

ABSOLUTE HOTEL SERVICES NEWS

Indonesia | Vietnam | Laos | Thailand | India | Russia | Europe



As we look forward to 2021 and beyond, we have the benefit of understanding better the impacts the COVID 19 Pandemic has and will have on our business sectors. Challenges still lay ahead, but we have the knowledge and experience gained in 2020. We have continued to add to our property portfolio in the last quarter and have executed our plan to enter into “White Label” management services.

Also, our interior design and concept company Absolute Design Services has been doing well and we are encouraged with our progress. Our range of consulting and training services have seen good demand across a wide range of sectors who are focused on services to their internal and external consumers.

We are optimistic in the future but know we must be ready and willing to work hard and adapt.

SCHEDULED OPENINGS 2021-22

Eastin Hotel Nha Trang, Vietnam
Eastin Hotel & Residences Hanoi, Vietnam
Eastin Resort Rayong, Thailand
U Samui, Thailand
Travelodge Phuket Town, Thailand
Travelodge Nimman, Thailand
Eastin Easy Chariot Puri, India
Eastin Hotel Vientiane, Laos
G Nimman Chiang Mai, Thailand
Manas Resort with Petting Zoo and Organic Farm Igatpuri, India



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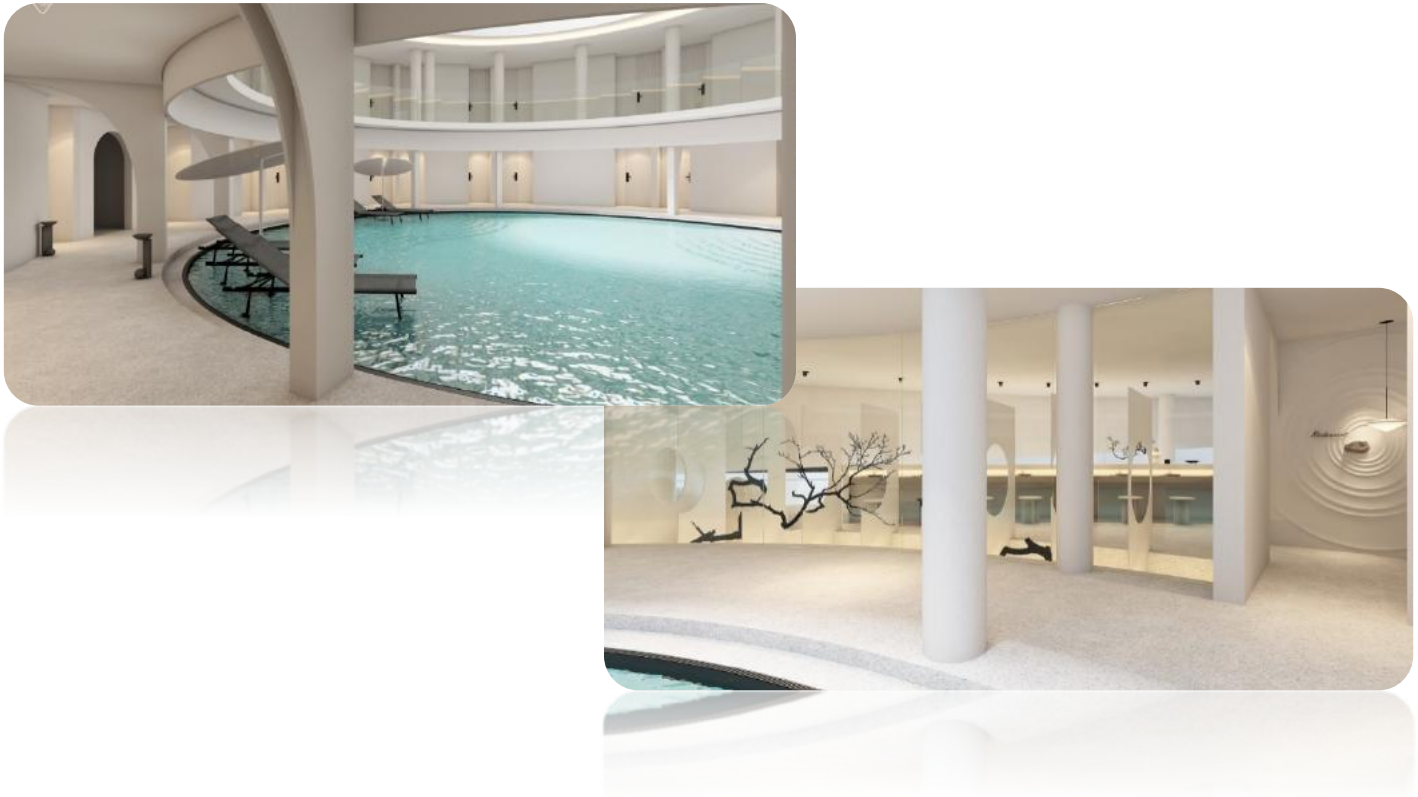


