

#### NEW LINE PALACE HOTELS & RESORTS GROUP



### EXCLUSIVE INVITATION FOR INVESTMENT FUNDS, PRIVATE INVESTORS AND FAMILY'S OFFICES

Invest in the new expansion of luxury hotels expansion of an exclusive Multi-Brand backed by major global brands.

Are you looking for a solid and high-yield investment opportunity in the growing luxury market?

We are at a key moment of strategic expansion with a proposal backed by the most recognized hotel brands in the world, all listed on the stock exchange.

Join our Joint Venture in Luxury Hospitality with our Multi-Brand company in the expansion we are carrying out in North Africa, the Caribbean, Southeast Asia, the Maldives and Europe.

With high demand for our top brands booming in expansion and a proven track record of success in leading global tourism destinations, we are ready to scale into new strategic markets such as those mentioned above.

Why invest with us?

• Premium Locations: In emerging markets, with long summer seasons and high growth.

• First-Class International Management: Operated by internationally renowned luxury hotel brands, all public and listed on the stock exchange.

• Stability and Profitability: Consistent returns in the most solid segment of global tourism.

• Attractive Financial Projections: High profitability and clear exit strategies.

• Exclusive Benefits for Investors: Access to tax incentives and exclusive advantages for partners, creation of very advantageous structures.

A unique opportunity: Be part of a project that combines innovation, exclusivity and profitability in a high-demand and constantly growing industry.

Act now and discover how you can invest in the future of hotel luxury.

**Request more information today at:** 

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At the beginning of 2003 and maintaining a solid business base, NEW LINE PALACE HOTELS & RESORTS GROUP considered including in its expansion policy establishments operated under the management model (HMA) and creating synergies with major hotel brands, to name a few of them such as HYATT, HILTON, RITZ CARLTON, SETAI, IBEROSTAR, MANDARIN ORIENTAL, MARRIOTT, SENATOR, INTERCONTINENTAL HOTELS, FOUR SEASONS, RAFFLES, MELIÁ HOTELES, RIU and others, many of them public listed on the stock exchanges of the main places in the world, which represents a TOTAL GUARANTEE for our investors.

This formula allows to centralize the integration of the brand, optimizing resources through the implementation of certain standards and agreements with INVESTMENT FUNDS and specific JOINT VENTURES with private investors.

This model provides considerable expansion, in addition to the integration into the important commercial network that NEW LINE PALACE HOTELS & RESORTS GROUP has worldwide.

For all the establishments that are purchased, NEW LINE PALACE HOTELS & RESORTS GROUP applies rigorous quality criteria in the search for these assets. These criteria are closely related to a business structure based on its own and differentiated style where the management of search orders and the excellent value for money in the rental and purchase are fundamental factors for the expansion of our PRIME brands.

This philosophy translates into comfort, quality and professionalism in all the services offered to these hotel chains with which we work closely.

#### WHO WE ARE?



# WE ADAPT TO THE NEEDS OF EACH PROJECT AND PARTNER OR HOTEL OWNER TO ACHIEVE THE ESTABLISHED OBJECTIVES BUSINESS MODEL

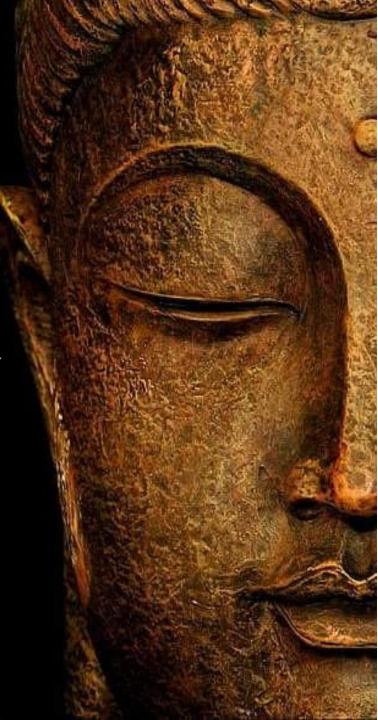




#### NEW LINE PALACE HOTELS & RESORTS GROUP

It is a private Group of International Hotel Investments allied to top-level multinational hotel firms, which in turn is part of a global network of more than 28 brands to which the Group grants HMA (Management) contracts, by demand already agreed for the rental, rental with option to buy, or direct purchase of hotels in PRIME locations mostly for the ALL INCLUSIVE system with contracts for 10, 15 or 20 years.

