

e*HD* Europa

Excellence in
Hotels and **Departments**

Commitment to Excellence

EHD EUROPA is a company formed by a highly specialized team in luxury hospitality, with a senior management team with a combined 100+ years of experience in the hospitality business with a strong record in profitable hotel operations, innovation, and brand development: from advising the council, through the management of GL hotels and in recent years, betting on going hand in hand with investors co-investing or investing in the purchase of hotels, which EHD will subsequently manage.

We are:

Advisors: in a first stage our team advised and managed hotels, almost always under the most prestigious brands within the MARRIOTT group.

EHD Europa: Hotel managers for third parties: we become hotel managers, under rental or management models.

Investors and managers of our own hotels also under franchise.



It is with great pleasure that Marriott International accepts
EHD

As an approved operator of the Marriott Collection Brands

Subject to individual Franchise Agreements EHD is authorised to operate
our hotels under licence in Andorra, Spain & Portugal



A handwritten signature in blue ink, appearing to read "Phil Andreopoulos".

Phil Andreopoulos
COO, Owner and Franchise Services EMEA, and COO
Sub-Saharan Africa and Protea

We understand **Luxury**

- Ability to leverage growing with our **knowledge of luxury**
- **Crear value proposition** and growth trajectory which continues to accelerate
- Efficient, scalable operating model driving favorable returns and industry leading topline
- Marriott brands standards, operating systems, standardized procedures, and technology platform established and **ready for global roll-out**
- **Award-winning** team
- **“Employer of choice”** status attracts best-in-class employees
- **Significant live deal flow** with near ten active negotiations and more to follow in gateway markets (Spain, Andorra, etc.)
- Senior management with a combined 100+ years in the hospitality business with a **strong record** in profitable hotel operations, innovation, and brand development

EHD delivers profitable results



SERVING OUR
WORLD



EMBRACING
CHANGE



PUTTING PEOPLE
FIRST



ACTING WITH
INTEGRITY



PURSUIING
EXCELLENCE

EHD People & Planet

Do the Right Thing

Our goal is to achieve net ZERO carbon emissions by the year 2030 in our operations



Food Donations



Promoting
Walking Tourism



Green Roofs



Clean The World
Soap Donation



Green
Housekeeping



Hotel-Wide
Recycling

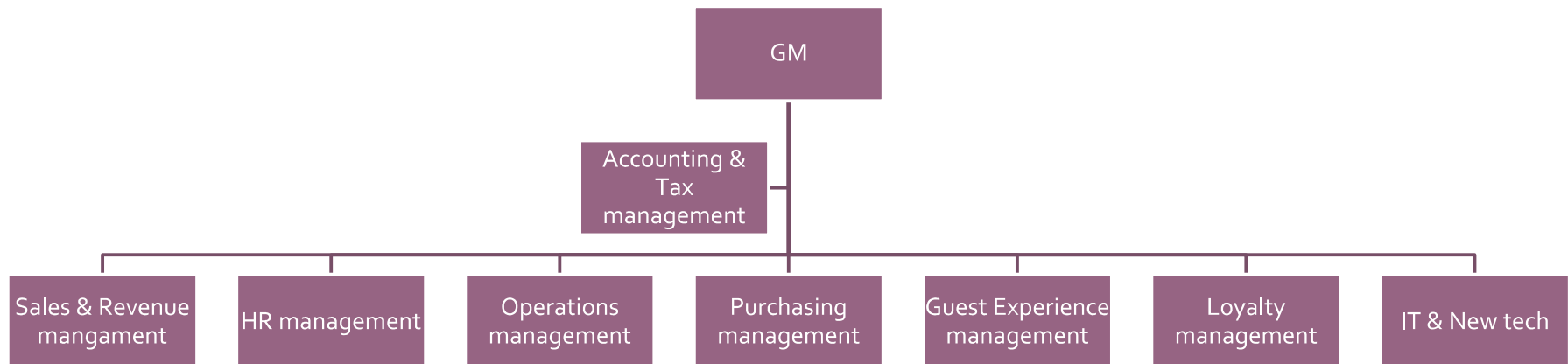


Composting



Greening Our
Supply Chain

EHD Departments



EHD corporate

Iñaki San Esteban

Principal & Founder of EHD Europa

Over 20 years in business experience. Owns various companies, two of them in the hospitality industry.

One of his companies helped the Spanish Government to develop technology for the hospitality industry together with Indra, Telefonica, Atos & others.

Mr. San Esteban is focused on business results of his investments and that of his partners. He brings the best talent for the best results.

Vice-president of AEGA-CAT with others hotel industry leaders.

Member of the "Mesa del Turismo de España" through the presidency of Skal Spain.

Xavier Manchon

Partner EHD Europa

Over 30 years in hospitality-focused experience.

Involved in the design and implantation of the "Plan de Calidad y Estrategia turística de España".

High expertise in Marriott Hotels International. Five openings for The Ritz Carlton Hotels.

Mr. Manchon helped assets owners to acquire, sell, operate and manage for different brands like Marriott, Hilton, Meliá and others. Responsible for close to over 400 million in hotel transactions.

Asset management for over 100 hotels in Spain and Italy.

