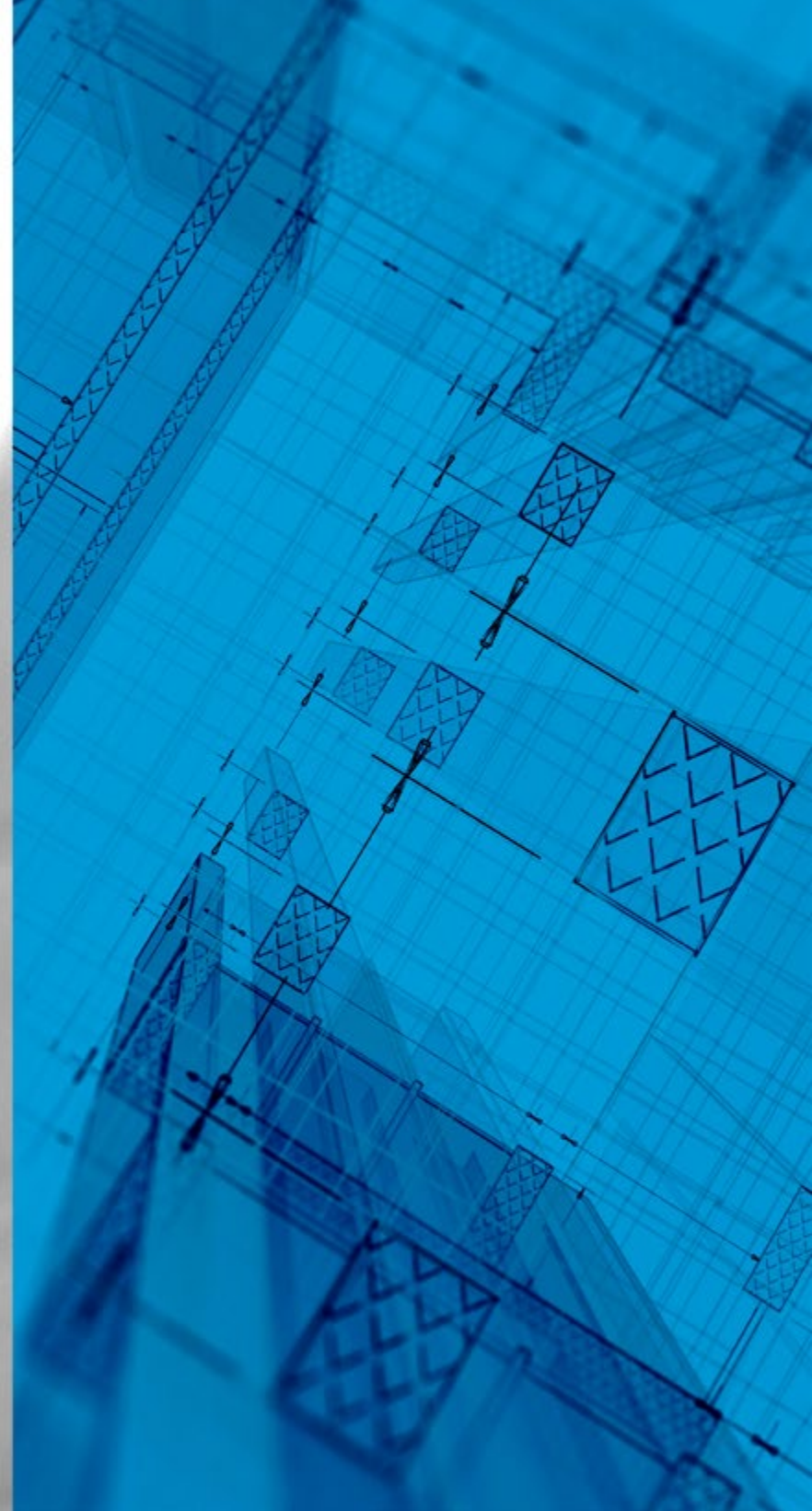




Hotels & Leisure

ASIA VALUATION & ADVISORY SERVICES

Accelerating success.



Delivering Hospitality Expertise

Established in 1985, the Colliers International Hotels Division delivers exceptional property advice on all types of hospitality propertise covering a broad range of services, both locally and globally.

Colliers' professionals have extensive operating and consulting experience in the hotel industry across the major asset classes, which provides clients with extraordinary value and a single point of contact, through timely, relevant and forward-looking advice.

This global division has exceptional relationships with hotel investors worldwide, required for the timely and effective sale of hotel assets. In addition, they have worked with a wide range of clients including corporate hotel clients, independent owners and banks.

Covering the world

With principal offices in Dubai, Hong Kong, London, Sydney and Toronto, the Division has hotel specialists located in the major global markets.

In Asia, the team has provided hospitality services throughout the Greater China region including Hong Kong, Macau and Taiwan, and also in Bangladesh, Cambodia, Guam, India, Indonesia, Japan, Korea, Laos, Malaysia, Maldives, Myanmar, Pakistan, Philippines, Singpaore, Sri Lanka, Thailand, and Vietnam.

Our Services

- › Sales and Acquisitions
- › Development Consultancy
- › Management Contract Advice
- › Valuation
- › Research
- › Asset Management

Colliers' track record covers all the main asset types including city hotels, resorts, heritage properties, serviced apartments, vacation homes and casinos. These could be completed properties either for investment and/or owner occupation, and also include development projects and vacant land. Our teams understand that resorts and hotels are operating businesses and, therefore, cannot be marketed in the same manner as conventional real estate.



