

trevi | luxury hospitality group inc.

LUXURY HOTEL MANAGEMENT

An approach as distinctive as the World's best hotels.



The Lanesborough - London

## From Concept to Management

The World's most noted hotels and resorts are each defined by their own unique characteristics – a combination of setting, architecture, local flavor, and most importantly, excellent personal service and creative amenities. The delicate balance of these factors provides each destination with an inimitable reputation that makes its name forever synonymous with an exceptional travel experience.

Trevi Luxury Hospitality Group is an organization dedicated to creating hotels and resorts of such renown. Having assembled a team of the industry's most noted and experienced luxury hotel executives; Trevi offers an unparalleled capacity for developing, planning, operating, managing and marketing the finest independent hotels and resorts worldwide.

Trevi Luxury Hospitality Group is the vision of respected international hotelier Atef Mankarios, who serves as CEO. The members of the Trevi executive team are renowned luxury hoteliers with wide ranging expertise and established track records.

*“The key thing that a hotel must do is to create a unique personal experience for each guest.”*

*Atef Mankarios*

Headquartered in Dallas, Texas, Trevi provides comprehensive services to select independent luxury hotels and resorts around the world.

## Our Mission

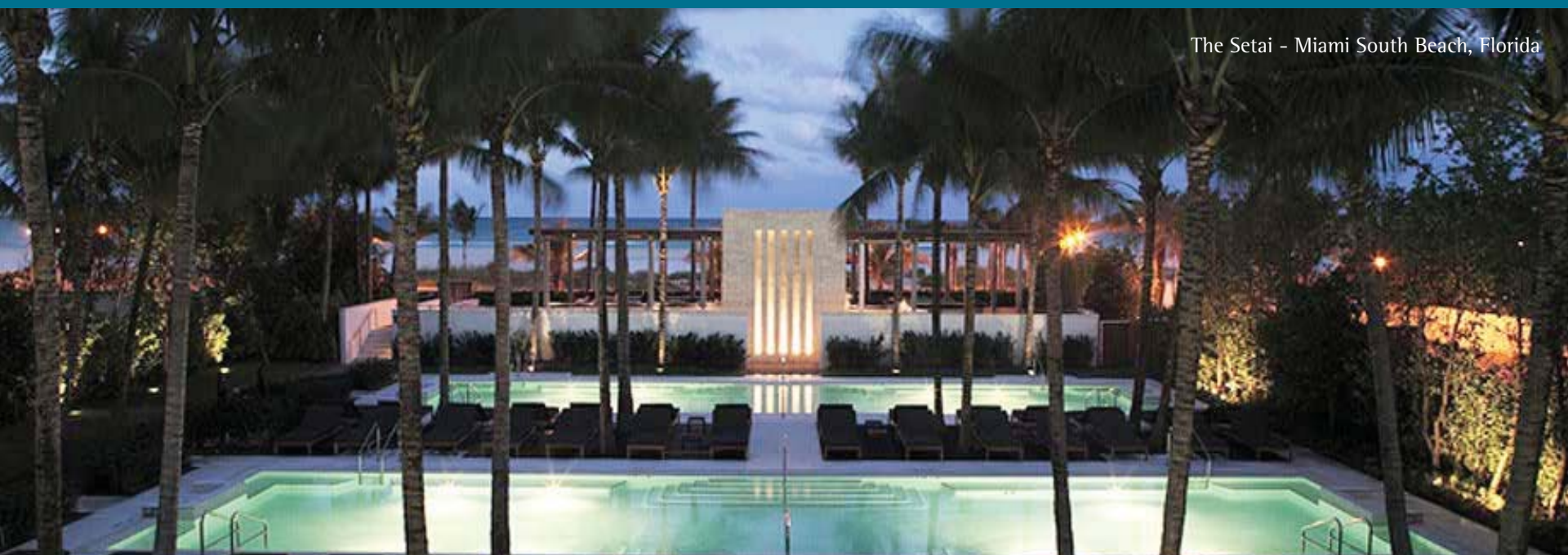
- To provide creative and highly specialized concepts, styles and ongoing management services for select luxury hotels and resorts.
- To enable both organizations and hotels to achieve their ultimate potential, both qualitatively and financially.
- To consistently redefine the prevailing concepts of personal experience, personalized service, residential hospitality, elegance and sophistication.
- To ensure that a hotel or resort must embody and convey a unique character, which encompasses ambiance, architecture, environment and most importantly, inspired service, enduring styles and creative amenities.

