



DISCOVER
MOTEL *1* ONE

LIKE THE PRICE.
LOVE THE DESIGN.





AFFORDABLE LUXURY

Our guests enjoy finest Egyptian cotton sheets and top of the range box-spring beds, experiencing a truly exceptional environment of designer furniture and recognised brands at a fair price point – our idea of affordable luxury.

HIGH QUALITY MATERIALS

- Box-spring bed
- Egyptian cotton
- Dark granite
- Organic amenities
- Fluffy 600g towels

RENOWNED BRANDS

- Artemide lights
- LG 43" flatscreen TV
- Dornbracht bath fittings
- Hansgrohe raindance shower
- Freifrau relax chair
- B&B Italia desk



BOOKS IN
FRANKFURT-RÖMER



UPCYCLING IN
AMSTERDAM-WATERLOOPLEIN



NEWSPAPER HOUSE
IN HANOVER

NEIGHBOURHOOD

We like each hotel to be different. Each of our hotels has a unique design and features different furniture from leading international designers. We care about the local environment and work with local artists and craftsmen to engage with the neighbourhood.



HISTORY OF THE POST OFFICE
IN LEIPZIG-POST

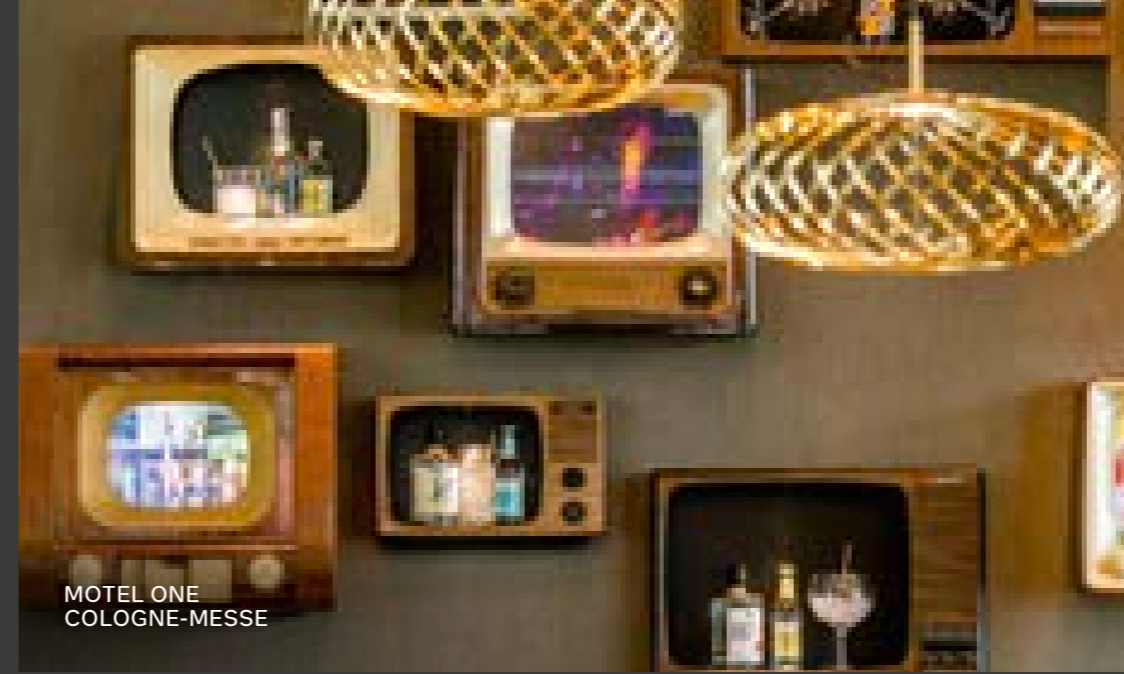


MOTEL ONE
GRAZ

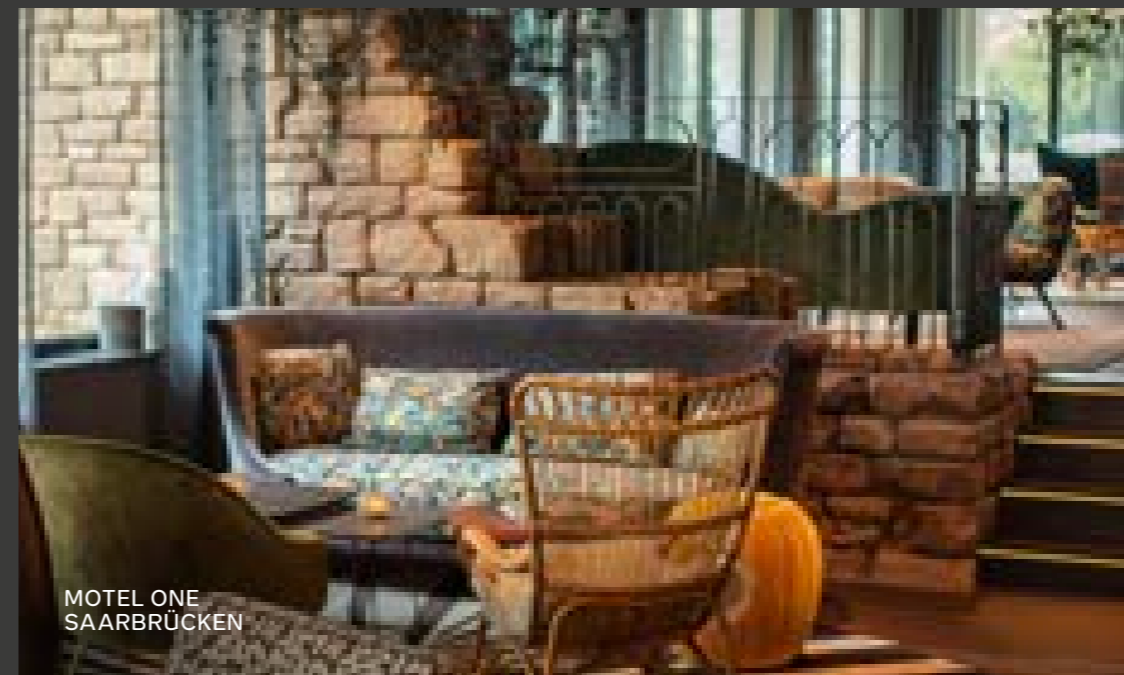
LIFESTYLE

Designer lounges, free Wi-Fi and communal work spaces create an intimate and functional environment that caters for the changing tastes of modern travellers.

Our dedication to the highest quality and service is visible in our stylish bars, open to everybody around the clock. Guests can choose from a wide range of high-quality spirits, regional selections of wine and beer as well as an exclusive menu with a selection of minimum 40 top gins, carefully hand-picked with a focus on regional distilleries.



MOTEL ONE
COLOGNE-MESSE



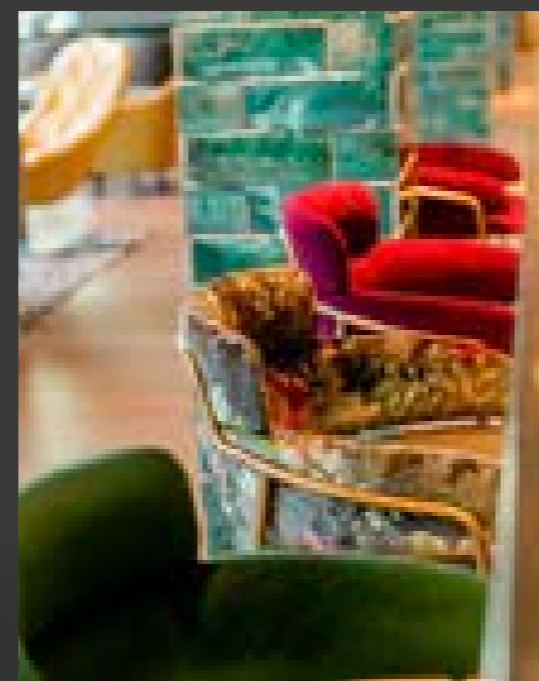
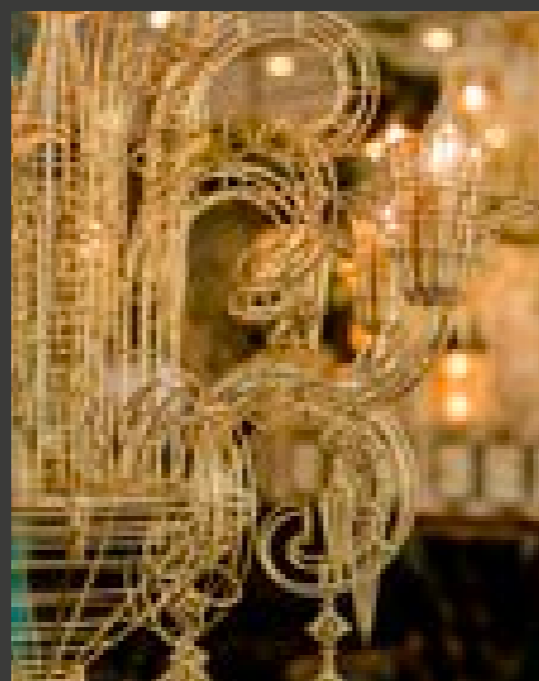
MOTEL ONE
SAARBRÜCKEN



