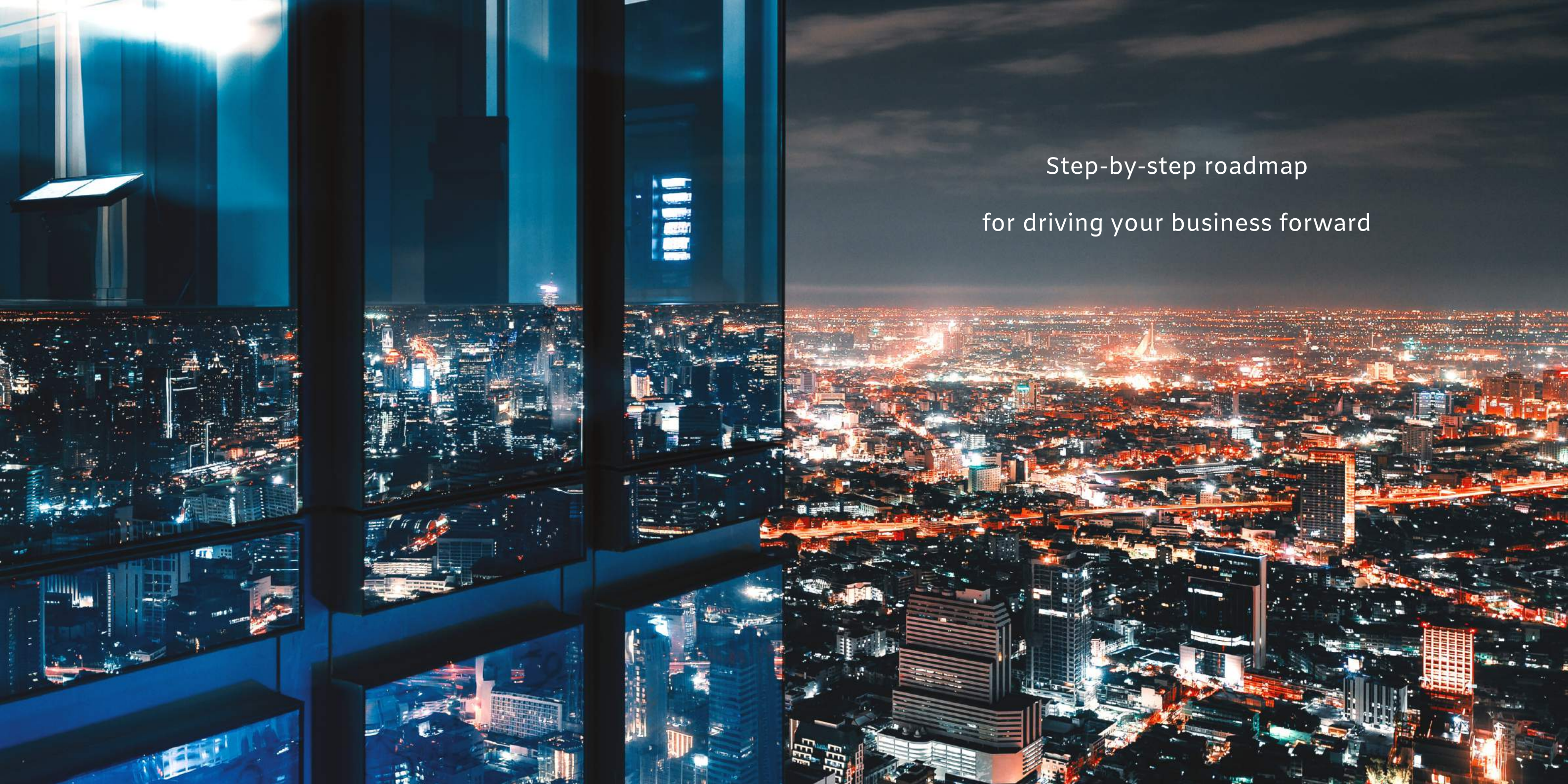




www.n-max.hr/hospitality

Linkedin: [nmax-hospitality](#) | Facebook: [@nmaxhospitality](#) | Instagram: [@nmaxhospitality](#)



Step-by-step roadmap
for driving your business forward

YOUR PROFESSIONAL HOSPITALITY MANAGEMENT

specialized in hotel investments and branding

We help independent investors bring hospitality chains towards their properties either as a franchise or by management agreement. Our goal is to contain costs by assembling the proper team of hospitality management professionals, based on specific hotels and resorts and at the most effective cost. Our clients start from hotel owners to investors, developers and operators. Offering an exceptional team of highly experienced and committed individuals, N-max Hospitality has grown into a well-respected leader within the international hospitality industry.





