

PRESENTATION
REGARDING

UNION INVESTMENTS
U.S. SELECT SERVICE
HOTEL PORTFOLIO

BROKER OPINION OF VALUE
& MARKETING STRATEGY



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JLL is pleased to present our qualifications, valuation and marketing strategy to Union Investments regarding their US Select Service Hotel Portfolio (the “Portfolio”, “Hotels” or “Properties”). Our platform has extensive transaction experience selling and financing assets throughout the world, including intimate knowledge of these dynamic US markets. This combined with our successful track record of cross-border transactions, enables us to provide a unified team dedicated to maximizing value for Union Investments (“Ownership”).



JLL TEAM &
MARKET LEADING
QUALIFICATIONS



A CORE TEAM IN PLACE

JLL has assembled a market-leading team that offers a rare combination of global reach and local expertise allowing us to tell the best possible story to the right audience.

SENIOR LEVEL COMMITMENT



Gilda Perez-Alvarado
CEO, Americas
Head of Global Hotel Desk

DEAL TEAM LEADER



Jeffrey Davis
Senior Managing Director
Co-Head Hotel Capital Markets

NEW YORK INVESTMENT SALES TEAM



Michele Mahl
Executive Vice President
New York



Tim Oberg
Analyst
New York

SEATTLE INVESTMENT SALES TEAM



Mark Fraioli
Executive Vice President
San Francisco



Melvin Chu
Senior Vice President
Seattle



Diana Jiang
Analyst
Los Angeles

CHARLESTON INVESTMENT SALES TEAM



John Harper
Senior Vice President
Atlanta



James Savier
Vice President
Atlanta

FINANCING TEAM



Kevin Davis
Managing Director
Capital Markets
New York

JLL is the world's leading hotels and hospitality investment sales advisor with unprecedented relationships with the most active hotel investors around the world.

No other advisor has a national unified platform with local market expertise to execute on Union's behalf. Since 2013 JLL has been the market leader in transacting on Courtyard, Hilton Garden Inn and Hyatt House and Hyatt Place branded hotels totaling over \$4.1B in sales transactions.



THE JLL PLATFORM PROVIDES OUR CLIENTS WITH FULLY INTEGRATED GLOBAL REAL ESTATE SOLUTIONS FOCUSED ON **SUPERIOR** RESULTS

WHY CHOOSE JLL AS YOUR ADVISOR?

Based on the strength of our fully-integrated Hotels & Hospitality Group, including a dedicated investment sales team and financing platform, JLL is confident in its ability to successfully execute this transaction and achieve maximum pricing for Ownership.



**ESTEEMED GLOBAL
PLATFORM WITH LOCAL
MARKET EXPERTISE - MARKET
SHARE IN THE U.S. IN #1
1H2019**

We sell, finance, and advise on more hotels than any other firm and have the resources necessary to ensure a successful execution. Since 2017, we have transacted 475 assets globally, resulting in a total of \$36.6 billion in volume. In the same time period, we have closed 293 hotel financing transactions nationwide, raising in excess of \$18 billion in proceeds for our clients in the midst of constantly evolving market conditions.



**ACCLAIMED
HOSPITALITY
FINANCE TEAM**

Since 2017, JLL has financed over \$18B of hotel single assets and portfolios across the country. JLL has a national Investment Banking team that works exclusively on Hotel financing transactions across the country. JLL interacts with hotel lenders on a daily basis and possesses real-time market knowledge. JLL closely tracks lender appetite and capacity for hotel financing as lenders frequently enter and exit the market.



**MARKET LEADER IN SELECT
SERVICE HOTEL PORTFOLIOS
SINCE 2005**

JLL has transacted on 78 select service portfolios since 2005, totaling \$10.8B, more than any other advisor. In the last three years JLL represented Blackstone and Lone Star, among others, in the disposition of seven portfolios, with a total value of \$1.4B, which averaged approximately \$145K per key. JLL is under contract with an additional three portfolios due to close in Q1 2020.



**DEDICATED GLOBAL CAPITAL
RAISING TEAM – WE KNOW
WHO IS ACTIVE**

Through JLL's Global Hotel Desk, the team is globally connected to their international counterparts. The team benefits from direct access and established relationships with offshore investors seeking to invest capital in the U.S. Our 124-person global investment sales platform operates across four continents and has garnered deep relationships with a wide network of key industry players. Our collaborative cross-border approach to marketing, combined with access to the largest pool of investors in the world, means we can bridge borders and cultures to match hotel property owners with the right buyer.



