

CHECK IN

ANANTARA
NEW LUXURY IN
CHINA'S FOREST CITY

AVANI HOTELS & RESORTS
EXPANDING OUR FOOTPRINT

RE-ENERGISING
BUSINESS AND CELEBRATIONS

TIVOLI HOTELS & RESORTS
HERITAGE, TRANSFORMED

STRENGTHENING OUR PIPELINE
IN PHUKET

MINOR HOTELS
REINFORCING OUR FOUNDATIONS

WHAT'S NEW AT
ELEWANA COLLECTION

HELLO

One journey of growth. One passion for perfection.

Dear valued owners and partners,

Amidst challenging economic conditions in many of our key markets, the second quarter of the year saw a 21% increase in our net profit year-on-year.

As we continue to drive our portfolio of brands, we are proud to announce the opening of Anantara Guiyang Resort in China's southwest, further cementing our footprint in this key market.

We are equally pleased to welcome several new additions to our pipeline. Metro Suites, a 370-key property in Auckland, will be rebranded as AVANI Metropolis Residences and mark AVANI's entry into New Zealand, the 150-key AVANI Bel Ombre Mauritius Resort & Spa will open in 2021 as AVANI's first property in Mauritius, and three strategic investment projects in Phuket will strengthen our residential and mixed-use pipeline in Thailand.

In Portugal and Brazil, the completion of a series of major refurbishments has breathed new life to some of our key assets, including Tivoli Avenida Liberdade Lisboa Hotel and Tivoli Carvoeiro Algarve Resort.

In support of all of this growth, we continue building on our strategic enablers: find out how we will further nurture guest loyalty through a new CRM, meet the newest member of our development team and read about some new and exciting updates from Elewana Collection.

I am proud of what we have been able to achieve over the past few months, but none of this would have been possible without your continued support.

Thank you for the privilege of your partnership. If we have not yet had a chance to work together, I would warmly invite you to join us on our journey of growth.



Dillip Rajakarier
Dillip Rajakarier
 CEO, Minor Hotels
 COO, Minor International

A STEADY SECOND QUARTER

Minor Hotels' **net profit** increase in 2Q17 was 21% year-on-year, primarily attributable to the continued strong performance of Oaks and the business turnaround of Anantara Vacation Club (AVC).

RevPar of owned hotels grew by 12% year-on-year in 2Q17. Our portfolio in Thailand saw continued recovery from the national mourning period, and having just concluded their renovations, Tivoli hotels in Brazil and Portugal also reported positive RevPar growth. Bolstered by the high season in 2Q17, our properties in Africa saw double-digit RevPar growth, and in the Maldives growth resulted from improved occupancy due to targeted marketing initiatives.

The outlook for the rest of the year remains positive. Thailand is expected to continue to rebound strongly throughout the rest of the year. Completed property improvements, coupled with Portugal's high season in 3Q17, should drive both occupancy and ADR growth in many Tivoli properties in Brazil and Portugal. Residential sales and AVC are also expected to contribute strongly to our results through the remainder of the year.



*As of 1 August 2017



ANANTARA: New luxury in China's Forest City

The recently-opened Anantara Guiyang Resort brings international luxury to China's southwest and strengthens Anantara's brand presence in this important market.

Located 30 minutes from the city and 15 minutes from the international airport, **Anantara Guiyang Resort** is the first luxury international resort in Guiyang and Anantara's third property in China.

All of its 218 rooms, suites and one and three-bedroom pool villas welcome guests in warm, understated elegance, each featuring oriental design accents and indigenous touches.

From games of majiang in private rooms and tea-inspired therapies at Anantara Spa to timeless regional delights in the property's specialty restaurant, Anantara Guiyang Resort brings Chinese heritage to life.



AN EXPLORER'S PARADISE

Renowned for its pleasant climate, clean air and breathtaking scenery, Guiyang is an explorer's paradise. The region's hot springs, lakes and waterfalls, karst caves, valleys and endless forest provide a natural treasure trove. Ethnic minorities reveal colourful folkloric customs, whilst ancient sites and relics reveal the history of China's iconic dynasties.



AVANI HOTELS & RESORTS: Expanding our fastest-growing brand

AVANI Hotels & Resorts' growth story continues with two recent signings in New Zealand and Mauritius.

