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INTRODUCTION

Located in key districts of Paris. Comprising a total of 298 rooms, the hotels are currently managed however are offered for sale on a fully unencumbered basis. Between 2013 and 2016, the properties have been fully refurbished to a high standard, with all guest rooms, public areas and facilities modernised.



EXECUTIVE SUMMARY

HOTEL 1

HOTEL 2

Classification 3*

3*

FACILITIES SUMMARY

Rooms	128	170
F&B	1 Bar, 1 Breakfast Room	1 Bar & terrace, 1 Restaurant
Meeting spaces	36 m ²	130 m ²
Parking spaces	40	45

INVESTMENT SUMMARY

Operating Agreements	Free and Unencumbered	Free and Unencumbered
Tenure	Freehold	Freehold
Property Condition	Fully renovated	Fully renovated
Capex (2013-2015)	€2.9 million	€4.7 million
Key Demand Generators	expo Porte de Versailles Ministry of Defense HQ Parc des Princes, Stade Jean Bouin Central Paris	Palais des Congrès Multinational HQs, Paris-St Ouen Palais de la Justice (as of 2017) Central Paris



PARIS

CERGY

Paris-Charles-de-Gaulle Airport 

ROISSY-EN-FRANCE

SAINT DENIS

 HOTEL 2

NEUILLY SUR SEINE

Bois de Boulogne

PARIS

HOTEL 1 

NOISY-LE-GRAND

ISSY-LES-MOULINEAUX

VERSAILLES

CRÉTEIL

ORLY

Paris-Orly Airport 

INVESTMENT HIGHLIGHTS



The Parisian hotel investment market is highly sought after, commanding both high room rates and exceptional occupancy.

Driven by a balance of leisure and business demand, this key gateway market presents a unique investment opportunity.

The hotels have undergone substantial refurbishment between 2013-2016, developing the rooms product to a very high standard, as well as a substantial investment in a full refurbishment of the public areas.

This total investment, to date in the region of €7.6 million, has significantly improved the hotels' competitiveness and shown an immediate lift in room rates.

Both assets are excellently located to capture both business and leisure demand, at major intersections and with immediate access to public transport links.

The assets benefit from direct links to the centre of Paris, putting major touristic attractions and important business districts within easy reach.

The hotels are for sale unencumbered of brand or management. In their present condition, they carry potential for quick conversion under International brands, which would significantly increase their ability to capture higher yielding business demand.

Both hotels, are located directly adjacent to large scale redevelopments, adding major demand generators within the period 2015-2017. The HOTEL 2 has welcomed the Ministry of Defence HQ with 9,300 staff, and the expo Porte de Versailles is undergoing a €500m refurbishment and extension plan; Porte de Clichy is adjacent to the future Palais de la Justice and its surrounding area including 100,000m² of new office spaces.

