



HOTEL SERVICES

RANGE OF SERVICES

REFERENCES

SELECTED
TRANSACTIONS

CONTACT

HOTEL SERVICES



BNP PARIBAS
REAL ESTATE

Real Estate for a changing world

Services tailored to individual requirements. Fully in touch with market happenings.

Understanding how a lodging establishment is running and recognising the right time for investments:

Our expertise in the hotel and real estate sectors provides valuable support and assistance in connection with investment decisions, performance strategies and contractual negotiations.

It is the combination of hotel expertise and real estate know-how which makes us a true specialist in this particular market segment.

Exploit the benefits of our extensive experience:

♦ **Optimum yields**

Identification of properties' value creation potential ensures maximum sales revenue

♦ **Rock-solid transaction prospects**

Our sound know-how and a broad network of investors and hotel operators provide excellent prospects of transactions coming to fruition on the best possible terms

♦ **Premium service**

Full service – from the project concept through selection of the ideal hotel operator and financing to the investment decision

♦ **International markets**

Global market access through our International Investment Group

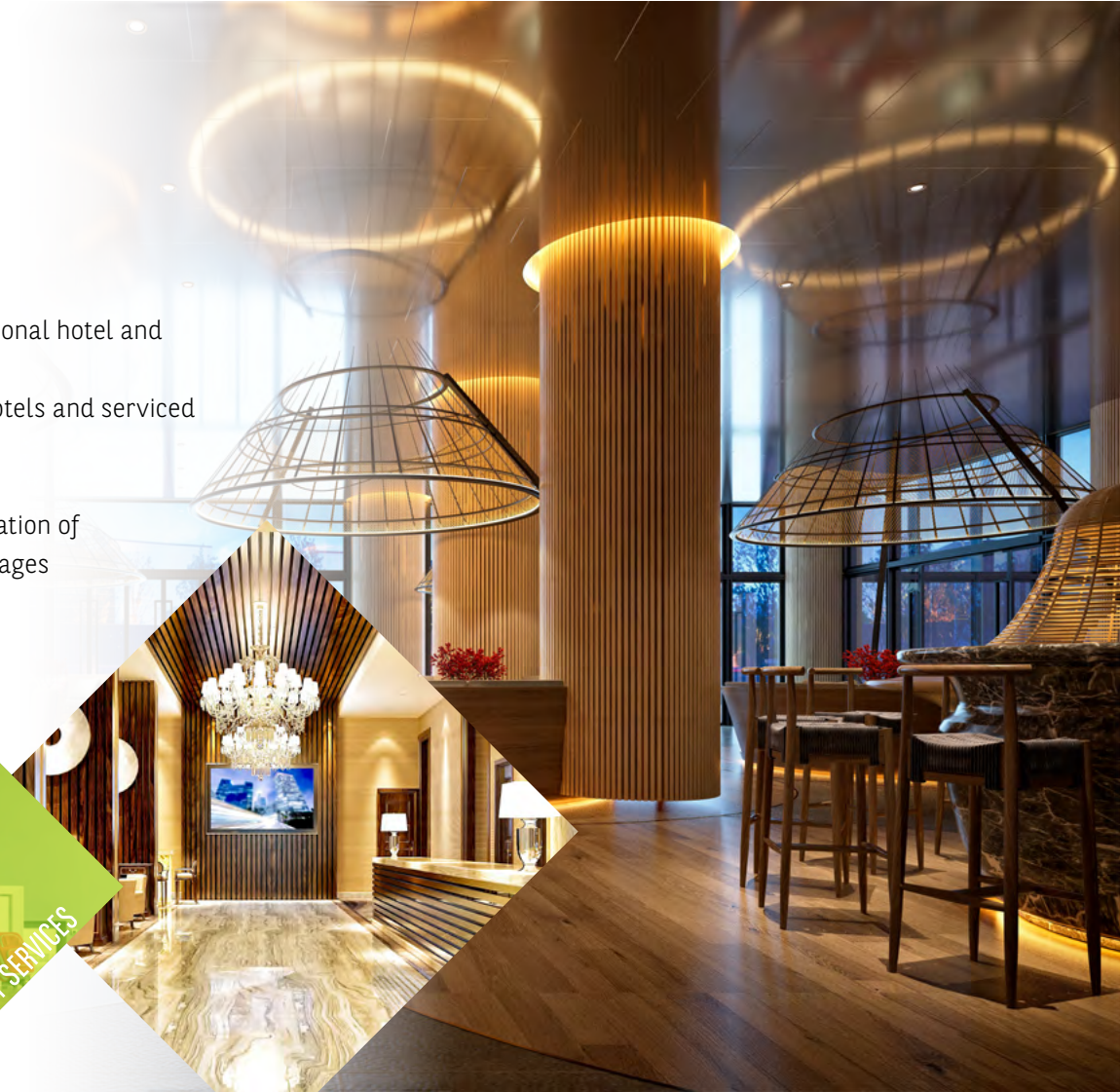


Hotel investment

- ♦ Marketing of hotel properties, serviced apartments and projects at national and international level
- ♦ Buy-side advice: comprehensive advisory services in connection with the purchasing process for hotels and serviced apartments
- ♦ Sale of conversion properties which are suitable for use as lodging establishments (hotels, serviced apartments)
- ♦ Numerous national and international key accounts among our clientele (institutional investors, private equity and family offices)

Hotel letting

- ♦ Leasing of national and international hotel and serviced apartment projects
- ♦ Finding suitable operators for hotels and serviced apartments
- ♦ Reletting of existing hotels
- ♦ Support and advice on the allocation of conversion properties to new usages



