



JONES LANG  
LASALLE HOTELS®

*Real value in a changing world*



New Zealand  
Hotel Industry  
Conference  
2011

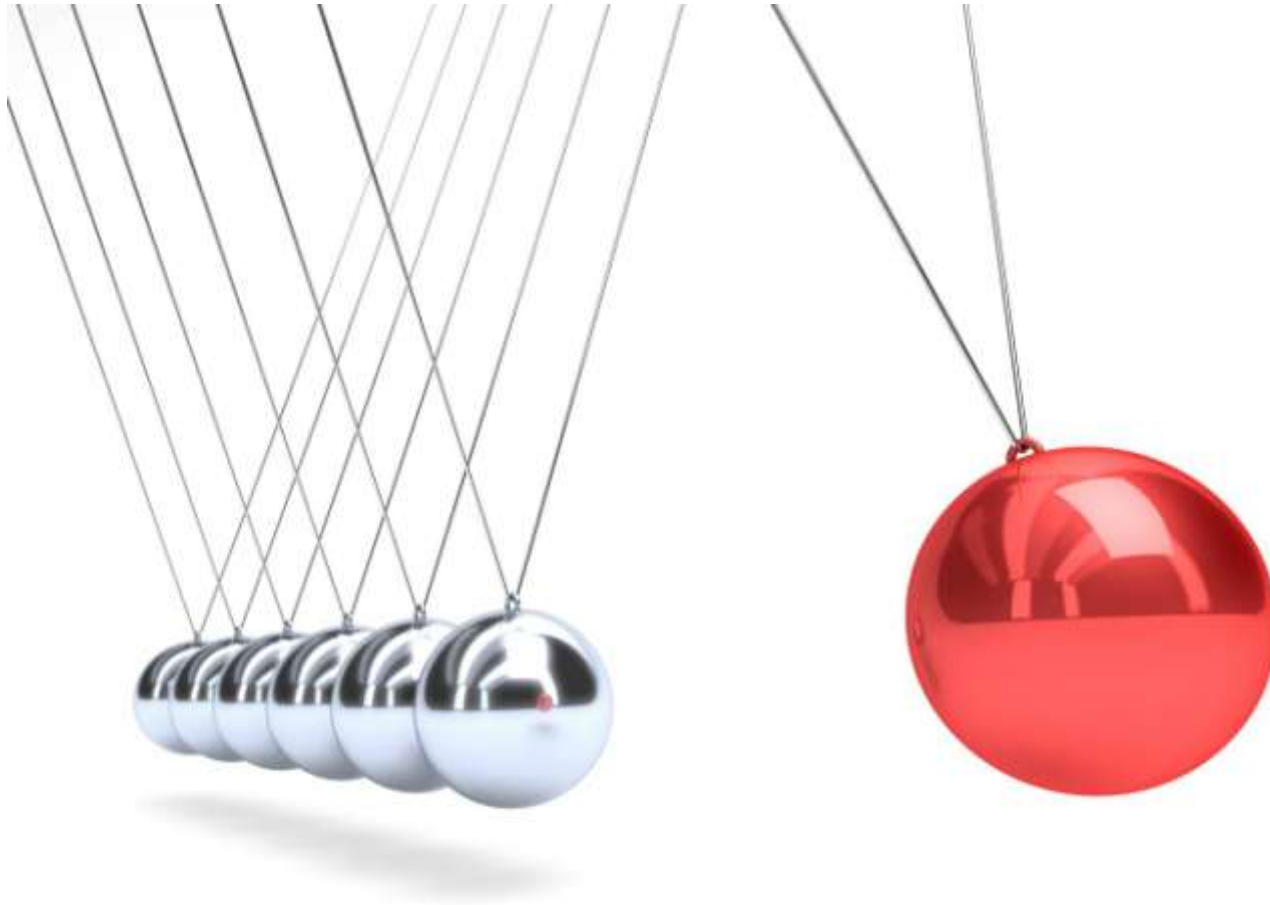
# Hotel *Investment* Trends

May 2011

**Craig Collins**  
Chief Executive Officer  
Australasia

**Dean Humphries**  
National Director  
New Zealand

