



Market & Financial Feasibility Studies International

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To make sound decisions, it is independent analysis of the market and project that is most important.

We give you the detail you need to make excellent and informed decisions.
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ENSURING PROFITABLE SCHEMES

We analyse the market, proposed product and location to make market and financial performance projections and assess profitability.

We can also make recommendations on the size and nature of schemes for enhanced market and financial performance.

ENSURING PROFITABLE SCHEMES

- Budget to five star luxury
- City, provincial and leisure locations
- Corporate hotels, serviced apartments
- Leisure hotels, and mixed-use resorts
- Repurposed buildings
- Sports venues

FOR ALL REQUIREMENTS

- Assessing financial viability, and making recommendations for improving it
- Operator selection and contract negotiations
- Loan security purposes
- Traditional sources of financing
- Investment purposes

WHY CHOOSE US?

- We're focused on your needs and tailor our approach accordingly.
- We provide detailed reports and market commentary as well as financials.
- We bring experience of more than 700 studies to inform your project.
- Our experts are active on projects across the UK and EMEA, and can also draw on live market experience from our local offices.

Our clients include developers, private equity and venture capitalists; major international banks; and private and corporate hoteliers.

HOW CAN WE HELP YOU?

HOTELS & RESORTS CONSULTING UK

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Objectives & site potential



Market research & implications



Concept options & high level financials



Mix & quantum recommendation



Detailed projections & development appraisal



Iterative enhancement



Business plan



Commitment of operators



Funding



Valuation



Asset management

Opportunities

Viability

Delivery

In operation

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Proposed Hotel & Branded Villas, Grand Cayman

- We provided a Market and Financial Feasibility Study and Development Appraisal for a prime 3.4 acer picturesque beachfront site in Grand Cayman.
- The site was under consideration for a for 120 bedroom hotel and 20 branded residences.
- An opportunity was identified for a luxury lifestyle hotel with beach club and spa and leisure facilities.



Proposed Luxury Hotel, Bar, Montenegro

- We provided advisory services for a client requiring support with bid documentation for the acquisition of government owned land in Bar.
- We produced a Market and Financial Feasibility Study that confirmed demand for a proposed 300-bedroom luxury resort with spa and leisure facilities.
- Our client successfully acquired the site in 2019 and the opportunity has gone to market to secure an international operator.



Radisson Blu, Niamey, Niger

- We provided a Market and Financial Feasibility Study and advisory services for a proposed hotel on a prime city centre site in the capital of Niger, West Africa.
- The 189-bedroom upper upscale hotel features extensive conferencing and is the first internationally branded hotel in Niger.
- The hotel successfully opened in 2019.



Proposed Hotel St. Elmo Fort, Valletta, Malta

- We advised on the development of a proposed luxury hotel and wellness centre to be developed in a major historical building.
- We produced a Market and Financial Feasibility Study and advised on the optimal layout and technicalities for the development.
- The proposed hotel will feature 83 bedrooms, comprising a mix of standard bedrooms and suites in addition to food, beverage and spa facilities and a newly formed small harbour.



Proposed Resort Hotel & Spa, Pyhtää, Finland

- We produced a Market and Financial Feasibility Study for a proposed coastal resort on the Finnish archipelago.
- Plans for the site detailed an 80-room internationally branded hotel with conference and event space, spa and wellness facilities, a small marina and villas.
- An opportunity was identified for an upscale resort with a unique eco-friendly concept, with a focus on wellness and seclusion.
- We have brought the opportunity to market for operator selection.



Proposed Resort Development, Grenada

- We advised on the development of a proposed luxury hotel resort and branded residences on a woodland site on the coast of Grenada.
- The residences are proposed to be sold under the island's citizenship by investment scheme, with the units subsequently placed back into the resort rental pool.
- We produced a Market and Financial Feasibility Study and Development Appraisal for the scheme and have taken the opportunity out to market to find an investor for the project.