



HIF

SUPPORTING IRISH HOTELS

Hotel Investment Fund

What is the Hotel Investment Fund?



- The Hotel Investment Fund (HIF) provides financing for **Irish Hotels** that are looking to protect and grow their business after what has been a challenging period for the Irish hospitality industry.
- The fund provides hotel owners with gap funding over the medium term (**3-year investment with potential to extend to 5-years, in certain circumstances**) to allow their business to develop and grow.
- **No interest payable on the HIF Facility until redemption** at the end of the term.

- A €50m fund with funding provided by the Irish Strategic Investment Fund (ISIF - Ireland's State-owned Sovereign Wealth Fund).
- The funding can be used for:
 - Working capital and cash flow funding;
 - Capital expenditure;
 - Green and environmentally sustainable investment funding.
- The HIF can invest up to €5m to a single hotel/group.
- Competitive interest rate reflecting the nature of the unsecured investment.

- Hotels located in the Republic of Ireland with a minimum of 25-bedrooms and 3-star grading.
- Businesses must have been financially viable pre-pandemic.
- LTV and EBITDA assessment based on stabilized trading levels.
- A viable Business plan to be agreed with HIF demonstrating the ability of the business to repay the funds at the end of the investment term.

- ✓ Guaranteed fixed coupon for the Term with no increases
- ✓ Patient preferred equity product (3-year term)
- ✓ Unsecured financing
- ✓ Access to capital where commercial banks may be unwilling to advance funds
- ✓ HIF managed by hotel industry professionals who understand your business
- ✓ Funding can be added as a “top-up” to bank funds
- ✓ Rolled-up interest for the term
- ✓ Used with commercial debt finance, blended cost of capital can be attractive
- ✓ Timely decision-making in HIF
- ✓ State-backed fund (ISIF)
- ✓ Funding available for multiple uses

- Stage 1: Initial application through the HIF website: www.HIFireland.ie
- Stage 2: Initial analysis by HIF of hotel financials and structure
- Stage 3: Term Sheet issued by HIF to hotel owner outlining indicative financing terms
- Stage 4: HIF Investment Committee consideration/approval of proposal
- Stage 5: Execution of legal documents
- Stage 6: Funds issued
- Post completion: Ongoing monitoring and reporting

- Ongoing monitoring (initially monthly and subsequently quarterly) of Hotel performance against Business Plan until redemption of funds at the end of the investment period.



Niall Geoghegan (B.Comm UCD, MBA IMD Switzerland) is an experienced business leader having worked in senior positions in advertising, consumer goods and services. He also has significant experience in hospitality having served as board director of Jurys Doyle Hotel Group plc for 10 years and subsequently as CEO of Jurys Doyle Hotel Group and Jurys Inns. He is a director of Pembroke Hospitality with considerable experience in consulting across multiple jurisdictions, including Ireland, the UK, Europe and the Caribbean. He remains a director of a number of companies.

Niall Geoghegan

Director

Niall.Geoghegan@HIFireland.ie

(087) 239 8170



Mark Lynch FCA (Fellow of Chartered Accountants Ireland) is an experienced CFO, having worked at senior level in hospitality finance for more than 30 years across a range of businesses from family-owned hotel groups to PLC's. Mark is a co-founder of Pembroke Hospitality which is a leading provider of hotel advisory and asset management services, both in Ireland and internationally.

Mark Lynch

Director

Mark.Lynch@HIFireland.ie

(086) 240 5675