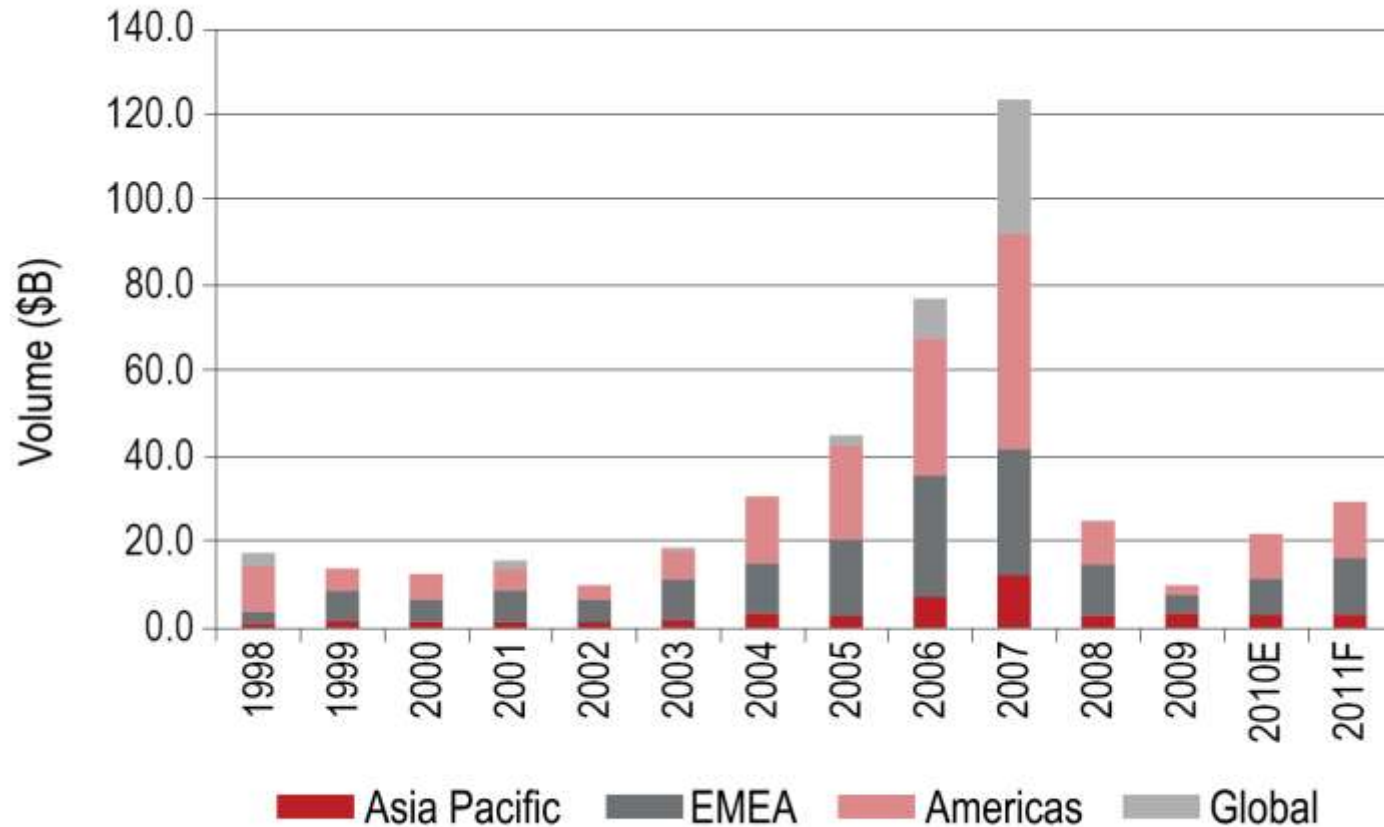
# Maintaining Momentum Throughout 2011



# Global Perspective

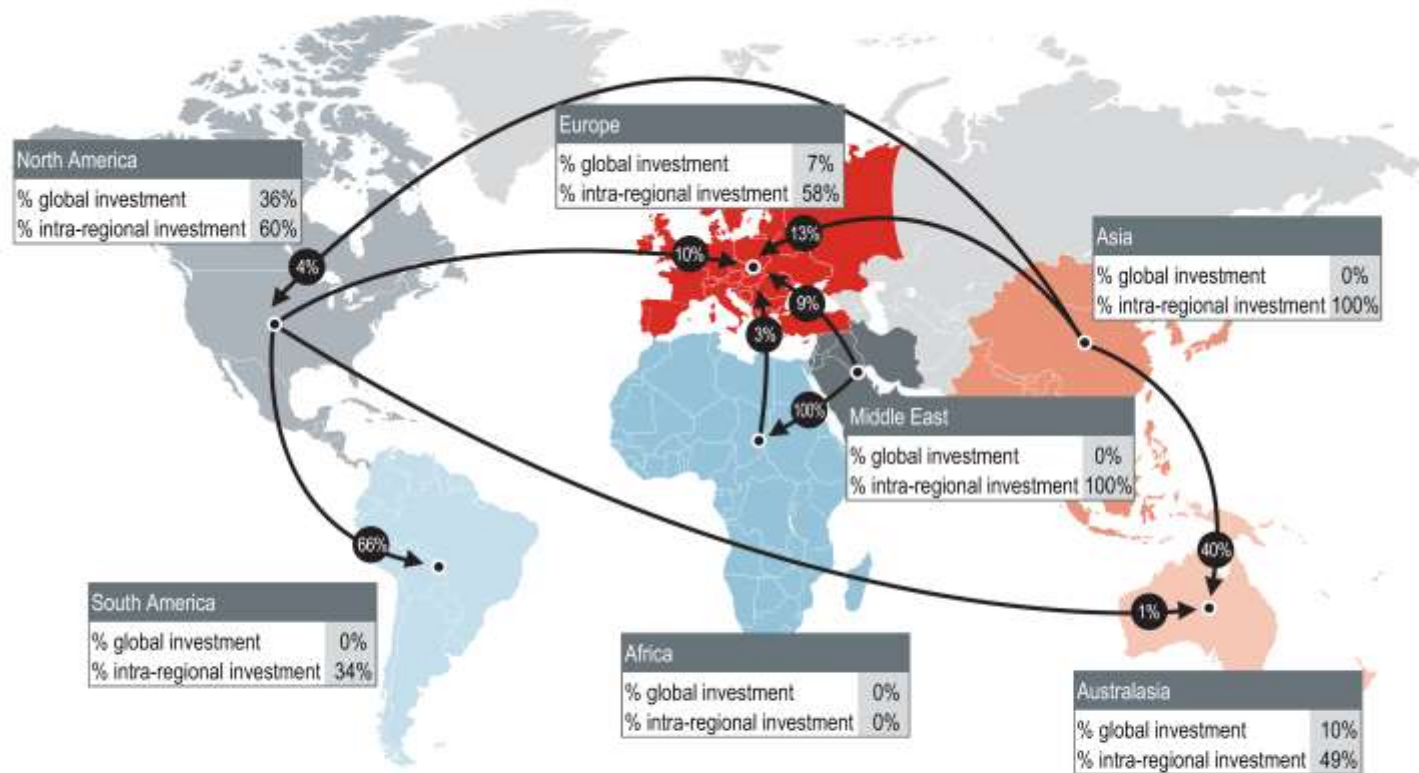


# Global Hotel Transaction Volume 1998 to 2011F



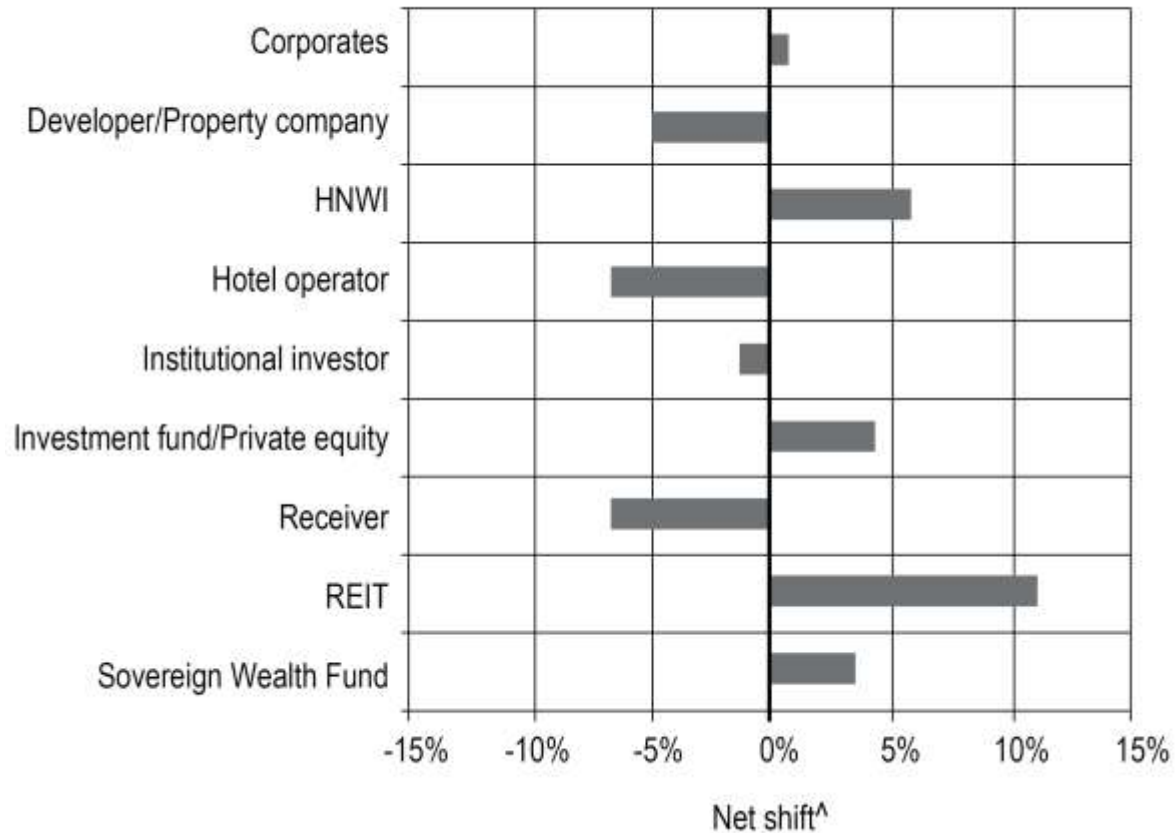
Source: Jones Lang LaSalle Hotels

# Cross Regional Investment 2010 (as % of Total)



Source: Jones Lang LaSalle Hotels

