
ABSOLUTE HOTEL SERVICES NEWS

Indonesia | Vietnam | Laos | Thailand | India | Europe

Issue 4-2023

May



Highlights:

AHS reveals plans for expansion into Korea, Japan and The Philippines.

AHS India Enters into the Lease Model of Hotel Management & Operation.

Hotel Management and Consultancy Service Benefits to Partners.

AHS REVEALS PLANS FOR EXPANSION INTO KOREA, JAPAN AND THE PHILIPPINES.

A global leader in the hospitality industry for 15 years, AHS is looking to the future with an ambitious expansion plan in Korea, Japan and the Philippines. This addition of new geographic markets aims to continue the growth of the portfolio of hotels, resorts, residences, and senior living developments and further expand our product offering in 2024 and beyond.

To build upon a strong reputation, adding to over 91 hotels and 22,704 rooms in our operating and pipeline global portfolio, we are well positioned to bring our experience and business model of providing high-quality hotel services to Korean, Japanese and Filipino consumers.

AHS has always been looking for creative ways to build networks, connecting with experienced investors well-established in the market.

One of the key successes of AHS is our proven solid track record of success in managing and operating hotels across Asia, India, the Middle East, and Europe. With our innovative solutions and creative strategies, we constantly explore new ways to improve hotel operations, increase revenue, and enhance guest experiences. We offer customised hotel management and consultancy services tailored to the unique needs of each property.



FURTHER EXPANSIONS....

With a practical and owner-focused approach, AHS are confident in the growth potential of these countries. AHS's senior team members are dedicated to developing long-term relationships in these markets, and interest has been strong with the many leads our team is working on. We look forward to announcements of new projects signed later in 2023.





THE BENEFITS OF THE HOTEL MANAGEMENT AND CONSULTANCY.

Here is why Hotel management and consultancy services can benefit owners, operators, and investors. Some of the key benefits include:

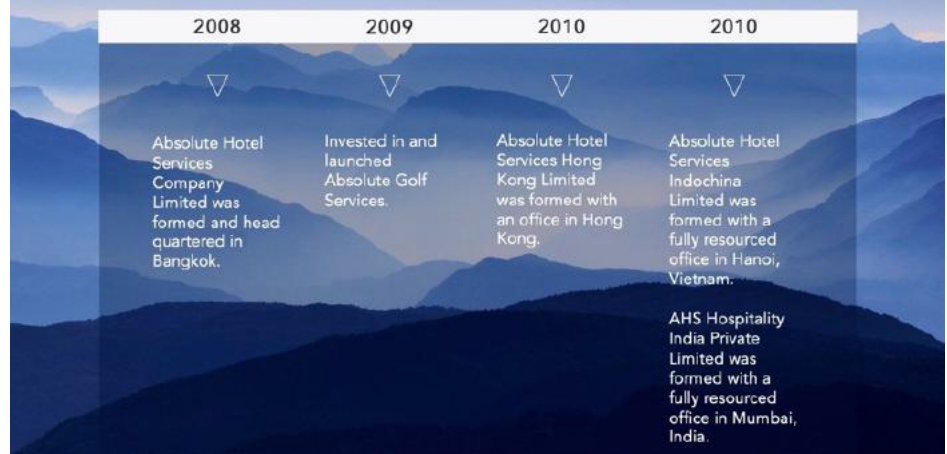
Expertise: Hotel management and consultancy firms have years of experience and knowledge in the hospitality industry, including in areas such as operations, marketing, finance, and sales. This expertise can be leveraged to help hotel owners and operators optimize their operations and increase profitability.

Cost savings: Hotel management and consultancy firms can help identify and implement cost-saving measures that can lead to significant savings over time. These include reducing labour costs, improving procurement processes, and identifying energy-efficient solutions.

Improved guest experience: Hotel management and consultancy firms can provide valuable insights into guest preferences and behaviour, helping hotel owners and operators create a better guest experience. This can include everything from optimizing room layouts and amenities to improving guest services and personalized experiences.

Brand recognition: Working with a reputable hotel management and consultancy firm can help increase brand recognition and visibility for a hotel. This can lead to increased bookings, higher occupancy rates, and improved revenues.

AHS Evolution



WHY ABSOLUTE HOTEL SERVICES?

Access to resources: Hotel management and consultancy firms can access a wide range of resources, including industry data, market research, and connections. This can be valuable in helping hotel owners and operators stay up-to-date with industry trends and best practices.

Overall, hotel management and consultancy services can be valuable for hotel owners and operators looking to improve their operations, increase profitability, and provide a better guest experience.

Absolute Hotel Services is a well-respected and experienced hotel management and consultancy company with a proven track record of success in the hospitality industry. Here is why:

Experience: Absolute Hotel Services has over a decade of experience in hotel management and consultancy services. Our team of experts has extensive knowledge of the hospitality industry and a deep understanding of market trends and guest preferences.