MOTEL ONE
BARCELONA-CIUTADELLA



MOTEL ONE
MUNICH-EAST SIDE



MOTEL ONE
HAMBURG-FLEETINSEL





MOTEL ONE
WARSAW-CHOPIN



MOTEL ONE
LINZ



MOTEL ONE
PARIS-PORTE DORÉE

WORKSPACES

With 24/7 coffee, free Wi-Fi and designer furniture, our workspaces provide the perfect environment to catch up on your business or be creative. Some of our hotels also have meeting rooms that guests can book for meetings that require more privacy.



MOTEL ONE
AACHEN



CLOUD ONE BAR

Set against the city's skyline our Cloud One Bar provides the perfect place for a sundowner or a late night in a relaxed atmosphere and offers multiple ways to unwind as you enjoy an evening above the city.





ONE PLANET. ONE FUTURE. SUSTAINABILITY AT MOTEL ONE.

At Motel One, our goal is to **sustainably improve the world through our business activities.**

No matter whether it's through climate protection, the purchase of sustainable products, being a multi-award-winning employer or through societal commitment.



MOTEL ONE
BONN-HAUPTBAHNHOF

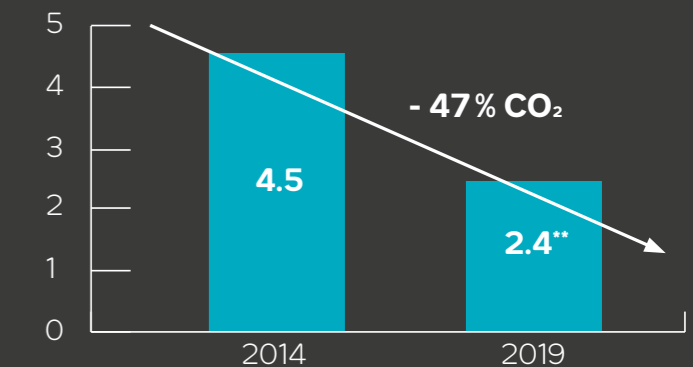


CLIMATE PROTECTION AT MOTEL ONE

CO₂ footprint

Over the last few years, we have already implemented far-reaching measures to cut our CO₂ emissions. This has enabled us to reduce the CO₂ value per overnight stay **by 47% in 2019, compared to 2014*.**

CO₂ emissions per room night (in kg CO₂ for Scopes 1 and 2)



* Reduction in CO₂ intensity calculated for Scopes 1 and 2. Calculations performed in collaboration with Schlange, Zamostny & Co. GmbH and Climate Partner.

** According to the HCMI, the CO₂ value per room night is 3.4 kg CO₂. This value includes Scopes 1 and 2 and laundries from Scope 3.



ORGANIC PRODUCTS ON THE BREAKFAST TABLE

A good day starts with a good breakfast. That is why we place high value on organic and Fairtrade products when selecting food for our breakfast buffet.

Organic certification Germany: DE-ÖKO-037
Organic certification Austria: AT-BIO-902



CERTIFICATIONS AT MOTEL ONE

Motel One is certified!
We are home to various certifications.