HOTEL 1



LOCATION

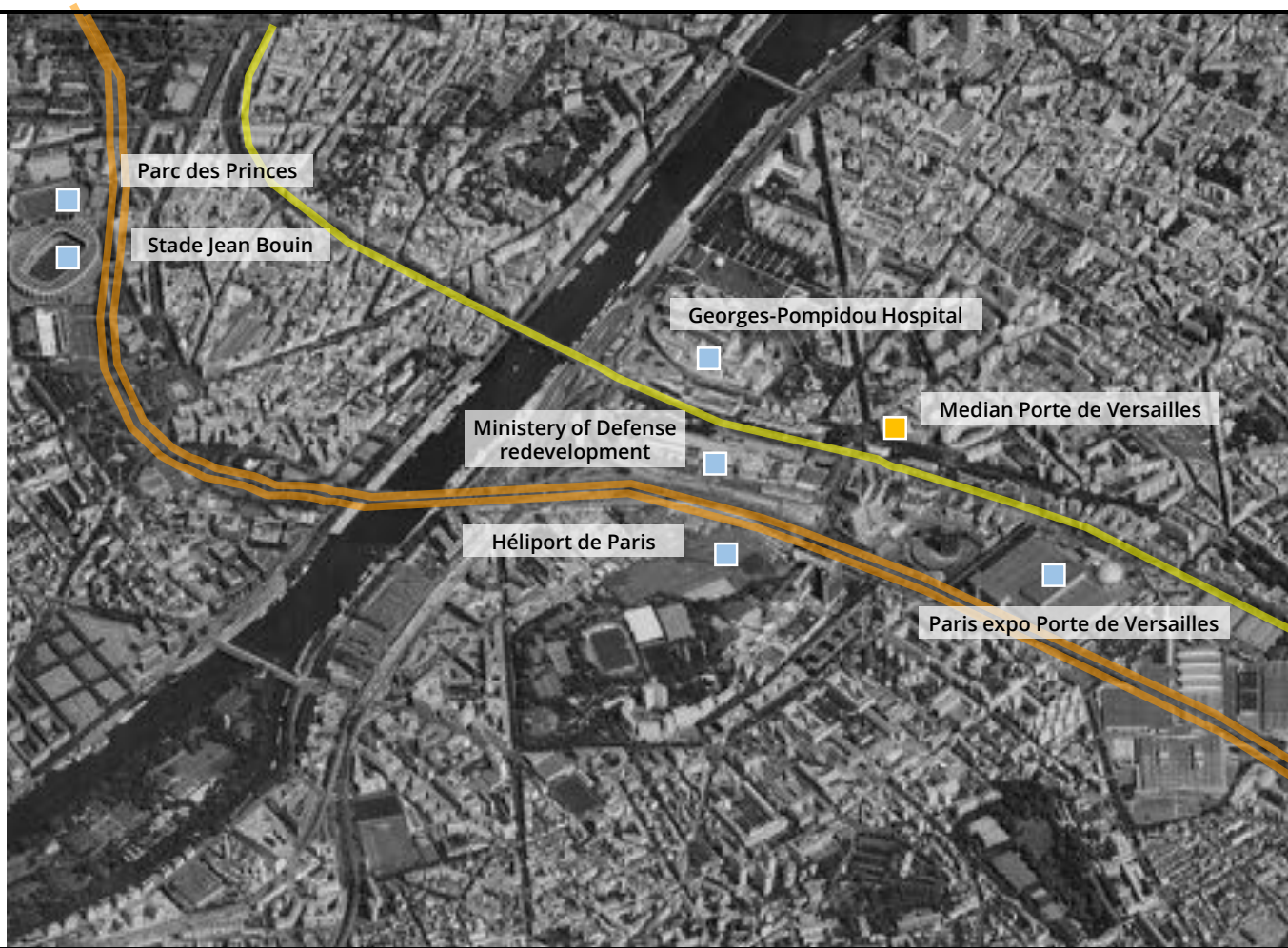
1 boulevard Victor
75015 Paris



LOCATION

1 boulevard Victor
75015 Paris

The HOTEL 1 is conveniently located in the south-western 15th district, 10 minutes walk from the Paris expo Porte de Versailles and adjacent to the Balard Metro station. Balard is connected to tramway T3 and Metro 8. Just off the Boulevard Périphérique, the hotel is a mere 15 mins by car from Paris Orly, and 20-25 mins by public transport to the heart of Paris with its museums and monuments. The expo Porte de Versailles is the 4th largest exhibition centre in Europe, with over 200 exhibitions, congress' and events, and over 7.5 million visitors annually, a major demand driver to balance Paris's strong leisure demand throughout the year. It is currently undergoing refurbishment (without any interruption to usage) and further development is underway with the landmark "Tour Triangle" mixed use development on the site. The HOTEL 1 is also conveniently located to access of Boulogne-Bilancourt, with its iconic sporting stadiums that are home to the French Rugby team (Stade Jean Bouin), football club Paris-Saint-Germain (Parc des Princes), and the French Open at Roland Garros. The area around Issy-les-Moulineaux has received a major economic boost in the form of the Ministry of Defence HQ decentralisation in November 2015, bringing 9,300 employees directly adjacent to the hotel. It is also within walking distance of the Hospital Georges Pompidou, a pioneering European hospital and research complex



EXPO PORTE DE VERSAILLES – REDEVELOPMENT



Parc des Expositions de Paris Porte de Versailles



Tour Triangle

The parc des expositions surrounding the Paris expo Porte de Versailles is undergoing a complete redevelopment, with plans for Europe's biggest exhibition site being constructed over 10 years, 2015-2024, and adding an additional 72,000m² to the existing 220,000m² of exhibition area. These areas will include a main auditorium capable of hosting 5,200 people simultaneously. A total of €500 million will be invested, comprising exhibition, meeting, and event spaces, as well as an iconic «Tour Triangle» mixed use development. The landmark tower, approved in June 2015 and designed by Herzog et de Meuron, will see apartments, services, public spaces, meeting and event spaces being constructed in a tower to rejuvenate the area permanently



HOTEL DESCRIPTION

OVERVIEW —

PROPERTY SUMMARY

Guestrooms	128	rooms
of which –	5	suites
F&B		
Bar	22	seats
Breakfast Room	80	seats
Meeting room	1	36m ²
Car parking	40	spaces

Built in 1988, the HOTEL 1 has benefited from a complete renovation which was completed in 2015, including guestrooms, restaurant, and public areas. A total of €2.95 million was invested between 2012 and 2015, (€18,000 per room, plus public spaces), finishing the hotel to a very high standard, with modern and stylish décor throughout. Renovation works are now fully complete, with strong potential for ADR growth on a quality guest product.

