

THINKING LIKE **HOTEL** **OWNERS**

*AND OPERATING AS
ENTREPRENEURIAL*

HOTEL MANAGERS


BGAM
HOTEL MANAGEMENT

WWW.BGAM.CO.UK





As an established hotel owner-operator since 2017, we grew from partial ownership of one hotel to a thriving portfolio of six properties across the UK and we continue to expand.

WE PARTNER WITH OWNERS TO PROVIDE...

1. ASSET VALUE GROWTH
2. COMMERCIAL PERFORMANCE / PROFITABILITY
3. EXIT STRATEGY
4. ESG INTEGRATION

OWNER OPERATORS

Unlike many other hotel management companies, we own and operate our hotels.

» **Owners of 6 hotels worth over £60m**

ESG

ESG (Environment, Social and Governance) is at the heart of everything we do.

» **Our Head of Hotels is ESG-certified**

DUE DILIGENCE & EFFICIENCY

We operate with a professional level of efficiency through a combination of due diligence and decisiveness

» **Our quickest transaction was the Stones Hotel, in just seven days**

WHY BGAM HOTEL MANAGEMENT

CASE STUDY

We took a loss-making hotel that had been underperforming for years and turned it around in 6 months.

- » **Full refurbishment of the bedrooms & conference facilities**
- » **£300k per annum loss to £400k ebitda 2023**
- » **Growth in corporate bookings**
- » **Rebrand and relaunch for F&B concept**

PARTNER WITH BGAM

Our aim is to partner with owners with two main principles in mind...

FLEXIBILITY AND ACCOUNTABILITY

There are a variety of ways to engage our services; ranging from short term projects to longer term contracts. We give owners the choice and freedom to consult, collaborate or contract.

We hold ourselves to very high standards that ensure we deliver on agreed KPI's. If they are not met then you as the owner have the ability to impose penalties on us. This ensures we are held accountable for what we deliver to you.

CONTRACT - HMA

Long-Term (12 Months+) Hotel Management Agreement

With a low-commitment contract, you can assign BGAM Hotel Management as your hotel operator of choice. We take full responsibility for day-to-day hotel management and are accountable for all operational and financial results.

Our contracts are as short as 12 months with penalties if we do not deliver the set KPIs and targets.

CONSULT

Hotel Management Consultancy And Advisory Service

Tap into the team's expertise quickly and cost-effectively. We can be your expert advisor and your trusted counsel on all matters of hospitality management.

ADVISE

Short-Term Project-Based Engagements

Partnering is a more involved service working directly alongside your team. This could be for a particular function, like F&B, or for the entire operations of the hotel within a limited timeframe.

OUR NUMBERS SPEAK FOR THEMSELVES



NET PROFIT*



ASSET VALUE UNDER OWNERSHIP



OPERATING REVENUE*

+15.2%

REVPAR GROWTH
Vs MARKET



BEDROOMS

+15%

OCCUPANCY GROWTH
Vs MARKET

*2024 vs 2019

BGAM STRUCTURE

BOARD OF DIRECTORS

Jamie Levy, Jonny Levy, Nick Rubin, Nick Northam

Dalene Lazarus
Head of Sales

Mercure Tankersley Manor
Kirsti Wilkinson

Holiday Inn Express Leigh
Andrew Charlton

**Holiday Inn Kenilworth &
Delta by Marriott Milton Keynes**
Paul Broster

**Holiday Inn Salisbury &
The Stones Hotel**
Serhan Ilker

Rebecca Thickbroom
Head of Revenue

Kit Abram
Development
Director

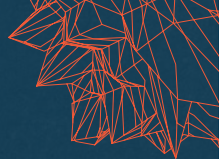
David Lane
Chief Operating
Officer

Jonny Levy
Chief Executive

Paul Athwal
Head of Group
Finance

TBA
People &
Development Officer

HOTEL PORTFOLIO



MERCURE BARKSLEY
Tankersley Manor Barksley

- » 98 bedrooms & Spa
- » 12 Meeting Rooms
- » Banqueting Suite



DELTA BY MARRIOTT
Milton Keynes

- » 138 bedrooms
- » 13 meeting rooms
- » Banqueting Suite



HOLIDAY INN
Salisbury

- » 103 bedrooms
- » 2 Meeting Rooms



THE STONES HOTEL
Salisbury

- » 45 bedrooms
- » 6 Meeting Rooms
- » Banqueting Suite



HOLIDAY INN
Kenilworth

- » 115 bedrooms
- » 4 meeting rooms



HOLIDAY INN EXPRESS
Leigh

- » 135 bedrooms
- » 6 Meeting Rooms

CALL US TODAY AND LET'S TALK GROWTH

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