# Global Buyer & Seller Net Shifts 2010

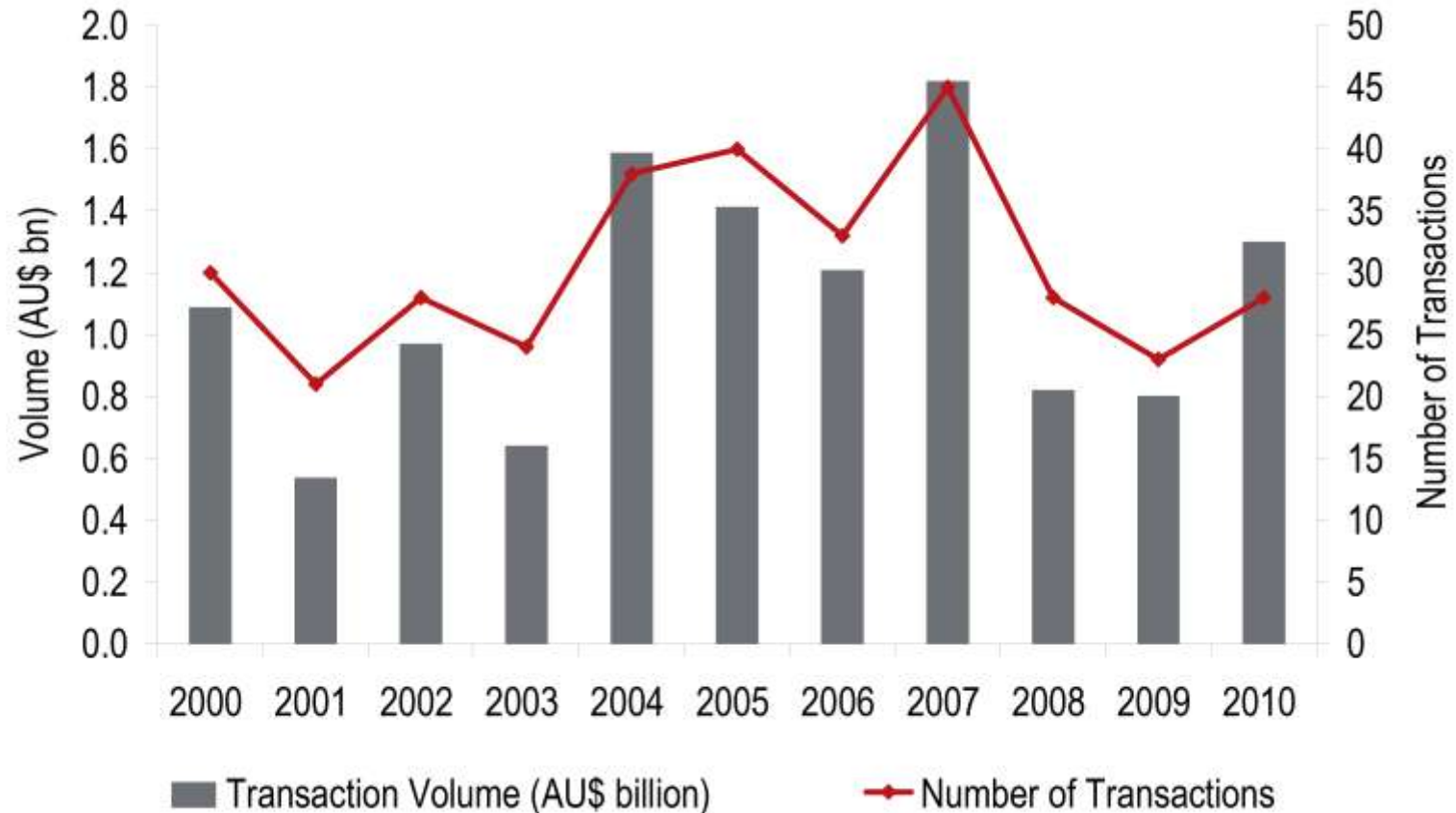


Source: Jones Lang LaSalle Hotels

# Australian Hotel Market

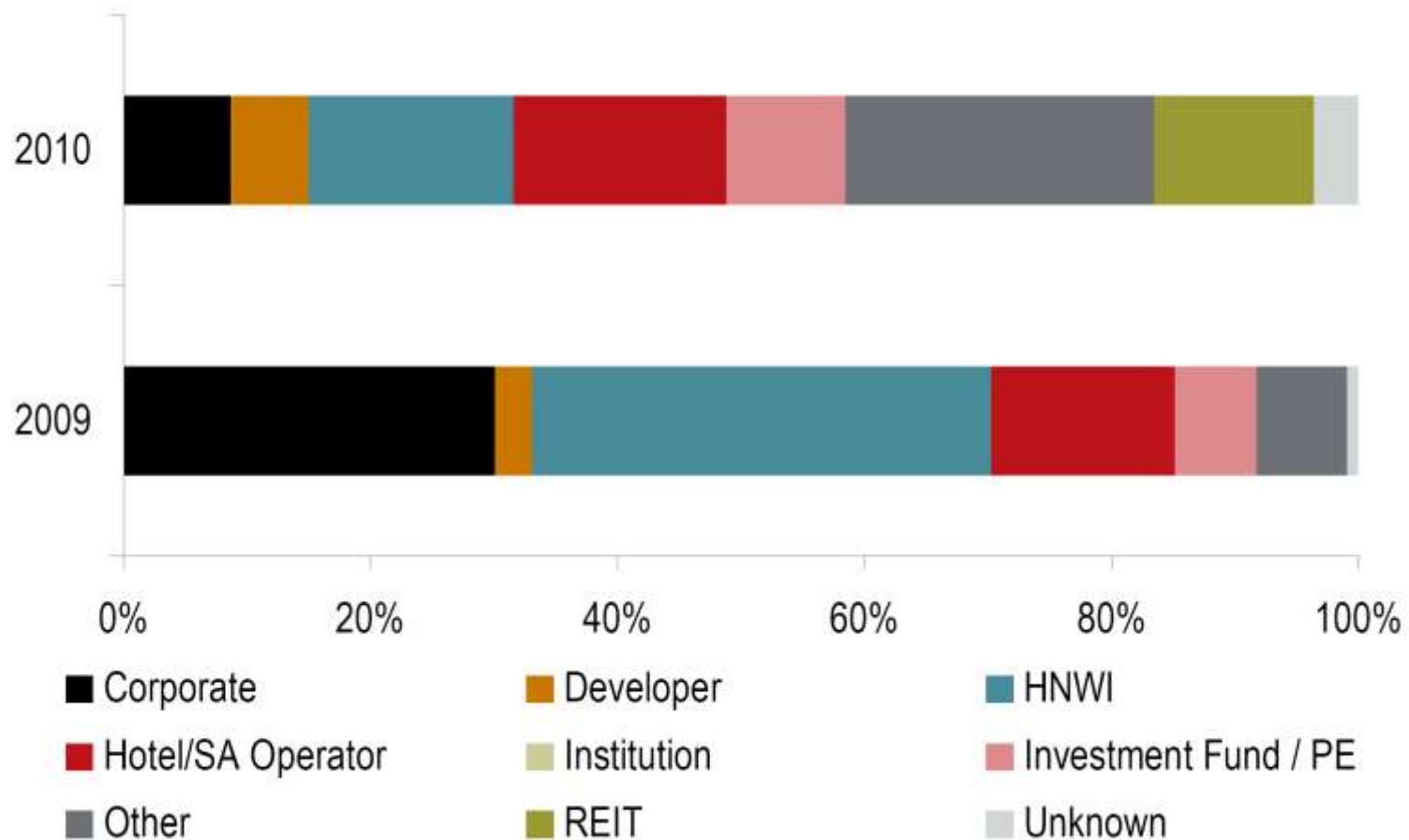


# Australian Transaction Activity 2000 to 2010



Source: Jones Lang LaSalle Hotels

# Australian Buyer Profile 2009 and 2010



Source: Jones Lang LaSalle Hotels

# Notable Australian Hotel Transactions

## Novotel Melbourne on Collins



- **Location: Melbourne**
- **Sale Date: May 2011**
- **Seller: Thakral Holdings**
- **Buyer: LaSalle Investment Management**
- **Price (Total): Circa \$144 million**
- **Price (Per Room): Circa \$379,000**

