



**Horwath HTL™**

*Hotel, Tourism and Leisure*

The global leader in  
hospitality consulting

Asia Pacific



## The world leader in one of the world's largest business sectors

**Hospitality:** one of the world's largest industries, with travel and tourism accounting for 9% of Global GDP\*.

**Horwath HTL:** a world leader in hospitality, offering experience and expertise across the Hotels, Tourism and Leisure spectrum.

If you're involved in hospitality, **Horwath HTL** can advise, assist and work with you to help you realise your goals.

### Our experience

- Conference Centers
- Convention & Exhibition Centers
- Clubs
- Cruise Ships
- Fractional / Vacation Ownership
- Golf Courses
- Hotels
- Mixed-use Developments
- Resorts
- Restaurants
- Serviced Apartments
- Spas
- Timeshare / Vacation Ownership
- Tourism
- Tourist Attractions

\* Recent WTTC estimate



Welcome to Horwath HTL,  
the world's number one  
hospitality consulting group.

We are the industry choice;  
a global group offering  
complete solutions, in  
markets both local and  
international.

Over the last 20 years,  
and through involvement  
in thousands of projects,  
we have amassed extensive,  
in-depth knowledge and  
understanding of the needs  
of hotel & real estate  
companies and financial  
institutions.

Whatever your requirements,  
large or small, national or  
global, Horwath HTL can  
help you succeed.

#### Our expertise

- Accountability Reviews
- Asset Management
- Asset Valuation
- Best Use of Land Analysis
- Brand Expansion
- Capital Expenditure Cost / Benefit Analysis
- Corporate Mergers & Acquisition Advisory
- Destination & Large Scale Project  
Master Planning
- Due Diligence
- Hotel Management Company Selection  
& Contract Negotiation
- Insolvency / Receivership
- Investment & Divestment Strategy
- Litigation Support
- Market & Financial Feasibility Studies
- Market Entry Strategy
- Operational Reviews
- Planning & Development
- Product Conceptualisation
- Repositioning Strategy & Analysis
- Strategic Planning
- Tourism, Planning & Development
- Transactions & Financial Restructuring



## A Representative Sample of Projects

### AUSTRALIA

- Due Diligence & Sales Agent for: ANA Harbour Grand Sydney; Marriott Resort Surfers Paradise; Four Seasons Sydney (formerly Regent Sydney)

### CHINA

- Market & Financial Feasibility for: Park Hyatt, Shanghai; Hyatt on the Bund, Shanghai; The Puli Hotel and Spa, Shanghai; Hotel Indigo, Shanghai; Hotels in Disneyland, Shanghai; Ritz Carlton and JW Marriott, China Central Place, Beijing; Ritz Carlton Sanya Yalong Bay, Hainan Island; Hilton Sanya Resort and Spa, Hainan Island; Sheraton Sanya Resort, Hainan Island; Grand Hyatt Shenzhen; St Regis Lhasa, Tibet

### INDIA

- Market & Financial Feasibility of the Grand Hyatt, Mumbai; Hyderabad International Convention Centre; Oberoi Rajvilas, Jaipur

### INDONESIA

- Macro Tourism Analysis & Master Plan for Nusa Dua Tourism Complex, Bali
- Market & Financial Feasibility for the InterContinental, Jakarta

### JAPAN

- Market & Financial Feasibility for Park Hyatt, Tokyo
- Due Diligence & Operator Selection for Hilton Niseko Village
- Due Diligence for Niseko Northern Resort, Annupuri

### MALAYSIA

- Master Planning for Kuala Lumpur Convention Centre Hotel
- Market & Financial Feasibility of the Westin Kuala Lumpur

### NEW ZEALAND

- Business Case Analysis of Skycity, Auckland
- Market & Financial Feasibility of the TelstraClear Pacific Events Centre, Manukau

### PHILIPPINES

- Market & Financial Feasibility, and Renovation Study of the InterContinental, Manila
- Market & Financial Feasibility for El Nido Resorts, Palawan

### SINGAPORE

- Market & Financial Feasibility of the Crowne Plaza Hotel Changi Airport
- Market Study, Facilities Planning & Financial Analysis for Suntec Singapore International Convention and Exhibition Centre

### SOUTH KOREA

- Due Diligence for the Acquisition of the Seoul Hilton Hotel
- Operator Selection & Contract Negotiation for Hilton Namhae Gold and Spa Resort

### THAILAND

- Redevelopment Planning of the Siam Paragon and Siam Kempinski (formerly InterContinental Siam), Bangkok
- Opinions of Value for the InterContinental and Holiday Inn Bangkok (formerly President Park Complex)

### VIETNAM

- Market & Financial Feasibility of the Nam Hai, Hoi An
- Operational Review of the Sofitel Legend Metropole, Hanoi
- Market & Financial Feasibility of the InterContinental Asiana, Saigon

# Local Office Directors

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**Horwath HTL™**

Local Expertise, Global Perspective



## Why Horwath HTL?

### **Rich History**

Founded in 1915 in New York City, Horwath HTL has the oldest and largest hotel and tourism consultancy practice in the world.

### **Global Network**

Horwath HTL is a member of the Crowe Horwath International Network, ranked among the top 10 global accounting networks with more than 590 offices in more than 107 countries around the world.

### **Focus**

Specializes exclusively in the hotel and tourism related sectors.

### **Highly Independent**

Horwath HTL has a strong independent team of industry professionals.

### **Experience**

Almost a century of hospitality experience.

### **International Recognition and Credibility**

Horwath HTL's professional opinions are well recognised and respected among international hotel companies, investors, developers and financial institutions.

### **Industry Originator**

Created the Uniform System of Accounts for Hotels (the industry standard).



## Helping you get results at all stages of a project's life

### Planning and Development:

- Appraisal Reports
- Destination & Large Scale Project Master Planning
- Facilities Programming
- Highest & Best Use
- Hotel Management Company Selection & Contract Negotiation
- Macro Tourism Analysis
- Market & Financial Feasibility Studies
- Market Entry Strategy
- Product Conceptualisation & Financial Structuring
- Residual Land Valuation
- Strategic Planning
- Tourism Planning

### Asset Management (Operations):

- Accountability Review
- Asset Management Advisory
- Benchmarking
- Best Practice Analysis
- Capital Expenditure Cost/Benefit Analysis
- Litigation Support
- Loan Underwriting
- Operational Reviews
- Owner Representation
- Property Tax Review
- Reposition Strategy & Analysis

### Transactions and Financial Restructuring:

- Asset Valuation
- Corporate Mergers & Acquisition Advisory
- Due Diligence
- Insolvency/Receivership
- Investment & Divestment Strategy
- Loan Work-out
- Pre-Lending Review
- Strategic Management & Planning
- Transaction Management & Closure



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