

IHPM

INTERNATIONAL HOTEL & PROPERTY MANAGEMENT

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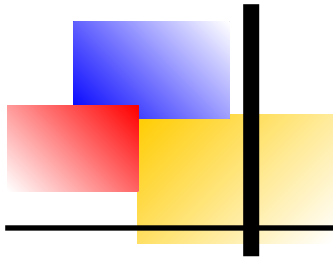
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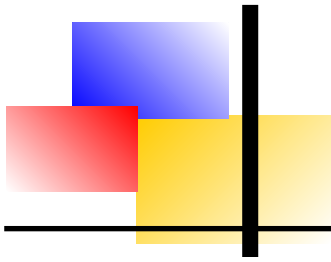
INTERNATIONAL HOTEL & PROPERTY MANAGEMENT

About Us:

International Hotel & Property Management (IHPM) is an Asset Manager , consulting and management firm dedicated to the overall management of hotels and other commercial and residential properties. IHPM is owned and managed by a senior executive with over 40 years of work experience in Africa, United States, the Caribbean and the Middle East managing more than 20 properties including luxury hotels, apartments, and high rise luxury buildings.

Vision:

IHPM's vision is to assist our clients, in reaching their fair share of the market, improve their market penetration, and increase their return on investment.



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Greetings,

In my 40 years of working across 23 properties, I was fortunate enough to travel and work for well known and reputable hotel management companies including: Hilton International, Intercontinental hotels Group and The Radisson International Hotels.

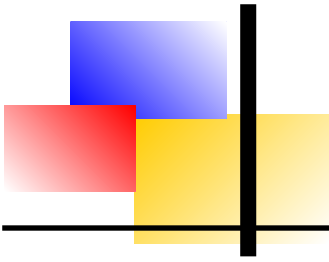
Working for these companies, I benefitted from professional development opportunities which continue to shape my in -depth knowledge of the industry. I began as a junior accountant at the Addis Ababa Hilton in Ethiopia, and through various growth opportunities I was able to join the senior executive and regional teams abroad.

While my strengths and immediate responsibilities in the hotel industry have been primarily in finance and development, I have also acquired hotel management, marketing, and operations skills. Additionally, traveling extensively has provided me with cross-cultural awareness, the ability to learn new languages and communicate across difference. I am indebted to my employers for these opportunities which have strengthened me and have also prepared me for this new endeavor.

Through my leadership and overall guidance, IHPM is ready to provide hotel and property owners with exceptional consulting and management services through an outstanding level of care, passion and commitment to customer service. The following pages highlight the properties where I have served and have gained insight into the hotel industry.

Based on my experience working at these various hotels, I believe my firm is ready and well positioned to meet your needs.

Thank you,
Yohannes Paulos
President & CEO



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East Africa Region: Ethiopia, Madagascar, Sudan

Addis Ababa Hilton 1969-1971

Beginning of hotel management career with the opening of the first international hotel in Ethiopia



Madagascar Hilton 1971-1976

First overseas experience with diverse population; learned French

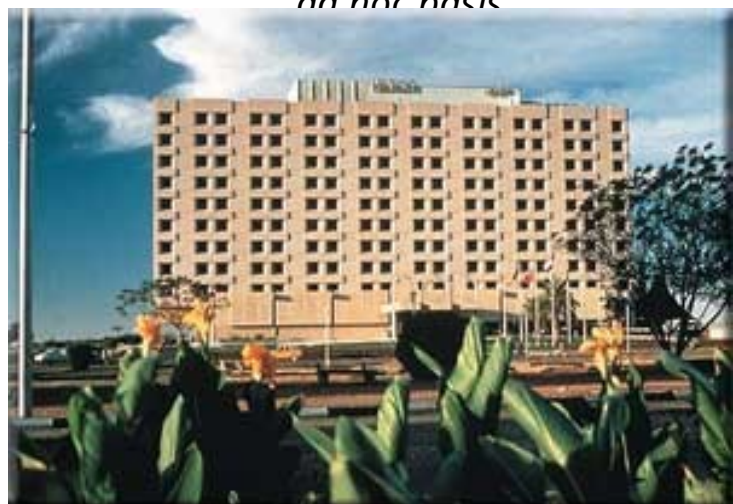
*Oversaw entire hotel financial operations
Served as Financial Controller*

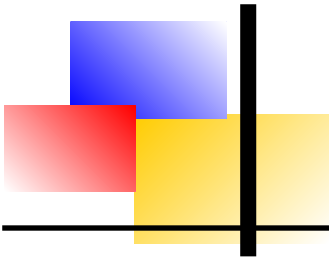
Acted as hotel manager on ad hoc basis

Khartoum Hilton 1979-1980

First experience in opening a major international hotel

Established the foundation for the hotel's financial and control procedures





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West Africa Region: Cote d'Ivoire, Cameroon, Gabon,

Democratic Republic of Congo

Served as Regional Financial Controller based in Abidjan, Cote d'Ivoire

*Oversaw several Intercontinental hotels in **Cote d'Ivoire, Gabon, and***

***Democratic Republic of Congo** including: Hotel Ivoire, Golf Hotel,*

Golf Club, Intercontinental Daoukro, Hotel Yamoussoukro in Cote

d'Ivoire; Okoume Palace Hotel, Leconi-Palace Intercontinental

Franceville, Gabon Conference Center; and Intercontinental Kinshasa.

