

The ARC Issue

www.Hotel-Consulting-Network.com

Market overviews

Bulletin n.5 May 2007

Network Showcase

Fairmont Hotels & Resorts continues to lead by example with launch of new Green Guide

As an environmental ambassador and industry pioneer on responsible tourism practices and sustainable hotel management, Fairmont Hotels & Resorts today announced it has launched the third edition of its acclaimed Green Partnership Guide, a comprehensive how-to text for companies looking to "green" their operations.

The Leading Hotels of the World launches leading green initiative

The Leading Hotels of the World, Ltd. the largest global luxury hotel brand, announced today the launch of the Leading Green Initiative. This innovative program will enable and encourage guests to make a conscious decision toward greener travel by actively supporting Sustainable Travel International (STI), the foremost non-profit organization in responsible tourism.

Major Chains Report Hotel Bookings Up More Than 8 Percent in 2006

TravelCLICK's Reports: the hotel industry maintains steady growth as consumers continue an upward trend of shopping for hotels online and booking electronically, according to TravelCLICK's 2006 fourth quarter and consolidated full-year eTRAK results, released today. The data shows the total Central Reservation System (CRS) reservations for major hotel brands increased 8.4 percent in 2006, reaching more than 81 million bookings.

Quinlan Private & Igal Ahouvi Group Acquire 47 U.K. Marriott Hotels for £1.1 billion

This transaction is the first major investment of Quinlan Private's recently opened London office. The office comprises a transaction team led by Pauline Bradley and a private client team led by Ruth Kennedy.

The Russian firm Intourist is reported to have paid around €10 million for the Prince Hotel, a four-star property with 24 rooms that stands in the coastal town of Forte dei Marmi, to the north of the Italian city of Pisa. Reports indicate that the company will spend €10 million on transforming the property into a boutique hotel which will open in July 2008.

Hilton Hotels Corporation today completed the sale of the 132 hotel Scandic chain to EQT for EUR 833 million or approximately US\$1.1 billion. Net proceeds after transaction costs and taxes are expected to be approximately \$1.04 billion and will be used to pay down debt

2007 looks set to be a five-star year for the UK hotel industry with revPAR growth (revenue per available room) of 8.8% in the first three months of the year and double-digit increases in a number of UK cities. The results come on the back of three years of consecutive growth across the hotel industry and Deloitte's findings show the average hotel room now costs £6 more than at the same time last year.

Hoteliers in Muscat and Abu Dhabi see revPAR growth of over 60%

The good news continues for the Middle East in 2007 with revenue per available room (revPAR) growing 14.9% to reach US\$112 for the first quarter according to preliminary results from the HotelBenchmark(TM) Survey. Our partners in loco, can supply with: top rated opportunities, advising, technical and administrative consulting, designing and construction management. Management Companies .Il nostro resident partner negli Emirati - con 10 anni di esperienza di operatività in loco- è in grado di fornire tutta una serie di servizi che vanno da: consulenza tecnica e amministrativa, individuazione aree e studi di fattibilità, realizzazione progetti e direzione dei lavori, preparazione visti e iscrizioni varie, gestione contatti e servizi di multi-ufficio

The ARC Issue

Network Showcase

- **Advisoring activity:** Following the 2007 successes got by Hotel Consulting Network's Partners, Arc is managing/advising a volume of 200 millions euro in Binding Offers in Italy and Europe.

It deals with a considerable goal considering that the whole hotel sales in Italy 2006 reached the amount of 630 millions, this goal so consolidates our ranking within the first top players in Hotels sales.

We are also proud that other international Companies are joining our network enabling us increase the range of our services and to further consolidate our position among the first operators in Real Estate and connected services. In this way we can offer to our Partners and Customers, really interesting conditions and opportunities, please check our list:

- <http://www.hotel-consulting-network.com/opportunities.htm> including several interesting **Development projects in South of Italy**
- www.BianchiniCapponi.it proposes you its new top hotel lines, such as



- www.enomatic.it invites you all to visit the new Wonder wine bar in Selfridge's Oxford Street, London which is focused onto his wine serving system models.
- the state of the art of the crystal making tradition proposes its hotels collection:



- www.mediasint.it offers his experience in safety in workplace and invites you to visit them in the exhibition in Modena, Ambiente Lavoro, June 2nd 2007 Pad 21 booth B81
- New important Companies are joining our network, please check the updated list