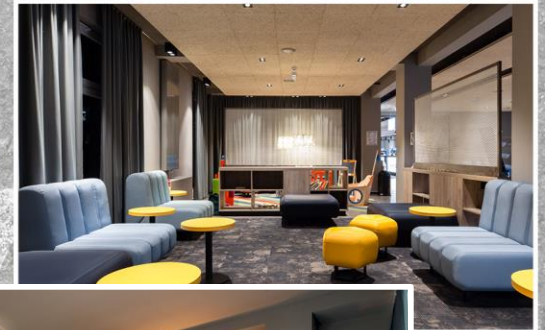


**a&o**  
everyone can travel



## a&o Development Presentation

Date: 30.09.2020

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# Introduction to the a&o Group

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# a&o – Introduction

Largest European hybrid hostel/hotel platform

## SUMMARY

- a&o was **founded in 2000 in Berlin** by Oliver Winter (current CEO)
- **42 assets (incl. confirmed pipeline) with c. 29k beds**, 8k rooms and c. 1,100 employees
- Currently present in **Germany** (26 assets), **Austria** (4), **Czech Republic** (2), the **Netherlands** (1), **Italy** (2), **Denmark** (2), **Hungary** (1) and **Poland** (1).
- Future openings in **Spain** (1), **Italy** (1) and **Germany** (1).
- **Properties are located in gateway markets and recognized touristic hotspots** including Berlin, Frankfurt, Munich, Vienna, Prague, Venice, Amsterdam, Copenhagen
- **Strong focus on low complexity and best value for money**
- **Specialised in accommodating large groups and families**
- Consistently growing asset base, with **3-4 new openings per year**

## CURRENT GEOGRAPHICAL PRESENCE



# Current Portfolio

Balance between leased and owned assets located in 26 cities



Leipzig



Berlin Friedrichshain



Dortmund Hauptbahnhof



Hamburg Hauptbahnhof



Prague Rhea



Venice Mestre



Vienna Stadthalle



Dresden Hauptbahnhof



Amsterdam



Cologne Hauptbahnhof



Nuremberg

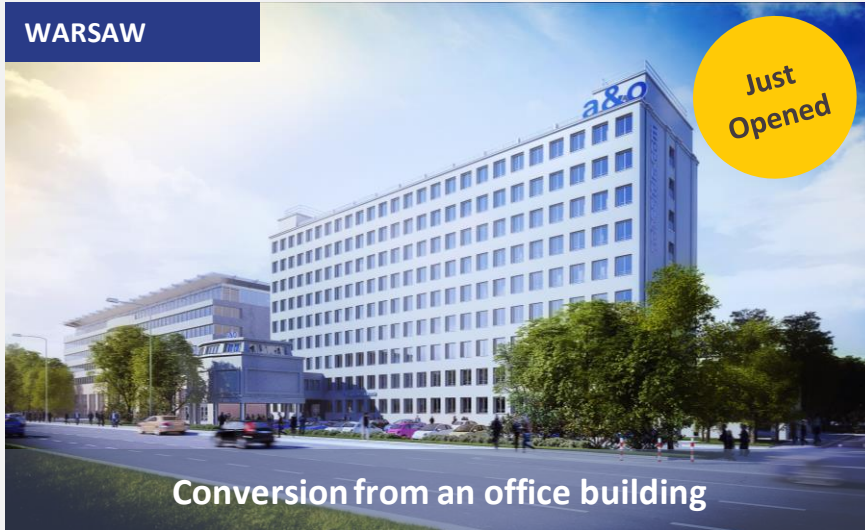


Copenhagen Nørrebro

# Current Pipeline and Recent Transactions

Traditional focus on conversion assets (turn-key developments or refurbished by a&o)

WARSAW



BUDAPEST



BARCELONA



COPENHAGEN





# a&o – The Conversion Expert

Recently-opened a&o Budapest (September 2020)

