



COLLIERS INTERNATIONAL

Resorts

*International services*



Accelerating success.

# About *Colliers International*



Colliers International Hotels provides dedicated hotel and resort property expertise to accelerate the success of our clients around the globe.

We have over 45 people specialising in hotels and resorts based in the UK alone. Our team of international experts in our London office works alongside colleagues around the world to provide a network of hotels teams covering Europe, the Middle East and Africa (EMEA), the Americas, Asia and Australia and the Pacific. London, Toronto, San Francisco, Hong Kong and Sydney are amongst our key regional offices.



Colliers International is one of the top two commercial real estate firms in the world by size of global sales and leasing activity (source: International Real Estate Investor).

With more than 480 offices in 61 countries, your property is always local to us.

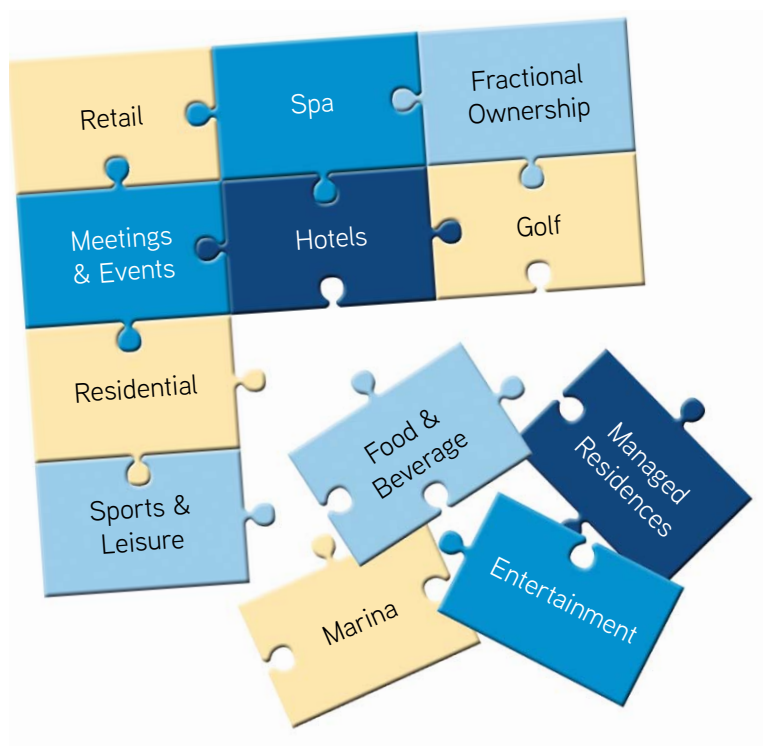


## *Understanding the Mix*

We truly understand how to create a whole that is greater than the sum of the parts.

Some of the biggest decisions are made at the earliest stages of a resort development project. Whether it's a coastal, inland or mountain resort, we specialise in helping you to make the right concept and strategic decisions.

*"The hotel and hospitality experience of our 15 directors exceeds 23 years on average."*



# Supporting You Every Step of the Way

We provide services to support you wherever you are in the development process and wherever your property is located.

We are here to help you turn your ideas into reality.

Our clients frequently ask us to continue with our support once they have discovered the added value that we bring.

## Our team members are proud to have worked with:

**Financial institutions** such as Aareal Bank, Barclays Bank, Deutsche Bank, EBRD, Erste Bank, Goldman Sachs, HSBC, Immorent, Lloyds Banking Group, Merrill Lynch, RBS Group, Santander and United Arab Bank.

**Developers** such as Bouygues, Capital Partners, Emaar, Frogmore Developments, Georgian Reconstruction & Development Company, Hammerson, Harlequin Properties, Kala Capital, Loyal Capital, Miller Developments, Nakheel, Pontus Group and Redix.

