



Horwath Consulting Zagreb **A member of Horwath HTL** **Company Profile**

December 2008

Content

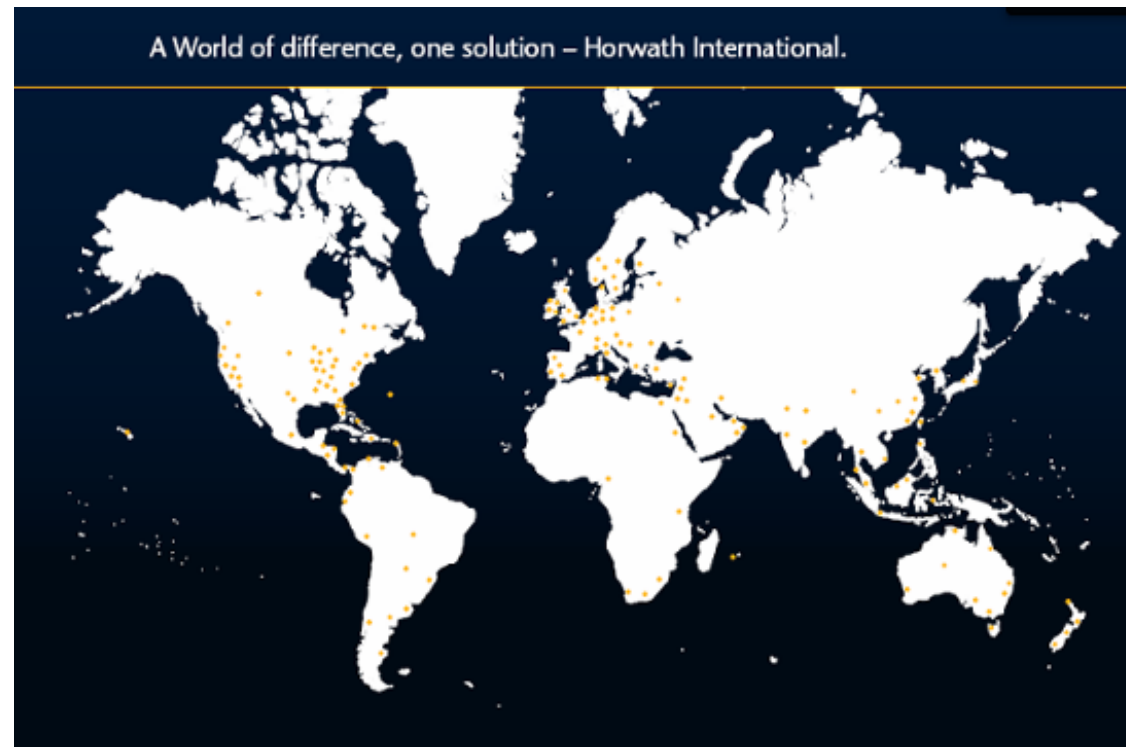
About us - Horwath International	.....	3
About us - Horwath HTL	.....	4
About us - Horwath Consulting Zagreb	.....	5
Our services and sectors we serve	.....	6
Our clients	.....	7
Contact details	.....	8

About us - Horwath International

Horwath International is a worldwide network of 558 registered independent management consulting and auditing offices located across 102 countries on all continents, with more than 26,200 partners and consultants. Horwath International was established in 1915 in New York. Member firms of Horwath International provide innovative business solutions in the areas of Assurance, Business Services, Consulting, Corporate Finance, Risk Management, Tax and Technology.

Horwath International member firms are recognized as premier hospitality and accounting consultant firms.

Horwath & Horwath Consulting Zagreb is the leading consulting firm in tourism, hotel and leisure industry of South East Europe region, founded in Zagreb in 1993.



About us - Horwath HTL

Cooperation of offices of Horwath Consulting specialized in hotel, tourism and leisure industries has been realized through the **Horwath Hotel, Tourism & Leisure Group (HTL)**, the largest global network of consultancies specialized for HTL industries, consisting of 50 offices in 30 major tourist countries worldwide.

Why Horwath HTL?

Rich History: Founded in 1915 in New York City

Industry Originator: Created the Uniform System of Accounts for Hotels (the industry standard)

Focus: Exclusively HTL Specialized

Global Network: Currently 50 offices in 30 countries
Part of Horwath International with 380 offices in 87 countries

Localized Expertise: Extensive office network affords unique local market understanding

International Perspective: Group interaction yields global view and world-class solutions

Experience: Industry seasoned consultants bring unparalleled depth and value to every project

Database: Provides historical and detailed tracking of market performances

Industry Leader: Recognized around the globe as the HTL expert for successful projects

About us - Horwath Consulting Zagreb

Profound Knowledge of Regional Hotel & Tourism Market

- Experience in more than 300 development projects in HTL industries in the Region
- In-depth knowledge of the HTL markets in the Region
- Experience of restructuring hotel sector in transitional economies
- Advisors to Governments and private clients

Application of International Expertise in Local/Regional HTL Markets

- Best use concepts and market studies for HTL projects
- Hotel and tourism projects feasibility studies
- Hotel and Company valuations
- Search for hotel operators and investors
- Involvement in management contract negotiations
- Advisory services in hotel companies sales process
- Application of internationally recognized hotel industry standards in hotel companies
- Creation of hotel joint-venture companies
- Restructuring of hotel companies
- National, regional and local level tourism master plans

Strong Specialist Team

- International experience and education of team of experts
- Individual approach to each client
- Pragmatical in problem-solving
- Long tradition and experience at the SEE market
- Strong worldwide network



Our Services and Sectors we serve

Our Services in Project Development

Planning & Development

- Destination and Large-Scale Project Master Planning
- Facilities Programming
- Highest and Best Use
- Hotel Management Company Selection and Negotiation
- Macro Tourism Analysis
- Market and Financial Feasibility Studies
- Market Entry Strategy
- Product Conceptualization
- Project Finance Liaison
- Residual Land Valuation
- Strategic Planning
- Tourism Planning

Industry Sectors We Serve

- Hotels
- Resorts
- Mixed-use Complexes
- Conference Centres
- Golf Courses
- Spas
- Tourism
- Amusement Parks

Our Clients

GOVERNMENTS AND PUBLIC SECTOR

- Governments of the SEE countries, Russia, Georgia, USA
- Regional public authorities in SEE countries
- National tourism boards in SEE countries

HOTEL COMPANIES

- The leading hotel and tourism companies in SEE
- Corinthia, InterContinental, Starwood (Sheraton, Westin, Le Meridien), Rezidor SAS (The Regent, Radisson), Sol Melia, Rixos, Designhotels

INVESTORS / INVESTMENT FUNDS, BANKS AND FINANCIAL INSTITUTIONS

- EBRD London, Renaissance Capital Moscow, MENA Investment Egypt, IFC Zagreb, Zagrebačka bank Zagreb, Bosnia Bank International Sarajevo, ORCO, Epic Invest, Delta Real Estate, Pliva, Alpine Mayreder Bau, Holleis Hotels, Nexxe Grupa, MD International, Sulzenbacher Hotel Development KG, Capital Estate, IBC International Investment SRL, Adriatic Luxury Hotels, BDO BC Excel, Equest, etc.



Horwath Consulting Zagreb
A member of
Horwath HTL

Petra Hektorovića 2
Grand Center
10000 Zagreb
Tel +385 1 48 77 200
Fax +385 1 48 77 205
www.horwath.hr
www.horwathhtl.com