AVANI METROPOLIS RESIDENCES

In a deal worth over NZD 11 million, Metro Suites – a luxury 370-key property occupying a prime central position in Auckland – will be rebranded in the fourth quarter of 2017 as AVANI Metropolis Residences, signaling the brand's debut in New Zealand.

Following a major refurbishment, the property will offer modern one- and two-bedroom apartments with spacious living and dining areas and impressive views of the harbour. The property is within walking distance to Auckland's vibrant waterfront district, and some of the city's most exciting dining and entertainment destinations.

This acquisition allows us to expand our foothold within the Asia Pacific region and introduce the AVANI Hotels & Resorts brand in the strong Auckland market.



AVANI BEL OMBRE MAURITIUS RESORT & SPA

Developed by KPMM (Mauritius) along a stretch of the island's unspoilt south coast, AVANI Bel Ombre Mauritius Resort & Spa will offer 150 guest rooms and suites, as well as twelve, offer for purchase, residential four-bedroom pool villas.

Known as Savanne, this beautiful area features rugged cliffs, sandy coves, sugarcane plantations and traditional fishing villages.

As the AVANI Hotels & Resorts brand expands its footprint, AVANI Bel Ombre Mauritius Resort & Spa will bolster our resort portfolio in one of the most sought-after beach destinations in the world. The property is set to open in 2021.



RE-ENERGISING BUSINESS AND CELEBRATIONS

From stunning ocean views in Sri Lanka to innovative concepts in Thailand, our impressive collection of venues offer more than just meetings and events.

A UNIQUE SETTING IN SRI LANKA

Anantara Kalutara Resort's luxurious new 630 square metre ballroom offers a unique setting for business events and celebrations.

The purpose-built two storey building can be divided into two equal soundproof spaces. Both are pillar-free and with natural light, and offer stunning views over the Indian Ocean as well as indoor and outdoor pre-function spaces overlooking the Kalu River. It is perfect for a reception of up to 400 guests, or banquets, gala dinners and meetings in classroom and theatre style for up to 350.

An hour south of the capital Colombo, Anantara Kalutara Resort is a tranquil gateway to Sri Lanka's colonial charms and sacred heritage, including the Dutch fort UNESCO World Heritage Site of Galle.



REVITALISING EVENTS IN THAILAND

Elevated on the 10th floor, **AVANI Riverside Bangkok Hotel's** innovative function space covers 4,500 square metres of cutting-edge facilities with natural light and a spectacular Chao Phraya River backdrop, including a grand ballroom, seven high-tech meeting rooms and an adjoining outdoor terrace.



AVANI Atrium Bangkok Hotel offers a variety of spaces to suit every type of occasion, ranging from a ballroom to casual training rooms, workshop spaces and boardrooms. Benihana, an 'eatertainment' Teppanyaki experience, makes for a great dining venue after the business of the day.



At **AVANI Pattaya Resort & Spa**, six venues combine flexibility with state-of-the-art audio-visual facilities. In the grounds of the property, an outdoor Sala surrounded by coconut palms and lotus ponds provides a picturesque setting for up to 300 guests.



With a 538 square metre ballroom, 11 meeting rooms and a multi-purpose 1,703 square metre Convention Centre, **AVANI Khon Kaen Hotel & Convention Centre** is the premier destination in northeast Thailand for meetings, conferences and weddings.



TIVOLI HOTELS & RESORTS: Heritage, transformed

A series of major refurbishments has transformed our properties in Portugal and Brazil. It maximises the value of our key assets, and underscores the importance of the Tivoli Hotels & Resorts brand in Minor Hotels' growth plans.

A NEW LEVEL OF EXCELLENCE IN PORTUGAL

After a EUR 15 million refurbishment, **Tivoli Avenida Liberdade Lisboa Hotel** unveiled an extensively-renovated Lobby, five floors of remodeled rooms and suites, a new Executive Lounge and the first Tivoli Spa in Lisbon. The property's refreshed dining experience includes a new restaurant, Cervejaria Liberdade, and a new look for the iconic Terraço Restaurant and the Sky Bar.



The fully-renovated Purobeach Vilamoura at **Tivoli Marina Vilamoura Algarve Resort** boasts two distinctive, exclusive spaces – the Poolside in the property's lush gardens and the Beachfront on the seaside.