**Hotel companies** such as Accor, Aman Resorts, Arora International, Corinthia Hotels, Corus Hotels, Fairmont Raffles, Hilton, Hyatt, IHG, Mandarin Oriental, Marriott, Macdonald Hotels, Pestana Hotels Group, Radisson Edwardian, Starman Hotels and Starwood Hotels & Resorts.

**Investment funds** such as Dolphin Capital, Edge Capital, EMAC Capital, Jupiter Adria and Unicorn Investment Bank.

**Public sector bodies and associations** including the European Union, Football Association (England), Georgian Railways, Região de Turismo da Costa Azul and Scottish Enterprise.

Site appraisal & destination audit  
Objectives & visioning  
Concept development

Market analysis & trends  
International best practice  
Performance benchmarking

ROI scenarios and highest & best use  
Product mix & pitch specification  
Destination strategy

Market & financial feasibility study  
Phasing & cashflow advice  
RICS valuation

Strategic reviews & advice  
Development team procurement & briefing  
Project management

Management & operating strategy  
Operator search & selection  
Management contract review & negotiation

Mystery guest & operations audits  
Brand strategy development  
Brand standards manuals

Investment memoranda  
Investor search & negotiation  
Operational reviews for investors

Asset management/owner's representative  
Corporate finance, IPOs & refinancing  
Brokerage services/investment sale

# Why choose us?



## We Understand You Better

We understand you better because...

- We **work on a personal basis** and develop a relationship of understanding and trusted opinion
- We listen to your needs and **tailor our response**
- We are good communicators who are **readily contactable**, quick to respond and keep you informed
- The work we do for you is delivered by the team who explored the requirements with you, and the **lead director stays involved** and in touch with you throughout the job

*"We came to you because it was essential to have an independent valuation and report that would be respected and accepted by the international finance community. Crucially important was your in-depth understanding of the relatively new types of property ownership (e.g. fractional) and your specific knowledge of our market. The report was delivered on time and has met with universal acceptance from all institutions. We would not hesitate to recommend you."*

Charles Cox, Developer of Domaine de Lavagnac



## We Bring a Wealth of *Experience* and *Expertise* to Your Job

We bring a wealth of experience and expertise to your job from...

- Our team's **experience as hoteliers** and our years of working directly in the industry
- The **connections** of our team members
- Our **work across an outstanding breadth of countries**, cities, coastlines and regions
- The **sheer range of types of hotel property** that we work with every day – from privately owned individual hotels to substantial international portfolios

*"Having regularly engaged your team over the years regarding project feasibility, market intelligence and valuation, we have found you have provided us with consistently invaluable insight, analysis and support. Your team rightfully has a reputation as market leaders in hospitality advisory services."*

Jupiter Adria



Image courtesy of WATG

## We Bring You *Ideas and Fresh Approaches*

We bring you ideas and fresh approaches by...

- Keeping **in touch with market trends** and expectations
- **Working with you and listening** to your input and feedback
- **Thinking creatively** about concepts and strategies to make your hotel stand out
- Being **innovative** in everything we do
- **Targeting** only those with the ability to meet your objectives. No blanket coverage

*"Thank you for the great work with the business plan! We now have a strong plan with everyone's input catered for and a better chance of success with the project. Thanks again for your diligent high-quality work."*



