



Realising *value* in distressed hotel & licensed leisure assets

As the first and leading global hotel investment services firm, Jones Lang LaSalle Hotels is uniquely positioned through its robust local network to provide advice, expertise and insight that opens up opportunities and delivers the highest quality results for investors and hotel companies around the world.

We are in business to create real value for our clients in a constantly changing, complex world.

Jones Lang LaSalle Hotels prides itself on being the world's leading fully-integrated professional services firm, specialising in hotel real estate. We are committed to working in the best interests of our clients, anticipating their needs, creating effective solutions, adding value, and delivering the highest-quality advice and performance.

Working alongside Jones Lang LaSalle's Real Estate Workout Group, the team is an active provider of pre-workout, receivership and administration advice for all types of hotels and licensed leisure properties. Our scope ranges from market-oriented operational and property reviews that establish likely future cash flows to timely global marketing campaigns that enable rapid and best-price disposal.

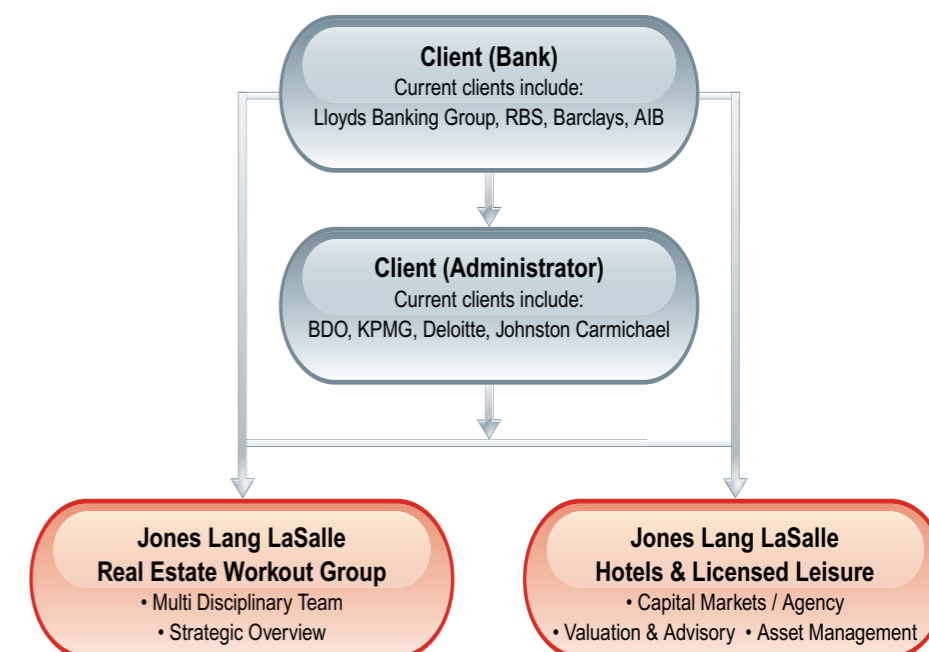
We have a global platform with over 250 hotel and licensed leisure specialists in 40 offices and 20 countries, and a strong presence in major markets powerfully enhances our service capabilities. Our teams have key relationships with, and access to, leading hospitality companies and investors, who benefit from our ability to deliver actionable strategic advice from a client-first culture that values collaboration, respect and integrity. We are always looking to provide our clients with a competitive advantage, so thought-leadership and an extensive commitment to industry research is high on our agenda and integrated into every Hotels' service.

For optimum client benefit, we have

- A client-led process
- An experienced and passionate team
- A reputation for excellence and professionalism
- Local and global knowledge
- Thought-leadership research
- A global network
- Access to key decision-makers
- Lingual and cultural diversity

Our range of services

- Financial Restructuring Advice
- Internal Evaluation
- Market Research and Feasibility
- Independent Business Review
- Asset Management
- Secured Lending Valuation
- Asset Sale
- Company Sale
- Note Sale



Delivering client success on stressed and distressed property



MCKEVER HOTEL GROUP PORTFOLIO

City: Various
Room Count: 687

The marketing of a non-uniform portfolio through single asset sales.

