

RELY ON OUR HOSPITALITY STRATEGIC ADVISORY AND SERVICES

NETWORK WITH LEADING INDUSTRY ICONS AND EXPERTS
AT OUR CONFERENCES AROUND THE GLOBE

BENEFIT FROM OUR EXCLUSIVE HVS RESEARCH AND DATA



HVS

**YOUR TRUSTED
HOSPITALITY ADVISOR**



ACHIEVE SUCCESS FOR YOUR HOSPITALITY ASSETS

With HVS you receive cutting-edge insights and solutions for your hospitality-related challenges. Globally or locally, succeed with operational and branding strategies, strategic 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?

Succeed with HVS. Network and build your business at our global symposiums and conferences. Rub shoulders with the world's leading authorities and industry icons. Benefit from the timely and reliable information exclusive to the HVS Research and Articles Library.

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SERVICES & SOLUTIONS



CONSULTING AND VALUATION provides appraisals, market studies, feasibility studies and **strategy consulting** 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 and specializes in interior design, architecture, and project management for lodging industry.

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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 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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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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CHINA HOTEL INVESTMENT CONFERENCE (CHIC) is the most Influential Hotel Investment Conference in China. 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.

chinahotelconference.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 in the region. HVS uses part of the proceeds from this conference for hospitality and tourism education and training of Caribbean residents.

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.

hicsaconference.com

HOSPITALITY LAW CONFERENCE is the leading conference dedicated to hotel and restaurant legal, safety, and security issues. Since its inception, the conference has dramatically expanded in scope, uniting hundreds of industry executives and other thought leaders around the most pressing issues in the hospitality field. These exciting and educational sessions are crafted to bring the attendees up to speed and anticipate future issues. Learn about the financial

aspects of deals and the financial experts get a better understanding of the legal and compliance aspects. We also break down the barriers between legal, risk, loss prevention and HR for the operation. We make hotels and restaurants safer and more secure for customers and employees. The Conference provides intensive education and exceptional networking among legal, development, risk, finance, HR and operations. (CLE, CPE, HRCI, and AH&LA EI credits for attendance.)

hospitalitylawyer.com

ICON focuses on hotel development, investor climate and current issues facing the industry in CIS countries and Georgia. iCON brings together international investors and operators as well as key decision makers of the region, governmental representatives and opinion leaders to address current opportunities and challenges.

iconhvs.com

INDONESIA HOSPITALITY & TOURISM INVESTMENT CONFERENCE (IHT)

is co-hosted by the Ministry of Tourism and Creative Economy, the Indonesia Investment Coordinating Board (BKPM), and HVS. IHT presents attendees with the opportunity to share market insights, new business ideas and industry products, and establish relationships with CEOs and industry leaders.

indonesiahospitalityconference.com

LIFESTYLE/BOUTIQUE HOTEL DEVELOPMENT CONFERENCE is the venue for the owners, developers and operators to discuss the unique issues in developing, operating and marketing these one-of-a-kind assets. Boutique and lifestyle hotels represent the fastest-growing and most dynamic segment of the lodging industry.

lifestyleboutiquelh.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.

MexHIC.com

MIDWEST LODGING INVESTORS SUMMIT (MLIS) brings together over 400 owners, operators, lenders and brand executives from the Midwest and across the country to discuss the latest issues in hotel development, acquisitions and financing.

www.midwestlodginginvestors.com

REGIONAL HOSPITALITY VALUATION SUMMITS are discussions on the state of the U.S. hotel industry. 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, you will gain critical insights from a panel of experts on trends in hotel lending and valuation. Receive snapshots of hotel values, transactions, cap rates and operating trends for hotels in your region, as well as a forecast of hotel values.

www.HVSConferences.com

SOUTH AMERICAN HOTEL & TOURISM INVESTMENT CONFERENCE (SAHIC) is ideal for those interested in hotel & tourism investment opportunities for the region. Attendees understand where the industry is heading, where the opportunities lie, and how to meet the right partners to build the partnerships that increase business opportunities in South America. The two-day annual event provides general sessions and dynamic networking express meetings that are available for attendees even before the conference begins.

www.sahic.com

SOUTH AMERICAN SHARED OWNERSHIP CONFERENCE (SASOIC) focuses on the business of timeshare and fractional ownership. Co-organized with RCI, SASOIC educates industry professionals about the nuances of the fractional ownership industry, and where it is heading. It brings together players to build partnership and to develop investment and growth opportunities. More than 600 speakers and attendees from amongst the numerous hotel brands, real estate companies, law firms, investment funds, resort hotels, and timeshare and fractional ownership sales companies throughout the region—participate in SASOIC.

www.sasoic.com

TOURISM REAL ESTATE (TRE) is dedicated to tourism and real estate development of territories in Southern Europe and the Mediterranean area, and is held annually in Venice, Italy. TrE involves the top players in the real-estate community including investors, developers, hotel groups, municipalities, public authorities, consultants and designers who network to encourage growth in the industry and in the region.

www.tre-expo.com

HVS UKRAINIAN & CIS HOSPITALITY OPERATIONS FORUM is comprised of events, panel discussions and workshops that address the challenges and opportunities for the local Russian and CIS hotel industry. Delegates participate in discussions which 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

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