

# Investment & Corporate Finance Services for Hotels and Resorts



Are you looking for  
funding for your  
project?  
We have experience  
in arranging  
a wide variety  
of funding solutions  
for our clients.

We work with clients at various stages of the business cycle, helping to raise funding for development, growth, buy-outs/buy-ins, refinancing and mergers and acquisitions.

## OUR SERVICES

- › Equity capital raising for development projects
- › Equity capital raising for expansion or acquisition
- › Mezzanine funding
- › Senior and junior debt
- › Support for business planning, thesis and strategy
- › Project structuring
- › Assistance in negotiations with funders

## WHY CHOOSE US?

- › We have specialist knowledge of corporate finance for hotels, resorts and related sectors.
- › We have a wide range of contacts within private equity, family offices, institutional investors and investment funds.
- › We create bespoke solutions – we concentrate on finding you the right partner not just the money.
- › We provide assistance throughout the whole process.
- › Our fees are based primarily on a success basis.

## HOW CAN WE HELP YOU?

Marc Finney  
+44 20 7344 6601  
marc.finney@colliers.com

Damian Grisi  
+44 20 7344 6779  
damian.grisi@colliers.com

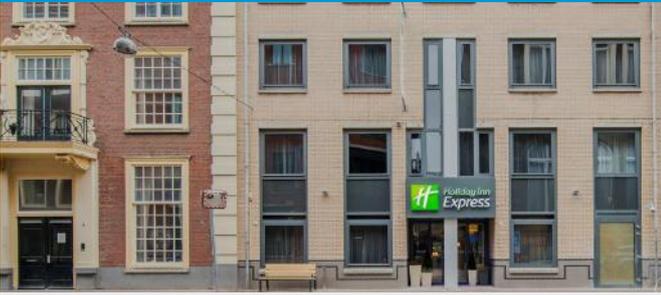
Siddhika Shah  
+44 20 7487 1831  
siddhika.shah@colliers.com



## INVESTMENT & CORPORATE FINANCE

### EXAMPLES OF OUR EXPERIENCE

#### CORPORATE FINANCE FOR TVHG, THE NETHERLANDS



We assisted our client in structuring and closing a deal with Interstate Hotels and Resorts, in which Interstate also took an equity stake in TVHG. We then helped TVHG negotiate over 15 favourable leases and subsequently fulfilled our mandate to secure additional capital for the company's expansion through the arrangement of a credit instrument with equity participation provided by Metric Capital Partners and Hutton Collins Partners. The investment will allow TVHG to develop hotels with a total development value in excess of €120 million.

#### 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.

#### 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.

#### URBAN AND CIVIC, UK



The management of a new property company mandated us to raise the equity required to establish the company. We developed the thesis to support the client's business plan and successfully sourced and secured a significant investment and committed line of credit from private equity firm GI Partners. Urban & Civic was established and in 2009 made its first acquisition, the former Alconbury Airfield. In 2014 GI successfully completed the reverse takeover of Terrace Hill Plc raising a further £170m of capital in the process. This enabled the initial investors to realise part of their investment at a significant premium.

#### DOUBLETREE DOCKLANDS, LONDON, UK



Colliers International provided buy-side acquisition due diligence for the successful purchase of the 378-room Doubletree by Hilton Docklands. Headquartered in Hong Kong, this was Junson Capital's first UK hotel acquisition and represented the first major London hotel transaction after Brexit. Colliers also assisted Junson with debt financing for the acquisition.

#### PORTFOLIO DUE DILIGENCE



Our UK team has been instructed by a number of investors seeking due diligence for potential acquisitions including high value individual assets and portfolios comprising UK wide and cross border properties. Work has included inspection of properties, advice on operational issues including capex requirements, and the review of lease and management documentation. Our work has assisted clients such as Oaktree Capital Management understand and manage the risks of potential acquisitions by identifying and quantifying the risks.