HOTEL 1



CAPITAL EXPENDITURE

Renovated at a total cost of €2.95 million between 2012 and 2015 the HOTEL 1 has received a complete upgrading of guest rooms, lobby and F&B outlets. Over €550,000 was spent on the technical execution and standards, with 16 million on guest rooms and public area works. The majority of the works were completed in 2014, with all rooms returned to inventory by 2015. The hotel now presents as a modern and attractive property, in excellent condition throughout.



GUEST ROOMS

The HOTEL 1 comprises 128 well -equipped , newly refurbished and comfortable rooms . Offering a wide range of room types, the hotel is ideally placed to cater to both business and leisure demand . Rooms offer tea & coffee making facilities, televisions , desk spaces and well placed sockets throughout Bathrooms have also been refurbished to a high standard, with modern fittings and streamlined design

Guest Room Configuration	Number of Rooms	Approximate Area (m ²)
Single	18	14.5
Double	46	15.5
Twin	53	16.5
Triple	6	19.5
Suites	5	54
Total / Average	128	17.5





FOOD & BEVERAGE

The Hotel 1 is equipped with a modern, brightly decorated breakfast room seating 80 people on the mezzanine floor, as well as an open lobby bar located adjacent to the reception, on the ground floor. Additionally, the hotel has a 36m2 meeting room, capable of hosting 25 people. Technical equipment incl. project is available for business meetings, allowing the hotel to cater to its business clientèle.

Food and Beverage	Outlets	Approx Area (m ²)	Seat Capacity
Breakfast Room	1	110	80
Bar	1	42	22
Total F&B Outlets	2	152	

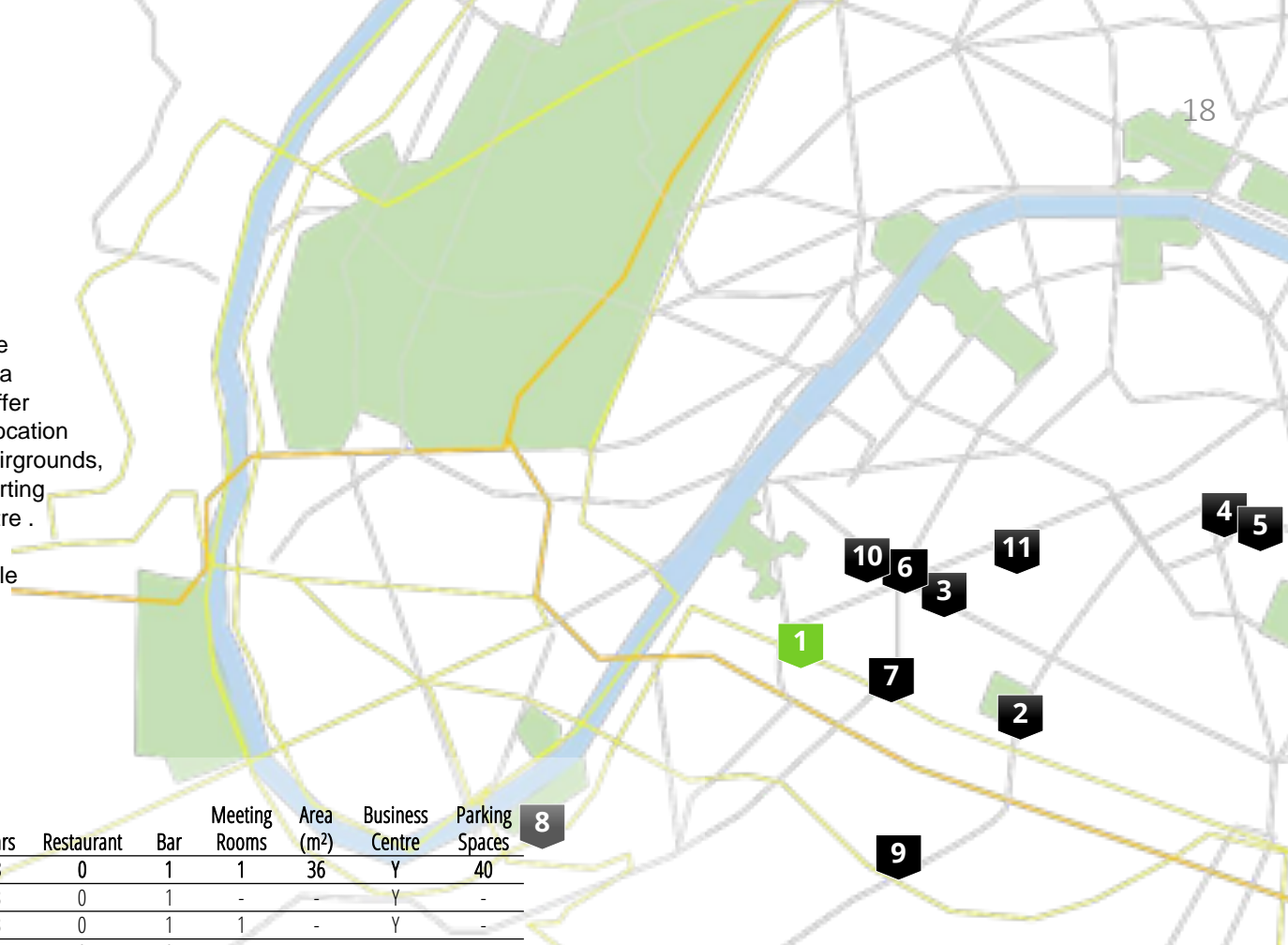
Meeting Facilities	Max. Capacity (Theatre Style)	Approx. Area (m ²)
Meeting Room 1	25 persons	36
Total Area	1 room	36





