

INVESTMENT ADVISORY . MARKET RESEARCH . PROPERTY BROKERAGE . PROJECT DEVELOPMENT



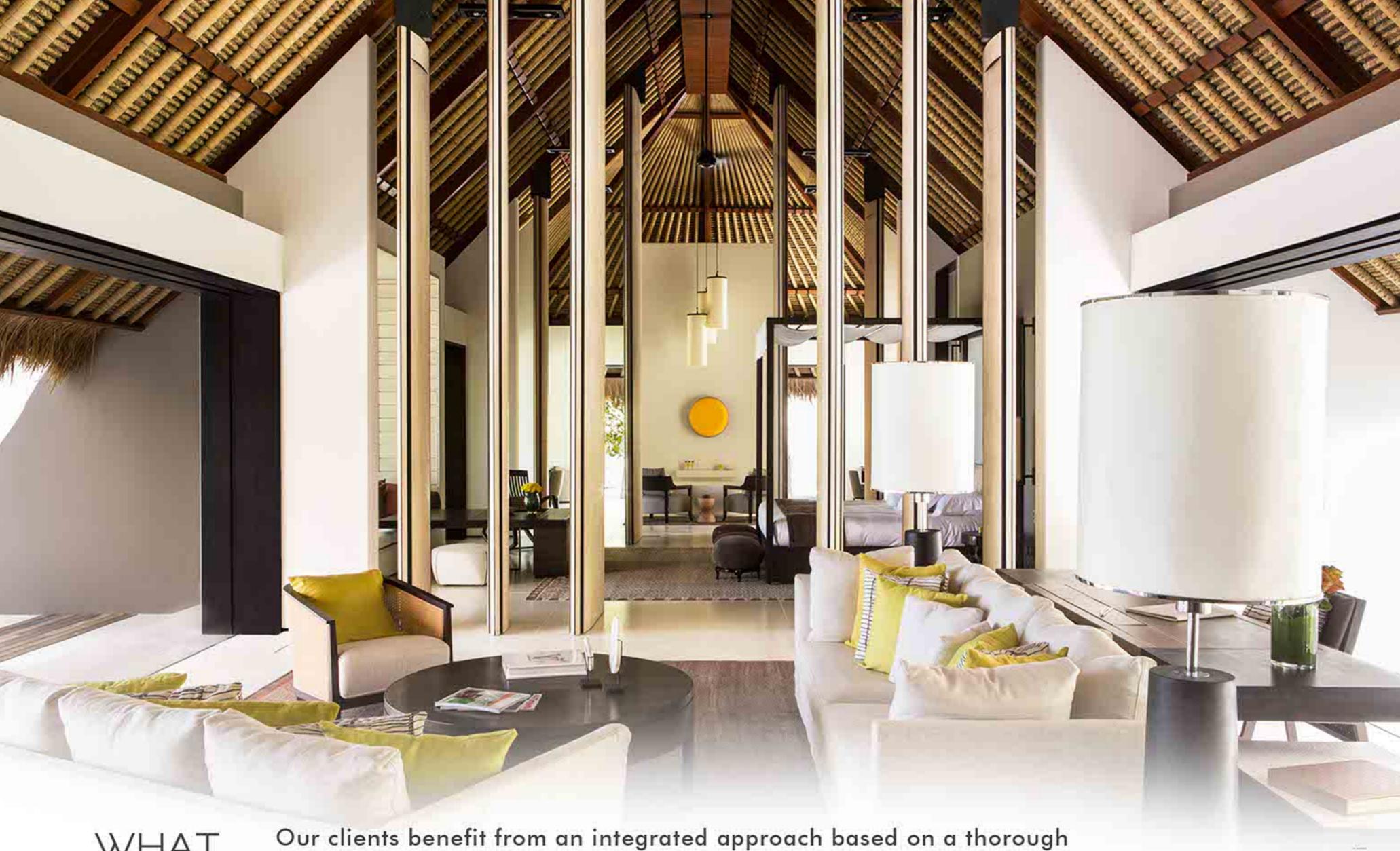




Berthold & Kotthoff Associates is a hospitality specific investment advisory, property brokerage and project development consultancy firm with offices in Male'/Maldives, Colombo/Sri Lanka and Rangoon/Myanmar.. Our executive leadership and senior managers are armed with decades of experience in hospitality management, hotel development, finance and investment advisory and develop client relationships based on quality service, reliability, transparency and trust.