# Notable Australian Hotel Transactions

## Darwin Airport Resort & Inn



- **Location: Darwin**
- **Sale Date: March 2011**
- **Seller: Local**
- **Buyer: Local**
- **Price (Total): Confidential**
- **Price (Per Room): Confidential**

# Notable Australian Hotel Transactions

## Travelodge Docklands



- **Location: Melbourne**
- **Sale Date: January 2011**
- **Seller: Meteir3**
- **Buyer: M&L Offshore Investments**
- **Price (Total): \$54 million**
- **Price (Per Room): \$185,000**

# Notable Australian Hotel Transactions

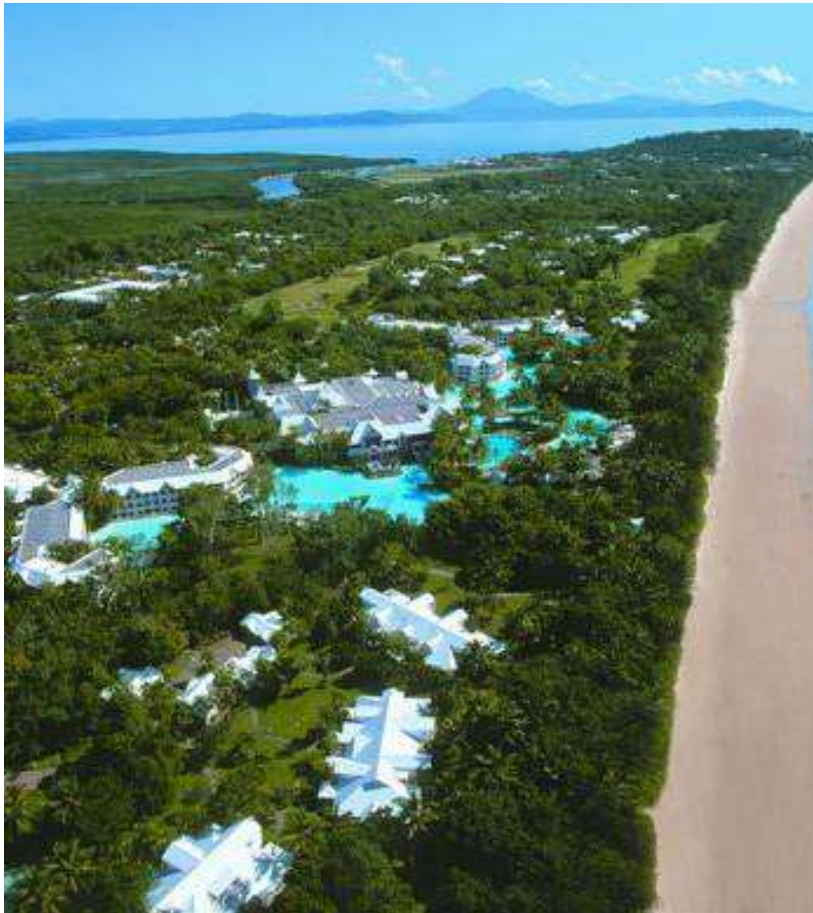
## Hilton Melbourne Airport Hotel



- **Location: Melbourne**
- **Sale Date: December 2010**
- **Seller: Mulpha**
- **Buyer: Pan Pacific Hotel Group**
- **Price (Total): \$109 million**
- **Price (Per Room): \$395,000**

# Notable Australian Hotel Transactions

## Sheraton Mirage Port Douglas



- **Location: Port Douglas**
- **Sale Date: November 2010**
- **Seller: Bank of Scotland**
- **Buyer: David Marriner**
- **Price (Total): \$35 million**
- **Price (Per Room): \$119,000**

# Notable Australian Hotel Transactions

## Ayers Rock Resort



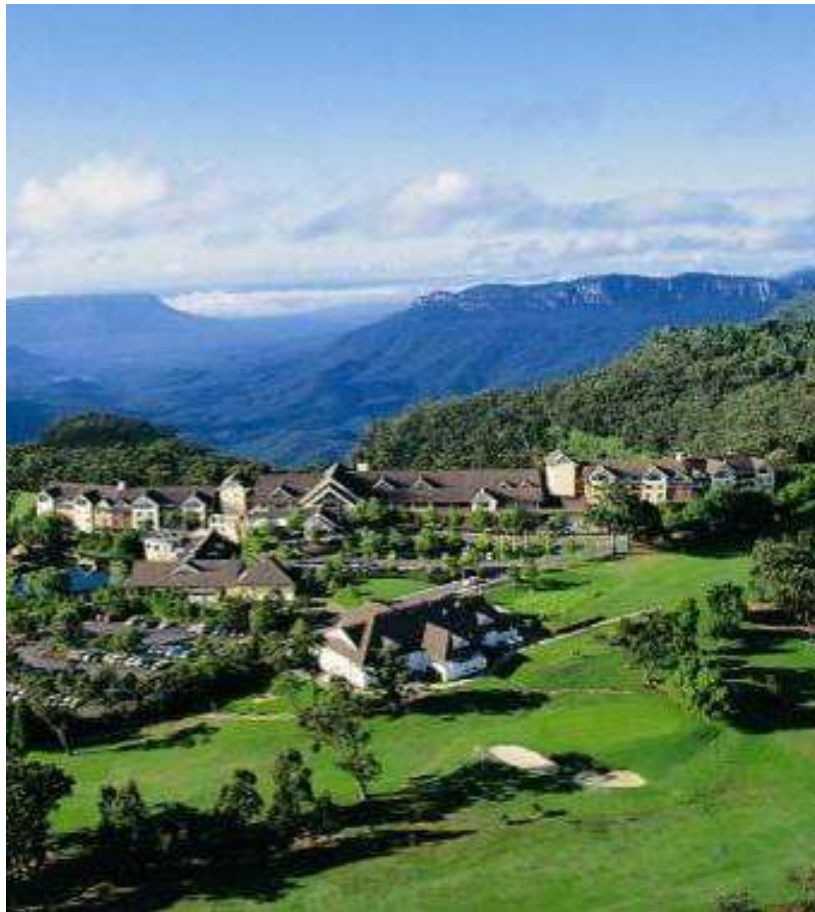
VOYAGES  
AYERS ROCK  
RESORT



- **Location: Northern Territory**
- **Sale Date: October 2010**
- **Seller: GPT Group**
- **Buyer: Indigenous Land Corporation**
- **Price (Total): \$300 million**
- **Price (Per Room): \$347,000**