COMPETITION

The HOTEL 1 benefits from a lack of direct competition, with the majority of internationally branded hotels in the surrounding area having 75 rooms or less. The hotel is one of the only hotels to offer both parking and meeting facilities at a 3* level, and its prime location offers excellent access to the Paris expo Porte de Versailles fairgrounds, as well as occupying a central location between the nearby sporting stadiums, Issy-les-Moulineaux business districts, and city centre. Its newly renovated facilities make it a very strong player in the market, and the hotel can now also compete with upper midscale segment hotels in the vicinity.



Property	Rooms	Distance (km)	Stars	Restaurant	Bar	Meeting Rooms	Area (m ²)	Business Centre	Parking Spaces
1 HOTEL 1	128	-	3	0	1	1	36	Y	40
2 Ibis Paris Brancion Expo 15	71	2.1	3	0	1	-	-	Y	-
3 Quality Hotel Abaca	70	1.5	3	0	1	1	-	Y	-
4 Timhotel Montparnasse	77	3.9	3	0	0	-	-	-	-
5 Timhotel Tour Montparnasse	48	3.7	3	0	0	-	-	Y	-
6 Hôtel Mercure Paris 15 PdV	54	1.1	4	0	1	5	200	-	20
7 Mercure Paris Vaugirard PdV	91	0.9	4	0	1	11	435	Y	43
8 Ibis Issy Les Moulineaux Val de Seine	164	2.9	3	1	1	4	165	Y	48
9 Ibis Paris Vanves Parc Des Expositions	71	2.3	3	0	1	-	-	-	20
10 Ibis styles Paris 15 Lecourbe	49	1.1	3	0	1	-	-	Y	-
11 Novotel Paris Vaugirard Montparnasse	187	2.1	4	1	1	16	1,000	Y	yes

