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NETWORK WITH LEADING INDUSTRY ICONS AND EXPERTS

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HVS

**YOUR TRUSTED
HOSPITALITY ADVISOR**



ACHIEVE SUCCESS FOR YOUR HOSPITALITY ASSETS

With HVS at your side, you receive cutting-edge insights and solutions for your hospitality-related challenges. Globally or locally, succeed with operational and branding strategies, general advisory, expertise in mixed-use developments, litigation support and so much more.

Do you strive to increase the value of your assets? Increase profitability? Lower expenses? Time your acquisitions and dispositions? Optimize your compensation structure? Train your staff for optimized performance management? What additional guidance would be beneficial to you?

Learn from our experience and expertise. Network at our global symposiums and conferences. Rub shoulders with the world's leading authorities and industry icons. Benefit from the timely and reliable information from our Research and Articles Library.

RELY ON HVS.

SERVICES & SOLUTIONS



CONSULTING AND VALUATION provides appraisals, market studies, feasibility studies and strategic planning for single assets and portfolios of hotels worldwide as well as mixed-use developments.

Please refer to the list of Consulting & Valuation offices.

EXECUTIVE SEARCH is the premier executive search and advisory firm providing human capital consulting services to leaders of the hotel, restaurant, and gaming industries. This includes senior-level executive search, mid-management recruitment, compensation consulting, and performance management.

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INVESTMENT BANKING provides you with one-stop shopping for the hospitality industry's investment banking needs, including financing, investment sales, and capital advisory.

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DESIGN works around the globe on the new construction and renovation of hotels, restaurants, and other hospitality projects.

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SHARED OWNERSHIP SERVICES provides strategic advice, and marketing and sales solutions relevant to vacation ownership, residence clubs, condo hotels, and mixed-use resort development.

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HOTEL MANAGEMENT helps you maximize the return on hospitality investments with hotel management, asset management, operations and consulting, and special services such as receivership and strategies for repositioning your property or hotel company.

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CONVENTION, SPORTS & ENTERTAINMENT FACILITIES CONSULTING provides you with the specialized expertise necessary to analyze and implement public facilities projects, including convention centers, headquarters hotels, arenas, fairgrounds, water parks, and museums.

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ASSET MANAGEMENT & ADVISORY offers a comprehensive range of strategic planning, asset oversight, operational and development consulting, franchise and management company evaluation and selection, and expert witness litigation support.

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SUSTAINABILITY SERVICES enables hospitality firms to identify cost-saving opportunities, enhance operational efficiency, and demonstrate a positive commitment to the environment—to guests, investors and other stake holders. Our core services include benchmarking, auditing, project implementation support, certification and strategic advisory.

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RISK MANAGEMENT specifically addresses the needs of hotel owners and operators looking to reduce their overall cost of risk. We provide insurance solutions specific to the hospitality industry. Our expertise includes property, casualty, and employee benefits.

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PROPERTY TAX SERVICES meets the increasing demand of hotel owners seeking to control their property tax valuation and expense. If you are uncertain about the accuracy of your latest U.S. assessment, and need representation or support through the process, we invite you to discuss our specialized approach.

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SPA & LEISURE SERVICES provides consulting and management services for spas, fitness facilities and leisure developments of all types for hotels, resorts, and real estate projects worldwide. Service options include feasibility studies, design consulting, pre-opening and daily management. Our goal is to offer exceptional spa experiences while maximizing revenue and profit for our clients.

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HOTEL PARKING SERVICES helps you maximize the value and capture the full potential of hospitality parking assets.

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FOOD & BEVERAGE SERVICES provides appraisals, market and feasibility studies, operations consulting, and litigation support services to hotel, banquet/catering, restaurant, and private club clients.

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GAMING SERVICES provides appraisals and market and financial feasibility studies with comprehensive analyses of market support and financial projections for casinos and ancillary operations.

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SALES & MARKETING SERVICES provides sales training, marketing communications expertise, and public relations support to expand awareness, brand recognition, and reach, in order to boost occupancy and revenue.

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GOLF SERVICES provides appraisals, market and feasibility studies as well as litigation support for stand alone and mixed-use developments that include resort residential communities, mixed-use developments, membership clubs and golf facilities.

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NETWORKING & CONFERENCES



SOUTH AMERICAN HOTEL & TOURISM INVESTMENT CONFERENCE (SAHIC)

is the ideal scenario for those interested in hotel investment opportunities for the region. Attendees understand where the industry is heading, where the opportunities lie, how to meet the right partners and build the partnerships that increase business opportunities. The two-day event provides educational sessions and dynamic networking activities.

www.sahic.com

CARIBBEAN HOTEL INVESTMENT CONFERENCE & OPERATIONS SUMMIT (CHICOS) provides a two-day forum to address issues pertinent to the current needs of the Caribbean hospitality sector and to discuss the various complex but rewarding investment opportunities for hotel and resort development and acquisition within the Caribbean Island region. HVS will use part of the proceeds from this conference for hospitality and tourism education and training of Caribbean residents.

www.hvschicos.com

HOTEL INVESTMENT CONFERENCE, SOUTH ASIA (HICSA) is globally recognized as the premier conference to discuss the growth and investment opportunities both within and outside India. The conference attracts hoteliers, investors, bankers, developers, designers and architects, providing one of the largest and most popular networking events in South Asia.

www.hicsaconference.com

CHINA HOTEL INVESTMENT CONFERENCE (CHIC) is the most Influential Hotel Investment Conference in China. Over the years, the Conference has hosted over 4,200 delegates from over 25 countries. CHIC is widely recognized by industry leaders, owners, developers, investors, financiers and professionals from around the globe. Held in Shanghai and co-hosted by the China Tourism Academy, Beijing International Studies University and HVS, the annual event is an important platform for key industry players with an interest in China.

www.chinahotelconference.com

MEXICO HOTEL & TOURISM INVESTMENT CONFERENCE (MEXHIC) engages attendees in the many challenges and opportunities of the Mexican and Central American lodging landscape. This event provides a forum for interaction between market participants focused on defining market drivers and visualizing a path for sound industry growth.

www.MexHIC.com

HVS UKRAINIAN HOSPITALITY OPERATIONS FORUM (UHOF) is especially designed with events, panel discussions and workshops that will address the challenges and opportunities for the local Russian and CIS hotel industry. Delegates will have the opportunity to attend and participate in discussions that aim to advise on achieving the highest financial results while laying the foundation for sustainable success of their businesses in the future.

www.uhof.com.ua/en/

REGIONAL VALUATION SUMMITS Whether you're a hotelier seeking funds for a new project, an investor looking for viable opportunities in hotel markets across the U.S., or a stakeholder eager for insights on the present and future dynamics of the industry, join us for a series of enlightening discussions on the state of U.S. hotels. Each summit will deliver critical insights from a panel of experts on trends in hotel lending and valuation. You'll also receive an up-to-the-moment snapshot of hotel values, transactions, cap rates and operating trends for hotels in your region, as well as a forecast of hotel values. Network with other hotel analysts, consultants, investors, owners and insiders, and come away better equipped for the challenges and opportunities that lie ahead.

www.ushotelappraisals.com/regionalhospitalityvaluationsummit/

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