## Our Guiding Philosophy

- Is that excellence is not an aspiration but an ongoing commitment.
- That to achieve and sustain excellence is a practice, not a belief.
- That no aspect of the hospitality experience is ever trivial or inconsequential.
- That strong cooperation between owners and management company is essential to achieving success.

Trevi Luxury Hospitality Group represents a critical competitive advantage as well as a value creator for developers, investors, and owners in the luxury hospitality industry.

The Setai - Miami South Beach, Florida



## Executive Team

### Atef Mankarios – CEO

Atef Mankarios is considered one of the most renowned and respected professionals in the luxury hospitality industry. He is responsible for creating and positioning some of the most esteemed, acclaimed and profitable luxury management companies in the hospitality industry, as well as for developing a preeminent portfolio of iconic international luxury properties.

In January of 2004, Mr. Mankarios stepped down as President and Chief Executive Officer of St. Regis Hotels & Resorts and formed The Mankarios Partnership. The Mankarios Partnership provides highly specialized advisory, consulting and asset management services for the luxury hospitality industry. Mankarios Partnership oversaw more than \$2 billion of hotel assets.

### Scott Blair – Financial & Controller

In building his career Mr. Blair most recently served with St Regis Hotels and Resorts as VP of Finance where he was responsible for the financial reporting and controls for ten St Regis Hotels worldwide, the division office and brand sales and marketing. He also supported the brand development efforts through review of financial projections including staffing, operations, and market penetration. He utilizes the experience gained to work hand-in-hand with owners to ensure sound forecasting, financial reporting and controls, leading to maximum returns.

### Ian Barbour – Operations

Mr. Barbour is the former regional vice president and managing director for Rosewood Hotels & Resorts. Mr. Barbour holds more than twenty-five years of International General Management experience in first class hotels, with excellent financial and market share results, combined with considerable experience in planning, pre-opening and restoring hotels. Mr. Barbour's hotel achievements include Mandarin Oriental Hotel Group in Canada, Four Seasons of Canada and Ramada Inns.

### Michael A.G. Matthews – Marketing & Development

Mr. Matthews has a distinguished track record in the industry with 40 years of international hotel experience. In his role as vice president of marketing for St. Regis Hotels & Resorts, he was responsible for the marketing efforts to position the company as the premiere global hotel company for five star hotels and resorts. During his tenure in this position the St. Regis brand recognition rose to 77% equal to its major competitor, Four Seasons. Mr. Matthews has held key marketing positions in Foresthills Hotels & Resorts, Rosewood Hotels & Resorts, Inc., The Ritz-Carlton and was an original member of Regent International Hotels.

*The Trevi Luxury Hospitality Group:  
Our combined experience in developing  
and operating distinctive and memorable  
hotels around the world is a proven  
formula for success.*

### Andy Anderson – Sales & Marketing

Mr. Anderson is a seasoned professional, having led sales and marketing efforts for Destination Hotels & Resorts, St. Regis Hotels, Foresthills Hotels, and Rosewood Hotels & Resorts, Inc.

Mr. Anderson's career has seen him responsible for the sales and marketing for individual hotels in tandem with corporate programs. This includes the coordination of marketing, public relations, national sales and direct sales efforts for the company. In addition he was responsible for the overall due diligence and transition of new properties into the collection.

## A Strong Record of Value Creation

Trevi Luxury Hospitality Group is a full service company specializing in the management of unique luxury hotels. Trevi is named after the historic Roman fountain created by Nicola Salvi in 1629 representing one of the highest achievements in public art and highlighting creativity, quality, timelessness and enduring elegance. The Trevi team has a solid history of creating value for owners of exceptional hotels world wide. The cumulative experiences from these engagements have positioned the Trevi team to be the Management partner of choice in the luxury market.