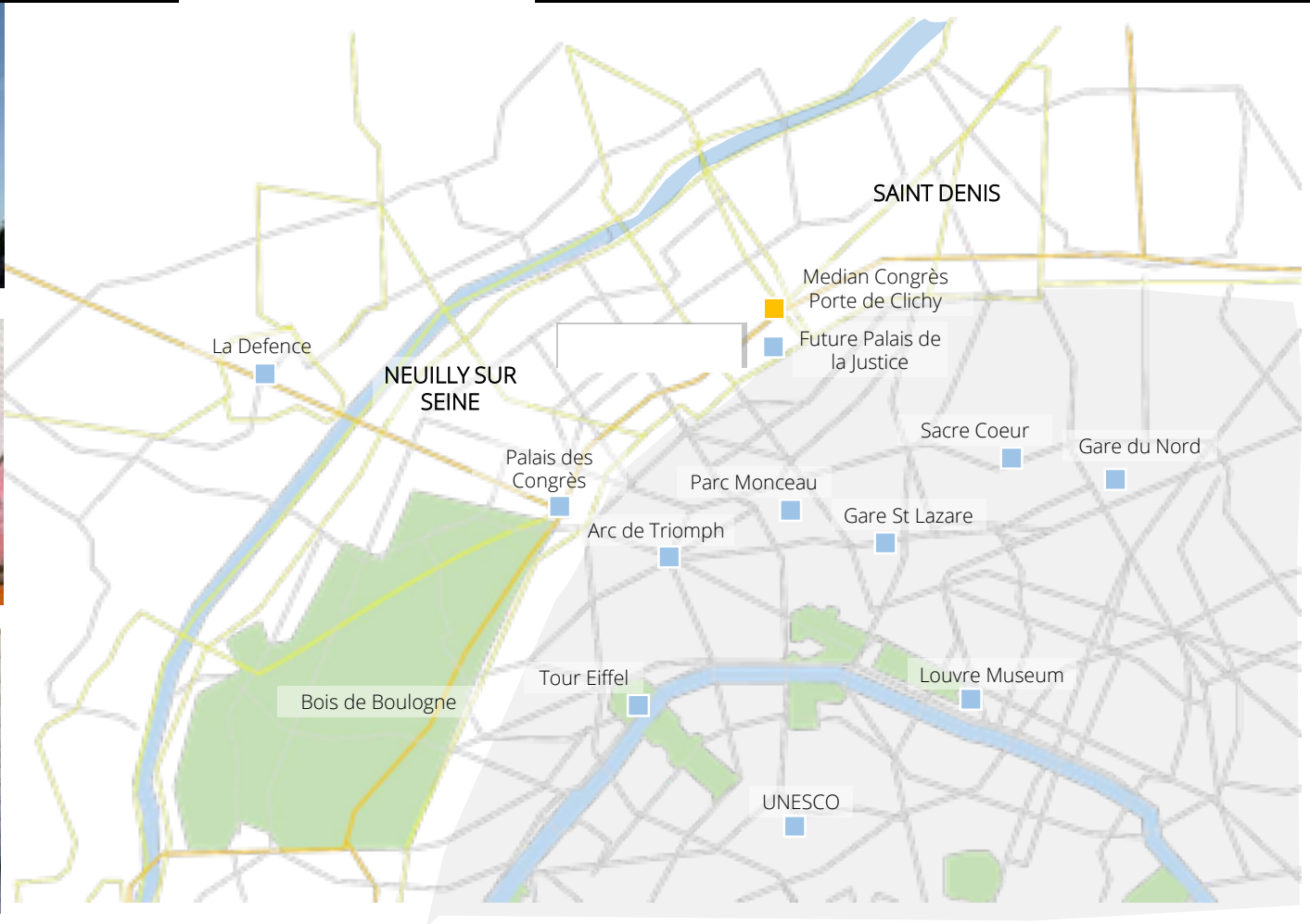
HOTEL 2



LOCATION



Palais des Congrès



LOCATION

Located in the north-western 17th district, the HOTEL 2 is ideally situated to serve the surrounding business area. At 500m to the Porte de Clichy Metro and RER station, the hotel benefits from direct connections to the Palais des Congrès (2.8km), the Gare St. Lazare (3.4km) and excellent connectivity to the nearby la Défense, Saint-Denis and Asnières districts. The hotel is also located adjacent to the Boulevard Périphérique ring road, making it highly accessible for guests coming by car, and making it only 25 mins from Charles de Gaulle airport. A number of major international companies are headquartered or situated within 1.5km of the hotel, at the Porte de Sainte Ouen such as Samsung, Citroen, L'Oréal and Engie (formerly GDF Suez). The Palais des Congrès de Paris, at the Porte de Maillot, is Paris's premier congress venue, hosting one million people including congresses and live shows each year. The congress centre is directly accessible via the RER C at Porte de Maillot. A large scale development comprising the relocation of the French Palace of Justice is currently underway immediately opposite the hotel, redeveloping the area of Clichy Batignolles. This will benefit the HOTEL 2 both through renewal of the area as well as improvement in the transport infrastructure – extending the Tramway 3 and the Metro 14



LOCATION – REDEVELOPMENT

A large redevelopment project is underway in the area of Clichy Batignolles, on a former freight and railway maintenance site which was designated for urban renewal. The new development is centred around a tiered Palais de la Justice building (opening 2017), and a surrounding quarter of 100,000m² of offices, 40,000m² of commercial and public spaces, and over 3,500 homes. The site will attract a large concentration of economic as well as government activity, providing a significant boost to the immediate area and commerces.