Tivoli Carvoeiro Algarve Resort has recently reopened after a comprehensive five-month refurbishment. The property now features 248 remodeled rooms and suites – including a new Family Room category, a new clifftop pool bar and Tivoli Spa Carvoeiro. Four new restaurants – including the long-awaited Sky Bar Carvoeiro – promise a world of exciting flavours.



Combining the timeless indigenous traditions of Asia and Europe, the newly-opened Anantara Seteais Spa and Wellness Centre at **Tivoli Palácio de Seteais Sintra Hotel** offers pampering rituals in three luxurious treatment rooms.



OPTIMISING OUR FOOTPRINT IN BRAZIL

Seen – **Tivoli Moffarej São Paulo Hotel**'s newest dining destination – features Chef William Ribeiro's award-winning menu, a 360° central bar and stunning views over the city.



Tivoli Ecoresort Praia do Forte Bahia is set in 30,000 hectares of tropical rainforest and boasts 12 kilometres of golden beachfront. At the heart of the property is a new, sea-facing swimming complex.



STRENGTHENING OUR PIPELINE IN PHUKET

With a total value of over THB 9 billion, three new projects in Phuket, Thailand will strengthen our pipeline of residential and mixed-use developments and pave the way for further earnings upside.

Avadina Hills by Anantara, developed through a joint venture partnership with Kajima Overseas Asia, will consist of 16 luxury villas with a total sale value of approximately THB 6 billion. The first phase, comprising 11 villas, is expected to be completed in sub-phase starting in 2018, and the second phase of the remaining five is expected to be ready from 2020.



97 **Anantara Vacation Club** luxury apartments and pool villas will also be developed adjacent to the existing Anantara Vacation Club Mai Khao Phuket. With an estimated real estate value of THB 3 billion, the units are expected to be completed in 2018.

Concurrently, a three-story mixed-use building is being planned as an expansion to the **Turtle Village** shopping complex. The building will comprise retail space and office space, and is scheduled to open in 2019.

MINOR HOTELS:


Reinforcing our growth foundations

At Minor Hotels, working with partners who can help make our vision of innovative hospitality a reality and bolstering our business development capabilities are just some of the ways we are building on our growth enablers.

DRIVING GUEST LOYALTY WITH CENDYN

Minor Hotels has partnered with Cendyn, a CRM leader in the hospitality industry, to drive guest loyalty across all of our brands and properties.

Cendyn's guest intelligence solution utilises data collected from multiple sources to provide a true, single profile of each guest, regardless of how they booked. This will give us a clear understanding of the history and preferences of each guest, and help us to deliver the right communication, to the right guest, at the right time.

 **CENDYN** As we grow our business, investing in customer platforms in a manner that augments our existing DISCOVERY loyalty programme will enable us to continue driving loyalty through service delivery, analytics and timely communication.



MEET:

Eddy Tiftik Group Director, Development

We are pleased to welcome Eddy Tiftik to the Minor Hotels family as Group Director, Development.

Eddy brought with him over a decade of global experience in hospitality management and business development, including in Turkey and China. Prior to joining us, Eddy was Vice General Manager, Project and Business Development for Wanda Hotels & Resorts.

Eddy is based at Minor Hotels' headquarters in Bangkok.

WHAT'S NEW AT ELEWANA COLLECTION?

We catch up with **James Haigh, Director of Sales & Marketing** on what's new at Elewana Collection.



Tell us about some of the new and upcoming developments at Elewana Collection.

It's been just over a year since we opened **Loisaba Tented Camp** and re-launched **Loisaba Star Beds** in Kenya, and already they're gaining recognition around the world. Earlier this year, the Tatler Travel Guide 2017 named Loisaba Tented Camp one of the Best 101 Hotels in the World.

In Tanzania, the tranquil **Arusha Coffee Lodge** is the perfect beginning and end to any African safari, and the newly-refurbished Peaberries Spa pampers guests with a range of coffee-inspired therapies.

Looking into the near future, we're excited about the upcoming opening of Little Sand River – six intimate, exclusive tents located just off the main camp at **Sand River Masai Mara** in Kenya.

What are some of the things that differentiate Elewana Collection from other safari brands?