BEFORE



AFTER

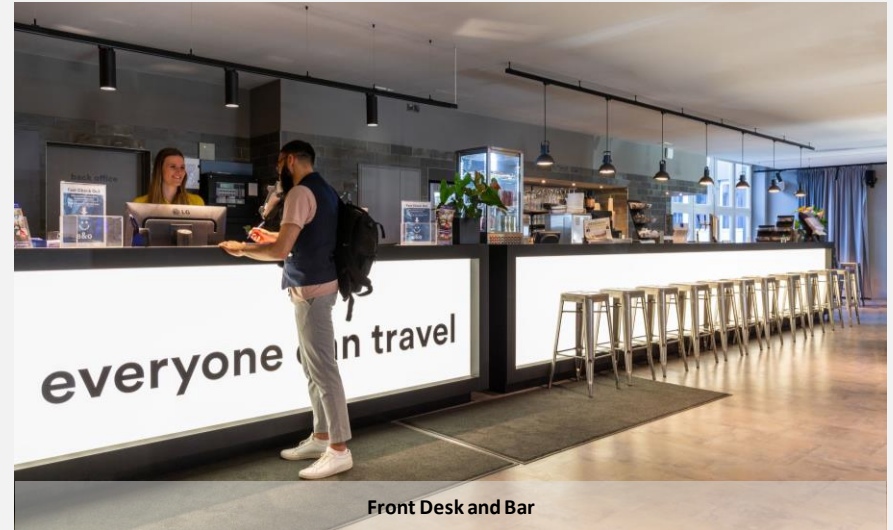


## a&o's design and art&o Project

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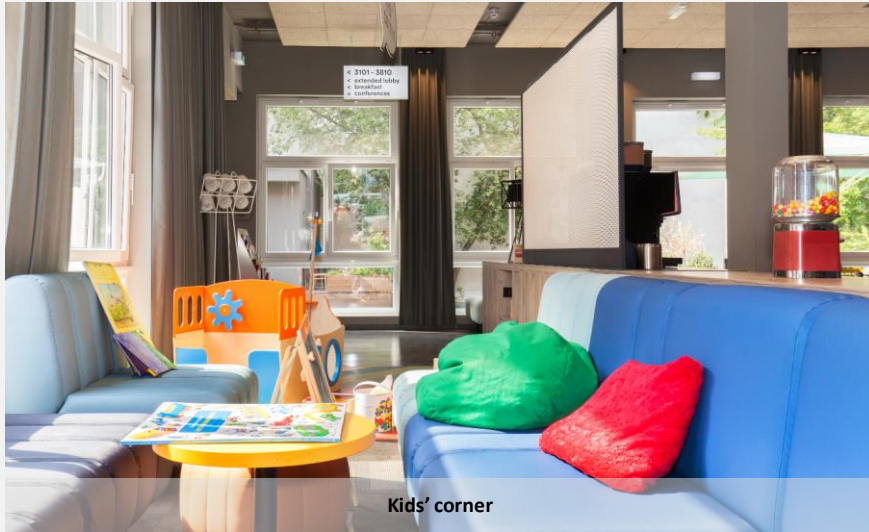




