



HOTEL SERVICES

RANGE OF SERVICES

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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**

International market access through our pan-European hotel team and the globally active International Investment Group of BNP Paribas Real Estate

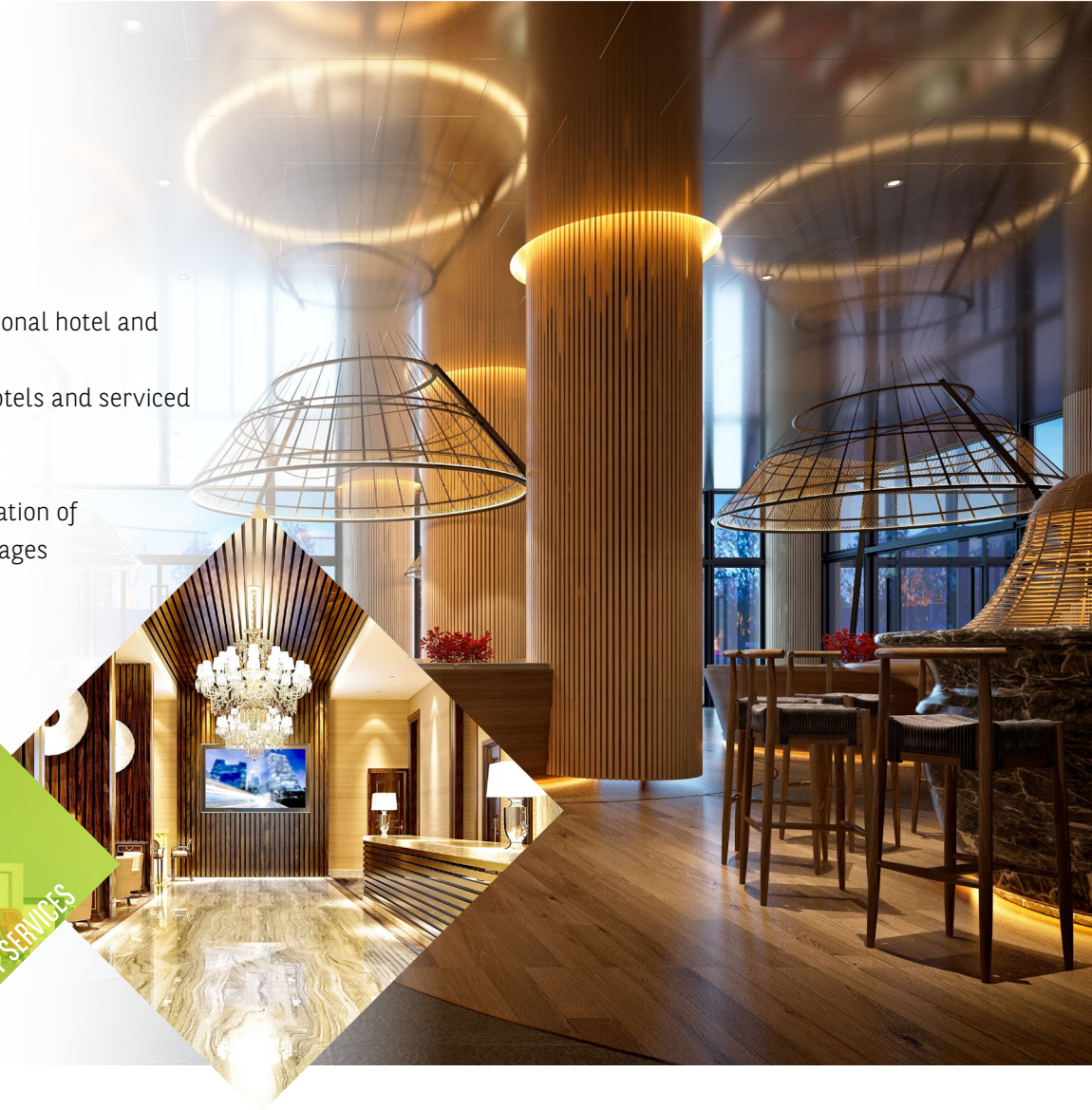


Hotel investment

- ◆ Marketing of hotel properties, serviced apartments and projects at national and international level
- ◆ 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)
- ◆ Buy-side advice: comprehensive advisory services in connection with the purchasing process for hotels and serviced apartments