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WHAT WE DO

understanding of the key issues faced by small, medium and large businesses in today's ever-changing world of hospitality. We provide business driven consultancy services, market insight, hands-on hotel management experience and sound methodical research which enables our team of experts to meet our clients' needs at any stage of development and allow them to create enduring added value regardless of the size or scope of the assignment.



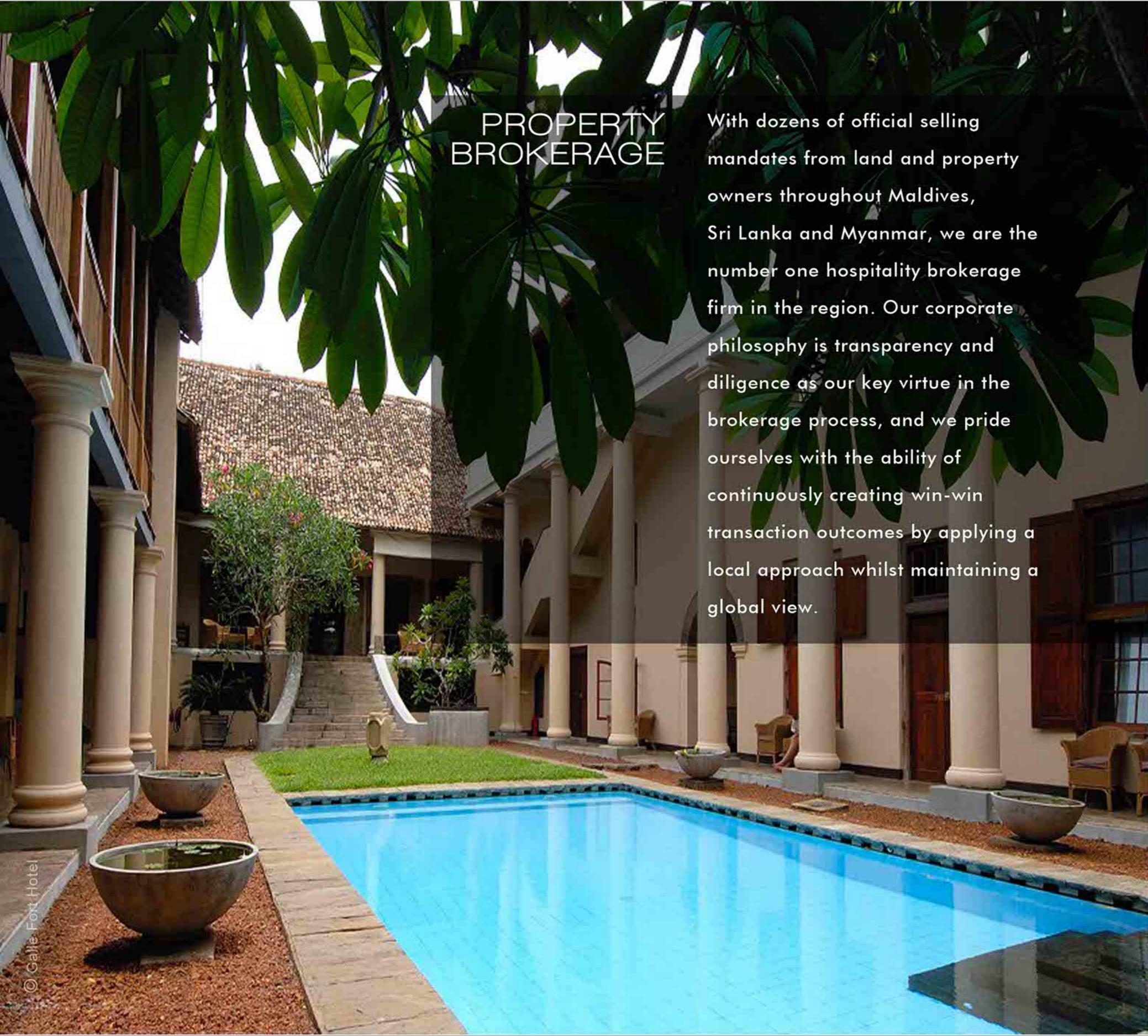
We assist and represent our clients in all stages of the investment process, from initial identification of potential acquisition targets to detailed property evaluations, due diligence, financial negotiations, deal structuring and final closing of the transaction. Our in-depth local knowledge and wide network of associates allows us to provide additional value services, such as company incorporations or personal introductions to commercial banks, funding institutions, lawyers, auditors and other professional service providers.

