

COLLIERS INTERNATIONAL

Hotels

Global Services

Accelerating success.



Colliers International: a *Top Two* Player

At Colliers we understand what it takes to succeed. During the past 10 years we've grown from a position outside of the top 10, to become one of the top two players in the world by the size of global sales and leasing activity.*

Colliers International has integrated the resources of our real estate specialists worldwide to accelerate the success of our clients. So when you partner with a Colliers professional you not only draw on years of direct local market experience, you also gain access to the same quality of expertise from 15,000 professionals in 480 offices in 61 countries around the world.

We speak from experience in accelerating success too. In 2010 we aligned the Colliers brand at the global level whilst continuing to grow our strength at the local level. This alignment has vastly expanded communications within our teams and enhances the services we provide our clients.

Our global hotels team of more than 140 professionals is ready to serve your every real estate need. So, if you're looking for a world-class hotel brokerage or consultancy provider—or a combination of the two—you can be confident in Colliers International Hotels.

Our integrated approach, combined with impressive experience and a commitment to service excellence means we consistently deliver results you can count on.

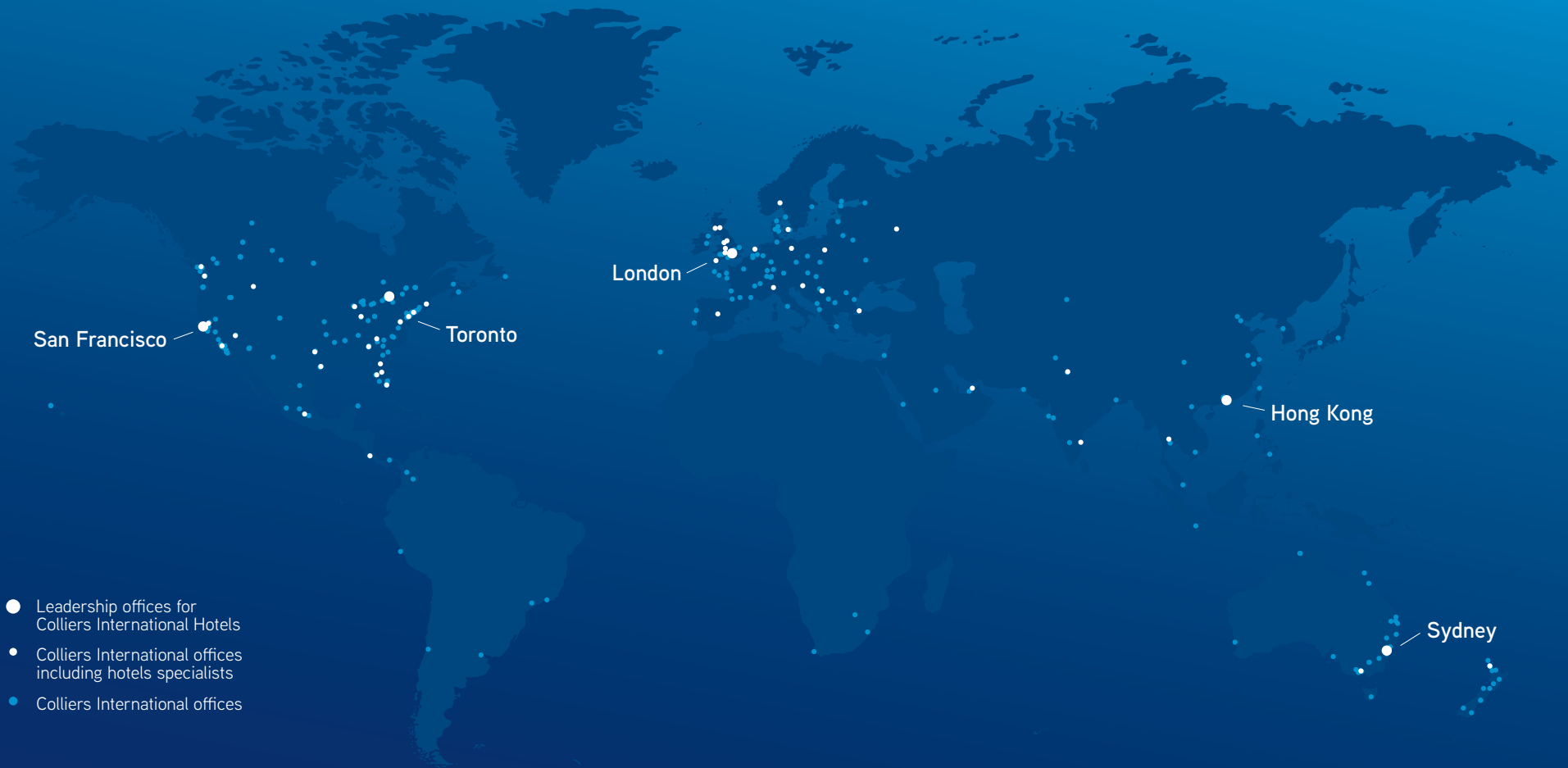
The following pages provide a snapshot of our global expertise and highlight just some of the companies that have benefited from our experience. We've also included our contact details so that you can talk directly with us about how we can assist with your next project. We look forward to hearing from you soon.