Appointed by BDO LLP to review and market for sale a portfolio comprising 28 hotel and leisure properties and 5 non-leisure commercial and residential properties. The properties ranged from 10-room guesthouse investments to 60+ room hotels with conference and banqueting facilities. We conducted a bespoke review of every asset within the portfolio, with valuation and strategic advice provided on a per property basis.

Jones Lang LaSalle Hotels teams in Glasgow, Leeds and London worked together to achieve the best return for the funding banks.



HAMILTON HALL

City: St Andrews
Room Count: 89

The global marketing of a trophy asset generating interest from parties in 30 countries.

Jones Lang LaSalle Hotels successfully marketed and sold this category B listed trophy asset, which dates back to 1895 and is spread over 45,000 sq ft. After instigating a global marketing campaign, multiple teams from across Jones Lang LaSalle's international network worked as one to deliver exceptional results and as such received interest from over 600 parties from 30 countries. The process was completed quickly at a price which was above the bank's expectations. The property was sold to an international investor.

BERNERS HOTEL

City: London
Room Count: 171 (proposed)

Delivering timely Jones Lang LaSalle Hotels teamwork on an historic Central London hotel.

The appointed administrators instructed Jones Lang LaSalle Hotels to sell the 4-star property within a narrow timeframe. The London Hotels team responded rapidly in conjunction with the firm's Project & Development Services and Planning teams, who were also engaged on the project. An international marketing campaign was run; 1,629 parties showed significant interest and over 70 tours of the hotel were conducted. A substantial number of bids were received and the team facilitated a successful sale within the tight timeframe.



NOVOTEL EDINBURGH PARK

City: Edinburgh
Room Count: 170

The successful marketing of a 4-star hotel within a challenging administration process.


The appointed administrators instructed Jones Lang LaSalle Hotels to market the Novotel towards the end of 2009. The sale was subject to a management contract and a comprehensive marketing campaign was headed up by our Scotland office and, although no price was quoted, the property received a substantial amount of interest. A closing date was set but the project was complicated by the intricacies surrounding the administration process, which resulted in a select number of bidders being asked to resubmit their offers. The property was sold in 2010.




Advising on stressed and distressed assets across the UK

There have been an increasing number of assets being brought to market through insolvency or consensual sales and, since 2005, Jones Lang LaSalle Hotels has advised clients on over 40 assets in the UK market representing a value of nearly £3 billion.


Some recent examples are shown here.



Purple Hotel, Glasgow
 Sold: 2010
 Room Count: 103
 Price: £3.9m



Novotel, Edinburgh Park
 Sold: 2010
 Room Count: 170
 Price: Confidential




Hyatt Regency, Birmingham
 On the market
 Room Count: 319



Piccadilly Estate, London
 Sold: 2011
 Room Count: 126 (proposed)
 Price: £130m



Hamilton Hall, St Andrews
 Sold: 2009
 Room Count: 89
 Price: £11m




Mercure Point, Edinburgh
 Sold: 2010
 Room Count: 140
 Price: Confidential



McKever Portfolio, Scotland & NE England
 33 properties
 Room Count: 687

Ayr Belleisle Hotel	St Enoch Hotel Parkview Hotel Site & Two Residential Apartments	Newcastle City Apartments Quayside Apartments
Balmaha Inchlonaig B&B	Variety Gate	Newtonmore Balavil Hotel
Banff Banff Springs Hotel	Balvicar Street Hotel, Homeless & Tenement Flats	Oban Columba Hotel
Bathgate Cairn Hotel	Queens Park Hotel	Perth The Waverley Hotel
Drymen Hawthorns B&B Flats & Head Office	Gretna The Gables Hotel	Rowardennan Lodge Land & New Lodges
Glasgow Academy Park Warehouse, Glasgow City Hotel, Ewington Hotel	Helensburgh Rosslea Hall Hotel	Tomintoul Gordon Hotel, Richmond Arms Hotel
	Kilmarnock Howard Park Hotel	
	Loch Lomond Rowardennan Hotel	



Berners Hotel, London
 Sold: 2010
 Room Count: 171
 Price: Confidential



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