**TRUE GLOBAL
CONNECTIVITY TO DRIVE
PREMIUM PRICING**

Since 2012, JLL's Hotels & Hospitality Group closed hundreds of transactions worldwide with a total value of US \$40.5 billion with cross-border capital. No other firm has matched JLL in convincing new offshore and domestic capital to bid aggressively on U.S. real estate offerings. Examples include Four Seasons Toronto, Westin Grand Central, St Regis SF, Plaza NY, InterContinental Barclay, Springhill Suites NY, Mandarin Oriental Las Vegas, Silverbirch Portfolio Canada, SLS South Beach, Waldorf Astoria Chicago and the Lone Star Hyatt Select Service Portfolio.

REPRESENTATIVE PORTFOLIO SALES EXPERIENCE

FEATURED U.S. SELECT SERVICE TRANSACTIONS:



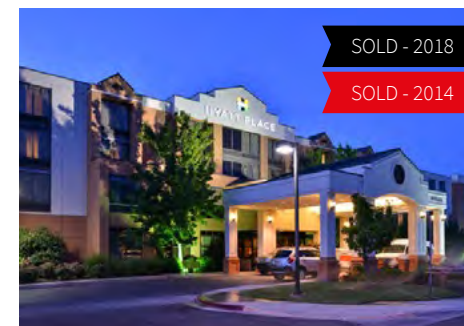
U.S. UPSCALE EXTENDED STAY PORTFOLIO

Rooms: 5,908 PPK: \$135,000
 Price: \$800M Cap Rate: 7.6%



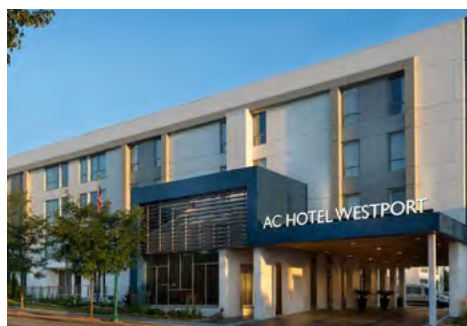
OTO DEVELOPMENT PORTFOLIO

Rooms: 2,385 PPK: \$138,000
 Price: \$330M Cap Rate: 6.1%



HYATT PLACE/HYATT HOUSE PORTFOLIO

Rooms: 4,600 PPK: \$131,000
 Price: \$650M Cap Rate: 7.3%



NOBLE PORTFOLIO

Rooms: 2,581 PPK: \$194,000
 Price: \$500M Cap Rate: 7.1%



HYATT SELECT SERVICE AUSTIN PORTFOLIO

Rooms: 346 Cap Rate: N/A
 Price: \$67.4M (properties just
 PPK: \$195,000 opened upon
 marketing)



TEXAS SELECT SERVICE PORTFOLIO

Rooms: 350 PPK: \$99,000
 Price: \$34.6M Cap Rate: 7.6%

OTHER JLL SELECT SERVICE PORTFOLIOS:



