



FINANCIÈRE EOS

HOSPITALITY INVESTMENT



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HOSPITALITY INVESTMENT IN

As M&A Advisor

Financière Eos is an “Investment Boutique” focused for the last 15 years on direct investments in French hospitality.

Deep knowledge of the two most visited areas of France - namely **Paris** and **The “Extended French Riviera”** (Monaco, Cannes, Nice, Marseille...) - enables Financière Eos to provide highly qualified advice to clients seeking to invest/divest in hotels located in these two regions.

Financière Eos, not only finds the right investments for its clients seeking to acquire hotels, but also expertly guides them through the acquisition/sale process.

TRACK RECORD

TYPE OF DEAL	TARGET	LOCATION	TOTAL PRICE (M€)	BUYER
Portfolio	8 hotels 50% in 4****/50% in 3*** total : 512 rooms	Paris	46.0	Lonestar and Caisse des dépôts du Québec
Single asset	Hôtel Beau Rivage 4**** - 118 rooms	Nice	8.0	Lonestar and Caisse des dépôts du Québec
Single asset	Hôtel Astor 4**** - 134 rooms	Paris	42.0	French Individual
Single asset	Hôtel Saint Germain 3*** - 39 rooms	Paris	10.0	French Industrial Group
Single asset	Hôtel Mathurins 4**** - 54 rooms (merged with Fortuny)	Paris	20.0	Individual
Single asset	Holiday Inn Opéra 4**** - 92 rooms	Paris	25.0	Italian private company
Portfolio	5 Mercure hotels 3*** - total: 732 rooms	Paris	175.0	Canadian Investment Fund
Portfolio	9 hotels 4**** & 3*** total: abt 1,250 rooms	France	between 150.0 and 175.0	French + Belgian Investment Funds

PARIS AND THE FRENCH RIVIERA

As Direct Investor

In existing hotels

Financière Eos also acts as an investor in French Hospitality. It owns or owned major stakes in the freehold property and trading activities of:

- Amangani Resort, a 4-star hotel with 100 rooms on the Cannes seafront.
- Best Western Hôtel Atrium, a 3-star hotel with 91 rooms in Arles.
- Le Palm Beach, a 4-star hotel with 160 rooms in Marseille (sold in 2003).
- Hôtel Beau Rivage , a 4-star hotel with 118 rooms in Nice (sold in 2005).
- And other hotels in Marseille, Courchevel, etc.

The goal of such investments was to renovate and successfully achieve the repositioning of the hotels.

In hotel developments

Financière Eos is also active in hotel development in Paris itself. Due to the scarcity of land in the city center, development takes place mostly in the form of converting existing buildings into hotels. An example is the conference center that Financière Eos converted into a 59-room, 4 star hotel, over a period of 24 months, and sold to a Spanish hotel chain on a turn-key basis.

Financière Eos’ goal is to create value by the transformation of an empty building into an efficient hotel.

It is currently preparing two such hotel developments in Paris center.