# Notable Australian Hotel Transactions

## Fairmont Resort



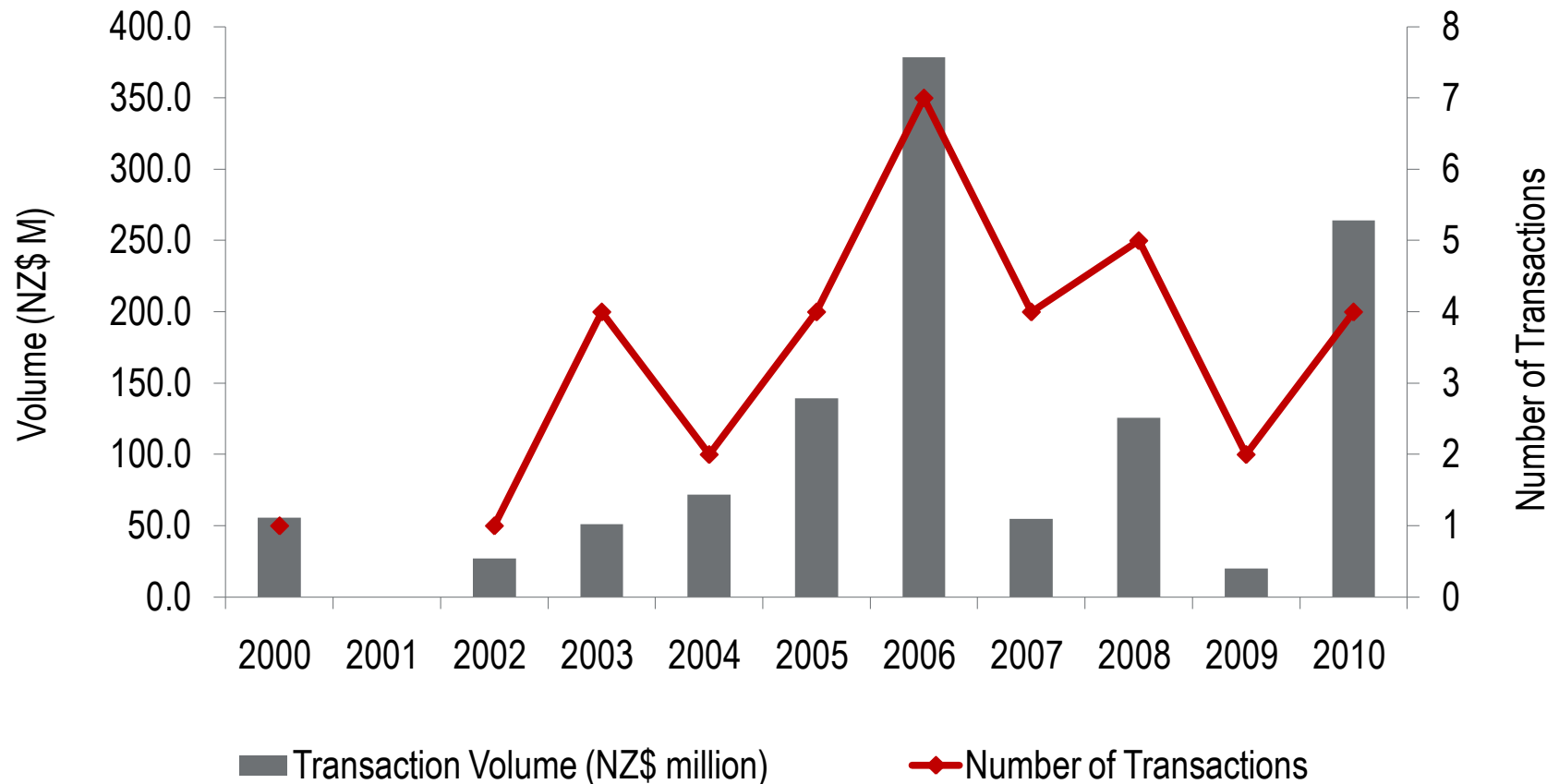
- **Location: Blue Mountains**
- **Sale Date: September 2010**
- **Seller: Deloitte**
- **Buyer: Schwartz Family Company**
- **Price (Total): \$26 million**
- **Price (Per Room): \$124,000**