From the world-renowned Masai Mara Game Reserve in Kenya to the mighty Serengeti National Park in Tanzania to the white sands of Zanzibar, we're proud to offer an unrivalled range of accommodations in so many of East Africa's iconic destinations.

Our innovative **SkySafari by Elewana** itineraries offer a unique blend of luxury stay and incomparable game viewing opportunities via scenic flights in an executive-class aircraft – allowing guests to experience Tanzania and Kenya in style and comfort.

How does Elewana Collection bring the brand's tagline – in harmony with Africa – to life?

At Elewana Collection, we truly believe that all of the above can only be delivered within a well-managed wildlife preservation and community development framework.

Our Trust, **Land and Life Foundation**, works with school children living in or near conservation areas of East Africa via its Wildlife Warrior Programmes and supports projects which mitigate human-elephant conflicts.

In Tanzania, the Shanga workshop at Arusha Coffee Lodge provides training and employment for local handicapped artisans. Guests at the property love the experience that we're able to offer in Shanga, and take away a better understanding of the challenges and opportunities for people with disabilities in Africa.

Finally just north of Mount Kenya, we partner with The Nature Conservancy, Northern Rangelands Trust and Space for Giants as they work to conserve some of the most valuable wildlife areas in the region.



IN THE NEWS

See what some of the world's leading publications have to say about us in the past few months.



"Anantara Golden Triangle in northern Thailand is one of the only places where you can ethically interact with the country's elephants."
BloombergPursuits, July 2017

"Anantara Peace Haven Tangalle Resort ... sits on an epic stretch of southern coast."
"Take in the sunsets of Oman's Green Mountain from your private pool at Anantara Al Jabal Al Akhdar Resort."
Condé Nast Traveler Hot List, May 2017



"Al Baleed Resort Salah by Anantara: ... this beachfront spot along Oman's most verdant coast feels like a true gateway."
"Anantara Al Jabal Al Akhdar Resort: Star-gazing is quite literally out of this world at this resort perched 2,000m above sea level."
Condé Nast Traveler Middle East Hot List, June 2017



"Explore ancient Cambodia with the newly-renovated all-suite Anantara Angkor Resort"
Robb Report Arabia, May 2017



"[Anantara Peace Haven Tangalle Resort is] its own little village – including a standalone cooking school and a vast spa – on a private bay, right near town."
Travel + Leisure Southeast Asia, May 2017



"We visit the newly refurbished Tivoli Avenida Liberdade [Lisboa] Hotel, where the old charm of the city gives it an extra dose of luxury and light."
Condé Nast Traveler Spain, July-August 2017



"Anantara The Palm Dubai Resort is a distinct blend of serenity and splendour."
Harper's BAZAAR Bride India, February 2017



"A refreshing room product, modern aesthetic and sheer range of facilities when combined with the nearby Anantara make [AVANI Riverside Bangkok Hotel] a great place to stay."
Business Traveler USA, May 2017

INDUSTRY RECOGNITIONS

From the innovative design of our properties to our unique F&B and wellness offering, we take pride in the accolades we have received from some of the world's top travel awards. They reflect the strength and enduring appeal of Minor Hotels and its brands in the world's most competitive markets.

Anantara Al Jabal Al Akhdar Resort and Anantara Peace Haven Tangalle Resort
Condé Nast Traveler US: Hot List 2017
Jetsetter: 30 Trips to Take in Your 30s

Anantara Kihavah Maldives Villas
Condé Nast Traveler Spain: Best International Resort

Anantara Golden Triangle Elephant Camp & Resort
Travel + Leisure: The 10 Best Resort Hotels in Southeast Asia

Anantara Lawana Koh Samui Resort
Tourism Authority of Thailand's 2017 People's Choice Awards Thailand



Anantara Al Jabal Al Akhdar Resort
Travel + Leisure: 50 Best Places to Travel in 2017



Arusha Coffee Lodge
AFAR: 8 Hotels for Coffee Lovers

Four Minor Hotels properties in Condé Nast Traveller China's Best Global Hotels
Anantara Hua Hin Resort | Anantara Golden Triangle Elephant Camp & Resort | Anantara Mui Ne Resort | Qasr Al Sarab Desert Resort by Anantara

Anantara Vilamoura Algarve Resort
Condé Nast Traveler Spain: Hot List 2017



Anantara Siam Bangkok Hotel
BloombergPursuits: The Best Late-Night Room Service Around the World



