



HODEV

Hospitality Development Advisory

2021



Hospitality Development Solutions

- **HODEV is specialised in Hospitality Development across Europe** and proposes to assist investors, hotel operators and real estate developers in the execution of their **hotel or serviced residence real estate development projects.**
- **HODEV assists**
 - **investors** in the search for and execution of investment opportunities,
 - **hotel and serviced residence operators** in leasing or acquiring assets and
 - **developers** in their search for hotel/serviced residence operators.



Hospitality Development Solutions

- Through its broad European network of brokers, developers, hotel operators and franchisors, HODEV can help structure any type of deal.
- Previous experience include hotel/serviced residence acquisitions or leases, either of existing assets to renovate or assets to build in Europe (mainly France, Benelux, Germany, UK, Ireland, Eastern Europe...).
- HODEV was created in 2018.



Scope

- Hotels and Serviced Residences asset class
- From Budget to Luxury segments
- +90 rooms or apartments
- Existing assets, assets to be built, or building conversions
- Acquisition, sale, lease, development contracts
- Asset or share deal
- Europe

Search and Analysis

- Search for land, construction projects or existing assets with a minimum size of 90 rooms or apartments
- Operator search
- Market study, business plans
- Support for the definition and implementation of a development strategy
- Search and analysis based on a deep knowledge of European markets, hotel operations and asset management



Structuring and Execution

- Organisation and coordination of acquisition audits (due diligence) regarding technical, legal financial and tax aspects of a deal
- Negotiation with purchaser, vendor, lessor or lessee, construction company
- Support for sell/purchase agreements, lease agreements, construction and technical assistance contracts
- Support for creation of hotel standards
- Support for recruitment and training of Business Development teams



Thank You!



Frédérique Raveau

Managing Director

+33617788072

fraveau.hodev@gmail.com