APPLE REIT PORTFOLIO

Feb 2015

Rooms: 1,787 PPK: \$116,000
Price: \$206M Cap Rate: 7.9%



NATIONAL RESIDENCE INN PORTFOLIO

Sept 2017

Rooms: 1,653 PPK: \$83,000
Price: \$138M Cap Rate: 10.2%



NORTHWEST DOUBLETREE PORTFOLIO

May 2018

Rooms: 516 PPK: \$153,000
Price: \$79M Cap Rate: 9.0%



U.S. PREMIUM SELECT SERVICE PORTFOLIO

May 2015

Rooms: 1,516 PPK: \$115,000
Price: \$174M Cap Rate: 7.6%



RLJ PORTFOLIO

Aug 2019

Rooms: 2,550 PPK: \$87,000
Price: \$184M Cap Rate: N/A



DIVERSIFIED MARRIOTT PORTFOLIO

Oct 2015

Rooms: 610 PPK: \$123,000
Price: \$75M Cap Rate: 8.3%

JLL NEW YORK CITY SALE AND FINANCING EXPERIENCE

Since 2017, JLL has transacted on over \$4.0 billion in New York City



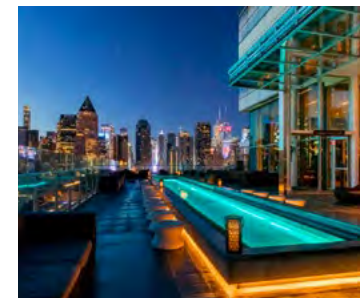
**ST. REGIS
NEW YORK**

October 2019
Confidential



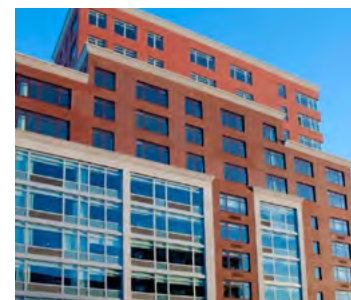
THE PLAZA HOTEL

June 2018
\$600 million



KIMPTON INK48

Sept 2019
\$90.5 million



ALOFT HARLEM

March 2018
\$33 million



**JAMES HOTEL NEW YORK
SOHO**

December 2017
\$66 million



**THE STANDARD HIGH LINE
NEW YORK**

October 2017
\$340 million



**NYMA THE NEW YORK
MANHATTAN HOTEL**

August 2017
\$52 million



ROYALTON

August 2017
\$55 million



MORGANS HOTEL

August 2017
\$37 million



THE WESTIN

**WESTIN GRAND
CENTRAL**

January 2019
\$280 million

JLL PACIFIC NORTHWEST SALE AND FINANCING EXPERIENCE

Since 2017, JLL has transacted on over \$1.7 billion in the Pacific Northwest

FAIRMONT OLYMPIC HOTEL
SEATTLE

(Financing)
December 2019



**RESIDENCE INN PORTLAND
PEARL DISTRICT**

October 2019
\$88.5 million



**RESIDENCE INN SEATTLE
DOWNTOWN**

(Financing)
December 2018
\$72.8 million



**HILTON PORTLAND &
EXECUTIVE TOWERS**

September 2015
\$275 million



**PACIFIC NORTHWEST
DOUBLETREE PORTFOLIO**

May 2018
\$79.1 million



HILTON BELLEVUE

December 2016
\$87.3 million



HOTEL MONACO PORTLAND

March 2016
\$114 million



HYATT REGENCY VANCOUVER

December 2014
\$140 million (CAD)

JLL SOUTHEAST SALE AND FINANCING EXPERIENCE

Since 2017, JLL has transacted on over \$9.0 billion in the Southeast



**HYATT HOUSE
& HYATT PLACE
CHARLESTON**

October 2018
\$121 million



ATLANTA MARRIOTT MARQUIS

January 2013
\$100 million



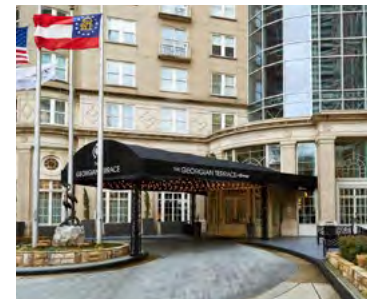
HILTON ATLANTA

October 2015
\$174.5 million



W ATLANTA MIDTOWN

August 2015
\$100 million



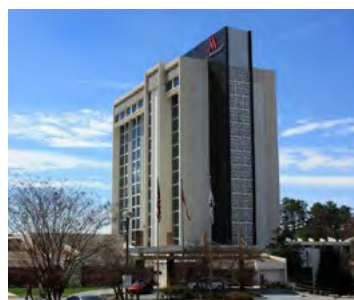
GEORGIAN TERRACE

March 2014
\$61 million



**SHERATON DOWNTOWN
ATLANTA**

March 2017
\$98.5 million



**ATLANTA MARRIOTT
PERIMETER**

June 2016
\$68.6 million



WESTIN SAVANNAH

December 2017
\$77 million



**HYATT PLACE NORTH
CHARLESTON**

July 2013
\$11.8 million



**RESIDENCE INN CHARLESTON
DOWNTOWN**

February 2017
\$25 million



WESTIN ATLANTA AIRPORT

March 2017
\$57 million



HILTON ATLANTA AIRPORT

June 2019
\$101 million



HYATT ATLANTA PERIMETER

July 2018
\$37 million



**SPRINGHILL SUITES
CHARLESTON DOWNTOWN**

February 2017
\$18.3 million



**FAIRFIELD INN & SUITES
CHARLESTON AIRPORT**

March 2018
\$16.5 million