* Source: International Real Estate Investor



REAL ESTATE IS A LOCATION BUSINESS. THAT'S WHY WE DO BUSINESS WHERE YOU DO BUSINESS.

Our Colliers International Hotels team works collaboratively around the world with specialists in more than 45 offices, including leadership offices in: San Francisco, Toronto, London, Hong Kong and Sydney.





“We selected Colliers International Hotels over a number of candidates to list our property because we trust their integrity and perseverance to get the job done. They are professional and really know the market.”

BRUCE HRABA, PRESIDENT
SILVERADO RESORT AND SPA—CALIFORNIA, USA


SILVERADO
COUNTRY CLUB & RESORT
Guest Registration ↑
Executive Conference Center
Golf Registration

We Accelerate Your Success

At Colliers we're known for our spirit of enterprise. We have a passion for service excellence and for creating memorable experiences. We share a sense of initiative and tailor our recommendations to your specific needs. Over the years these attributes have helped Colliers accelerate the success of countless hotel companies, investors and developers around the world—and we're proud of that.

LOCAL DEPTH. GLOBAL BREADTH.



Corinthia Hotels
Europe, Middle East and Russia

Colliers provided strategic guidance and key valuations to International Hotels Investments plc. (IHI) surrounding a potential London-based IPO of IHI's luxury hotel portfolio.



Pan Pacific Hotel
San Francisco, USA

Our experts sold this full-service 327-room hotel in the heart of San Francisco.



Fairmont Royal Pavilion
St. James, Barbados

Working together, our London and Toronto offices negotiated the sale and manage-back of this luxury resort with private beach and excess land suitable for development.



Regal Airport Hotel
Chek Lap Kok Airport, Hong Kong

Colliers is the principal valuer for the Regal REIT portfolio, which includes this 1,100-room Hong Kong airport hotel.



Waldorf Hotel
London, UK

Colliers valued this 299-room world-renowned hotel for acquisition purposes.



Al Uqair Development
Saudi Arabia

We provided an outline feasibility study and land valuation for the first phase of this proposed hotel and mixed-use development.



St. George's Park
Burton Upon Trent, UK

For the English National Football Centre we assisted with hotel concept development, market and financial feasibility, operator selection and obtained forward funding.



Le Meridien King Edward Hotel
Toronto, Canada

Colliers International was the exclusive advisor to Starman Hotels in the sale of this 298-bedroom hotel.



We Support You Every Step of the Way

The Colliers International Hotels team is here to support you at every stage of your project whether you're a hotel owner, investor, developer or operator. Our specialist services provide you with instant access to extensive market knowledge, research and contacts, whilst our commitment to service excellence ensures your Colliers experience is truly a memorable one.

“Having regularly engaged your team over the years 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, LONDON
(PRIVATE EQUITY INVESTMENT FUND)



Brokerage

- › Property Transactions
- › Corporate Finance
- › Debt Placement
- › Mergers and Acquisitions

Advisory

- › Concept Development and Destination Strategy
- › Market and Financial Feasibility Studies
- › Valuations
- › Operator Search and Selection
- › Management Contract Review and Negotiation
- › Corporate Finance Advisory
- › Development Consultancy
- › Operational Reviews
- › Asset Management