Qasr Al Sarab Desert Resort by Anantara
CNN Travel: The World's Best Desert Hotels



Tivoli Carvoeiro Algarve Resort

OUR GLOBAL FOOTPRINT

AUSTRALIA

iSTAY PRECINCT
 iSTAY RIVER CITY
 OAKS 212 MARGARET
 OAKS ASPIRE APARTMENTS
 OAKS AURORA
 OAKS BROOME
 OAKS CABLE BEACH SANCTUARY
 OAKS CALYPSO PLAZA
 OAKS CARLYLE
 OAKS CASINO TOWERS
 OAKS CHARLOTTE TOWERS
 OAKS CYPRESS LAKES RESORT
 OAKS ELAN DARWIN
 OAKS EMBASSY
 OAKS FELIX
 OAKS FESTIVAL TOWERS
 OAKS GATEWAY ON PALMER
 OAKS GOLDSBROUGH APARTMENTS
 OAKS GRAND APARTMENT
 OAKS GRAND GLADSTONE
 OAKS HARMONY SYDNEY
 OAKS HORIZONS
 OAKS HYDE PARK PLAZA
 OAKS LAGOONS
 OAKS LEXICON APARTMENTS
 OAKS LIBERTY TOWERS
 OAKS LURE
 OAKS MEWS
 OAKS MIDDLEMOUNT
 OAKS MON KOMO
 OAKS M ON PALMER
 OAKS MORANBAH
 OAKS OASIS RESORT
 OAKS ON CASTLEREAGH
 OAKS ON COLLINS
 OAKS ON LONSDALE
 OAKS ON MARKET
 OAKS ON WILLIAM
 OAKS PACIFIC BLUE RESORT
 OAKS PLAZA PIER
 OAKS RIVERMARQUE
 OAKS SEAFORTH RESORT
 OAKS SOUTH YARRA
 OAKS SOUTHBANK
 OAKS TRAFALGAR SYDNEY
 OAKS WATERFRONT RESORT
 OAKS WOOLLOONGABBA
 THE MILTON BRISBANE
 WRAP ON SOUTHBANK

BOTSWANA

AVANI GABORONE HOTEL & CASINO

BRAZIL

TIVOLI ECORESORT PRAIA DO FORTE BAHIA
 TIVOLI SÃO PAULO MOFARREJ HOTEL

CAMBODIA

ANANTARA ANGKOR RESORT

CHINA

ANANTARA GUIYANG RESORT
 ANANTARA SANYA RESORT
 ANANTARA XISHUANGBANNA RESORT

INDIA

OAKS BODHGAYA

INDONESIA

ANANTARA SEMINYAK BALI RESORT
 ANANTARA ULUWATU BALI RESORT

KENYA

AFROCHIC DJANI BEACH
 ELEPHANT PEPPER CAMP MASAI MARA
 ELSA'S KOPIE MERU
 JOY'S CAMP SHABA
 KITICH CAMP MATHEWS FOREST
 LEWA SAFARI CAMP
 LOISABA TENTED CAMP
 LOISABA STAR BEDS
 SAND RIVER MASAI MARA
 TORTILIS CAMP AMBOSELI

LESOTHO

AVANI LESOTHO HOTEL & CASINO
 AVANI MASERU HOTEL

MALAYSIA

AVANI SEPANG GOLDCOAST RESORT

MALDIVES

ANANTARA DHIGU MALDIVES RESORT
 ANANTARA KIHAVAH MALDIVES VILLAS
 ANANTARA VELI MALDIVES RESORT
 NALADHU PRIVATE ISLAND MALDIVES
 NIYAMA PRIVATE ISLANDS MALDIVES

