

A low-angle, upward-looking photograph of several modern skyscrapers. The buildings are made of glass and steel, with a grid-like pattern of windows. The sky is a pale, hazy blue, and a silhouette of an airplane is visible in the upper right quadrant. The overall tone is professional and modern.

ashurst

Hotels Deal Sheet
2022

HOTEL ACQUISITION, DISPOSAL AND DEVELOPMENT DEALS

Client	Transaction	Value
KSL Capital Partners	Acquisition of a portfolio of luxury resort assets and associated hotel businesses, including the Southern Ocean Lodge in South Australia, Longitude 131 in the Northern Territory and Silky Oaks Lodge in Queensland.	\$140M
Crystalbrook collection	Acquisition of the Byron at Byron hotel in Byron Bay and on the Little Albion, Surry Hills.	Undisclosed
KSL Capital Partners	Acquisition of the Sheraton Four Points Hotel Sydney, a three year old, 297 room hotel.	\$150m (reported)
Crown Resorts Limited	Development of a 6 star hotel resort, restricted gaming facility and residential stratum at Barangaroo.	\$1.5BN+
Confidential	Acquisition of a hotel portfolio of 31 hotels. Advising on the restructure and refinancing of the hotel portfolio and the subsequent sale of various assets and subportfolio.	\$800M+
Greaton Investments	Development and take out of The Ribbon, Sydney Darling Harbour which includes the W Hotel, serviced apartments and retail.	\$700M+
GIC	Sale of the Park Hyatt Melbourne Hotel & Shangri-La Sydney Hotel.	\$460M
Capital Alliance Investment Group	Development of the mixed use 100+ apartment, 200+ room hotel development in Normanby Road, South Melbourne and Waterfront Way, Docklands, including site acquisition, planning advice and disposition.	\$450M+
GIC	Sale of The Westin Sydney hotel.	\$445M
Hilton Worldwide	Sale and manage back of the Hilton Sydney.	\$442M
Daisho	Take out arrangements for the W Hotel, Melbourne.	\$233M
Brookfield	Sale of the Novotel Melbourne on Collins Hotel, together with the Australia on Collins Shopping Centre.	\$204M
M&G Asia Property Fund	Acquisition and lease back of The Olsen and The Cullen, Melbourne.	\$146M
Bonvest Holdings	Acting on the acquisition of the Four Points by Sheraton Perth.	\$91.5M
Far East Hospitality	Advising on the acquisition of 50% of the shares in Toga Group entities.	\$30m
Discovery Parks	Acquisition of Lake Argyle Resort, WA.	Undisclosed
Tattarang	Acquisition of the Cape Lodge Resort, WA.	Undisclosed
Destination Brisbane Consortium	Development of the Queens Wharf integrated resort development site.	\$3.6bn
RF Cor Val	Acquisition of a property for the development of a 13 storey hotel in Baxter Road, Mascot and the negotiation of a management agreement for the new Moxy Sydney Airport.	\$100m+

HOTEL MANAGEMENT DEALS

Client	Hotel group	Description
Allied Group and Kajima joint venture	Accor	Negotiating the suite of management contracts for Novotel Century Hong Kong, Sofitel Philippines Plaza Manila and the M Gallery hotel, Hong Kong.
Capital Alliance	Marriott	Negotiating the management contracts for the Melbourne Marriott Hotel Docklands and the AC Hotel by Marriott, Southbank, Victoria.
Hilton International	Hilton	Negotiating the Hilton Sydney management agreement.
Allied Group	Accor	Negotiating the management contracts for the Ibis North Point Hong Kong.
M&G Asia Property Fund	Art Series Group/ Mantra	Negotiating the hotel leases for The Cullen and The Olsen hotels in Melbourne.
Brookfield	Accor	Negotiating the management agreements for the Pullman Melbourne on the Park and Brisbane Sofitel.
Daisho	Marriott	Negotiating the management agreements for the new W Hotel Melbourne.
Linzhu	IHG	Negotiating the management agreement for the Holiday Inn Haymarket Sydney.
Trinity Point	Accor	Negotiating the letting arrangements and operating agreements with Accor for a villa development in Lake Macquarie NSW.
Elizabeth Place	Hyatt	Negotiating the management agreement for the Hyatt Centric Hobart.
Essendon Fields	Hyatt	Negotiating the management agreement for the Hyatt Place Essendon Airport.
Hines Property Group	Accor	Negotiating the management agreements for the Ibis Adelaide and the Pullman Adelaide.
NEXT Group	NEXT	Negotiating the leaseback arrangements of the NEXT Hotel Brisbane.
Pan Pacific Hotel Group	Pan Pacific	Negotiating the management agreements for the Pan Pacific Nirwana Bali Resort and the Pan Pacific serviced suites in Nairobi, Kenya.
Challenger	Accor	Negotiating the management agreement for the Novotel Surfers Paradise.
FNPF	IHG	Negotiating management agreement for the Grand Pacific Hotel, Fiji.



At Ashurst, areas of strength include the hospitality sector, where John Stawyskyj and Pauline Tan are considered by one client to be the “best hotel advisers in the market”.

LEGAL 500 ASIA PACIFIC

A client praises the team's "sensitivity and adaptability to configure transaction documentation to meet commercial outcomes whilst delivering risk-managed legal outcomes." Another client highlights: "They have a really nice culture; consistently all the people we work with are just very pleasant and capable people, from partners down to junior associates."

CHAMBERS ASIA-PACIFIC

Hotels & leisure key contacts



John Stawyskyj

Head of Hotels and Leisure
T +61 2 9258 6567
john.stawyskyj@ashurst.com



Pauline Tan

Head of Real Estate,
Australia
T +61 2 9258 5638
pauline.tan@ashurst.com



Lindy Randall

Partner
T +61 2 9258 6565
lindy.randall@ashurst.com



Tim Mathers

Partner
T +61 7 3259 7330
tim.mathers@ashurst.com



Emmy Ko

Senior Associate
T +61 2 9258 6224
emmy.ko@ashurst.com



Alana Eyles

Senior Associate
T +61 2 9258 6630
alana.eyles@ashurst.com



Joy Yi

Senior Associate
T +61 2 9258 5930
joy.yi@ashurst.com



Anavi Suri

Senior Associate
T +61 2 9258 6219
anavi.suri@ashurst.com