Building

A growing number of our hotel buildings have been awarded sustainability certificates.

Motel One is proud to have received the following building certifications:

BREEAM, DGNB, LEED® green building program.

A comprehensive list of our certified locations can be found on our website.

LEED®, and its related logo, is a trademark owned by the U.S. Green Building Council® and is used with permission.

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Motel One Berlin-Upper West
in the building of Upper West
Immobilien GmbH
Motel One Cologne-Waidmarkt &
Motel One Cologne-Messe



Motel One Munich-Haidhausen

BREEAM®
delivered by **bre**

Motel One London Tower-Hill

BREEAM® NL

Motel One Amsterdam

CURRENT LOCATIONS YTD 06/2022

IN OPERATION

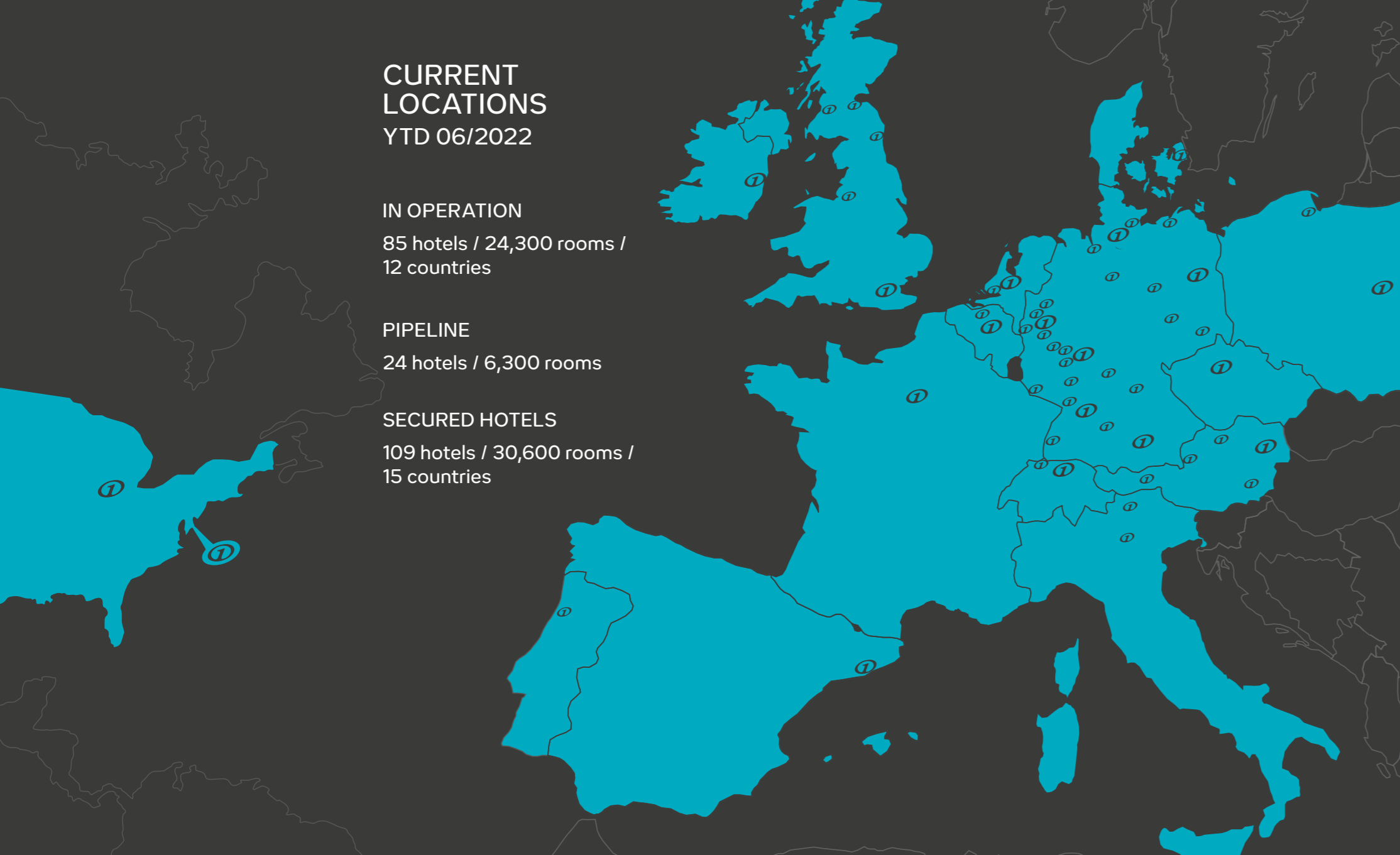
85 hotels / 24,300 rooms /
12 countries

PIPELINE

24 hotels / 6,300 rooms

SECURED HOTELS

109 hotels / 30,600 rooms /
15 countries



NEW YORK

326 Rooms

In the heart of the Financial District,
next to the 9/11 Memorial and the
World Trade Center complex.



EXPANSION

In its international expansion Motel One focuses on locations

- in major cities
- in city centres
- with excellent public transport

QUICK CHECK

SITE

- New build
- Conversions
- Single or mixed-use developments
- Rebranding of existing hotels

SPACE REQUIREMENTS

- Gross floor area 27 – 30 m² per bedroom (including all front of house and back of house areas)
- Minimum GFA 3,000 m²

