** Increased bookings in spring, autumn and winter thanks to improved cottage standards and investments in modern water, wastewater and electricity infrastructure.
- **More privately owned cottages in the rental programme:** The opportunity to extend the successful cooperation model with the existing 50 cottage owners to other private holiday-home owners in the Långasjönäs area. The business can therefore grow without LCS needing to buy or build additional cottages itself.
- **New cottage construction:** The opportunity to expand the number of rental cottages by building new cottages. New cottages could be retained by the business or sold to private owners also and added to the existing rental programme.
- **Development of unused land:** Parts of the companies land - including currently undeveloped woodland - offer interesting possibilities for future development, such as additional accommodation, nature-based activities or other tourism-related uses.
- **More corporate and group bookings:** Developing relationships with businesses, associations, schools, organizations and project teams to increase occupancy, particularly outside the traditional peak season.

- **More effective occupancy and revenue management:** Further development of international booking channels, digital marketing and dynamic pricing to maximize occupancy and revenue per available accommodation unit.
- **New income from Semesterhem:** Further development of rentals at the extensively renovated Semesterhem, opening new opportunities for larger families, groups, businesses and associations.
- **Expanded activities & guest experiences:** Opportunities to develop nature experiences, fishing and outdoor tourism, cycling, canoeing and other experience packages that increase the resort's appeal and guest spending.
- **Further development of EV charging:** Additional revenue opportunities from the existing 20 charging points and the possibility of working with cottage owners to offer individual EV charging at each of the cottages.
- **Additional service and retail income:** Further development of the café, kiosk, food service, equipment rental and supplementary guest services.

FINANCIAL PERFORMANCE

Historical Results & Future Forecasts

Långasjönäs Camping & Holiday Village is a well-established business with a long history of significant turnover and profitability. In recent years, the company has also undergone extensive development, including major investment in resort infrastructure and a strategic change in the cottage rental business model.

Financial performance should therefore be viewed in the context of this transformation. During the 2024/25 financial year, most of the formerly company-owned cottages were sold, generating substantial one-off gains. The 2025/26 financial year was also affected, to a lesser extent, by the remaining cottage sales and related costs. These two years are therefore not directly representative of the ongoing business's future profitability.

With the transition to privately owned cottages, the company's revenue and cost structure has changed. LCS continues to manage rentals and also receives recurring income under cooperation agreements with cottage owners. The owners receive their agreed share of rental revenue, while they themselves finance a significant proportion of future renovations, upgrades and maintenance.

To give prospective buyers a clear picture of both historical performance and the business's future financial prospects, we have prepared the overview below. It covers five historical financial years and three forecast years.

The pro forma forecasts for 2026/27–2028/29 are based on the company's historical financial information, the changed business model and estimated future revenues and costs. They illustrate how the business is expected to develop following the transition to the new, less capital-intensive model.

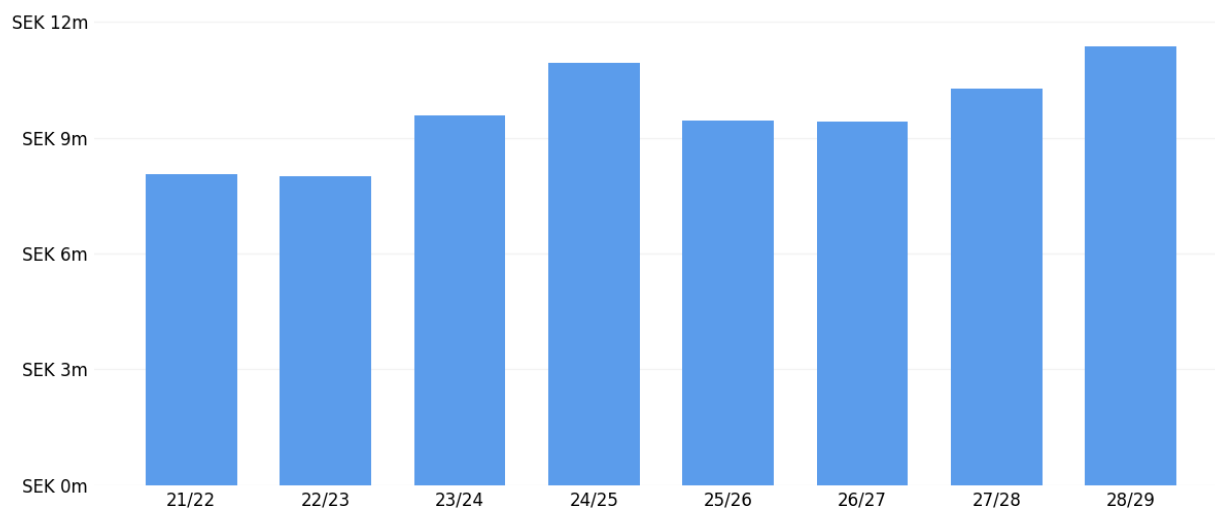
The normal range of annual profit is expected to be approximately SEK 0.5–1.0 million in the financial years 2027–2029. From 2030 onwards, profit is expected to remain around SEK 1 million or more, depending on how the new owner develops and markets the business.

Financial year	Net turnover	Profit after financial items
2021/22	8.06 MSEK	1.68 MSEK
2022/23	7.99 MSEK	0.43 MSEK
2023/24	9.58 MSEK	1.65 MSEK
2024/25	10.95 MSEK	16.38 MSEK ¹
2025/26	9.44 MSEK	2.16 MSEK ¹
2026/27	9.42 MSEK	0.67 MSEK (pro forma)
2027/28	10.27 MSEK	0.48 MSEK (pro forma)
2028/29	11.37 MSEK	0.96 MSEK (pro forma)

¹ The operating results for 2024/25 and 2025/26 include gains from cottage sales, which should be treated as one-off gains and have therefore been excluded from the turnover figures. The net turnover shown above is thus presented separately from these gains to allow comparison across financial years.

Net turnover 2021/22-2028/29

Historical figures followed by three forecast years. SEK million.



AN ATTRACTIVE OPPORTUNITY FOR FAMILIES AND INVESTORS

Långasjönäs Camping & Holiday Village offers a distinctive opportunity for both an entrepreneurial family and a more investment-focused buyer.

For a family seeking to combine running a business with a life close to nature, the resort offers an attractive lifestyle in which hospitality, entrepreneurship and the opportunity to develop an established tourism business go hand in hand.

For a buyer who prefers a more strategic, supervisory ownership role, an effective operating organization is already in place, with knowledgeable and experienced staff, modern digital booking and payment systems, and an established international customer base. Existing staff manage most daily operations, giving a new owner considerable flexibility to determine their own level of involvement.

The resort occupies approximately 11 hectares of municipally owned land held under a Swedish site leasehold (tomträtt). The current leasehold period runs until 31 January 2036, with contractual provision for extension in further 20-year periods. This provides a long-term framework for continued operations and development.

Further information, financial records, contracts and other relevant documents can be provided by agreement to seriously interested buyers.

WHY IS THE BUSINESS FOR SALE?

After many years of development and investment, the current owner wishes to hand over the business to a new, committed owner for age- and retirement-related reasons. The aim is for the next owner to take over a modern resort, an experienced team and excellent conditions for further developing the business.

NEXT STEPS

We welcome an initial, no-obligation enquiry and would be pleased to show the resort in person. Annual reports, income statements and balance sheets, detailed forecasts, contracts and technical documentation are available to seriously interested buyers at the next stage.

More information: <https://langasjonas.com/>