

The ARC Issue

www.Hotel-Consulting-Network.com

Bulletin n.4 April 2007

- **Generali to launch Italian property funds, launches pan-European structure:**

Italian insurer Generali is moving to a strategy of placing part of its €4.6bn Italian property assets in real estate funds that will be sold to institutional investors, and also announced the creation of a diversified pan-European structure.

- **Directional:** In one of the biggest-ever direct property investments in France, **Lehman Brothers** has paid €2.11bn for Europe's largest office complex, the Coeur Défense in Paris. Unibail, France's largest listed property company, and Goldman Sachs' Whitehall Funds sold the double skyscraper to Lehman and its majority controlled French property company Atemi. Entry yield 4,8%
- **The Hungarian government** is offering 75 mostly unused properties for sale, raising the equivalent of €319m as it looks to trim the budget deficit in part by saving on costs of maintenance. The state property agency is selling 489,248 sq.m. of buildings on 1.6m sq.m. of land - mostly former military, health care and education buildings, some of them in upscale neighborhoods. Hungary sold most state-owned companies in the 1990s
- **Heritage Management Ltd** enters into a distinctive partnership with the Wildlife Conservation Society and Wildlife Conservation magazine. The Wildlife Conservation Society is the world's preeminent environmental organization devoted to saving the Earth's wildlife heritage. This summer, Heritage Hotels will be bringing members of the Wildlife Conservation Society special opportunities to travel to Kenya and experience some of the world's greatest wildlife first hand.
This partnership comes at the heels of the exciting announcement last November that Kenya's Masai Mara was selected by ABC's Good Morning America and USA Today as one of the 'Seven New Wonders of the World'. The selection committee agreed that of great importance on this list was a place that is relatively untouched by humans and that is in need of preservation
- **Le Printemps**, the prestigious department store in Paris has been sold by the German open end fund KanAm to Invesco Real Estate for **€184.6m**. KanAm bought the building in 2003 for **€115.5m**. Among reasons cited for the sale, KanAm said that the property, which was built in the 1930's, needed to be renovated and that the lease expires in 2010
- **Taj Hotels Resorts and Palaces Now Operates 59 Hotels**
Indian Hotels, owners of the Taj chain of resorts and hotels, is re-wiring its business strategy to ensure that one-third of its revenues comes from global acquisitions. Currently, overseas acquisitions account for around 20 percent of its revenues. After its three large acquisitions since 2005 -- W Sydney hotel in Woolloomooloo, Sydney, Ritz Carlton in Boston and Campton Place in San Francisco -- the company is eyeing the US, especially the west coast and other gateway cities like London, Paris, Frankfurt, Chicago, South East Asia, South Africa, China.
- **New important Companies are joining our network, please check the soon to be updated list**

work with us <mailto:info@hotel-consulting-network.com>