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

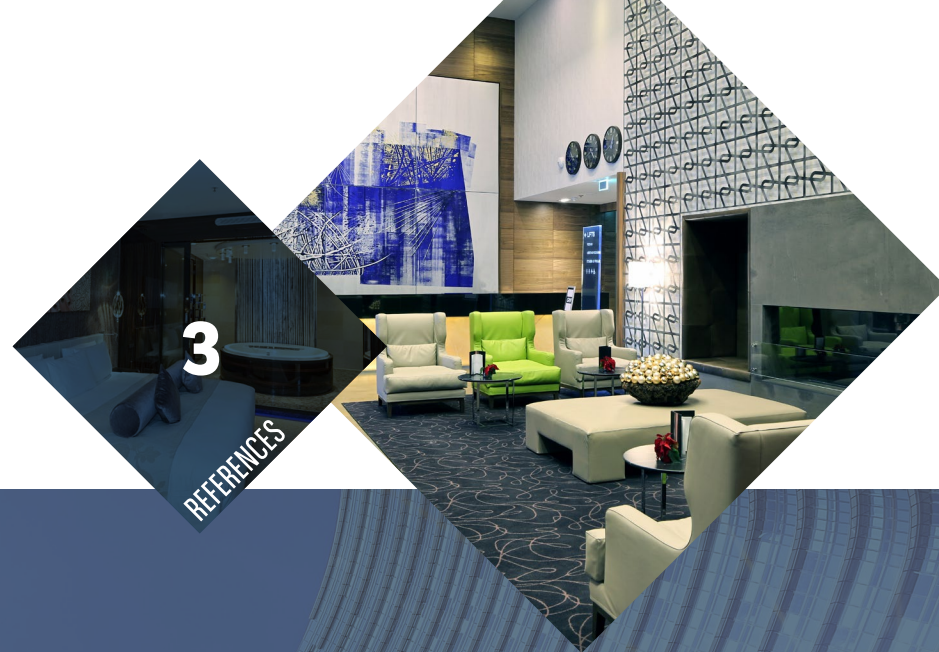
- ◆ Location and market analyses
- ◆ Feasibility studies for hotel projects in the business hotel and resort hotel sectors
- ◆ Viability studies (USALI)
- ◆ Purchasing validation / lease level calculation
- ◆ Sensitivity analyses
- ◆ Optimisation/recalibration of contracts
- ◆ Analysis of existing hotels 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



Serviced Apartments



BOB W. MUNICH CITY CENTRE	
Location	München
Year	2026
Rooms	119
Operator	Bob W



HOMARIS APARTMENTS THERESE	
Location	Münchn
Year	2025
Rooms	51
Operator	Homaris



LIMEHOME KARLSRUHE	
Location	Karlsruhe
Year	2024
Rooms	131
Operator	LimeHome

Hotels



MOTEL ONE BREMEN HBF	
Location	Bremen
Year	2025
Rooms	152
Operator	Motel One



FOUR POINTS BY SHERATON	
Location	Regensburg
Year	2025
Rooms	128
Operator	Bee/Partment



CLOUD ONE FRANKFURT HBF	
Location	Frankfurt
Year	2025
Rooms	131
Operator	Motel One



Current investment track record



EXCELSIOR BY GEISEL	
Location	München
Rooms	136
Seller	Privat
Buyer	BlackRock



ALPENHOF MURNAU	
Location	Murnau am Staffelsee
Rooms	167
Seller	TREI
Buyer	FO aus München



B&B HOTEL CITY WEST	
Location	Berlin
Rooms	136
Seller	AXA IM
Buyer	Atream



HANSAZENTRUM	
Location	Dresden
Rooms	167
Seller	Garbe.
Buyer	Norkon GmbH



BOLD HOTEL MÜNCHEN	
Location	München
Rooms	142
Seller	BNP REIM
Buyer	Morten Group



WALLHÖFE BERLIN	
Location	Berlin
Rooms	167
Seller	Union Investment
Buyer	BWB

Your contact



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