MOZAMBIQUE

ANANTARA BAZARUTO ISLAND RESORT
 ANANTARA MEDJUMBE ISLAND RESORT
 AVANI PEMBA BEACH HOTEL & SPA

MATEMO ISLAND RESORT
 RADISSON BLU HOTEL & RESIDENCE MAPUTO

NAMIBIA

AVANI WINDHOEK HOTEL & CASINO

NEW ZEALAND

AUCKLAND HARBOUR OAKS
 METRO SUITES
 OAKS CLUB RESORT
 OAKS SHORES

OMAN

AL BALEED RESORT SALALAH BY ANANTARA
 ANANTARA AL JABAL AL AKHDAR RESORT

PORTUGAL

ANANTARA VILAMOURA ALGARVE RESORT
 AVANI AVENIDA LIBERDADE LISBON HOTEL
 TIVOLI CARVOEIRO ALGARVE RESORT
 TIVOLI COIMBRA HOTEL
 TIVOLI LAGOS ALGARVE RESORT
 TIVOLI AVENIDA LIBERDADE LISBOA HOTEL
 TIVOLI MARINA VILAMOURA ALGARVE RESORT
 TIVOLI MARINA PORTIMÃO ALGARVE RESORT
 TIVOLI ORIENTE LISBOA HOTEL
 TIVOLI PALÁCIO DE SETEAIS SINTRA HOTEL
 TIVOLI SINTRA HOTEL
 THE RESIDENCES AT VICTORIA CLUB DE GOLFE

QATAR

BANANA ISLAND RESORT DOHA BY ANANTARA
 SOUQ WAQIF BOUTIQUE HOTELS

SEYCHELLES

AVANI SEYCHELLES BARBARONS RESORT & SPA

SRI LANKA

ANANTARA KALUTARA RESORT
 ANANTARA PEACE HAVEN TANGALLE RESORT
 AVANI BENTOTA RESORT & SPA
 AVANI KALUTARA RESORT
 CLUB HOTEL DOLPHIN
 HOTEL SIGIRIYA

TANZANIA

ARUSHA COFFEE LODGE
 KILINDI ZANZIBAR
 SERENGETI MIGRATION CAMP
 SERENGETI PIONEER CAMP

TARANGIRE TREETOPS
 THE MANOR AT NGORONGORO

THAILAND

ANANTARA BAAN RAJPRASONG BANGKOK SERVICED SUITES
 ANANTARA BOPHUT KOH SAMUI RESORT
 ANANTARA CHIANG MAI RESORT
 ANANTARA GOLDEN TRIANGLE ELEPHANT CAMP & RESORT
 ANANTARA HUA HIN RESORT
 ANANTARA LAWANA KOH SAMUI RESORT
 ANANTARA LAYAN PHUKET RESORT
 ANANTARA MAI KHAO PHUKET VILLAS
 ANANTARA RASANANDA KOH PHANGAN VILLAS
 ANANTARA RIVERSIDE BANGKOK RESORT
 ANANTARA SATHORN BANGKOK HOTEL
 ANANTARA SIAM BANGKOK HOTEL
 ANANTARA SI KAO RESORT
 AVANI ATRIUM BANGKOK
 AVANI KHON KAEN HOTEL & CONVENTION CENTRE
 AVANI PATTAYA RESORT & SPA
 AVANI RIVERSIDE BANGKOK HOTEL
 ELEMENTS BOUTIQUE RESORT & SPA
 FOUR SEASONS RESORT CHIANG MAI
 FOUR SEASONS RESORT KOH SAMUI
 FOUR SEASONS TENTED CAMP GOLDEN TRIANGLE
 JW MARRIOTT PHUKET RESORT & SPA
 OAKS BANGKOK SATHORN
 THE ST. REGIS BANGKOK

UNITED ARAB EMIRATES

ANANTARA SIR BANI YAS ISLAND RESORTS AL SAHEL
 ANANTARA SIR BANI YAS ISLAND RESORTS AL YAMM
 ANANTARA THE PALM DUBAI RESORT
 AVANI DEIRA DUBAI HOTEL
 DESERT ISLANDS RESORT & SPA BY ANANTARA
 EASTERN MANGROVES HOTEL & SPA BY ANANTARA
 OAKS LIWA EXECUTIVE SUITES
 OAKS LIWA HEIGHTS
 QASR AL SARAB DESERT RESORT BY ANANTARA

VIETNAM

ANANTARA HOI AN RESORT
 ANANTARA MUI NE RESORT
 AVANI HAI PHONG HARBOUR VIEW
 AVANI QUY NHON RESORT & SPA

ZAMBIA

AVANI VICTORIA FALLS RESORT
 ROYAL LIVINGSTONE VICTORIA FALLS ZAMBIA HOTEL
 BY ANANTARA