Proven Track Record: Absolute Hotel Services has a proven track record of success in managing and operating hotels across Asia, India, the Middle East, and Europe. We have received numerous awards and recognitions for our exceptional performance, including the World Travel and the Asia Pacific Hotel Awards.

Innovative Solutions: Absolute Hotel Services is known for its innovative solutions and creative strategies. We constantly explore new ways to improve hotel operations, increase revenue, and enhance guest experiences.

Customised Services: Absolute Hotel Services offers customised hotel management and consultancy services tailored to the unique needs of each property. We work closely with hotel owners and operators to develop customised solutions that meet their requirements and goals.

Strong Brand Portfolio: Absolute Hotel Services has a strong portfolio of hotel brands, including U Hotels & Resorts, Eastin Hotels & Residences, and Travelodge Hotels Asia. These brands offer a range of options for hotel owners and operators, from luxury resorts to budget-friendly hotels.

Overall, Absolute Hotel Services is a reliable and trusted partner for owners and operators looking for effective hotel management and consultancy services. We bring a wealth of experience, a proven track record of success, and innovative solutions, making us a top choice in the industry.

Absolute Hotel Services can provide the best recommendation tailor-made to your need to improve your profitability. For more information, please contact our business development at email karan@absolutehotelservices.com

AHS Evolution

2015

2017

2020

2022

Acquired use of
Travelodge
Brand in South
East Asia.

Acquired use of
Vienna House
Brands in Asia

Absolute Design
Services was
formed to
provide design
and concept
services for
hospitality.

The launch of
Eastin Estates
and Absolute
Collection in
Asia.



NEW TECHNOLOGIES AT AHS.

At AHS, we focus on the ongoing development of innovation and technologies. Keeping up with the generational trends and updates and always aiming for a better and more efficient working method.

At AHS, the team always aims to find tools to help the hotel property team levels operation and enhance guests' stay experience, balancing investment costs with improved efficiency and manning expense.

Some examples of the high-quality tools AHS have chosen to drive revenue and improve the guest experience are:

1. Infinito

AHS strives to continue developing and implementing tools to make our property-level team members work more effectively. Revenue management awareness by onsite senior management is an important skill. Tracking rates, occupancy, and overall pick-up trends against budget in real time are invaluable.

We want to introduce the Revenue Management System tool called "IVI" by Infinito. Infinito is a full-service revenue optimisation software company that optimises its users' behaviour so they get better at generating revenues.



NON-STOP EVOLUTION OF GUEST EXPERIENCE.

IVI is a revenue management system that is simple, user-friendly, powerful, affordable, fast, and not intimidating. Regardless of the user's background on "revenue management."

Easy to understand yet very effective in helping users daily with:

- Being informed in a 360 way
- Asking the right questions
- Making informed decisions

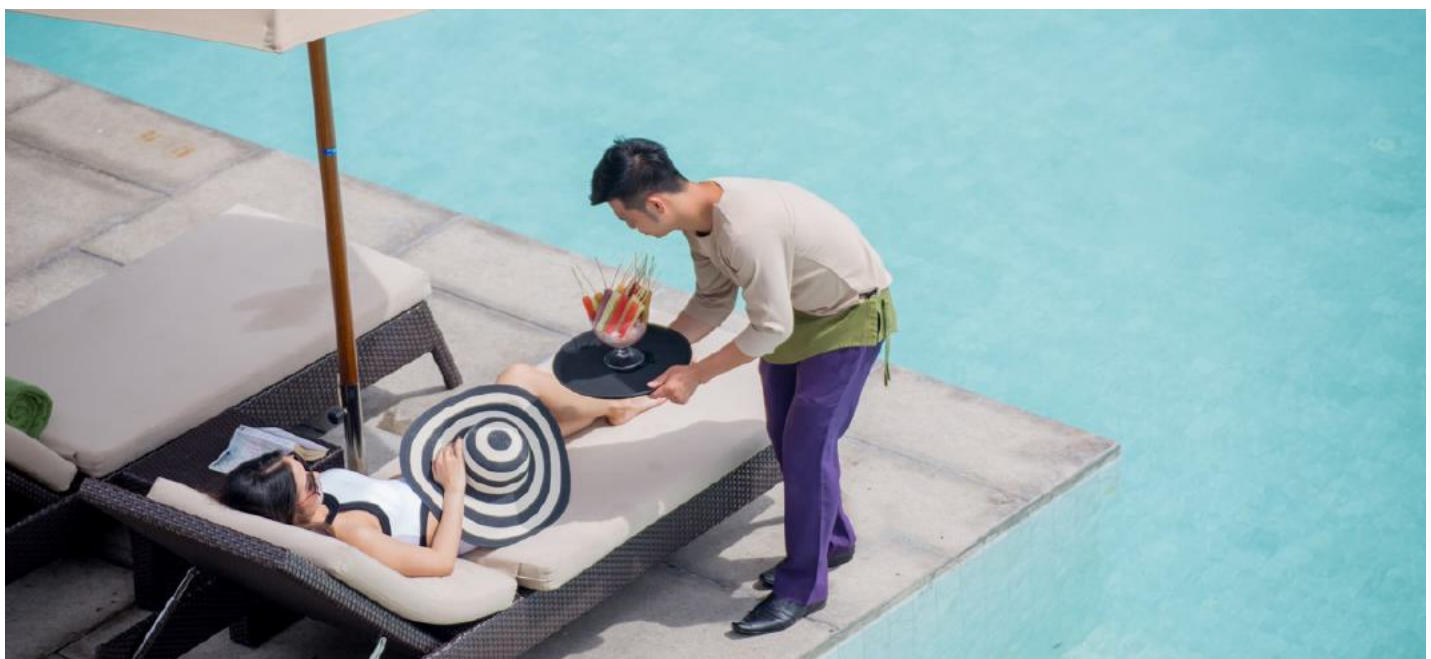
IVI endeavours to turn your most significant problem: an overwhelmed user, into a solution: an informed User.