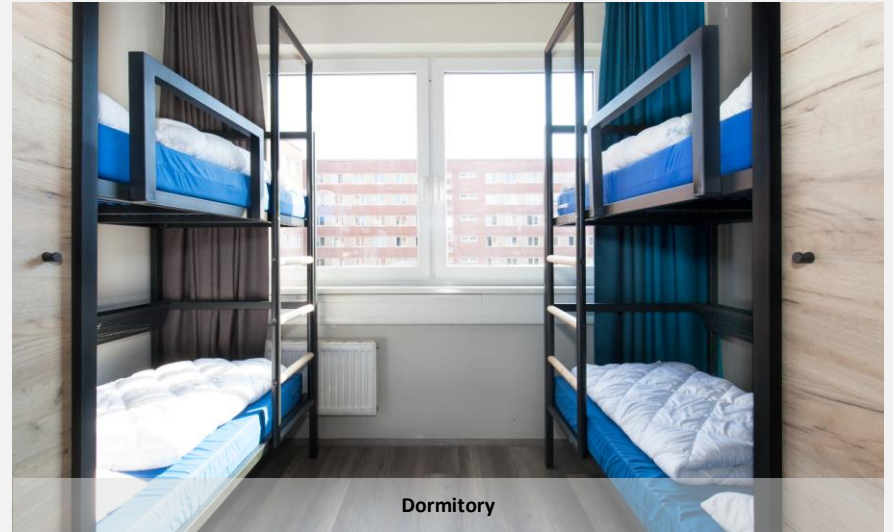


# a&o's design (ii/ii)

## Room product & kids' corner



Kids' corner



Dormitory



Double room

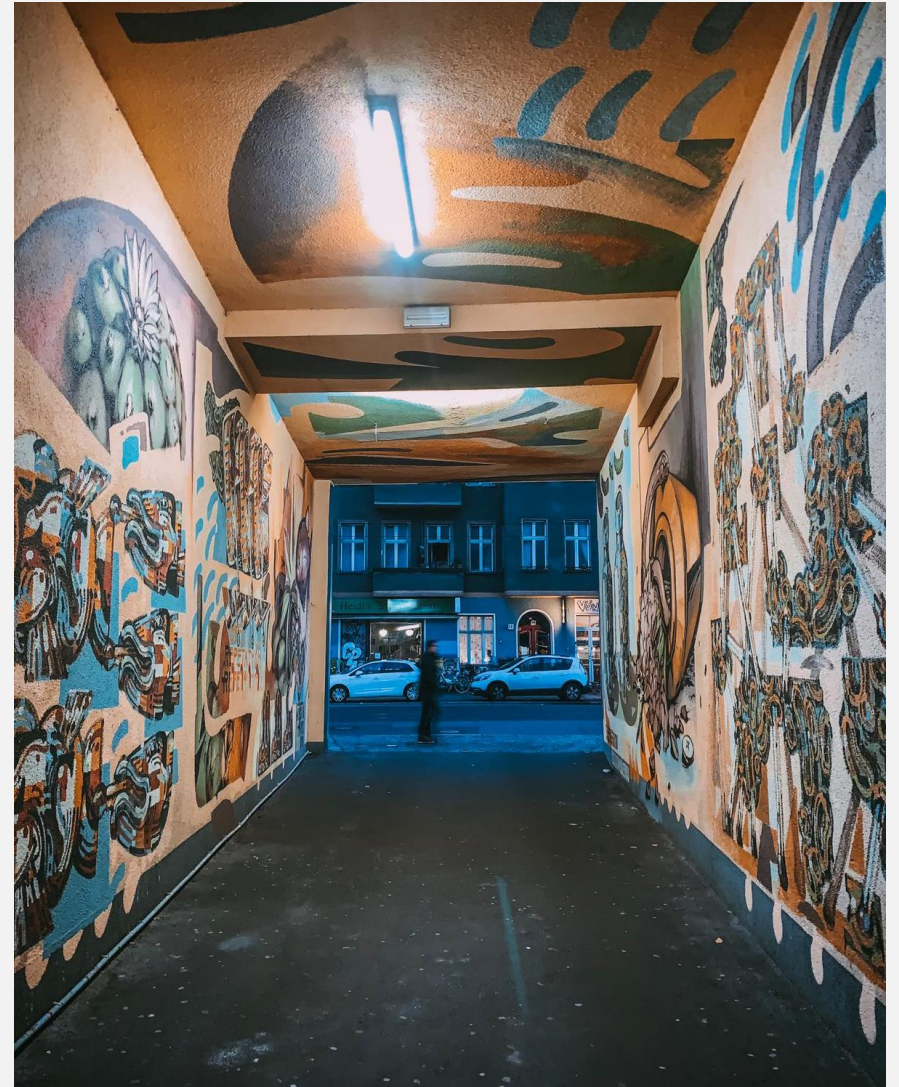


4-bed Family room

Note: Pictures from a&o Berlin Mitte – new design called out throughout the entire a&o portfolio



Spaces for artists, musicians and guests in our hostels to create and enjoy art together



Note: Pictures from facade of a&o Vienna, a&o art gallery in Leipzig and entrance passage from a&o Berlin Friedrichshain