Research

- › Market Studies
- › Trends Reports
- › Investment Reports

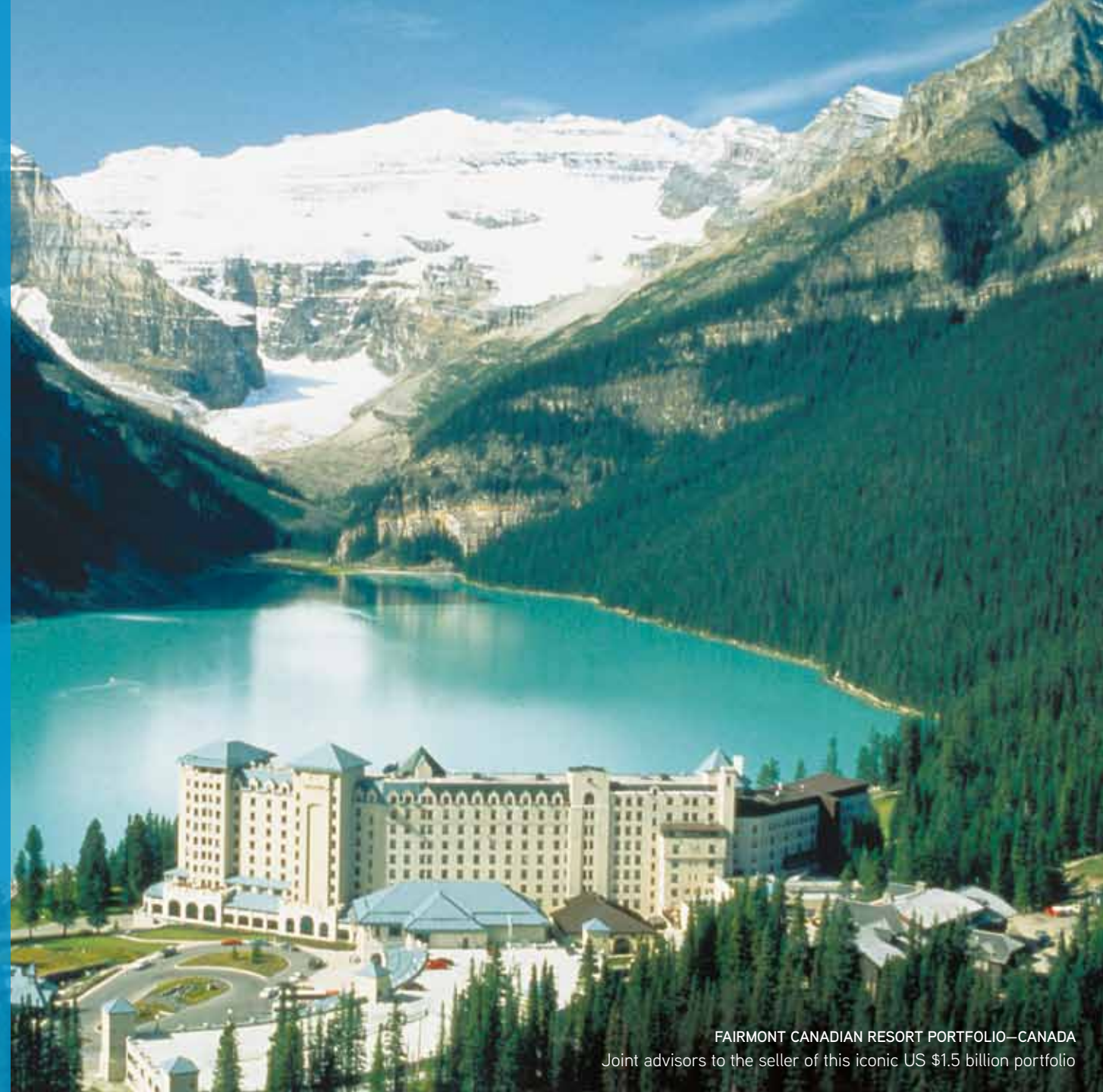
We Bring You a Wealth of *Experience and Expertise*

Our specialists share these qualities in abundance. This enables us to provide a deep understanding of your asset. Many of our colleagues have also owned, managed or worked in a hotel or resort, meaning that our advice is not only analytical, it is instinctive as well.



RESEARCH

We provide detailed reports and publications, including the Australian and Canadian Hotel Investment Reports, Colliers PKF Trends® and Benchmark reports and published tables of European hotel transactions.



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We Understand You Better

We focus on developing long-term client relationships. We listen to your needs both now and in the future and work closely with you to build a relationship of trust and understanding.

“From our first conversation on the phone, it quickly became clear just how much emphasis you place on understanding and listening to your clients. Thank you—it really is a pleasure working with you.”

ELITE HOTELS, SWEDEN

INTERCONTINENTAL
MELBOURNE, AUSTRALIA
One of many valuations
undertaken for the Eureka REIT



CORINTHIA HOTEL TRIPOLI—LIBYA

COLLIERS REPRESENTS SOME OF THE WORLD'S BEST KNOWN NAMES:

3M	ING
Bank of America	Kraft
Blackstone	Microsoft
Capital One	Pfizer
Citibank	Reckitt Benkiser
Coca-Cola Company	United Nations
Colgate Palmolive	Vodafone
Fujitsu	

OUR HOTELS EXPERTS ARE PROUD TO HAVE WORKED WITH:

Aareal Bank	InterContinental Hotels Group
Accor	Jupiter Adria
Aman Resorts	Kazkommertsbank
Barclays Bank	Loyal Capital
Blackstone Group LP	Marriott International
Capital Partners	Merrill Lynch
Citigroup	Orascom
Corinthia Hotels	Pontus Group
Deutsche Bank	RBS Group
Dolphin Capital	Redix
EBRD	Santander
Edge Capital	Six Senses Hotels and Resorts
Emaar	Starman Hotels
Georgian Reconstruction and Development Company	Starwood Capital Group
Goldman Sachs	Starwood Hotels
Highgate Holdings	United Arab Bank
Hilton Worldwide	Westmont Hospitality Group
HSBC	Wyndham Worldwide
Hyatt Hotels Corporation	

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Featured on cover: Pan Pacific Hotel and World Trade Centre—Vancouver, Canada | Sold fee-simple interest for a Tokyo-based conglomerate subsidiary

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