The decentralisation of this major state institution requires excellent transport connections, and in response, two major infrastructural extensions will become operational from 2017: • Metro 14 will be extended to connect the Gare St. Lazare directly to Stade de France via the Porte de Clichy station, a dual benefit

• Tramway T3 will be extended to connect Porte de la Chapelle to la Porte d'Asnières, along the Boulevard Périphérique north-east wards

The changes are mapped overleaf. The the Hotel 2 will directly benefit from these developments, giving guests improved and direct connections to Stade de France, Gare St Lazare, Gare de Lyon, and along the Périphérique eastwards and to Charles de Gaulle airport.





HOTEL DESCRIPTION

OVERVIEW —

HOTEL 2

PROPERTY SUMMARY

Rooms	170	rooms
F&B		
Bar & outdoor terrace	65	seats
Restaurant	100	seats
Meeting room	3 rooms	130m ²
Car parking	45	spaces



The HOTEL 2 was built in 1990 and received a total of €4.6 million in capital expenditure over the period 2013-2016 , including a full rooms renovation in 2014

All rooms are now comfortably refurbished .The hotel offers a spacious lobby, bar, and 100 -cover full -service restaurant, all of which are still undergoing total renovation.

The hotel is also equipped with three meeting rooms to cater to business clientele over a total of 130 m 2 as well as 45 parking spaces

CAPITAL EXPENDITURE

The HOTEL 2 underwent extensive renovation to a total cost of €4.67 million between 2013 and 2016

The renovation encompassed a full rooms refurbishment, with lobby and public area refurbishment due to complete by mid-2016

Almost €700,000 was spent on technical execution and standards, with €1.8 million spent on the hotel's 170 rooms – over €10,000 per room . Approximately €800 ,000 has been set aside for the completion of lobby and bar refurbishment, as well as €230 ,000 for remaining areas

The full refurbishment has brought the HOTEL 2 to a very high standard, making it highly competitive within its market





GUEST ROOMS

The HOTEL 2 has 170 fully refurbished rooms, attractively and modernly decorated. Natural wood is used throughout, with ample lighting and convenient electrical outlets.

All bathrooms have been fitted to a high standard, with a number being accessible / disabled friendly.

Guest Room Configuration	Number of Units	Approximate Area (m ²)
Twin	83	17
Double	57	17
Triple	16	20.5
Quadruple	14	34.5
Total / Average	170	19





FOOD & BEVERAGE AND OTHER FACILITIES

The Median Congrès Porte de Clichy has a spacious bar and lounge area with terrace, as well as full restaurant with 100 covers and 3 interconnecting meeting rooms

Opening from the lobby, the bar area extends over 65 seats, and benefits from a landscaped terrace area behind the hotel, which can also be used for breakfast service

The 100 -cover full -service restaurant offers breakfast, lunch and dinner to both inhouse and external guests

The hotel also includes 130 m² of meeting space, which can be subdivided into 3 spaces, and combined can accommodate up to 120 people, complementing its strategic business location

All public areas and F&B outlets are currently under renovation, due to complete mid -2016 .

Food and Beverage	Outlets	Approx Area (m ²)	Seat Capacity
Restaurant	1	165	100
Bar & Terrace	1	85	65
Total F&B Outlets	2	250	

Meeting Facilities	Max. Capacity (Theatre Style)	Approx. Area (m ²)
Meeting Room 1	50	46
Meeting Room 2	70	50
Meeting Room 3	40	34
Total Area	3 rooms	130