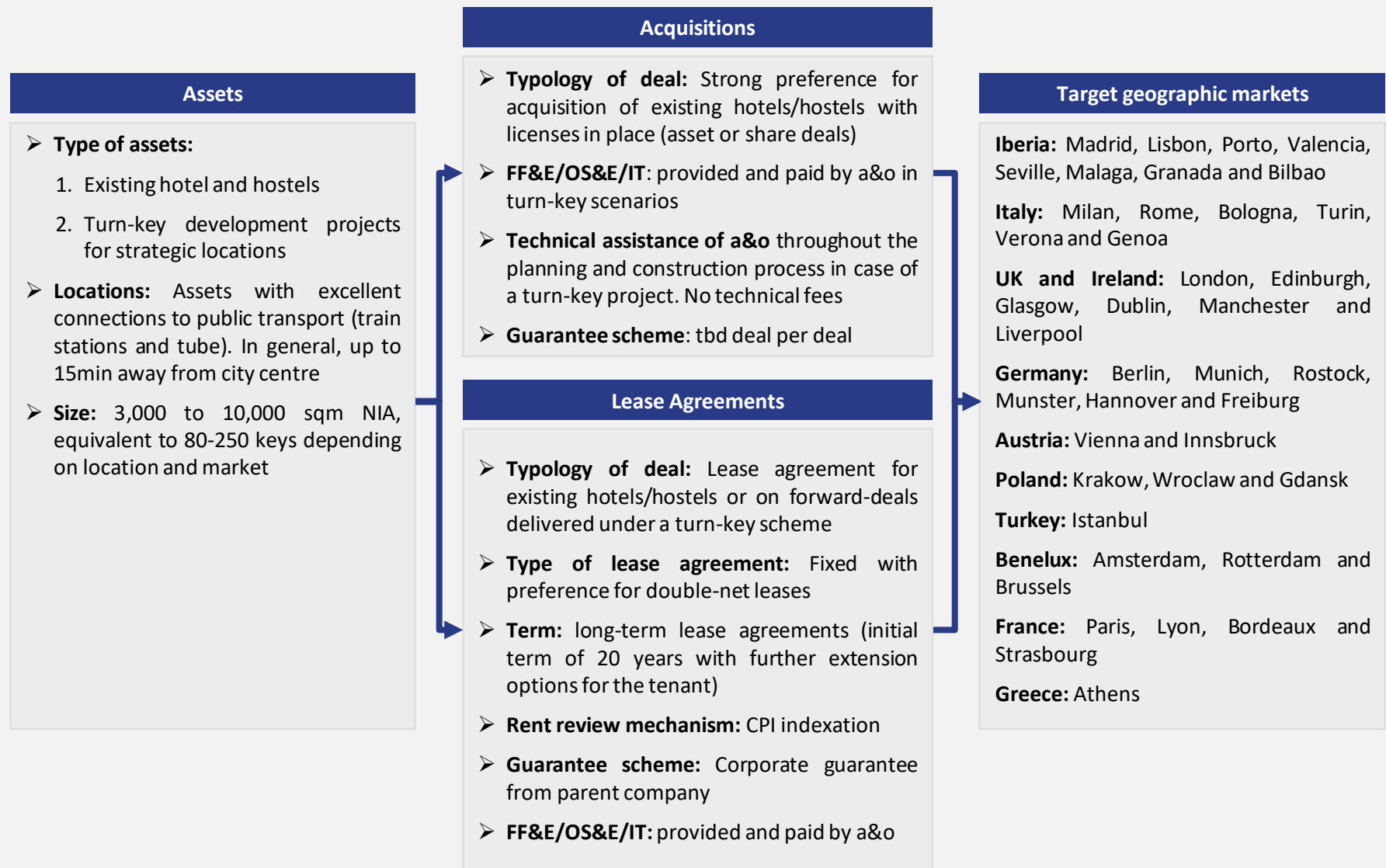
# Investment and Lease Agreement Criteria

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# Acquisition and Lease Agreement Criteria

Our current development focus is on acquiring freehold interests in existing hotels and hostels



# Contact details

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