2. Handigo

At AHS, we value all guest's experiences during their stay with our branded hotels worldwide. We see the most significant potential is improving guest communication during their stay—the opportunity to create unique touch points with guests that will directly impact guest satisfaction. Starting in 2023, we will utilise an in-house guest communication app, "HandiGo", across all our branded hotels. The power of technology will ease employee pressures and ensure that the needs and expectations of guests are met.

"HandiGo" is an In-house guest communication app capable of many features. During check-in, guests can download the app to access all hotel information and directly communicate with the hotel staff. The app provides general hotel information, local activities, map, meetings and conventions schedules, hotel cross-promotion, and more. HandiGo can also satisfy the guest's needs in terms of service, such as ordering in-room dining, requesting items, booking spa treatments, reserving activities, and more. HandiGo live chat allows guests to chat with the hotel staff on mobile phones. Automatic translation, push notification alerts for incoming messages, send images and file documents, safely solve guest problems or answer questions.

Now, hotels can provide guests with a fun, active and convenient way of communicating with the hotel!



AHS INDIA ENTERS INTO THE LEASE MODEL OF HOTEL MANAGEMENT AND OPERATION.

Absolute Hotel Services is proud to announce that it is strategically moving into India's Lease Model of Hotel Management & Operation. The name of the new entity for the lease & freehold ownership model is AHS Hotel Assets Pvt Ltd.

This is the first time that AHS India has started in the ownership and management of the resorts and hotels in India as part of its growth strategy. The first property attaining right by AHS Hotel Assets Pvt Ltd. is U Rivergate Karjat. This operating model will make AHS responsible for further operation and financial aspects.

About AHS Hotel Assets Pvt Ltd:

Prateek Dharkar, Subodh Dharkar and Madhavi Dharkar found AHS Hotel Assets. The company's objective is to have leasehold or freehold assets of Hotels & Resorts in India and South Asia to tap the true profit potential of the hospitality vertical & help grow the AHS hospitality group in this region.



ABSOLUTE HOTEL SERVICES GROUP

Corporate Office

571 RSU Tower, 10th Floor, Unit 903,
Sukhumvit 31 Road, Bangkok 10110,
Thailand
Phone: +66 2 096 6200
Email: info@absolutehotelservices.com

Asia Office

Servicing all South East and East Asia
571 RSU Tower, 9th Floor, Unit 903, Sukhumvit
31 Road, Bangkok 10110, Thailand
Phone: +66 2 096 6200
Email: bizdevdir@absolutehotelservices.com

Indochina Office

Servicing Vietnam, Cambodia and Laos
No 201, C10, 140 lane, Giang Vo street,
Giang Vo Ward, Ba Dinh District,
Hanoi, Vietnam.
Phone: +8424 3732 7330
Email: info@absolutehotelservices.com

India & Middle East Office

*Servicing India, Maldives, Nepal, Bangladesh,
Sri Lanka, Mauritius and Middle East*
309, Atlanta Estate, Dr. Ambedkar Chowk
Off. W.E. Highway, Goregaon (East)
Mumbai - 400 063, India
Phone: +91 22 40036427
Email: sameer@absolutehotelservices.com

Europe Office

Servicing Europe
Dresdner Str. 87
1200 Vienna
Austria
Phone: +43 1 333 7373 12
Email: infoeu@absolutehotelservices.com

If this newsletter has been sent or forwarded to you by mistake and you wish not to receive our newsletter in the future please click unsubscribe or send email to info@absolutehotelservices.com with subject unsubscribe and we will remove your email address from our list. Please be assured that the processing relies on your consent, you will generally be entitled to withdraw consent subject to the conditions and limitations imposed by the PDPA.