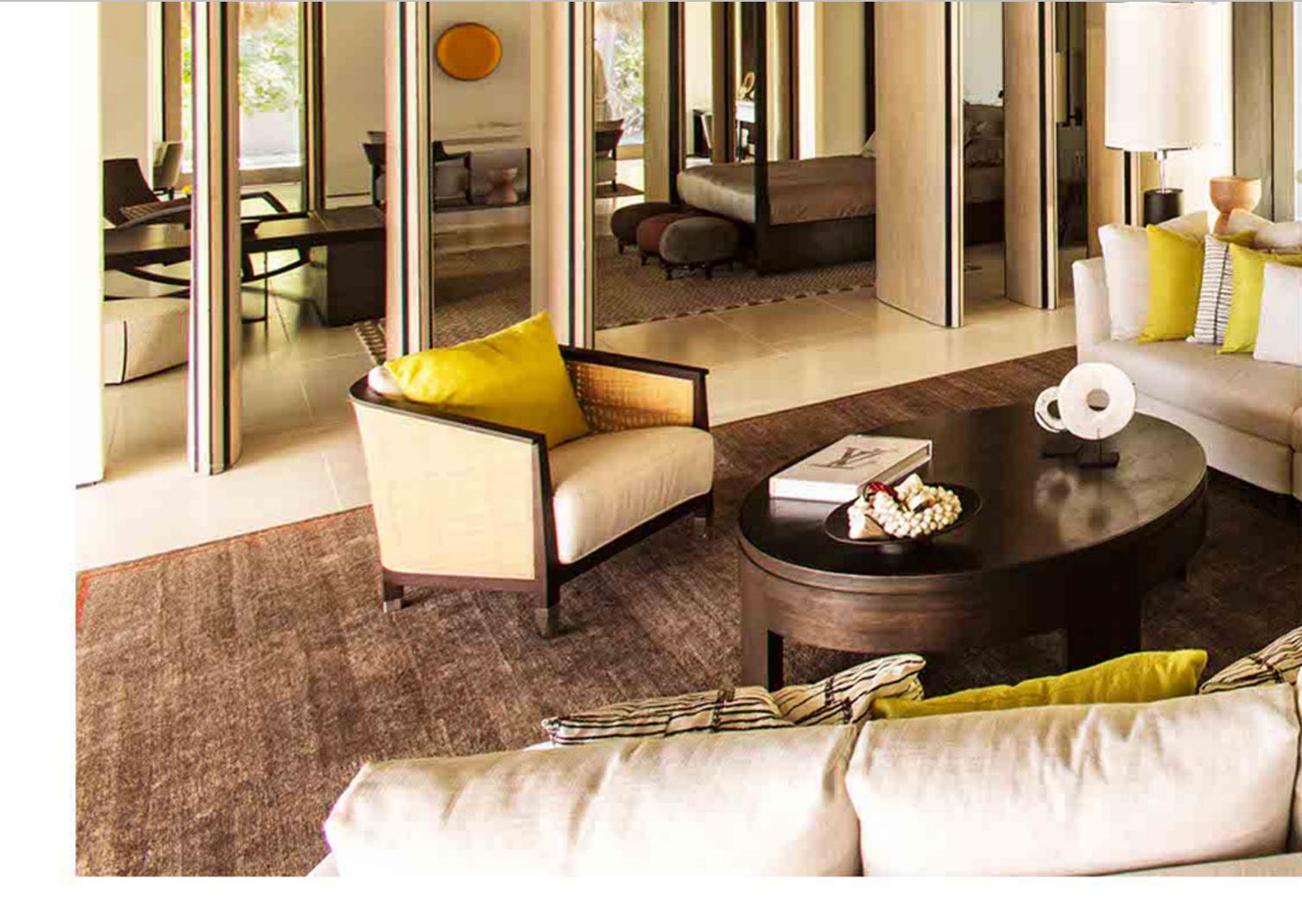
© Galle Fort Hotel

We are dedicated to providing our clients with a platform for making quality investment and development decisions by providing in-depth market audits and current industry data, competition analysis, latest trends, research reports and overview of local regulations and best practices. All of our research assignments are flexible, effective and customized to meet a client's individual needs.