OUR KNOW HOW
optimize investments
enhance asset value
maximize profitability

We constantly develop an extensive network of hospitality experts, allowing us to provide an amazing set of skills needed for each respective project to be successful. We deliver independent, objective analysis and expert advice. Wide experience and challenging circumstances have taught us the value of selecting the exact measures necessary to meet the owner's objectives.

INTERNATIONAL APPROACH FROM YOUR LOCAL TEAM OF EXPERTS

We provide integral consulting services for the hospitality industry; from innovative concepts to precise execution, from quality management to high performance. If you are a developer, an operator or an owner of a small or a large enterprise searching for integral hospitality consulting solutions (through personalized service and care for details), we can offer you a competitive advantage and an added value. Our team consists of top industry experts with a wealth of international experience. We work on a competency-based platform where we bring in the best talent for each project.

All-in-one solution for your future and existing hospitality developments

Internationally experienced in sales, marketing, revenue management, operations, F&B, IT and system administration as well as all legal aspects and finance consulting, our team provides you with the best-proven strategy and solution.

WE COVER A WIDE RANGE
OF TAILOR MADE SOLUTIONS

- Case studies/Feasibility studies
- Sales and Marketing
- Standard operating procedures (SOP)
- Hotel system setup
- Human Resources services
- Operations-all departments
- Revenue management
- Reputation management

INTERNATIONAL OPERATIONS

with key markets of expertise in Europe
(especially SEE and Central Europe)

Europe

Austria, Switzerland, United Kingdom (Great Britain, Wales, Scotland), Ireland, Spain, Bulgaria, Poland, Portugal, Turkey, Cyprus, France, Andorra, Monaco, Germany, Italy, Former YU (Croatia, Slovenia, Serbia, Bosnia and Herzegovina, Montenegro, Kosovo, North Macedonia), Albania, Romania, Greece, Belarus, Finland, Norway, Sweden, Lithuania, Latvia, Estonia, Hungary, Slovakia, Czech Republic, Ukraine, Netherlands, Iceland, Denmark, Moldova, Armenia, Georgia, Malta, Lichtenstein, San Marino, Russian Federation

Middle East

United Arab Emirates, Sultanate of Oman, Kingdom of Saudi Arabia, Qatar, Iran, Kuwait, Bahrain, Syria, Jordan, Yemen, Afghanistan, Lebanon, Iraq, Egypt, Tunisia, Libya

Africa / Asia

Morocco, Algeria, Mozambique, Tanzania, South Africa, Seychelles, Somalia, Madagascar, Mauritius, Singapore, South Korea, Vietnam, Thailand, Indonesia, Cambodia, Philippines, China, Japan, India, Pakistan, Hong Kong, Malaysia, Maldives, Macau, Mauritius, Kenya

NEW PROPERTY

HOTEL DEVELOPMENT

Market Opportunity Assessment

Our subject matter expertise, research, and rigorous problem-solving help you identify profitable and high growth opportunities and the necessary steps needed to take full advantage of them. Whether it's entering new markets or growing in existing ones, we can help you move ahead.

Market and Financial Feasibility Studies

Supply and demand analysis.

Site characteristics and SWOT assessments.

Positioning/facilities recommendations.

Estimated profit & loss, balance sheet and cash flow projections determining return on investment.

Selection of Hotel Management Company and Contract Negotiations

Methodical approach to choose and secure a hotel management company that optimizes investment returns and cardinal asset value. An informed review of key commercial contract terms and negotiation of prosperous contracts on behalf of or in support of the owner.

Contracts reviews and Critique

Critique and review of the management company's qualifications, capabilities, and branding. Advising on contract options and positions, what are the best contract formats, key enterprise terms and performance criteria.

Highest and Best Use Analysis

Detailed study advising how a specific site should be optimized to increase profitability, capitate highest economic returns and achieve other objectives.

Business Plan Studies

Extensive study that serves as the agenda for success from concept to measured business results.

Spa, Fitness and Recreational Studies

Studies to outline feasible, sustainable and recreational service offerings including modern fitness facilities and spa / wellness offering.

Reputation Management

The rise of internet and digital platforms has changed how reputation management is processed. A simple search of a hotel or service with 'reviews' or 'testimonial' is becoming an everyday practice for potential customers. Your online reputation management or ORM should be part of your digital marketing strategy. Being proactive could help you land those potential customers who are a step away from buying.