EXAMPLE OF A 300-BEDROOM HOTEL

- Front of house: 540 m²
- Back of house: 265 m²
- 3 guest elevators

All areas without corridors, staircases and technical rooms

FORM OF CONTRACT

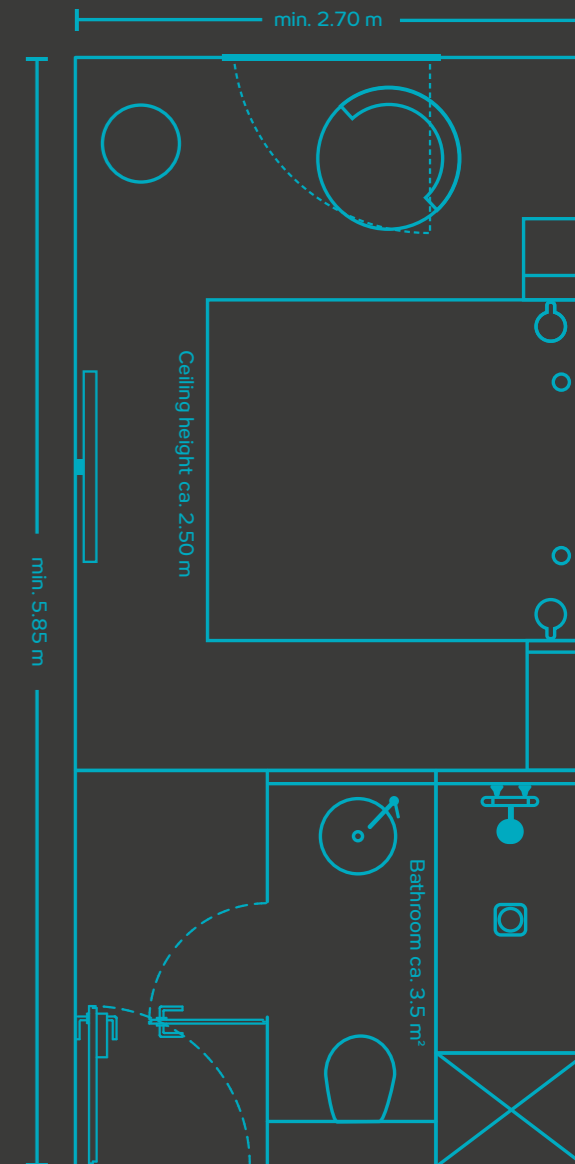
- Purchase
- Lease
- Joint Venture

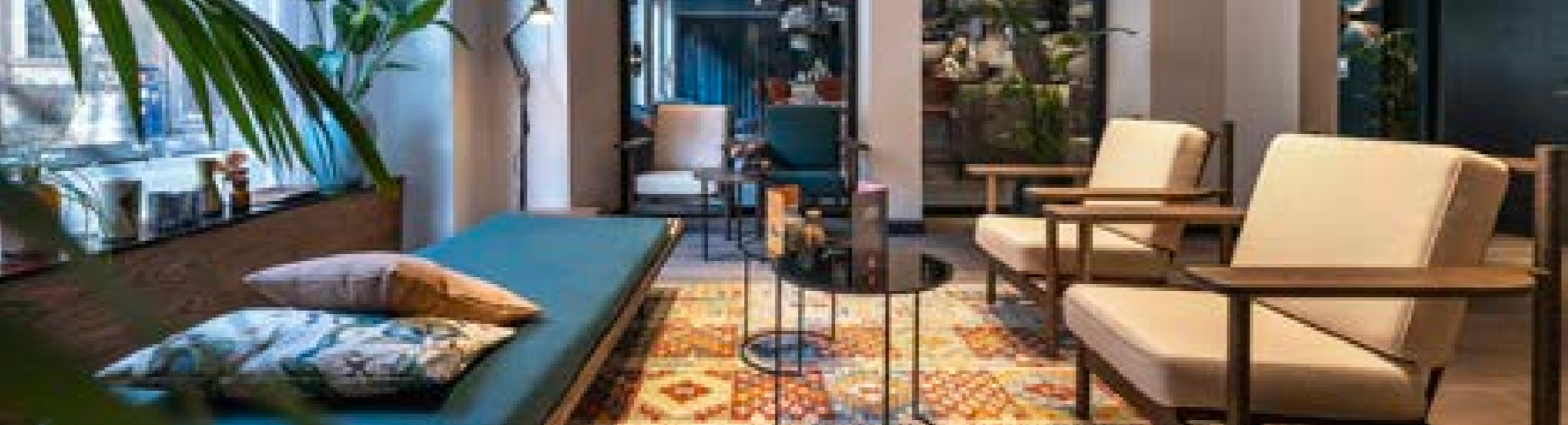
STANDARD ROOM

- Net internal area 16 m² per bedroom
- Including 3.5 m² bathroom
- Flexible room layout

EXAMPLE ROOM LAYOUT

(no strict requirement – can be adjusted)





MOTEL ONE HAMBURG-FLEETINSEL

This state-of-the-art, but classic new Motel One is located on an island between the two canals Herrengabenfleet and Alsterfleet.

EXTENDED STAY

In this hotel we also offer designer apartments for those who wish to stay for an extended period. The apartments are fully furnished and equipped with air-condition, kitchen, high-speed Wi-Fi and large flatscreen TV.

