



Services for Hotel Investors and Developers

Hotels and other accommodation facilities are highly specialised assets that involve dynamic business enterprises, as well as real estate components. The development and investment into these assets requires an understanding of a range of complex industry and market specific factors, which impact the profitability and return of the asset.

How we can help you

We have highly skilled, industry specialist Directors and staff who have experience in all aspects of hotel development and investment.

Our goal is to deliver a high level of service to you in relation to reviewing development concepts, the market demand and supply environment, and ascertaining the financial feasibility of proposed hotel and other accommodation projects.

Our extensive experience and exposure to all aspects of hotel development, investment and operations enables Horwath HTL to undertake an independent review of potential developments and investment opportunities.

Our experience

We have been actively involved in assisting hotel developers, investors and lenders for over twenty years. We have undertaken numerous assignments in all of New Zealand's key hotel markets as well as assignments in a wide variety of regional centres including Napier, Taupo, Palmerston North, Tekapo, Tauranga, Whitianga, Pauanui, Kaikoura, and Whangarei.

We also have good experience and expertise in relation to the Pacific Islands particularly Fiji, Samoa, Cook Islands, and New Caledonia.

Services for Hotel Investors and Developers

- Primary market demand research
- Market demand and supply analysis
- Financial feasibility studies
- Return on Investment analysis
- Recommendations on critical success factors
- Operator selection and search processes
- Management contract negotiations
- Lending assistance
- Pre-lending reviews
- Work-out & turnaround services
- Purchaser due diligence and transaction management services
- Market value reviews for lenders
- Financial projections
- Expert opinion reports
- Prospectuses
- Peer review of reports
- Review of master plans and hotel concepts
- Development of hotel concepts
- Resource consent support

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Offices throughout the Asia Pacific region:

Australia Beijing Shanghai Hong Kong Indonesia Japan Malaysia Singapore Thailand
and throughout the world.

Horwath HTL Limited provides specialised services to the Hotel, Tourism and Leisure industry.

Horwath HTL is a member of Crowe Horwath International, a Swiss Verein.

Each member of Crowe Horwath is licensed to include "Horwath" in its legal name but remains a separate and independent legal entity.



Why Horwath HTL?

Rich History: Founded in 1915 in New York City

Industry Originator: Created the Uniform System of Accounts for Hotels (the industry standard)

Focus: Exclusively HTL Specialised

Global Network: Currently 47 offices in 37 countries
Part of Crowe Horwath International with 590 offices in 107 countries

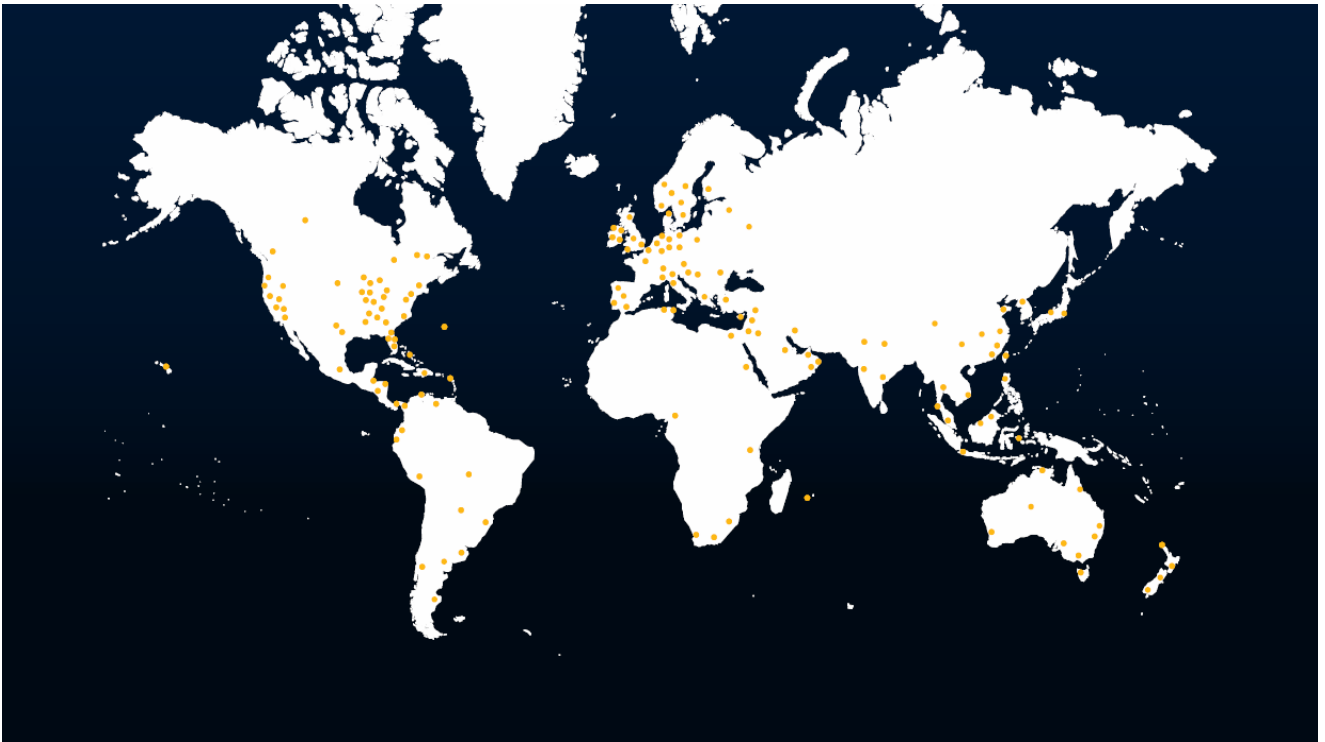
Localised Expertise: Extensive Office network affords unique local market understanding

International Perspective: Group interaction yields global view and world-class solutions

Experience: Industry seasoned consultants, real estate brokers, and financial advisors bring unparalleled depth and value to every project

Database: Provides historical and detailed tracking of market performances

Industry Leader: Recognised around the Globe as the HTL expert for successful projects



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