Raising of Equity and Finance

Equity financing is an important method of acquiring ownership interests in companies. Through our network of Clients, investors, funds and investment brokerage firms, we can act as an effective liaison between our Clients and potential funding sources.

EXISTING PROPERTY

HOTEL / RESORT

Operational Assessment

Intensive site review of operations covering revenue and expense centers and property-specific issues. Project deliverable includes options on enhancing operational efficiency, improving property performance and maximizing asset value.

Asset Management

Good asset management is essential in delivering a sustainable, efficient and profitable business. Increasing return on investment and asset value through effective revenue maximization and cost reduction strategies for short, intermediate and long term.

Re-structuring / Re-positioning Analysis

The detailed evaluation of an asset including scanning of business plans and cash-flow projections in regards to the economy climate, market factors, and shifts in demand. Detailed advice on restructuring and repositioning strategies to optimize the property future financial returns while outlining opportunities for creating value.

Crisis management

Before a crisis strikes, business owners should think about how a disaster would impact employees, customers, suppliers, the general public, and their company's value. A crisis can strike any company anytime, anywhere – the best example is Covid19. Advanced planning is the key to survival.

Benchmarking Assignments

Comparison of hotel standards with industry-specific standards or other competitors. Identification of the performance gaps in a company. Devising necessary strategies to bridge the gap and implementing strategies to improve future performances.

Acquisition Due Diligence

Detailed analysis of acquisition targets with a focus on market, property and its performance, price expectation, value creation opportunities, and expected yield and investment returns. Making sure due diligence is completed before a deal closes to provide the buyer with an assurance of what they're getting.

BUILDING MUTUALLY BENEFICIAL BUSINESS PARTNERSHIPS

We believe that integrity in client dealings is an indisputable prerequisite for a successful and sustained business relationship. We operate a highly effective and efficient organization focused on meeting client's objectives. A true partnership is a two-way street - ideas and information flow openly and regularly, based on a foundation of mutual trust and respect for one another's expertise - and our clients embrace this philosophy.

We elevate our network by helping
create, develop and maintain new opportunities.



Rotana Hotel Management Corporation PJSC is a hotel management company with a portfolio of over 110 properties, currently in 18 countries and 38 cities and operates five sub brands which include Rotana Hotels & Resorts, Centro Hotels by Rotana, Rayhaan Hotels & Resorts by Rotana, Arjaan Hotel Apartments by Rotana and The Residences by Rotana.

Rotana Hotel Management Corporation PJSC has signed an agreement with N-maximus Sigma Ltd. / N-max Hospitality to conduct discussions on its behalf with potential business partners to explore management opportunities for Rotana with suitable hotel owners, investors and/or developers interested in signing hotel management agreements and/or franchise agreements. Our goal is to enter Europe and Balkans region with strong local partners who share the same business culture.



Swisstouches HOTELS & RESORTS

This unique hotel brand is present in 15 properties across the globe, predominantly in China with a capacity of almost 2.000 units/ rooms already in function and 3.000 units/ rooms in the pipeline and under development. Global presence of Swisstouches is indicated through Regional offices located in Switzerland, China, Singapore and United Arab Emirates.

Swisstouches Hotels and Resorts has appointed N-maximus Sigma Ltd. / N-max Hospitality as its partner to represent Swisstouches to seek and manage hospitality projects, under Swisstouches contractual approval. Swisstouches Hotels and Resorts authorizes N-maximus Sigma Ltd. / N-max Hospitality to be an official representative of Swisstouches Hotels and Resorts GmbH and its brands for the following markets across Europe and the Middle East.





N-maximus Sigma Ltd.
for trade and services
Hruševčka 1,
10110 Zagreb - Croatia

Tel/fax: +385 1 3643 523
Mob (CRO): +385 99 6633 333
Mob (SRB): +381 63 8359 021
Mob (BIH): +387 60 3443 434
E-mail: info@n-max.hr

The company is registered at the Commercial Court in Zagreb.
MBS 080768098
MB 2777827
OIB 56333214884
Giro account at Privredna Banka Zagreb d.d.
2340009-1110483402
IBAN: HR3723400091110483402
SWIFT: PBZGHR2X
Share capital in the amount of 20,000.00 HRK, paid in full.

Founder/ CEO: Mr. Nikola Schadi El Housseini
Authorized for representation: Mr. Nikola Schadi El Housseini, director

