

Development Advisory



*Whether embarking
on a new
development or
a redevelopment,
the journey is never
simple. We tailor our
services to guide
and support our
clients along the
development journey.*



OUR SERVICES

We offer services at each stage of the development process:

- › Location search and selection
- › Site and proposed project evaluation
- › Market research and risk analysis
- › Conceptual advice
- › Market and financial feasibility studies
- › "Bankable" business plans
- › Operator selection and contract negotiation
- › Recommending and working with architects
- › Valuations
- › Arranging debt and equity financing
- › "Critical friend" advisory
- › Operating solutions
- › Asset management

WHY CHOOSE US?

- › We are always working on your side to get the best for you.
- › We know how to translate the nuances of the hotel sector to the wider real estate community and vice versa.
- › We understand complex mixed-use projects and the appetites of operators, investors and financiers.
- › We add value through combining our in-depth local knowledge with our extensive international experience.
- › We understand local rules and regulations and know the way to key decision makers.
- › We understand hotels both as operations and as assets. This combination is vital for driving investment success.

HOW CAN WE HELP YOU?

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DEVELOPMENT ADVISORY EXAMPLES OF OUR EXPERIENCE

ST GEORGE'S PARK HOTEL AT THE NATIONAL FOOTBALL CENTRE, UK



Colliers International advised the English Football Association (FA) on the hotel concept and the market and financial feasibility study. We then led the process for an operator search and finalised a favourable agreement with Hilton. Subsequently, we structured a sale and leaseback transaction securing a forward funding agreement for in excess of £45 million, which was critical to the overall funding plan. The hotel was then built and is operating successfully.

INDIA BUILDINGS, EDINBURGH, SCOTLAND, UK



Colliers International was initially commissioned by West Register to undertake a feasibility study for the vacant buildings to become a boutique hotel, and also to explore alternative uses and their associated return on investment. We subsequently found a developer, Jansons Property, to purchase the site and achieved a price higher than our client had been expecting.

GONIO RESORT DEVELOPMENT, GEORGIA



We were commissioned by the Georgian National Investment Agency to advise on the development of former military land zoned for touristic use. The land near Batumi totals 315 hectares and has a long beach front. We undertook research, concept development, feasibility and business planning work as well as led a professional team including masterplanners. The development will include residential, hotel and aparthotels, retail and commercial, water park and leisure facilities.

HAMPTON BY HILTON AT BRISTOL AIRPORT, UK



Bristol Airport asked Colliers International to find an investor or joint venture partner for the development of a limited service hotel on a site next to the terminal building. We secured CIMC Modular Building Systems of China as a preferred bidder and were retained to provide lease advisory services and to assist in negotiation with hotel operators and investors. Based on our work, CIMC agreed to invest £15m, against payment of a ground lease, into the 201-room Hampton by Hilton hotel. The hotel opened in February 2017.

QO AMSTERDAM, NETHERLANDS



Having prepared the original feasibility study for the project, we then assisted the developer throughout the subsequent process. This included negotiating a change of brand positioning. The QO Amsterdam will be a vibrant lifestyle hotel adding to the Amsterdam supply.

JOHN DALTON HOUSE, MANCHESTER, UK



Initially advising the UK institution owner, we secured a lease from Leonardo Hotels. The institution then sold the property to a developer-constructor and we subsequently advised and secured a forward commitment purchase by Leonardo Hotels.