PD: incorporation at the end of 2023 of a new partner, who would provide, among others, the management and ownership of two boutique hotels in Bilbao and San Sebastian

EHD team members as advisors

- Advice on the management of more than 100 hotels, among which stand out:
 - Spanish Brands
 - Hoteles Meliá
 - Hoteles Barceló
 - Hoteles H10
 - Hoteles Piñeiro
 - Hospes Hotels
 - Fairmont Hotels
 - Paradores de Turismo
 - International Brands
 - Marriott Hotels
 - Four Seasons Hotels
 - Starwood Hotels
 - Hilton Hotels
 - Hotel School of Lausanne

EHD team members as hotel managers



Hotel Arts of Barcelona 5*GL

a Ritz Carlton Hotel managed by Marriott

485 rooms hotel and the best GOP in Europe.

One of our team members has been in the management team.

EHD team members as hotel managers



Hotel Cotton House 5*GL, Barcelona

84 rooms hotel

One of our team members has been in the management.

Two times best Europe hotel by the GSS Marriott.

EHD team members as hotel managers



Hotel La Florida 5*GL, Barcelona

70 suites

One of our team members has been in the management.

EHD deal flow: City



Hotel 4*S in Sant Cugat

103 rooms

EHD deal flow: resort



Hotel 4*S on the coast near Barcelona 84 suites - Spa & wellness center

Possible Brand: Le Meridien or Autograph by Marriott

EHD deal Flow: golf resorts



Hotel 4* near Barcelona

Hotel Resort near a PGA golf club

148 rooms

EHD deal Flow: Other resorts



Development of a all tourist area in the Dominican Republic

Partners: USA Fundf – EHD – Marriott (with differents brands being defined before ending 2023)

Marina – Casino – Hotels – Golf – Residential

EHD deal flow under study in



San Sebastian



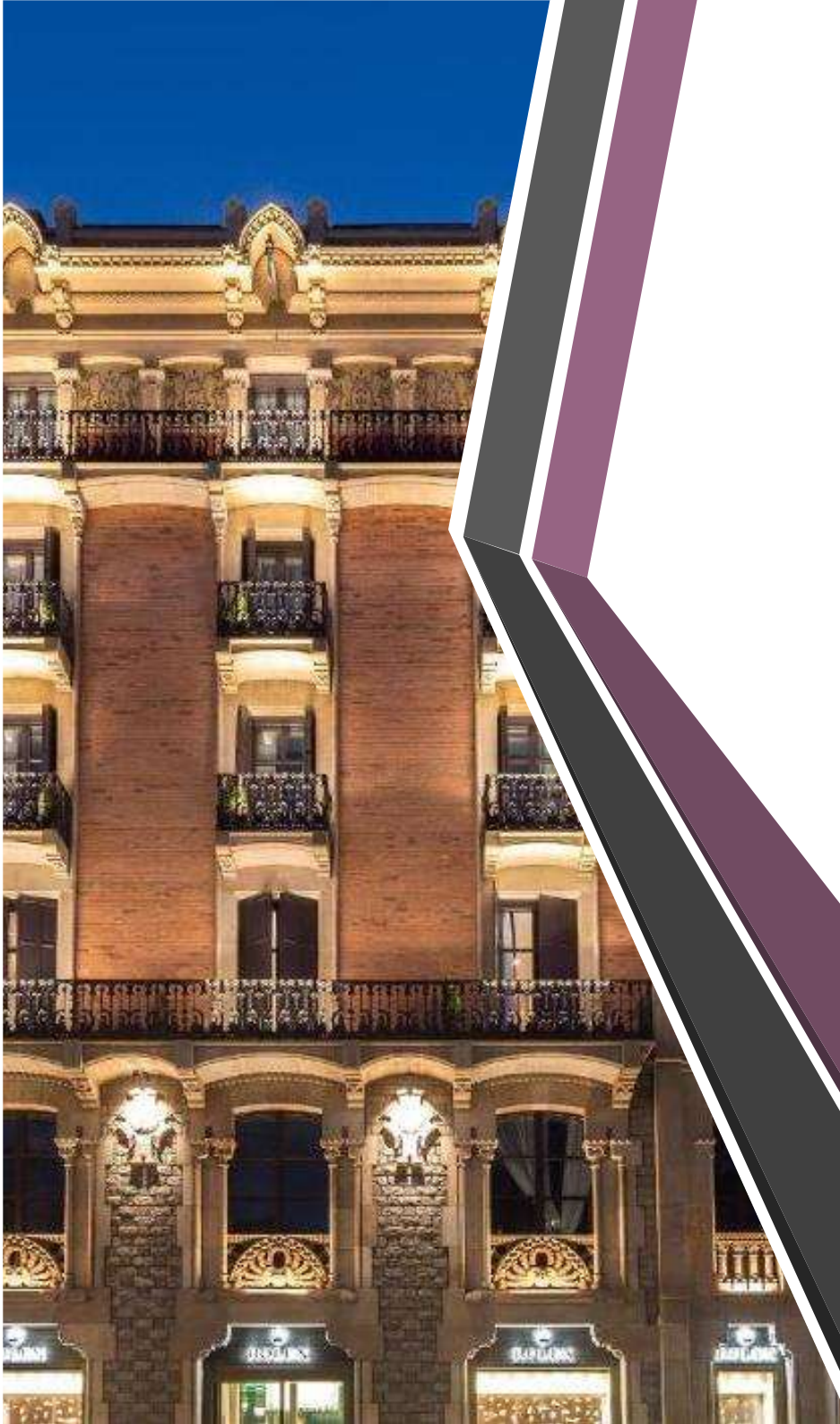
Principat d' Andorra



Madrid



Barcelona



e*HD* Europa

Thank You