# New Zealand Hotel Market



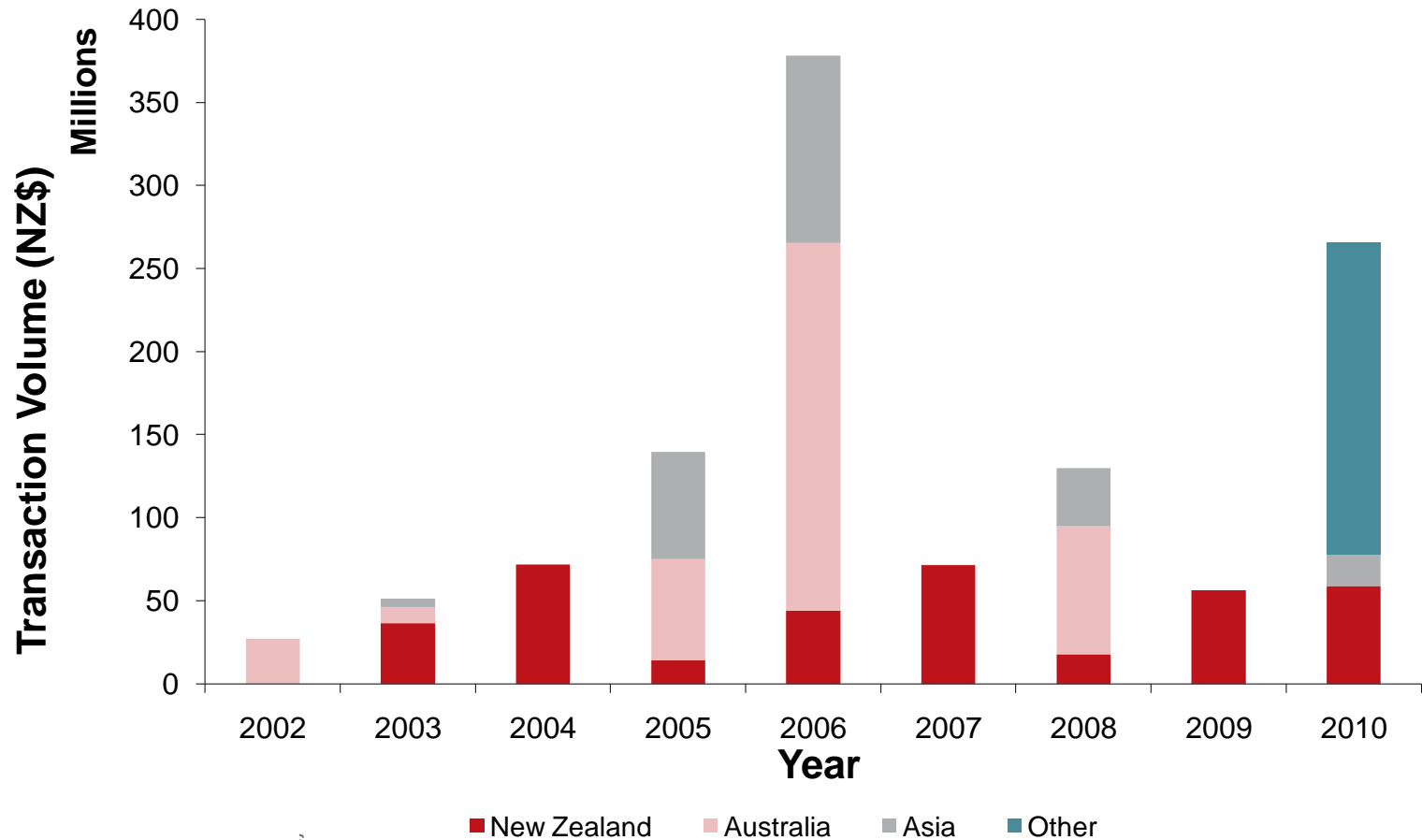
# New Zealand Transaction Volume 2000 to 2010