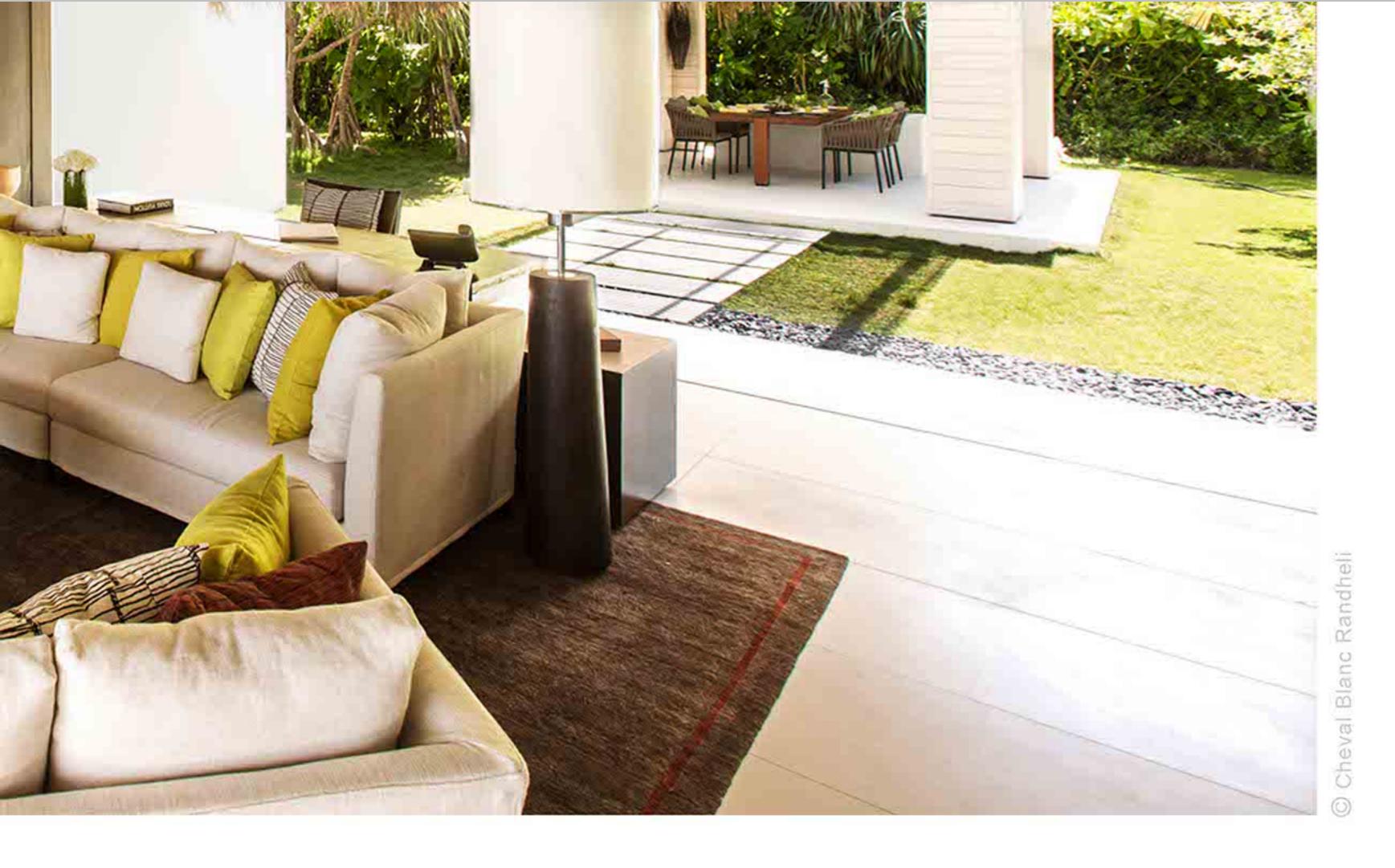
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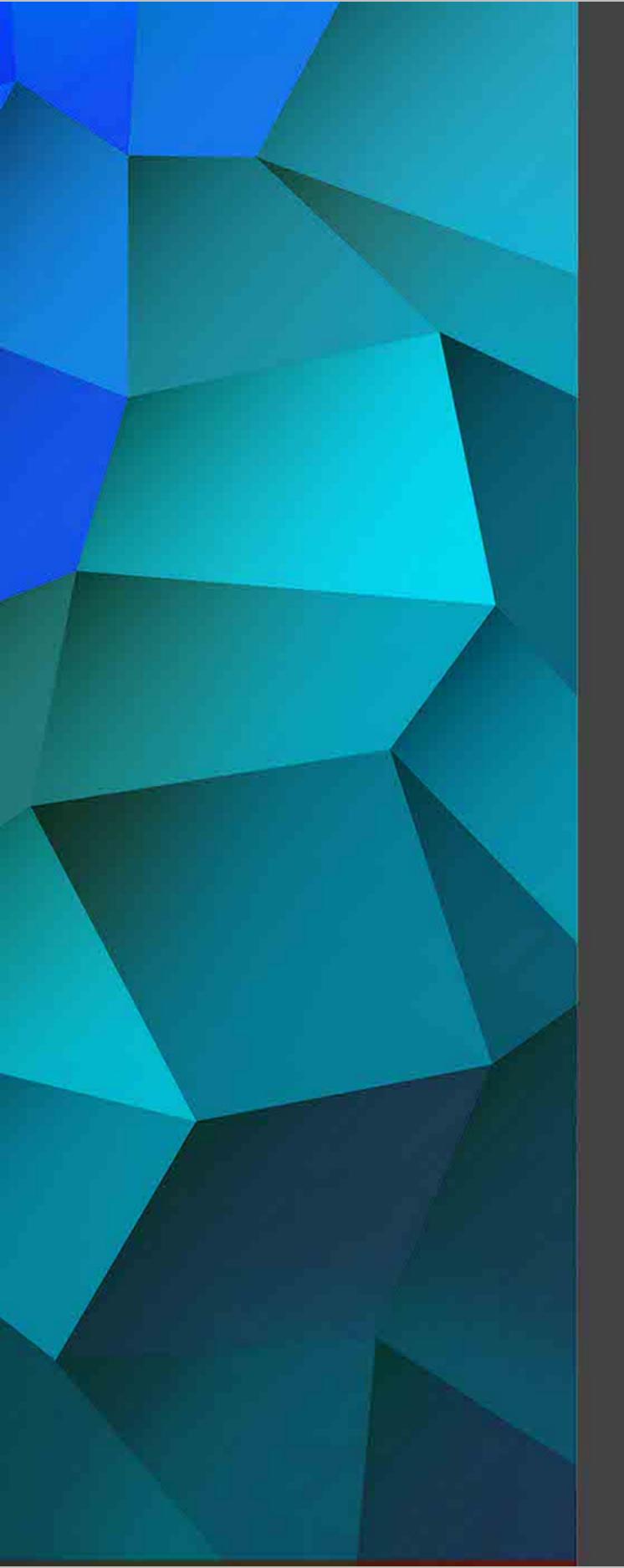


## PROJECT DEVELOPMENT

Our hospitality project
development services cover the
entire project cycle, be it a
refurbishment or green-field
construction project.



We assist our clients in maximizing their investments by providing pro-active and hands-on guidance from initial feasibility assessments and concept development to planning, selection of consultants, contract negotiation, project team recruitment, construction management, procurement management, cost monitoring and the selection of management companies.