Responsible for overall financial operations at properties; developed

large scale trend analysis and benchmarking



Hotel Ivoire, Abidjan, Cote d'Ivoire



Abidjan Hilton, Cote d'Ivoire

*Served as Financial Controller for
Hilton Hotels in West Africa*

Abidjan Hilton 1979-1980

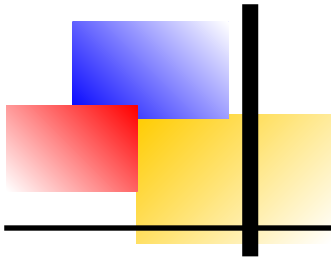
*Established a conversion process
to synchronize the local
accounting system with the
uniform system adopted by the
American Hotel and Motel
Association*

Yaoundé Hilton

*Handled the pre-opening process
through opening of hotel*



Yaoundé Hilton, Cameroon



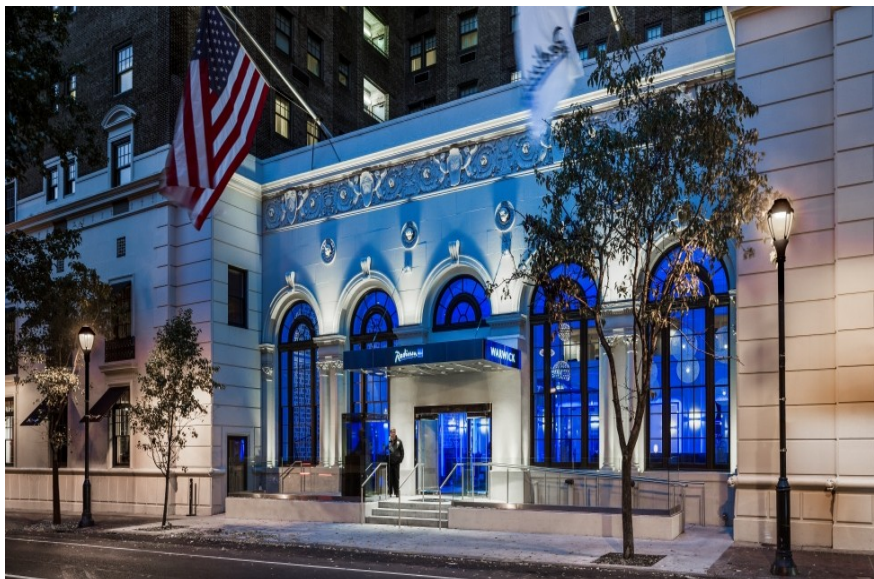
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Americas Region: United States , Trinidad



Trinidad Hilton
1979-1980

*Obtained expertise
in union
negotiations*



Radisson Hotel
2009- present

*13 floor hotel
including 321
rooms with 7
floors of
condominiums*

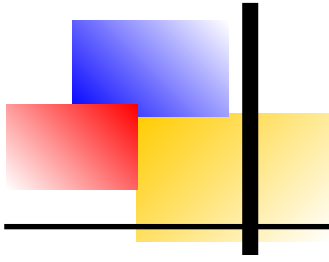
*Worked on the
purchase/sale
agreement up-to
closing*

*Handled a \$20
million renovation
for hotel*

Other U.S hotel properties include:

Vista International Waltham 1989-1992

Crowne Plaza Philadelphia 2007-2009



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Middle East Region: Oman

Served as **Regional Director of Finance** based in Muscat Oman

Oversaw several Intercontinental hotels in **Oman** including:

Intercontinental Al Bustan Palace Hotel, Intercontinental Muscat,

Crowne Plaza Muscat, Crowne Plaza Salalah, and Holiday Inn Muscat,

Responsible for overall financial operations at properties;

Extensive use of SWOT analysis for critical decision-making

Participated in the negotiations of management contracts



**Al Bustan Palace
Hotel, 2000-2006**

*Built as a palace and
converted into a
hotel*



**Crowne Plaza
Salalah 2000-2006**

*Converted from
Holiday Inn to
Crown Plaza
brand*