Hotel consulting

- ♦ Location and market analyses
- ♦ (Pre-)feasibility studies for hotel projects in the business hotel and resort hotel sectors
- ♦ Viability studies (USALI / SKR 70)
- ♦ Purchasing validation / lease level calculation
- ♦ Sensitivity analyses
- ♦ Optimisation/recalibration of contracts
- ♦ Analysis of existing hotels in the context of the hotel industry and considering real estate aspects
- ♦ Financial restructuring
- ♦ Project support and advice with due consideration of hotel business and real estate aspects

Hotel valuation

- ♦ Worldwide valuation of hotel properties, serviced apartments and portfolios according to national (ImmoWertV, BauGB) and international standards (RICS, RedBook)
- ♦ Mortgage valuation (BelWertV, HypZert)
- ♦ Valuation of hotels and mixed-use properties
- ♦ Cash flow analyses
- ♦ Feasibility studies



Satisfied partners



Current letting track record



CONRAD HOTELS & RESORTS

Location	Hamburg
Year	2022
Rooms	283
Client	Privat
Operator	MHP Hotel AG



THE SCOTTYS

Location	Hamburg
Year	2022
Rooms	127
Client	Berlinovo
Operator	GSH



HAMPTON BY HILTON

Location	Berlin
Year	2021
Rooms	169
Client	Alfons & Alfreda
Operator	Trista Hotels



NUMA

Location	Frankfurt
Year	2021
Rooms	100
Client	777 Capital
Operator	Numa



NUMA

Location	Hamburg
Year	2021
Rooms	143
Client	Hudson Advisors
Operator	Numa



MERCURE HOTEL

Location	Gera
Year	2020
Rooms	164
Client	Conti
Operator	Albeck & Zehden



Current investment track record



AROSA

Location	List (Sylt)
Year	2022
Rooms	177
Seller	HPG Capital
Buyer	Wirtgen Invest



PREMIER INN

Location	Brunswick
Year	2022
Rooms	203
Seller	DIO
Buyer	Art-Invest



ABBA PORTFOLIO

Location	Nationwide
Year	2022
Rooms	902
Seller	AccorInvest
Buyer	Sofidy



INSIDE BY MELIÁ Highlight Towers

Location	Munich
Year	2021
Rooms	160
Seller	Commerz Real
Buyer	Imfarr/SN Holding



SUITES NOVOTEL

Location	Hamburg
Year	2021
Rooms	185
Seller	Deka
Buyer	Patrizia



B&B | ARTHOTEL ANA Hanse Trio

Location	Rostock
Year	2021
Rooms	105 155
Seller	List Development
Buyer	Union Investment

