



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 properties 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 inspiration 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.
- 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.



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.

Kenyon Price – Training & Staff Development

Most recently Kenyon Price was Vice President Operations for St. Regis Hotels & Resorts where he was responsible for the development and implementation of operation standards and hospitality programs for the brand. Previously, Mr. Price was the Corporate Director of Training for both Foresthills Hotels & Resorts and Rosewood Hotels & Resorts, Inc., where he managed all training efforts for five-star hotels on a worldwide basis. Mr. Price also spent several years with Sfuzzi Restaurants, Inc. as the Vice President of Operations and Corporate Director of Training.

Thomas Hendrick – Director of Development

Thomas Hendrick has over 25 years in the hotel development industry. Having been involved with all facets of hotel development, including acquisitions, dispositions, new development, 1031 tax free exchanges, both construction and permanent financings; restructuring loans, joint ventures and management contracts. In total Tom has been involved with more than 100 projects with a value of several billion dollars; within all asset categories (budget, mid-market, upscale and luxury).

A Strong Record of Value Creation

Trevi Luxury Hospitality Group is the management arm used by the Mankarios Partnership. Trevi is named after the famous Roman fountain created by Nicola Salvi in 1629 representing one of the highest achievements in public art representing creativity, quality, timelessness and enduring elegance. The Trevi team has a solid history of creating value for owners within the Rosewood and Starwood systems. The cumulative experiences from these engagements have positioned the Trevi team to be the management partner of choice in the luxury market.

Our executive 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
- 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

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



Kona Village Resort, Hawaii

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 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, surviving the management contract
- Simple, transparent and uncomplicated fee structure
- Flexibility of contract terms

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The Flatiron Hotel - Atlanta, Georgia