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SAHAN KULATUNGA

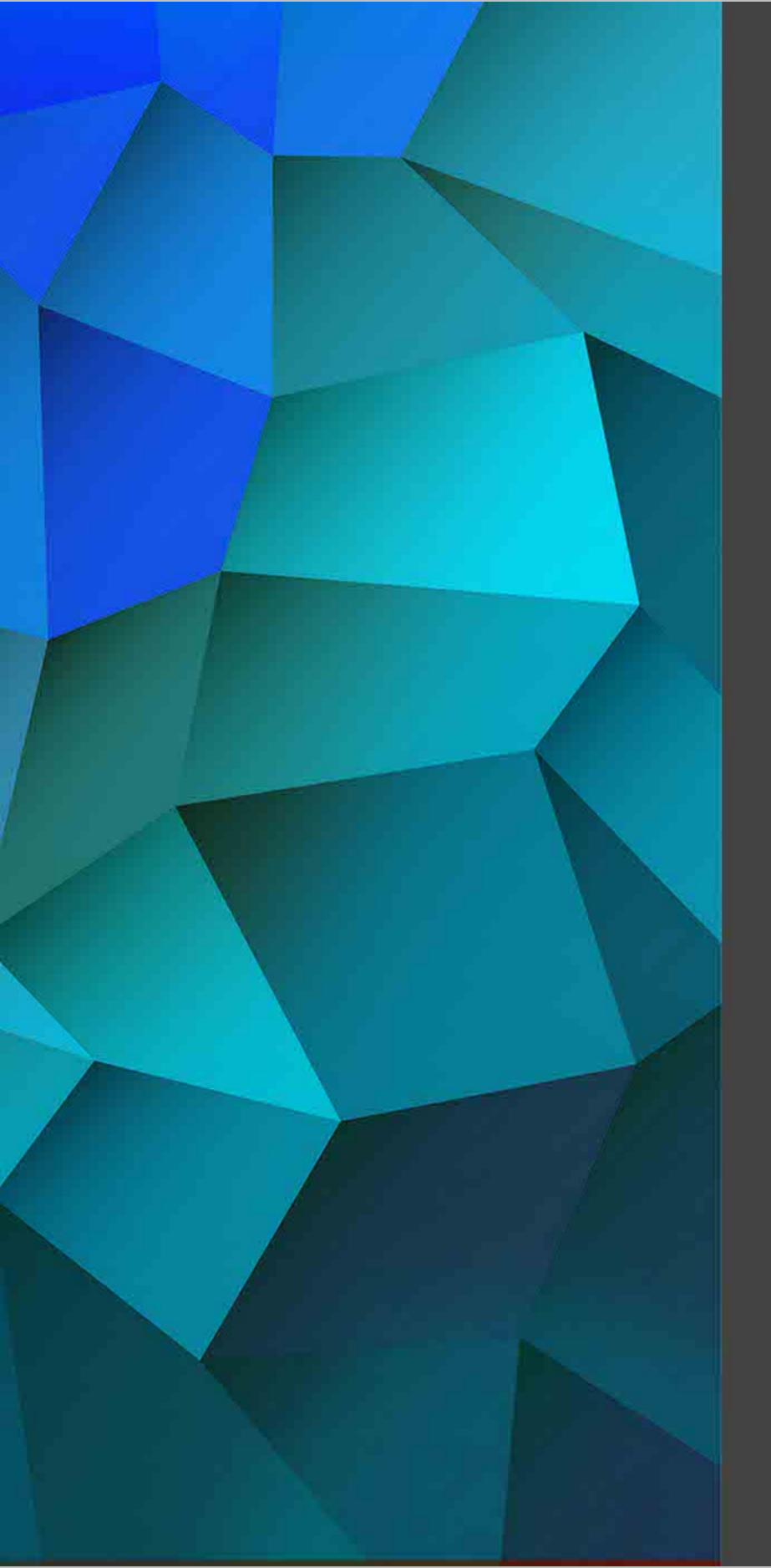
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