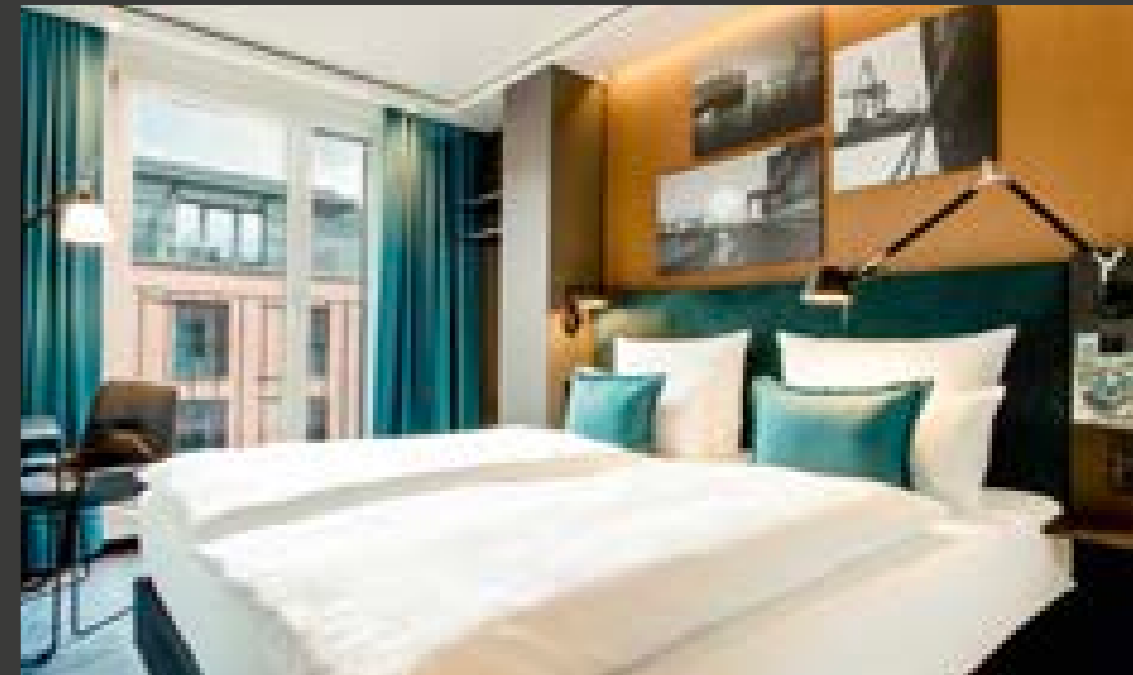
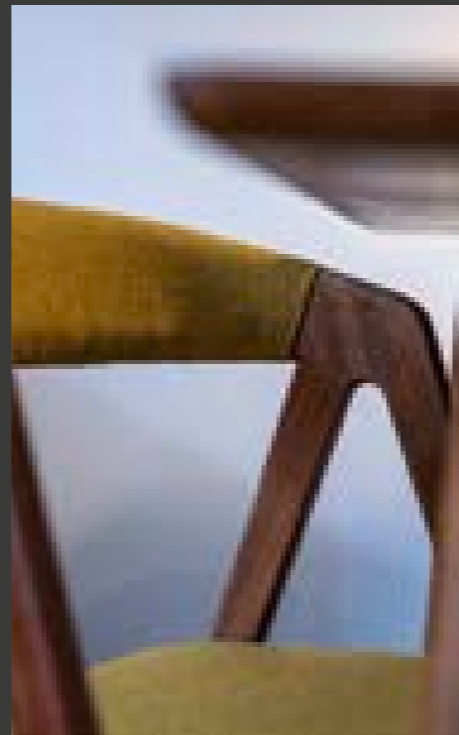
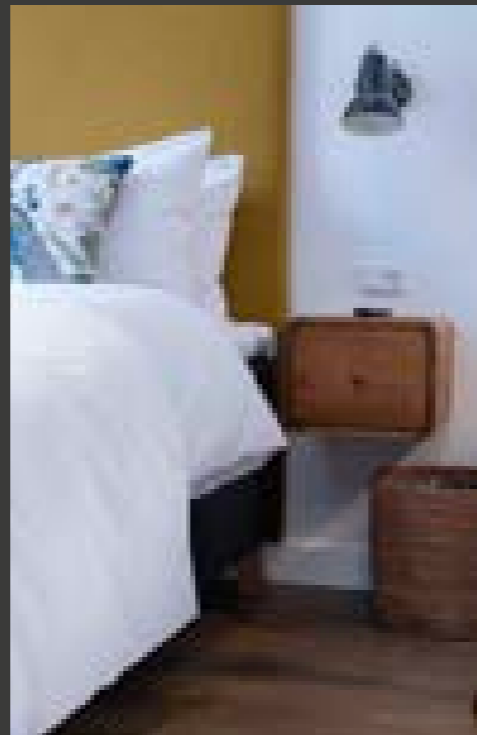


MOTEL ONE COPENHAGEN

The Motel One Copenhagen is a perfect example of the rebranding of existing hotels. It corresponds to our location and product requirements and was easily integrated into our portfolio. It is located right in the centre of the Danish capital in vicinity to the city hall and the Rådhuspladsen.

REBRANDING OF EXISTING HOTELS

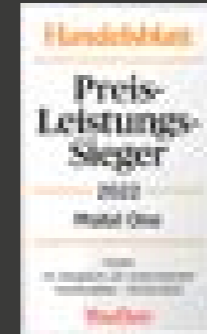
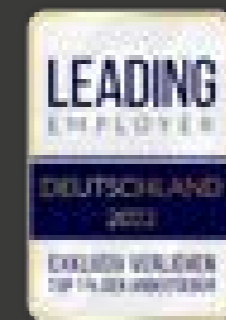
Motel One is looking for rebranding opportunities of existing hotels across Europe and the US. We are flexible in terms of the type of property, as Motel One can support owners in rebranding activities to meet our brand requirements.