2010 recorded the second highest transaction volume in four years



Source: Jones Lang LaSalle Hotels

# Origin of Purchasers of New Zealand Hotels



Source: Jones Lang LaSalle Hotels

# Notable New Zealand Hotel Transactions

Hotel SO



Hyatt Regency Auckland

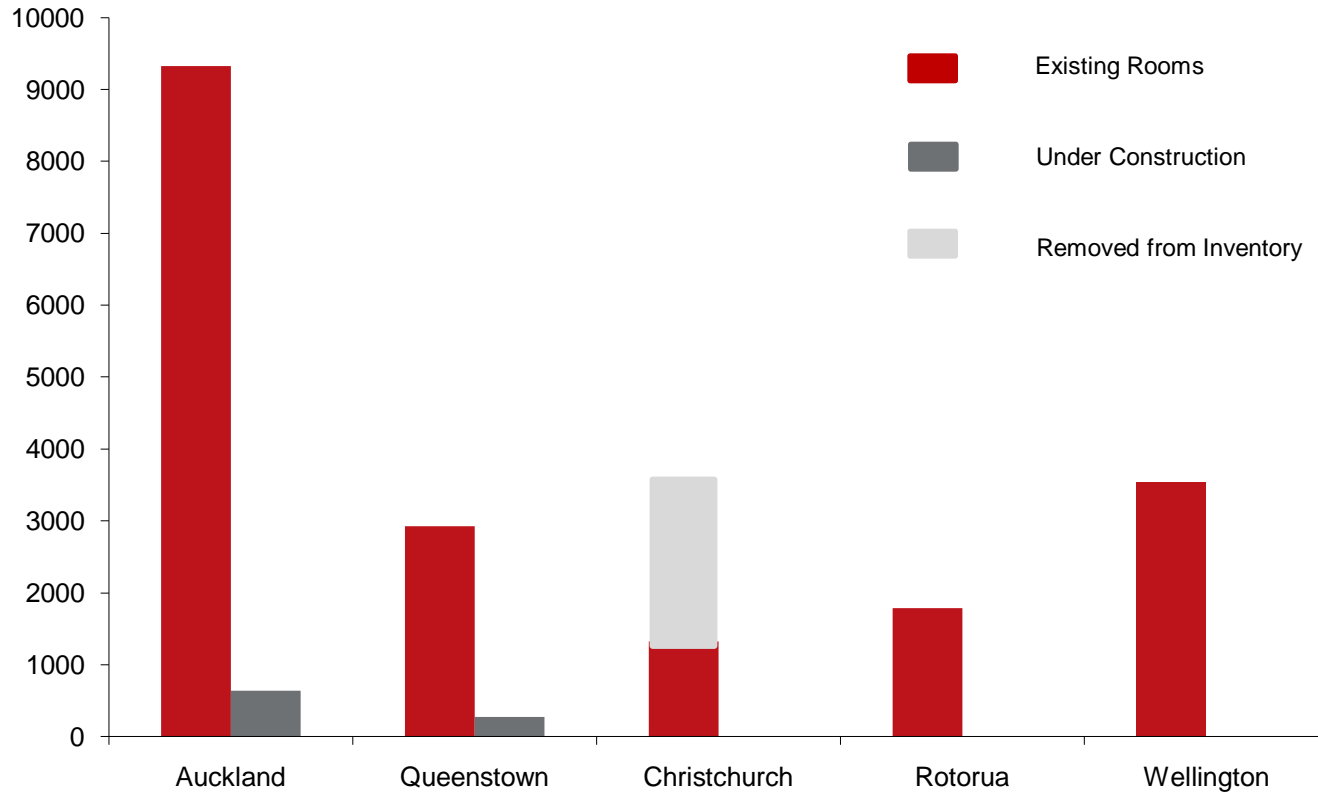


TAHL Portfolio



# Jones Lang LaSalle Hotels Development Register

When is new hotel development likely to occur?



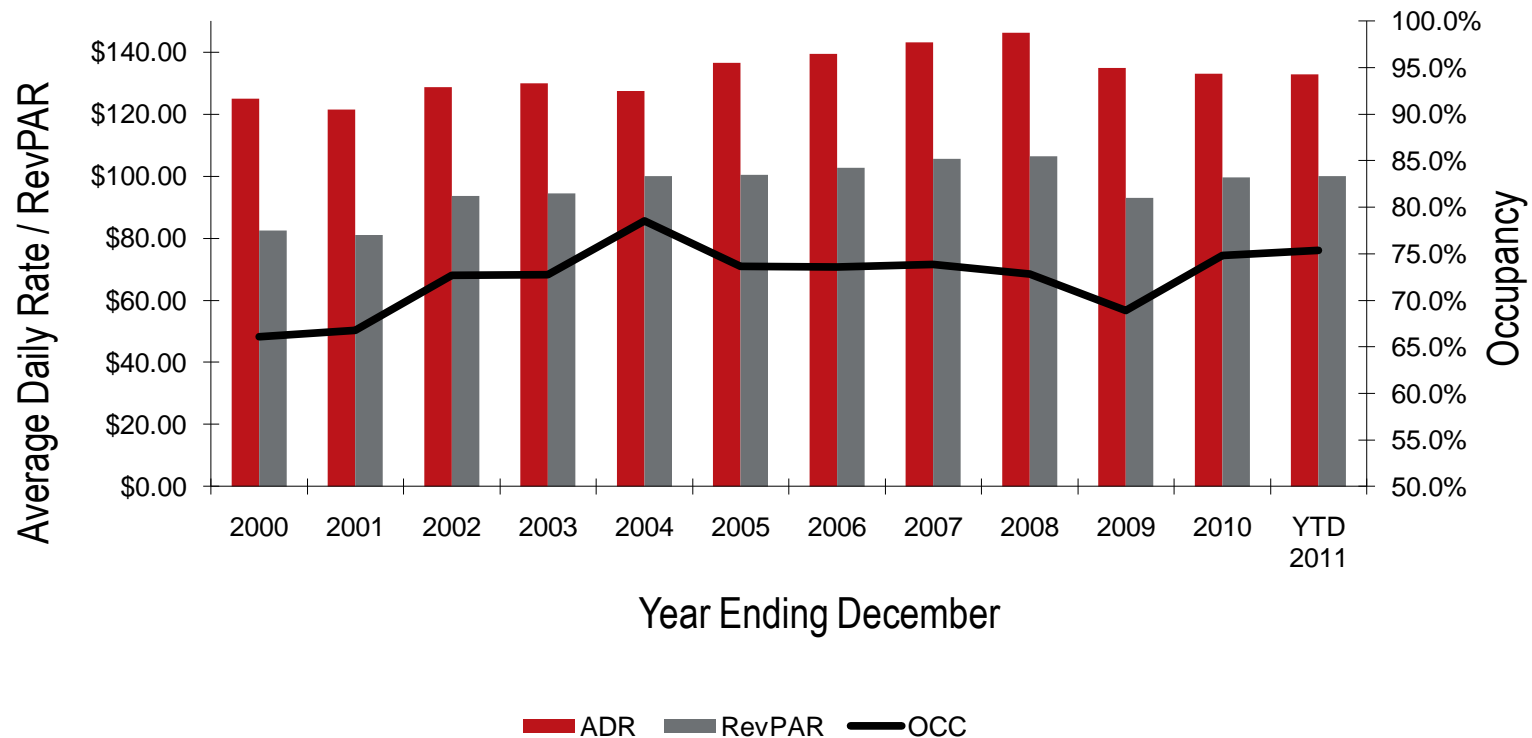
Source: Jones Lang LaSalle Hotels

# What is Needed to Achieve New Development?



# Hotel Performance Comparison 2000 to 2010

## Auckland Hotel Occupancy, ADR and RevPAR



Source: Jones Lang LaSalle Hotels

# Possible New Hotel Development

## **Auckland (short/medium term)**

CBD (Downtown/Britomart and in conjunction with the new convention centre)

## **Wellington (short/medium term)**

CBD and airport – 4 to 5 star

## **Christchurch (short/medium term)**

CBD, suburban and airport – across all star categories

## **Queenstown (medium term)**

Town centre/periphery

## **Other (short/medium term)**

Around key infrastructure (private and public) and emerging markets

# Australasian Hotel Investment Outlook for 2011/12



# Australia vs. New Zealand

## Hotel Investment Trends for 2011/12

- Strong fundamentals driving the hotel market
- Rising investment activity
- Possible barriers to growth

- Highly transparent market
- Short term decline in visitation numbers but expected to bounce back strongly in H2 2011
- Continuation of investment activity but not at the same levels as Q4 2010



Investment activity may move its focus to other markets by H1 2012





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Thank You