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THE FIFTH HOTEL IN CHIANG MAI



Absolute Hotel Services Group, has announced the first white-label boutique hotel in Chiang Mai to add in the company portfolio. The G Hotel Chiang Mai is targeted to open later this year.

The G Hotel will make its the fifth hotel in Chiang Mai managed by Absolute Hotel Services i.e. U Chiang Mai, U Nimman Chiang Mai, Eastin Tan Hotel Chiang Mai and the earlier announced Travelodge Nimman which will open also this year. The Hotel will feature 25 unique modern rooms plus facilities including a swimming pool and an intimate restaurant.

“We are delighted to add our 5th property in the beautiful city of Chiang Mai with such a unique character hotel in the wonderful Nimman area. This announcement also introduces our new strategy of partnering with selected developers/investors who wish to name/brand their properties with their own name/brand yet desire the benefits of a dynamic, professional and efficient hospitality management group so maximize the performance of the property. We plan to add more properties in our white label portfolio within 2021 with active discussions ongoing in Thailand, Vietnam, Indonesia, India and the Maldives at this time.” said Jonathan Wigley, CEO of the Absolute Hotel Services Group.

THE WHITE LABEL MANAGEMENT CONTRACT IN IGATPURI , INDIA



Mr. Sameer Dharkar, Managing Director of Absolute Hotel Services – South Asia & Middle East region, is delighted to announce its First White Label Management Contract with “Manas Hospitality Private Limited” for its distinguished resort in Igatpuri, “Manas Resort With Petting Zoo And Organic Farm, Igatpuri.”

Manas Resort with Petting Zoo and Organic Farm as the name suggests has this exclusive offering of Petting Zoo as well as Organic farming, a very different experience to every guest whilst they enjoy and take a break from the chaotic city life. The Petting Zoo hosts human-friendly birds and animals housed in walk-in aviaries, guests can enjoy feeding and play with them. A lesser-known fact is that Interacting with pets reduces stress levels and assists people to better cope with various health conditions, including mental ailments.

The resort is designed over a terraced estate with interspersed water bodies, a garden, vegetable culture and lush green lawns. The resort delivers a unique “Farm to Table” dining experience with the use of homegrown produce from its very own organic farms, which are chemical and pesticide-free, ensuring the preservation of the mildest of flavours across every dish prepared.

The resort features 68 well-appointed rooms of different design category, harmonizing with the multiple family needs. Facilities at the resort include Highway Café, All Day Dining Restaurant, Banquets, Oversized Lawns, Infinity Swimming Pool, Spa, Kids Play Area, Games Room and Car Park. The soon to open Bar and Lounge will add another dimension to fun and entertainment.

Stating his views on this development Mr. Sameer Dharkar said that “We are delighted to sign this Management Agreement, on a new platform called “White Label Services”. This opens a new chapter in India, wherein standalone Hotel Owners of renowned properties, who aspire to take their operations to higher levels with the help of an International operator and yet retain their own identity. This is a Win-Win formula, where guest experiences will get enhanced and even the Owners Brand gets a fillip along with generating Higher Revenues & Operating Profits. We saw a vacuum existed in this space as no International Player is offering this Unique Partnership. The first move has to create an impact and our handshake with Manas Hospitality will create a ripple around. We intend to cement our relationship by fulfilling our common vision of being best in the category and look forward to building a strong portfolio in this segment along with our branded properties under Eastin & U Hotels Umbrella.”