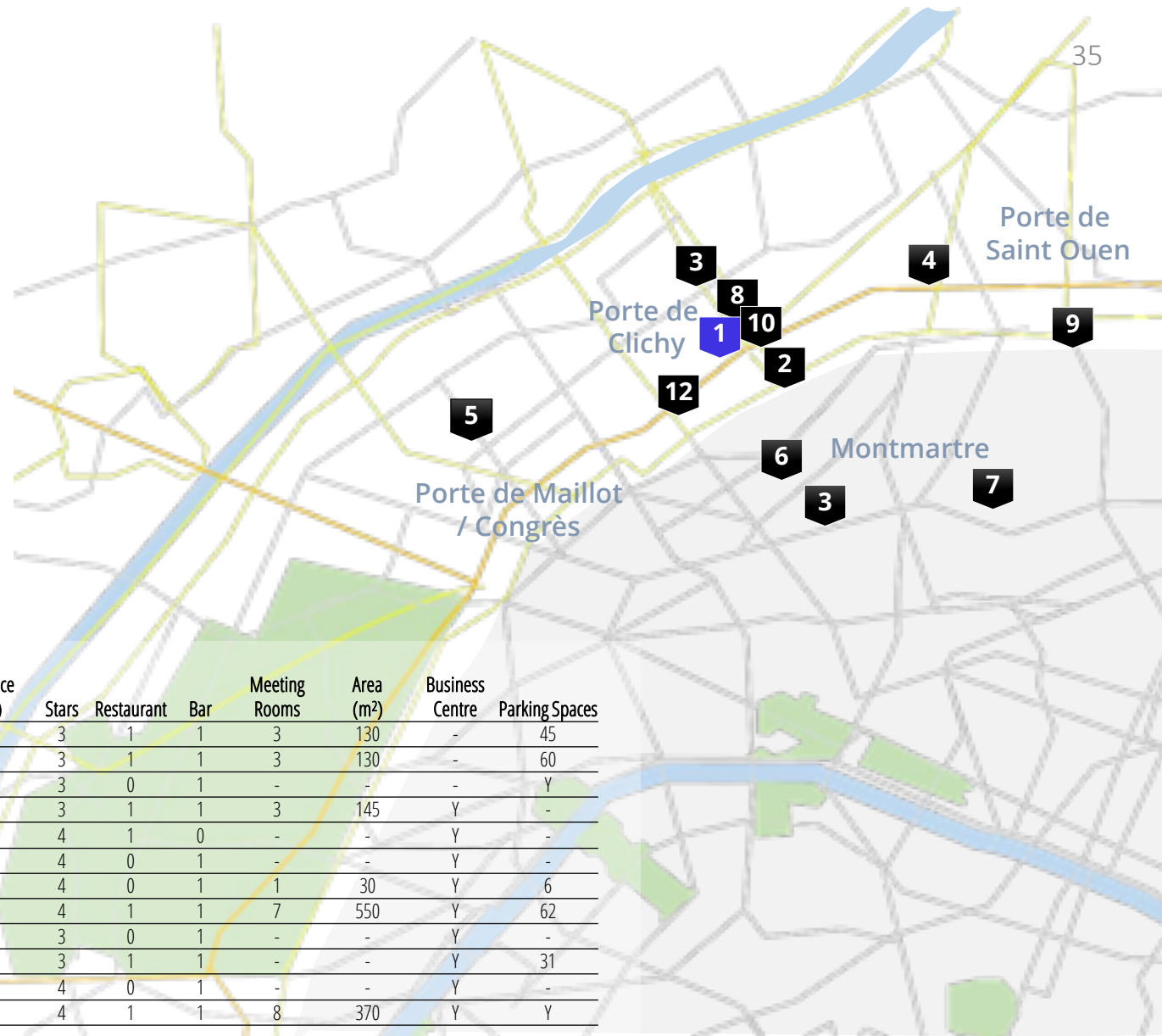


COMPETITION

Located in a rapidly developing business district, the Porte de Clichy area counts a number of internationally branded hotels in the immediate vicinity, with hotels on the Boulevard Péripherique being highly business oriented.

The districts of Porte de Maillot, Porte de Clichy, Montmartre and Porte de Saint Ouen each have a local competitive set, with the Timhotel Boulevard Berthier (252 rooms), Holiday Inn Porte de Clichy (262) the Ibis Porte de Clichy Centre (124 rooms) and the Novotel Paris 17 (140 rooms) being the closest competitors.

The HOTEL 2 has significant upward room within the local market, as evidenced by the number of international brands present – and likewise would benefit from a strong distribution network to profit from the anticipated rise in demand.



Property	Rooms	Distance (km)	Stars	Restaurant	Bar	Meeting Rooms	Area (m ²)	Business Centre	Parking Spaces
1 HOTEL 2	171	-	3	1	1	3	130	-	45
2 Timhotel Boulevard Berthier Paris XVII	252	0.5	3	1	1	3	130	-	60
3 Timhotel Clichy	42	1.0	3	0	1	-	-	-	Y
4 Alliance Hotel Paris Porte De Saint Ouen	120	1.7	3	1	1	3	145	Y	-
5 Mercure Paris Levallois Perret	46	2.4	4	1	0	-	-	Y	-
6 Best Western Opera Batignolles	44	1.6	4	0	1	-	-	Y	-
7 Holiday Inn Paris Montmartre	54	2.4	4	0	1	1	30	Y	6
8 Holiday Inn Paris Porte De Clichy	262	0.3	4	1	1	7	550	Y	62
9 Ibis Paris Ornano	86	3.0	3	0	1	-	-	Y	-
10 Ibis Paris Porte de Clichy Centre	124	0.2	3	1	1	-	-	Y	31
11 Mercure Paris St Lazare Monceau	51	2.1	4	0	1	-	-	Y	-
12 Novotel Paris 17	140	.8	4	1	1	8	370	Y	Y