We also operate as a HOTEL INVESTMENT GROUP with a worldwide team, which invests in the development of high profitability hotel projects in countries such as the Dominican Republic, Panama, Spain, North Africa, Egypt, Morocco, Mexico, Caribbean in general, Asia, Indonesia, Maldives, Arab Emirates and the rest of Europe among others.



#### BRANDS WITH WHICH WE COLLABORATE



IHG® InterContinental Hotels Group



















































At New Line Palace Hotels & Resorts we take care of giving each project its own personality and an added and differential value, offering and applying strategic solutions to protect the interests of investors.

We are a hotel company specialized in international multi-brand management and focused on the conceptualization and positioning of different products.

We are defined by a new concept of management and operation of hotel spaces.

# MULTI-BRAND INVESTOR GROUP DEDICATED TO MEETING THE BUSINESS OBJECTIVES OF EXPANSION OF THE BEST GLOBAL HOTEL BRANDS



CONCEPTUALIZATION SPECIALISTS AND HOTEL REPOSITIONING.

#### **INVESTOR RELATIONS**

Due to the high demand for major hotel brands, we have created an OWN INVESTMENT FUND and a global network of partners, which give us access to diverse investors ranging from high net worth individuals to internationally renowned institutional investors, including hotel funds, investment firms, banks and conglomerates, private equity firms and insurance companies, pension funds, listed companies, developers, family offices and private investors.

This formula allows centralizing the integration of each brand, optimizing resources through the implementation of certain rules and JOINT VENTURE AGREEMENTS WITH INVESTMENT FUNDS AND PRIVATE INVESTORS, according to each specific case.

This model allows an important expansion of the brands with which we maintain an extensive relationship, as well as the integration into the important commercial network that NEW LINE PALACE HOTELS & RESORTS has around the world.



## OUR MODEL ALLOWS US TO OFFER A SINGLE, COMPREHENSIVE AND CONTINUOUS SYSTEM

Due to its wide coverage and operational capacity, it is presented as an ideal solution for investment funds and developers who do not know the hotel sector and want to enter it or improve their income statement.

At New Line Palace Hotels & Resorts Group we implement a work methodology that starts from the detailed analysis of assets and knowledge of operations, providing a high degree of specialization through the outsourcing of services and an interdisciplinary team with extensive experience.

Concept analysis and rebranding

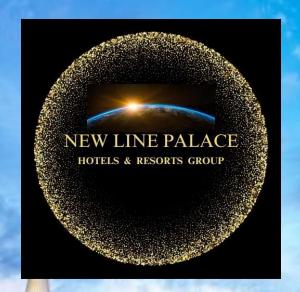
Definition, adaptation, design and adjustment of the investment/Business plan

Alliance with the most suitable brand for the project

**Development and implementation** 

**Evaluation of competitive advantages** 

- 1. DEVELOPMENT AND EXECUTION
- 2. CAPEX AND PRE-OPENING
- 3. EXPLOITATION
- 4. DUE DILIGENCE · CURRICULUM
- 5. IMPLEMENTATION PLAN
- 6. CONTROLAND SUPERVISION OF EXECUTION AND ASSEMBLY
- 7. INTERIM MANAGEMENT: MULTI-BRAND HOTEL MANAGEMENT
- 8. DEFINITION, ADAPTATION AND DESIGN



#### **OUR PROCESS**

#### ASSET SELECTION

Under order of the hotel brand together with our brokers in each country, we search and select hotel assets to the expansion needs of each hotel brand with which we have agreements.

## SOCIALIZATION AND EVALUATION OF RENTAL OR RENT-TO-OWN

After knowing the hotel asset to rent or buy, we collect all the documentation for the due diligence process, and proceed to the evaluation of the viability

### STRUCTURING AND PRESENTATION

After carrying out the due diligence by our legal team, we proceed to present the offer of rent or rent with option to buy, and we present the hotel brands that commissioned the expansion.

#### WHO WE ARE

We are a multi-brand company of reference in the acquisition of hotel assets, with a leading team in the evaluation of purchase or rental, and experts in valuation of development of high performance hotel projects worldwide.

Rent and buy international hotel assets, award
HMA contracts to international hotel brands
Prime, most of them public

#### **VALUES**

The values of our human team are a direct consequence of our values: the axis that marks our way of being and doing.







