

# ACQUISITION PROFILE







# HOTEL INVESTMENTS AG

Hotel Investments AG from Switzerland operates internationally as a hotel investor and hotel investment expert in the hotel market.

The focus of the activities is the purchase of hotel properties as well as the management of the own hotel portfolio and that of our joint venture partners.





# HOTEL INVESTOR

As a hotel investor, the Hotel Investments AG purchases city hotels in excellent locations for its own portfolio. Investments in selected international hotels or hotel projects completing those activities. That includes existing hotel properties as well as hotel properties under construction or in the planning phase.

After taking over the hotels, our specialized experts from Hotel Investments AG conclude long-term lease agreements. The current portfolio of the Hotel Investments AG and its hospitality joint venture partners contain various hotels in Germany, Austria and Switzerland as well as Hungary and the Netherlands.



# HOTEL ACQUISITION

The Hotel Investments AG buys off-market hotels for its own portfolio and for its hospitality joint venture partners from the areas of existing properties, project developments and land in very central locations in A-cities.



# HOTEL ACQUISITION

Acquisition for our own portfolio of Hotel Investments AG and for its hospitality joint venture partners

Existing hotels as individual properties or hotel portfolios as well as hotel project developments (turnkey):

- Existing hotels with 100 rooms or more (with or without operator)
- Hotel portfolios (independent hotels and hotel chains)
- Category of hotels: budget up to 5-star
- Hybrid/rental or lease agreements; no sales or management contracts
- With operator as an investment property (long-term and short-term leases) or operator-free
- Minimum investment volume per hotel: 10 Million Euros
- Project developments for the construction of new hotels (turnkey)
- No ground lease, no partial ownership without absolute majority of votes



# HOTEL ACQUISITION

Volume of Investment: existing / established object (up from 10 Mil. EUR)

Form of transaction: Asset-Deal preferred

Destinations - Germany: A-locations

Metro areas (population per city up from 200.000) across Germany with a stable economical and demographical development

Destinations - Austria: A-locations, Vienna preferred

Destinations - Switzerland: A-locations, Zurich preferred



# HOTEL DUE DILIGENCE

For the object inspection / DD we need the following documents:

- Full address
- Details of the hotel operator and the existing lease agreement
- Area datas and floor plans
- If available: Building description & list of renovation measures over the last years
- Current object images, interior and exterior
- Land register extract & Cadastral map
- For plots of land: Information on building rights (designation in the land use plan), planning security, site occupancy index (GRZ) and floor space index (GFZ), development, contaminated sites, building encumbrances and easements.
- Purchase price & deal structure (Asset Deal vs. Share Deal)
- Proof of the direct mandate or confirmation of permission to sell the hotel, the authorization from the owner



# HOTEL DUE DILIGENCE

## Requirements for the DD:

- Only Off-market offerings; no prior dispersal at the hotel market
- Proof of valid & direct mandate
- Direct access to the owner (via broker or his cooperation partner) after initial assessment and submission of LOI

Base for offer: If you are not the owner, we ask you to provide written proof that you have been commissioned to sell the property when you send us the offer. Our requirement profile does not constitute an offer to conclude a brokerage contract. A brokerage contract is only concluded by prior written acceptance by us.



# CONTACT

Please send offers by e-mail to the hotel acquisition department of Hotel Investments AG:

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