Colliers' advice is not restricted to property issues, but extends to other operational aspects of the industry, including business and feasibility studies, operational assessments and performance monitoring. Each of our services can be tailored to suit the exact requirements of individual clients with the most appropriate resources dedicated to the assignment. Colliers has developed a unique presence in the market by focusing on delivering results.

Hotel Investment Advisory Services

MERGERS AND ACQUISITIONS

Mergers and acquisitions often involve the transfer of significant property involving both occupational and investment properties. Colliers can not only provide detailed valuations of the assets but it can also include a full due diligence programme. This can include: analysing the performance of the investment properties, reviewing the leases and management contracts of both occupational and investment properties to confirm compliance with market standards and identifying any possible savings from restructurings. Pricing advice is given, management contracts are negotiated, and development advice can be provided.

CAPITAL RAISING

Market studies need to be done, performance reviews undertaken and valuations need to be prepared for inclusion in prospectuses for Initial Public Offerings (IPOs) on the world's stock markets. The advisor works with the sponsors, accountants and lawyers to prepare the prospectus for distribution to investors. Colliers International Hotels also prepares valuations for private capital raisings and share placements.

Ownership and Operational Services

MANAGEMENT CONTRACTS

As well as identifying suitable operators based on our extensive knowledge of the local market place and the required market positioning of the property, Colliers International Hotels advises on the appropriate management agreement terms to ensure the optimum performance of the property. The terms should motivate the operator to maximise returns to the owner and optimise the operator's management expertise, whilst at the same time, enabling the owner to retain sufficient control to secure his financial returns.

ASSET MANAGEMENT

Asset Management is in relation to operational performance. Using the Colliers database concerning hotel operational performance, our professionals are able to provide specific recommendations as to areas of opportunity for cost savings and point to aspects of the property's performance that require attention. This includes:

- › Detailed hotel operational reviews
- › Operator selection and contract negotiation
- › Budget analysis and negotiation
- › Management contract and lease negotiation
- › Performance benchmarking
- › Profitability and value enhancement
- › Hotel re-branding and repositioning
- › Contract compliance
- › Review and control of capital expenditure



Disputes and Restructurings

LITIGATION AND ARBITRATION SUPPORT AND EXPERT WITNESS

Colliers International Hotels prepares proofs of evidence and expert witness reports in connection with legal disputes, claims and arbitrations. We are also experienced in preparing reports in a form acceptable to the courts as evidence, and also in appearing in court to give evidence as an expert witness.

DISTRESSED ASSETS AND RESTRUCTURINGS

Our professionals work for banks, receivers and administrators in advising on the reorganisation and disposal of hospitality assets. This can involve reviewing the operations on an existing use basis and also an examination of the redevelopment or repositioning potential. Often Colliers is asked to work with the creditors or the receivers to advise on the optimum marketing strategy to determine when and how to sell the asset and also the realistic realisable value.

Development

FEASIBILITY STUDIES

Investors, developers and banks require feasibility studies to be prepared prior to undertaking new projects, whether making a new investment, arranging funding or starting a new project. Our global team uses sophisticated analytical models to apply market data to determine the financial feasibility of a project, to determine the optimum scheme and to test different scenarios using sensitivity analysis.



DEVELOPMENT CONSULTANCY

Site selection, operator selection, in-depth market surveys, feasibility studies, design and management reviews, development of project concepts, strategic marketing opportunities often in conjunction with other consultants such as architects, planners, engineers and quantity surveyors. Colliers International Hotel's role is to focus on the marketing, financial and management aspects of a project to assist in optimising the developer's returns.

Valuations

Colliers International has established a long track record of valuation assignments covering all property types of hospitality properties. Our services extend across the Asia region, covering all the main asset types including city hotels, resorts, services apartments, vacation homes and casinos.

Our people have extensive experience in the hotel industry and understand that resorts and hotels are operating business and cannot be marketed or valued in the same manner as conventional real estate. It is our understanding of the industry in their global context, and current operational and market issues, that enables us to provide efficient, forward-looking and pertinent advice.

Clients are assured the services of a team of highly qualified professionals who assist them to achieve their property needs. Our depth and breadth of experience in investment transactions and significant track record of development, asset management and performance management of hotel projects in Asia, allow us to leverage superior market intelligence and enhances the accuracy and relevancy of our valuations.





Our Clients

- > Accor Asia Pacific
- > Alila
- > Ascott
- > Capitaland
- > Carlson Hotels
- > CDL Hotels
- > CHI
- > Citibank
- > Colonial First State
- > Daewoo Corporation
- > Deutsche Bank
- > Dusit Hotels and Resorts
- > Frasers
- > Grand Hotels Group
- > Hilton International
- > InterContinental Hotels Group
- > Kazkommerts Invest
- > Kuwaiti Investment Office
- > Le Meridien, Cyberport
- > Lend Lease
- > Malaysian United Investments
- > Mandarin Oriental Hotel Group
- > Movenpick Hotels
- > Morgan Stanley
- > Raffles Hotels
- > Regal REIT
- > Rosewood
- > Six Senses Hotels & Resorts
- > Starwood Hotels
- > Thakral Holdings
- > Westpac Banking Corporation
- > Wyndham International



Our Experts

200 Valuation Professionals
38 offices | 14 countries



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