PARIS MARKET



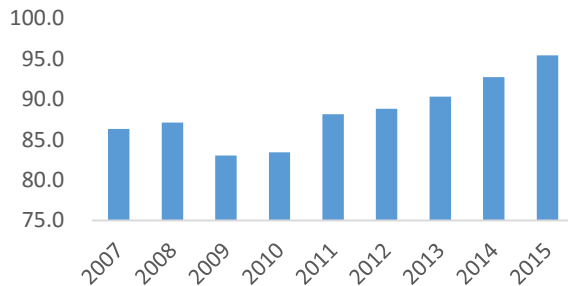
TRANSPORT AND CONNECTIVITY

Paris is very well served by public buses, underground rail system (Metro), fast suburban rail (RER), light rail tramway, high-speed rail (TGV), and two main international airports.

Paris Charles de Gaulle Airport, located north-east of the city, is continental Europe's busiest airport, handling almost 66 million passengers in 2015. Year-on-year the airport posted a 3.1% increase in passengers. Almost 45% of passengers are European, with 40% International and the remaining domestic, showing Paris' popularity as an international hub. Paris Orly, its second and pre-dominantly domestic airport, is France's second busiest, located just south of the city. Together with, the French capital saw 95.4 million in passenger traffic in 2015.

Paris also benefits from excellent high-speed rail connections to many European capitals and regional cities through the TGV and Thalys networks. With 6 main stations, the Gare du Nord and Gare de Lyon handle the majority of international lines to London, Brussels, Geneva, Frankfurt and further afield.

Passenger Traffic, Aéroports de Paris



Charles de Gaulles Airport



Gare Montparnasse

PARIS – TOURISM



CORPORATE DEMAND

Paris is France's economic powerhouse and houses a concentration of government bodies and corporate headquarters. The city's La Défense district is Europe's largest purpose built business district, housing 3.5 million square meters of office space and home to corporations such as Société Générale, Total, and Aventis.

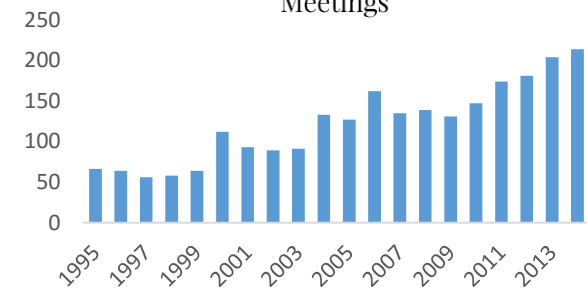
Of the 31 Fortune 500 companies headquartered in France (which is more than any other European country), 29 are based in Paris. The French Stock Exchange's CAC 40 companies generate 75% of their turnover internationally, making Paris a major international corporate market. 13,000 foreign companies have a subsidiary in Paris, creating strong corporate demand.

MICE DEMAND

Paris is the world's biggest conference city by the International Conference & Convention Association ranking, in both the number of meetings and the number of participants. The city hosts around 450 trade shows and fair drawing nearly 10 million visitors, and has enormous capacity over 18 purpose built conference and exhibition centres.

Europe's largest conference centre is currently being built in the French capital, due to open in 2017 with 72,000m² of exhibition space. It is part of the 10-year modernisation of the Paris Expo Porte de Versailles, one of the 3 major congress centres together with the 21,000 m² CNIT (Center of New Industries and Technologies) in the La Défense district and the 32,000 m² Palais de Congrès de Paris at the western Porte Maillot.

International Congress and Association Meetings



LEISURE DEMAND

Paris' iconic museums and historic sites are known throughout the world as major tourist attractions, including Notre Dame, Sacré Coeur, Musée du Louvre, Eiffel Tower, Centre Pompidou, Musée d'Orsay and many others.

Together, the top 10 museums and monuments in Paris counted a total of 56.5 million admissions in 2014, and total visitation to the 160 key cultural sites increased 4.7% year-on-year.

The city is a pioneering world influencer in politics, culture, food, fashion, entertainment and the arts, giving it a vibrant reputation and maintaining its status as a leader city, built on generations of cultural heritage.

With the Louvre Museum remaining the most visited museum worldwide, the city continues to act as a cultural beacon.

BASIS OF SALE

Both hotels are fully owned freehold and are to be sold on an asset basis.

PRICE € 69.000.000

