



Best Western Gatwick

Longbridge Roundabout, Gatwick, RH6 0AB

Investment Highlights

- + 125 en suite letting bedrooms, all fully air-conditioned
- + Excellent trading location, beside Gatwick Airport
- + The hotel has benefited from c. £1.2 million of investment since 2004, including the creation of 26 purpose-designed family rooms
- + Substantial covered parking for approximately 120 vehicles
- + Possible development opportunities include the redevelopment of the car park and the creation of additional bedrooms
- + Currently affiliated to Best Western
- + Freehold – offers invited

Location

The Best Western Gatwick is ideally located on the perimeter of Gatwick Airport, less than one mile from the North Terminal.

The Gatwick area enjoys very good road (A23, M23 and M25) and rail links (Gatwick Express and Southern trains).

Gatwick Airport is the UK's second largest airport and the world's busiest single runway airport, providing connections to over 200 destinations.

In 2007, Gatwick witnessed the biggest growth in passenger numbers among all London airports, with over 35 million passengers.

The Property

This 125-bedroom hotel is arranged over ground and five upper floors. Following a substantial refurbishment programme, completed in early 2006, the hotel was re-launched as a Best Western in March 2006.

Summary of Accommodation

The hotel offers a consistently good standard of accommodation across its bedroom stock, public areas, and meeting facilities.

A key competitive advantage for this hotel is the selection of purposely designed, modern family bedrooms which can sleep up to 7 guests. Furthermore, the hotel benefits from extensive, revenue-generating car parking facilities.



Development Opportunities

Subject to appropriate planning consent, potential for development exists by way of redevelopment of the existing multi-storey car park.

Additionally, the property may also be extended above the single-storey restaurant, whilst additional meeting space could be created from the large back-of-house area.

Best Western Gatwick



Hotel Facilities

	Type	Quantity
Bedrooms	Standard	99
	Triple	6
	Quad	11
	Family (sleeping 5)	4
	Family (sleeping 7)	5
	Total	125

Capacity - Seats		
Food & Beverage	Harrietts Restaurant	120
	The Bar & Lounge	
	Lobby Lounge	

		Approximate size (m ²)	Capacity – Theatre-style
Meeting & Conference	Cedar	35	40
	Elm	35	40
	Maple	19	20
	Oak	15	12
	Beech	15	12
	Birch	15	12
	Boardroom	21	30
	Conference Café		
	Total		155

Capacity		
Other	Car Park	120 spaces
	Business Centre	✓

The Business

As a true airport hotel, in very close proximity to Gatwick, the business benefits from air passenger trade and enjoys very high occupancy levels.

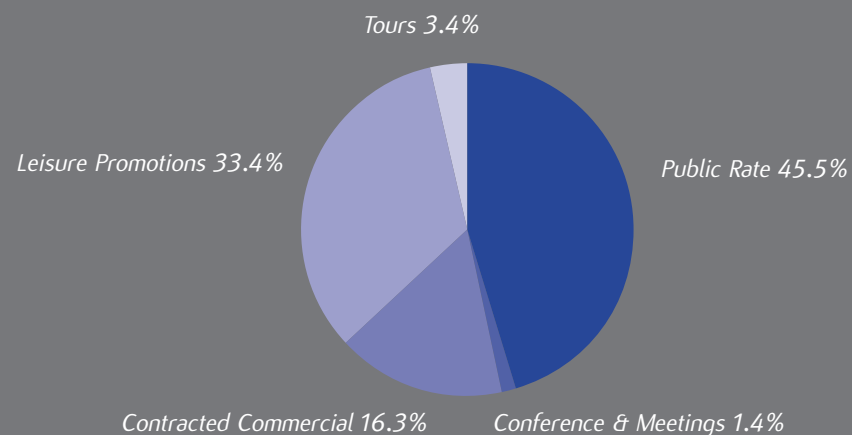
Ongoing growth is anticipated for Gatwick Airport, from which the hotel will continue to benefit.

Since the refurbishment, the hotel has successfully identified and secured local corporate business.

During the refurbishment, the bedroom stock was reconfigured to provide greater flexibility, enabling the hotel to further benefit from the family leisure market.

Due to the airport related demand, business is year-round. Potential exists for the hotel to further reduce its reliance on discounted leisure segments in favour of higher yielding transient markets.

2007 Business Mix (% of Rooms Sold)



Capital Expenditure

The property is in good condition, having benefited from a £1.2 million refurbishment programme between late 2005 and February 2006.

Trading Performance

Whilst detailed trading information will be made available to bona fide parties on completion of a confidentiality agreement, recent trading performance is as follows:

£'000s	Actual Full Year (Jan-Dec)		
	2005	2006	2007
Occupancy	81.8%	78.8%	83.3%
ADR (£)	40.97	49.72	57.82
RevPAR (£)	33.50	39.18	48.15
Total Revenue	2,417	2,739	3,295
Gross Operating Profit (GOP)	731	1,019	1,451
EBITDA	591	891	1,315

Source: QMH UK

Note: EBITDA (Earnings Before Interest, Tax, Depreciation and Amortisation) is shown before franchise and marketing fees, central overhead costs and FF&E contributions, but includes the cost of the brand loyalty programme, reservation fees and fixed property charges.

Licences

The hotel benefits from all the necessary licences for the conduct of the business.