ONE-STOP SOLUTIONS FOR THE SERVICE SECTORS

Recently launched a one-stop solutions for all in these services sector that guarantee an Absolute payback.

A new range of hands-on consulting and outsource services including human resources audits and training courses, quality assurance operational services and revenue management services can be tailor-made to fit with any clients' objectives and budgets in all areas of the services sector.

Human Resources Audits help to improve the contribution of the Human Resources functions to achieve your business objectives as well as the successful application of human resources processes and management. The audits include:

- Recruitment practices
- Employee relations
- Human resources policy

We can create **tailor-made training and workshops**, customize to the need or particular interest of any organization. Training courses can include:

- Train the trainer
- Established training courses that strengthening service excellence including Better You, Your Value, Communication Skill for Efficiency and The Delightful Experience

"Our programs are the result of years of rigorous execution in the complexity that is the hospitality sector. They can benefit any industry and company with a customer and service provider exchange". said Karan Kaul, VP Business Development.

Quality Assurance operational services cover all hospitality functions. A one-stop Quality Assurance services providing valuable support and guidance covering all operational areas in the hotel and restaurant business. We are committed to working within established parameters to achieve business goals and maximize operational performance. Our unique tools and methods include:

- Business assessment
- Findings and recommendations with solutions and support based interaction with the business
- Developing a QA self-audit for the business
- Monthly follow up
- Result and goal tracking
- Review online guest satisfaction
- Annual quality assurance audit



“.....AN ABSOLUTE PAYBACK”



As a hospitality management company, we have developed in-house **best practices in revenue maximization and distribution strategies** for any types of hotel or lodging properties. We have a long history of strong and sustainable growth results. We incorporate the cost of distribution into our strategy mix to turn your property into a local market leader.

Our team will help small to mid-size hotels benefit from that expertise and ensure you are well equipped to make the best revenue/distribution related decision, focusing on increasing revenue and profits.

Our services cover everything from in-depth revenue audits, revenue management training, market and feasibility studies, procedure and systems setup, budgeting, forecasting and 360 marketing plans.

"We are excited to offer our one-stop and tailor-made solutions for the hospitality sector based on our teams deep and diverse knowledge and experience. These solutions promote business growth by enhancing operational efficiency, improving service provisions and speeding up decision making with better information while at the same time reducing costs in the long term," said Jonathan Wigley, CEO and Founder of Absolute Hotel Services Group.

HIGHLIGHT OPENINGS IN 2022

Eastin Easy Gangtok Sikkim

Opening in late 2021. 80 well-appointed Eastin Easy Gangtok Sikkim with comfortable rooms, a mix of Superior, Deluxe, and Suites. Facilities include a Multicuisine All Day Dining Restaurant, Bar, Banquet, Signature U Spa and Gym. Conveniently located, the hotel is 200 m from the ICFAI University and the renowned Government Multi-speciality Hospital cum Medical College. With driving distance to the main mall located on MG-Marg, it offers quick access to popular tourist spots.



Eastin Easy Chariot Resort & Spa, Puri

Opening in 2022. Eastin Easy Chariot Resort & Spa, Puri is located on a beachfront overlooking the Bay of Bengal, the existing 130 room hotel consisted of 99 rooms and 31 suites, will undergo a detailed makeover according to the Eastin Hotels brand standard. The facilities will include, an all-day Dining Restaurant, Bar, Games Room, Banquets, Lawn, Gym & Spa.



Eastin Grand Resort Vung Tau

Opening in 2022, a five-star resort project featuring a mixed style of modern and eco-friendly architecture that offers a high-quality living environment with its close proximity to nature and scenic views of the Bai Sau Bay. The resort is planned to have 192 villas and 4,000 resort units to be completed by 2022. The development will also feature first class facilities including restaurants, a beach club, tennis courts, swimming pools, pool village, events space, kid's entertainment areas and a club house. The resort is located on the pristine Vung Tau beach, just a 15 minute's car ride to the Vung Tau city centre and 45 minutes away from the soon to be opened Long Thanh International Airport (2025) which will serve as Ho Chi Minh City's gateway airport.



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Our Brands: U Hotels & Resorts | Eastin Grand Hotels | Eastin Hotels | Eastin Residences | Eastin Easy | Travelodge | Vienna House



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