INVESTMENT PARTNERS



RECENT SELECTED AWARDS



MOTEL ONE GROUP FINANCIAL SUMMARY

KEY PERFORMANCE METRICS	2014	2015	2016	2017	2018	2019	2020	2021	06/2022
No. Hotels	54	51	55	62	71	74	75	80	85
No. Rooms	12,822	13,887	14,583	17,387	20,160	20,851	21,086	23,020	24,264
- Owned rooms	3,563	2,493	2,984	2,974	3,655	3,400	3,400	3,853	3,853
- Owned rooms in %	28%	18%	20%	17%	18%	16%	16%	17%	16%
Occupancy	75%	75%	77%	77%	77%	77%	28%	30%	51%
Rev per Room sold	€ 81	€ 88	€ 89	€ 91	€ 95	€ 98	€ 98	€ 99	€ 109
P&L STATEMENT (kEUR)									
Revenue	256,358	321,697	357,411	400,818	487,148	562,264	208,964	237,740	240,293
EBITDA	81,219	96,617	111,036	121,771	150,250	175,960	-42,541	-34,788	46,254
EBIT	54,290	69,880	79,952	87,328	92,100	115,546	-94,648	-86,473	19,820
EBT	70,948	99,455	128,478	89,936	133,490	165,598	-102,080	28	26,817
Tax	-21,570	-22,004	-36,865	-31,301	-29,040	-37,092	+24,781	-7,647	-8,045
Net Result	49,378	77,451	91,613	58,635	104,450	128,506	-77,299	-7,619	18,772
BALANCE SHEET (kEUR)									
Fixed Assets	428,703	436,443	535,590	643,033	700,553	667,614	696,937	752,025	759,184
Net Working Capital	55,881	55,595	-14,339	73,354	-4,010	-52,212	35,901	115,611	122,716
Net Debt	94,909	48,864	153,063	173,972	215,124	172,540	199,318	197,314	179,258
Equity	277,913	331,984	396,866	395,707	489,439	547,286	461,718	439,100	457,210
Net Debt/EBITDA	1.2	0.5	1.4	1.4	1.4	1.0	n.a.	n.a.	2.5



MOTEL ONE
LONDON-TOWER HILL

BREEAM – Excellent

291 Rooms

New construction in the heart of London's financial centre in the City of London, just a half mile from Tower Bridge and the Tower of London.



MOTEL ONE
AMSTERDAM-RAI

BREEAM – Excellent

The first hotel in the Netherlands to be awarded the

BREEAM – Excellent certificate

(Source: Dutch Green Building Council)

320 Rooms

New construction, located opposite the Amsterdam RAI Exhibition and Convention Centre.





MOTEL ONE
WIEN-STAATSOPER

400 Rooms

Conversion of a listed property
from the turn of the century
(19th / 20th century), situated
next to the Opera House in the
1st district of Vienna.

MOTEL ONE
EDINBURGH-ROYAL

208 Rooms

Conversion of a historical building
from the 16th and 18th century;
part of Edinburgh's Old Town,
a UNESCO world heritage site.





MOTEL ONE BERLIN-POTSDAMER PLATZ

239 Rooms

New construction – integrated in the Mall of Berlin, situated on Leipziger Platz and directly opposite the German Bundesrat (federal council) in the Mitte district.

MOTEL ONE BERLIN-UPPER WEST

DGNB certified

582 Rooms

New construction opposite the Kaiser Wilhelm Memorial Church in the heart of Berlin's City West; mixed-use project with Motel One as anchor tenant from the ground to the 18th floor and a roof terrace on the 10th floor.





MOTEL ONE
PARIS-PORTE DORÉE

255 Rooms

New construction of a sustainable,
innovative building with ideal
accessibility to public transportation.

MOTEL ONE
ZURICH

394 Rooms

Conversion of the historic post building
situated in Zurich's city centre
close to the "Paradeplatz" and the
famous "Bahnhofstrasse".





THE **one** FOR YOU

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