INITIATIVE CONFIDENCE SAFETY

HONESTY INNOVATION SUCCESS



#### **MISSION**

New Line Palace Hotels & Resorts Group was born in 2003 to develop and apply a different business model.

A way of taking on projects and getting involved in the results that goes beyond the usual business practices.

Rent and buy international hotel assets, award HMA contracts to prime international hotel brands for their continued expansion.

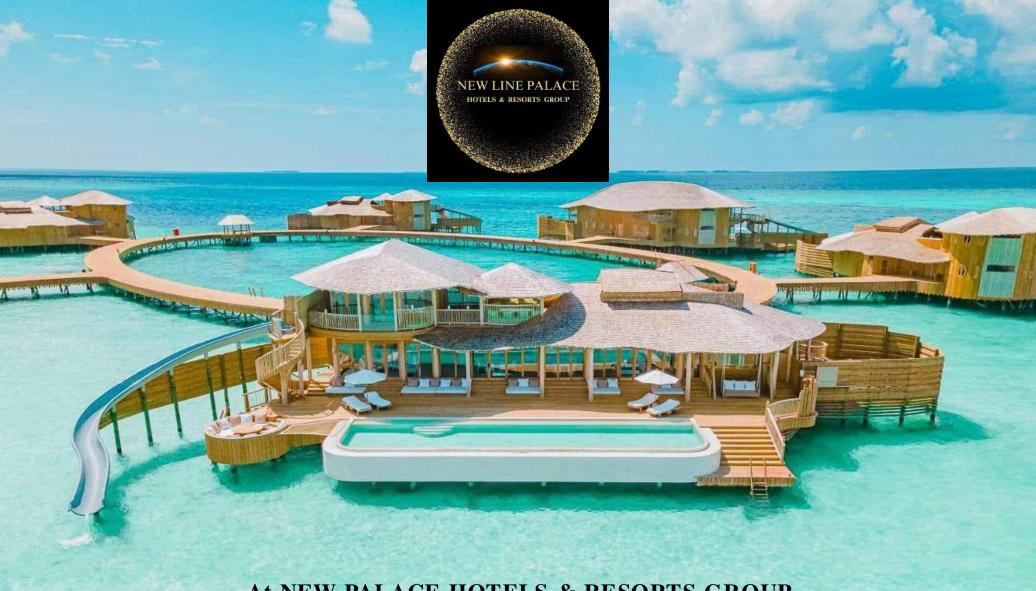
Our mission is to demonstrate in each project that our alternative strategic solutions offer better results in terms of profitability and value of hotel heritage.



Applying them means taking the initiative and generating trust and security to offer innovative and flexible solutions.

We have the best formula to achieve this, a business landscape of extraordinary expectations and opportunities,

With the trust of customers and investors, the enthusiasm and dynamism inherent in the hotel industry and the competitive spirit of a young and trained team. At Adh Hotels & Resorts we have the resources to make our mission a reality.



#### At NEW PALACE HOTELS & RESORTS GROUP

We are focused on renting and buying ALL INCLUSIVE hotel assets, and awarding HMA contracts to EXPAND our major hotel brand partners around the world.

#### MAIN CAPITAL INVESTMENTS

- Skills and experience necessary in the management and execution of capital projects in this market and sector.
- Experience and internal capabilities to control and manage the process from start to finish.
- Relationship and support of partners and consultants leading in the market.
- Proven track record of delivering capital projects on time and on budget.
- Through different brands and levels of capital investment.
- Including large-scale transformation and repositioning projects.
- Ability to balance practical considerations with brand and customer requirements.
- Capabilities and experience in all brands/scales of the chain and types of ownership.
- Chain marks/scales. Luxury, high-end, mid-range and economic.
- Hilton, Accor, Marriott, Hyatt, and others.
- All types of properties.
- Owned and operated through franchises.
- Rent (fixed, variable, mixed).
- · Owned externally managed as asset manager.

- Cross-functional expertise that drives topline revenue, manages costs and delivers solid profitability.
- Commercial team specialized in revenue/performance management, custom marketing and e-commerce.
- Permanent attention to cost control and specific acquisitions.
- Operational mindset that puts customer (and peer) satisfaction and safety as the cornerstone of decision-making.
- Rigorous approach to grow business through the value of expansions and acquisitions, and value-added investments.





# NEW LINE PALACE HOTELS & RESORTS GROUP HOSPITALITY INVESTMENT GROUP

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