## We Help You to *Move Forward*

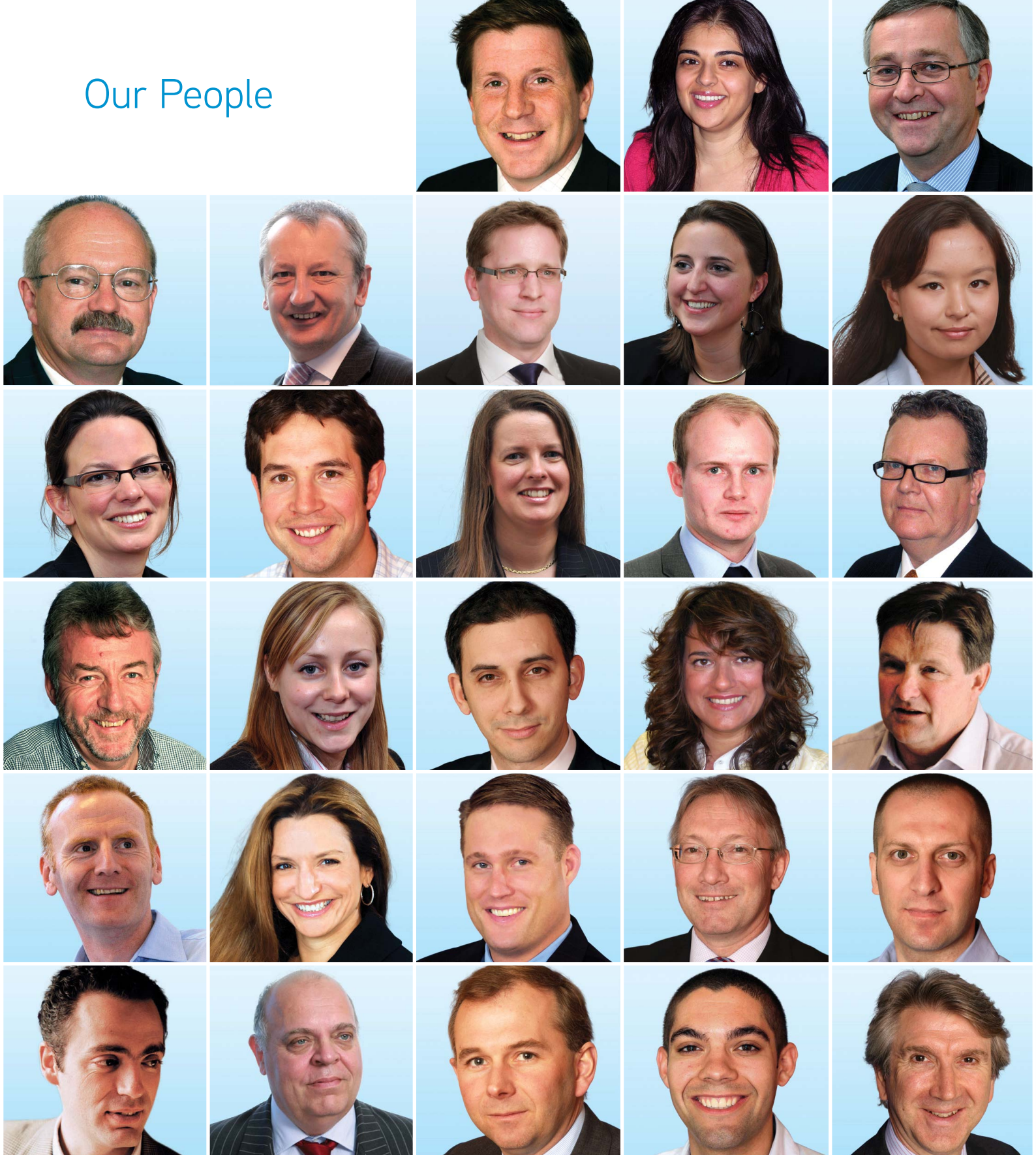
We help you to move forward by...

- Being **reliable, professional and supportive**, often taking on a role as your 'critical friend'
- **Keeping you informed** of progress and meeting agreed timelines, budgets and objectives
- Gaining the respect and **trust of key decision makers in the industry**
- Consistently delivering **high-quality results**

*"Colliers International was engaged by my client to undertake a comprehensive review of the market place in Saudi Arabia and make a project specific assessment of development mix and quantum, marketability and commercial viability. The final report has provided the confidence and information necessary for my client to make informed decisions on the development moving forward."*

Kuwaiti Management Company Bovis Lend Lease Joint Venture

# Our People



## Contact Us

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