HOTEL & RESORT MANAGEMENT
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The Pavilions Hotels & Resorts was inspired by ‘Far Pavilions’, the epic tale of two lovers who traverse the world to unite in an exquisite place where they can find true peace, a haven away from home, where they would be treated like royalty yet always feel utterly comfortable.

 Started 20 years ago by the Group’s passionate Founder and Owner Gordon and Danielle Oldham, the group has successfully grown to a portfolio of 9 award winning, unique and diverse hotels that entwine themselves with the culture, people and location they rest in, focused on delivering an experience more than just a room; a curated and bespoke cultural experience.

 As an owner and operator of all our hotels and resorts; we understand the business intimately and continue to learn and grow the successful brand of Pavilions Hotels & Resorts, with our current and future partners.
I set out in search of Paradise. I found Paradise everywhere but left feeling something was still missing.

Chasing the missing became my Quest. I searched for surprises. I found delight in places by looking at them with clear eyes. I created experiences outside and within four walls.

A Home, A Place to be. Childlike, grown-up, silly, sophisticated – I choose how to see it.

I can have fun. I can be naughty. I create my universes with extraordinary people.

From Boehme to high culture. My life is adventure and mystery. An embrace of Romance. A chance to live like a Hero.

TRAVEL BEYOND THE EXPECTED. WANT TO JOIN US?
MISSION

DELIVER Experiences BEYOND GUEST EXPECTATIONS

DNA

DARE TO DREAM
Always ask – What if?

HONESTY
Be sincere and fair with your team, guests and those around you.

HAVE FUN
Don’t take yourself too seriously.

PAY IT FORWARD
Help your community, help your team, treat others as you want others to treat you.
Core to our company DNA is our community and environment. We are a part of a local community and as such take our responsibility in being a member seriously.

- Funding Education in Nepal through FAB Hospitality School
- Producing recycled soaps for orphanages and schools in Phuket
- Achieving Gold Awards for our conscious environmental actions in the operation of our Amsterdam hotel.
We are looking for partners, not just owners or properties. We believe that entering into a Hotel Management Agreement is a partnership between our people as well as our companies.

**You want your asset to grow in value.**
As an owner and operator ourselves, we understand this completely.

**You want a solid and reliable management team.**
We have an experienced international team and leaders that are seasoned professionals. With this experience as owner/operators, our team will implement best practices for your hotel.

**You want a strong and unique brand for your hotel.**
We understand this and have built Pavilions Hotels & Resorts to be a trusted and unique boutique hotel brand. Guests don’t want hotel rooms; our brand brings experiences to the forefront, delivering what guests want today.

**You want revenues and profitability to be delivered.**
We have the systems, knowledge, leadership and proven experience to drive performance. Today a hotel or resort needs to be different and deliver an experience, our brand delivers this and ensures we remain nimble in the market, unlike large organisations.
SALES & MARKETING
With a dedicated sales team driving high returns and revenues through increased negotiating power and higher-level access to more influential accounts and strategic partnerships. Our marketing team work directly with the sales team so that the message is aligned and on-brand, along with driving awareness of each hotel and resort’s unique selling points.

ONLINE SERVICES
We offer a cost-effective model to ensure your property is front and centre online, providing the most convenient digital experience for guests through traditional and emerging online channels. We connect with travellers at every opportunity, including websites, social media and apps, featuring experiences, hotel and locally relevant content.

REVENUE MANAGEMENT
Works alongside the hotels to maximize profits with advanced tools, training and analysis to help make smart pricing and inventory decisions while increasing guest satisfaction.
We offer guidance in your project development and support in delivering properties that will excite our guests. From our own experience in delivering hotel developments in Europe to Asia, you gain valuable knowledge and insight that saves you time and money.

- Concept Briefs and Feasibilities
- Architectural & ID Reviews
- OPEX & FFE specifications and Reviews
- Project Management & Critical Path Reviews
- Pre-opening & Operational Budgeting
- Manning and Training
- Sales & Marketing planning and implementation
Imagine a home which epitomises your style and sophistication, combined with the personalised service from The Pavilions Hotels & Resorts. From in-residence dining to world-class resort amenities, your lifestyle of peace and tranquillity awaits, The Pavilions provide you with luxury living in unique locations, ranging from the bustling cities of Europe to the quiet mountains of Japan.

Our experienced residence sales team have expertise in managing residential development projects, including the design and construction elements, media and real estate events, and the full sale and ownership process.
THE PROCESS

DEVELOPING in Partnership

With our hospitality knowledge, we will guide you and your team each step of the way.

We have resources in all corners of the globe. From design and construction specialists and skilled professionals to suppliers and systems companies that can support your development.

There are several key steps to opening that we have laid out for your success.

THE DEVELOPMENT CYCLE

A. Defining the Project
B. Consultant Selection
C. Planning & Design
D. Interior Design & Function
E. Engineering Systems
F. FFE/OPEX Spec and Review
G. Construction
H. Operational Handover
The Pavilions Hotels & Resorts has a 20 year history of success. Partnering with our brand and expertise in operating boutique 4 and 5 star luxury hotels and resorts will support the success of your hotel or resort.

As a boutique brand, we are able to be more dynamic, flexible and reactive to the ever-changing markets than the large generic brands. Our team of hands-on leaders are able to deliver the long term goals of your hotel through:

- Unique Brand Standards
- Property Management systems and Tools
- Regional Leadership & Support Services to Properties
- International Hotel Operating Standards and Policies
- Training & Development Resources
- International Sales & Marketing reach and support
- Transparency and Partnership
- Residential development and sales
- Experience-led branding and property developments
**SELLING PROPOSITIONS**

The Pavilions Hotels & Resorts group gives you access to a worldwide brand that is local, that cares about the region and community we are in and wants to be a part of it. We are not here just to manage a resort.

- Not just a management company, we are owner operators
- Immersion and discovery of the very essence of the destination via Curated Journeys
- The Pavilions Spa brand delivers locally inspired treatments with locally sourced products to ensure authenticity.
- F&B concepts derived through destination research, market needs or wants and offer an authentic experience.
- Michelin Starred Restaurant Chef based in Italy
- Each property supports local and drives CSR initiatives

**NETWORK**

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<th>COUNTRIES</th>
<th>9 HOTELS</th>
<th>4 PIPELINE HOTELS</th>
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<tr>
<td>ASIA</td>
<td>5 Hotels</td>
<td>2 Pipeline 2 Residence</td>
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<tr>
<td>EUROPE</td>
<td>4 Hotels</td>
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<td>RESIDENCE Properties</td>
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**PROPERTY REQUIREMENTS**

- Average number of rooms: 40 - 100
- Room average size (sqm): 30
- Room average size (sqm): 60 - 90 (indoor and outdoor)
- 1 all day dining buffet restaurant
- 1 specialty restaurant
- Destination dining (resort only)
- 1 bar
- The Pavilions Brand
- Spa & Boutique
- Meeting rooms
- Ballroom
- Gallery retail
- Kids Club (Resort only)
With a history of success, we have built a growing team of seasoned professionals to lead, develop and motivate our teams to deliver experiences at each hotel beyond guest expectations and deliver positive results to our partners and community.