Your contact



Alexander Trobitz FRICS

**Managing Director /
Head of Hotel Services**

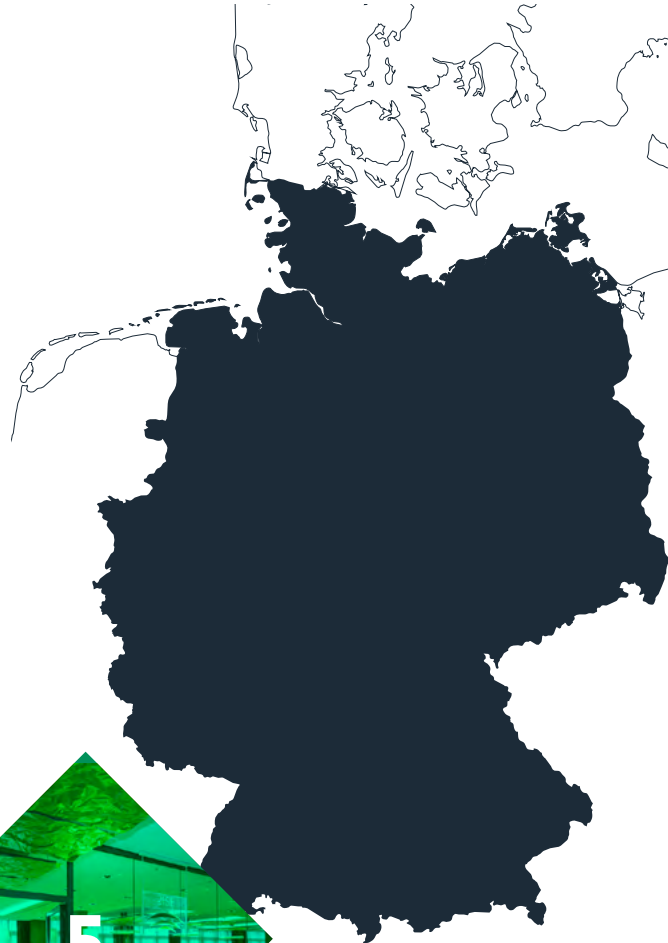
Goetheplatz 4

60311 Frankfurt

Telephone +49 (0)69-298 99-165

Mobile +49 (0)172-385 27 21

alexander.trobitz@bnpparibas.com



10719 Berlin

Kranzler Eck Berlin
Kurfürstendamm 22

50670 Cologne

THE CORNER
Im Klapperhof 3-5

01067 Dresden

Dr.-Külz-Ring 15

40213 Düsseldorf

Kö-Quartier
Breite Strasse 22

45127 Essen

Kettwiger Tor
Kettwiger Strasse 2-10

60311 Frankfurt

Goetheplatz 4

20354 Hamburg

Hohe Bleichen 12

04109 Leipzig

Messehaus am Markt
Markt 16

80539 Munich

Maximilianstrasse 35,
Haus C / Entrance
Herzog-Rudolf-Strasse

70173 Stuttgart

Lautenschlagerstrasse 22

Stay up to date with the newsletter from BNP Paribas Real Estate.

Publisher's details: BNP Paribas Real Estate

Photography: Murattellioglu - stock.adobe.com (pp. 1, 3); Berni - stock.adobe.com (pp. 2, 5); Sompetch Khamakornpratip - shutterstock (p. 2); Brian A. Jackson - shutterstock (p. 2); Lucky Business - shutterstock (pp. 3, 4); Edvard Nalbantjan - shutterstock (p. 4); U2M Brand - stock.adobe.com (p. 4); Barbara Staubach (pp. 5 - 8); Ventdusud - shutterstock (p. 5); Dragon Images (p. 6); Martin Haag (pp. 6, 7); Hoersch & Hennrich Architekten GbR (p. 6); BNPPRE (pp. 6 - 8); René Löffler (p. 6); Manuel Debus (p. 7); VTT Studio - stock.adobe.com (p. 9). As per January 2023



**BNP PARIBAS
REAL ESTATE**

Real Estate for a changing world