



## KEY SERVICES: **Transactions and Financial Restructuring**

Acting as exclusive hospitality investment advisors to developers, owners, hotel companies and investors, we have been actively involved in many different types of transactions. Ranging from site selection and acquisition to disposition and the buying and selling of hotels, resorts and golf courses, we have acted as advisors in more than \$1 billion of transactions.

### **We have assisted developers in acquiring sites for hotel, resort and golf course development.**

#### **These services include:**

- Sourcing and identifying potential site opportunities;
- Evaluating sites to determine their potential for the prospective development;
- Negotiating the acquisition of sites;
- Assisting developers and legal counsel in preparing agreements of purchase and sale;
- Advising on unique situations such as shared services agreements for sites that involve more than one use;
- Working with municipal planners to prepare appropriate documentation for re-zoning applications.

We have acted for both vendors and purchasers of hotels, and have developed an in-depth database of qualified purchasers.

Exposing your property to as many prospective qualified purchasers as possible should be your primary objective. Through our international network of Horwath offices, we are able to provide a distribution network that is unequalled. With 50 hospitality consulting offices in more than 30 countries, we can introduce your property to a wide range of qualified purchasers.

We have acted as exclusive advisors for the purchase and sale of numerous hotel, resort and golf properties throughout North America. We have sourced purchasers from around the globe. Horwath is recognized internationally for its experience and expertise in bringing deals to fruition.

Horwath HTL is skilled at guiding investors, lenders and owners through the complex nature of transactions for both acquisitions and dispositions. . The successful management and closure of a hotel transaction requires care and attention to hundreds of highly specialized processes and tasks. The due diligence process further involves the independent and critical evaluation of the complete physical and business assets being sold.



*Hotel, Tourism and Leisure*

[www.HorwathHTL.ca](http://www.HorwathHTL.ca)



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Through our industry expertise and extensive involvement with successful hotel financing and transactions of all sizes, we are able to undertake both the Principal Advisor and financial consultant roles in the due diligence process, offering clients an unparalleled depth of understanding concerning the critical issues and steps affecting transaction closure.

These services can be provided for a single property transaction, or as part of a portfolio investment, or to support a financial or public market deal.

### **Our services include:**

- Due diligence;
- Negotiations;
- Review of Purchase and Sale Agreements and their negotiation;
- Closing / Settlement procedures.

Our due diligence services include a pre-closing program of activities involving an independent and critical evaluation of the assets to be sold or acquired. The evaluation process covers not just the physical assets but, most importantly, the business of the hotel and the assets used in the daily business.



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