Our executive management experience includes:

- Abha Palace – Abha, Saudi Arabia
- The Bristol – Panama City, Panama
- Caneel Bay – St. John, U.S. Virgin Islands
- The Dharmawangsa and Klub Bimasena – Jakarta, Indonesia
- Hotel Al Khozama – Riyadh, Saudi Arabia
- Hotel Al Faisaliah – Riyadh, Saudi Arabia
- Hotel Bel Air – Bel-Air, California
- Hotel Crescent Court, Club and Spa – Dallas, Texas
- Hotel Hana Maui – Maui, Hawaii
- The Lanesborough – London, England
- La Samanna – St. Martin, French West Indies
- Las Ventanas Al Paraiso – Cabo San Lucas, B.C.S. Mexico
- Le Port Palace – Monte Carlo, Monaco
- Little Dix Bay – Virgin Gorda, British Virgin Islands
- The Mansion on Turtle Creek – Dallas, Texas
- Palazzo Arzaga, Brescia, Italy
- The Remington on Post Oak Park – Houston, Texas
- The Setai Hotel – Miami Beach, Florida
- St. Regis Hotels & Resorts (14)
- San Ysidro Ranch – Santa Barbara, California
- Kona Village – Hawaii



Las Ventanas al Paraiso, Cabo San Lucas, Mexico

## *A passion for excellence . . .*

Trevi's passion for excellence in the hospitality industry is evidenced by our group's impressive combined career experiences stewarding the conceptual and physical development of some of the world's most extraordinary hotels and resorts.

Members of our team are responsible for the creation of London's ultra-exclusive Lanesborough, known as the world's first six-star hotel property, and Las Ventanas in Cabo San Lucas among others.

Numerous awards have been bestowed on hotels created and managed by the Trevi team including:

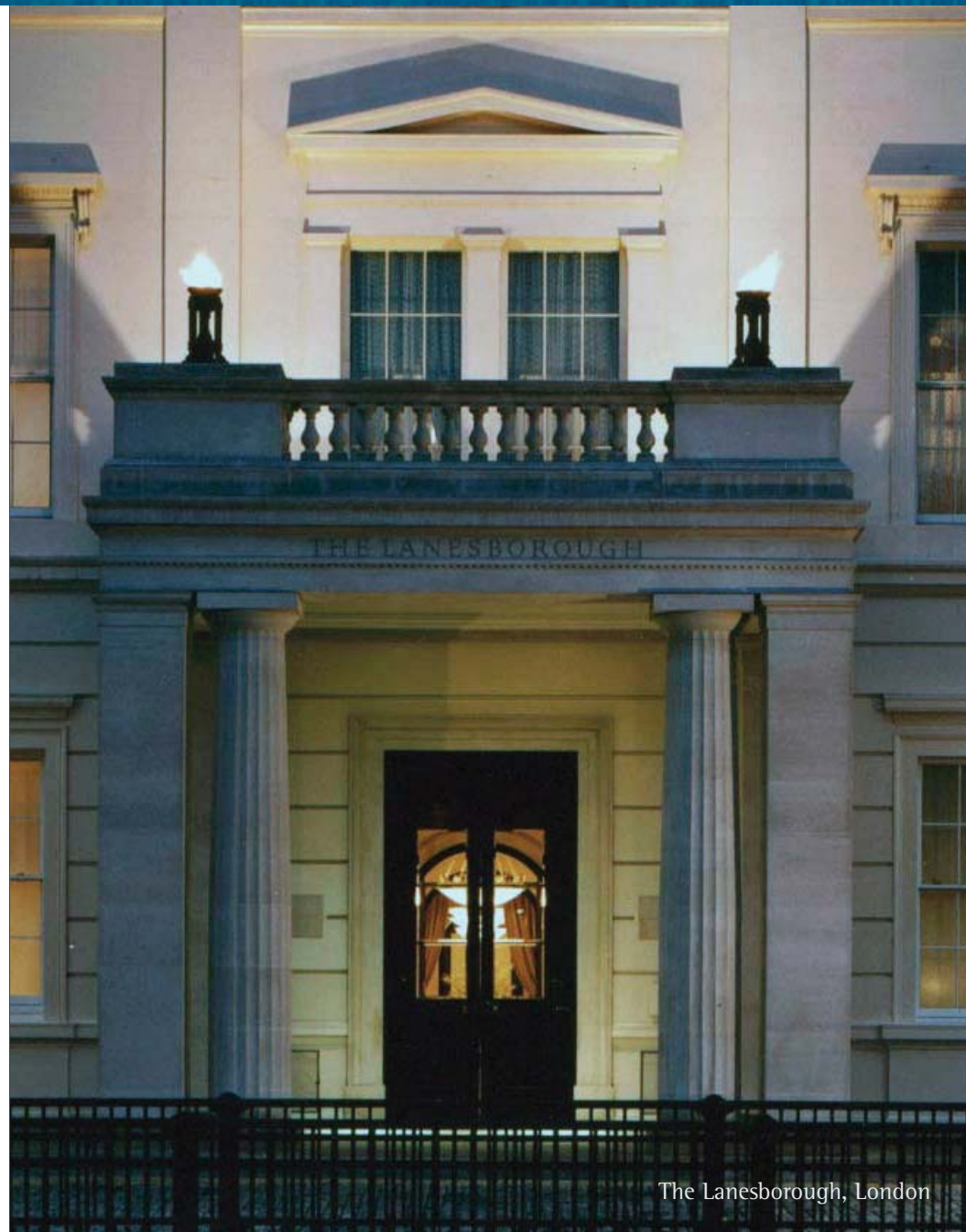
### **Mobil Five-Star Award:**

The Mansion on Turtle Creek, Dallas, Texas  
St. Regis Hotel, New York, New York  
Hotel Bel Air, Los Angeles, California  
San Ysidro Ranch, Santa Barbara, California  
St. Regis San Francisco, California  
St. Regis Monarch Beach California

### **American Automobile Association Five-Diamond Award:**

St. Regis Hotel, Houston, Texas  
Conde Nast Traveler Top 100 Hotels in the World  
Conde Nast Traveler Top 25 Tropical Resorts  
Executive Travel Management Hotel of the Year  
Institutional Investor World's Best Hotels  
International Golden Belle and Adrian Awards  
Lifestyles of the Rich and Famous World's Best Hotels  
Nikkei Trendy  
The Wine Spectator Grand Award  
Zagat Survey of Hotels

However, creating and operating the finest hospitality products in the marketplace, as well as achieving exceptional financial results and maximizing asset value means more to us than any award or honoraria. What is more important to us is delivering an incomparable guest experience and optimal financial results.



The Lanesborough, London

## Current Project

# THE SETAI

MIAMI BEACH

Trevi Luxury Hospitality Group proudly announces its recent appointment as the management company of The Setai Hotel in Miami Beach, Florida.

The Setai is an intimate, serene oceanfront resort in the heart of South Beach. Its design vision artfully combines the rich architectural history of the neighborhood and its cultural diversity with the International Art Deco movement, particularly its influence in Asia.

The Art Deco landmark building was originally built between 1936 – 1938 as the famed Dempsey Vanderbilt Hotel. Next to it is our 40-story glass tower that surpasses all around it in elevation, views and design.

U.S. News rating The Setai as the “#1 hotel in Miami Beach” and The Spa being voted the “Best for Romance by SpaFinder Readers’ Choice Awards” were just a few among the other awards received.

Conde Nast Traveler acknowledged The Setai on “The Gold List” in both US and UK, “Readers’ Choice Awards Best in the World”, as well as the “Top 50 Hotel Spas in the US”. Travel & Leisure, The World’s Best List #9 Large City Hotel in US/Canada”, along with the Conde Nast Johansens Awards for the “Most Excellent Hotel in the USA & Canada”. [www.thesetaihotel.com](http://www.thesetaihotel.com)



The Setai – Miami South Beach, Florida



San Ysidro Ranch - Santa Barbara, California

*Trevi Luxury Hospitality Group represents a critical competitive advantage for developers, investors, and owners.*

Our unique, divergent philosophy creates memorable stays for our guests and outstanding returns for our Owners.

Our advantages:

- Proven track record of world class experienced team specialized in creating and managing exclusive luxury hotels
- Demonstrated ability to create unique innovative product
- Owners and investors are an integral part of the creative and management process
- Hotels maintain their own identity, creating value in the asset itself rather than in the management company
- Fair, transparent and uncomplicated fee structure
- Collaborative corporate culture built on mutual cooperation between ownership and management



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**Corporate Office:**

Trevi Luxury Hospitality Group Inc.  
2708 Fairmount Street, Suite 101  
Dallas, Texas 75201

Tel: 214-220-9175

Fax: 214-220-9151

**General Information:**

[atef@trevilhg.com](mailto:atef@trevilhg.com)

**Financial & Controller:**

[scott@trevilhg.com](mailto:scott@trevilhg.com)

**Marketing & Development:**

[michael@trevilhg.com](mailto:michael@trevilhg.com)



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