



Philip Johnston
BSc Hons, MRICS
Director and Head of
Hotels Division

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Key Clients:

- Park Plaza
- Jefferson Hotels
- Farnsworth
- Beetham Organisation
- London & Regional
- X-Leisure
- Travelodge
- HOTUSA
- HSBC
- RBS / HBOS
- Barclays
- Lloyds
- Allied Irish

Philip is head of Savills Hotels division, advising large corporate clients with interests within the hotels sector as well as investors and landowners. The department is well known within the industry and over the course of 2006, the team transacted and appraised over £7.5bn of hotel and leisure properties throughout UK, Europe and the Caribbean.

Philip has over 17 years experience of working within the hotel industry. Philip has strategically built up the Savills hotels division from its inception in 1995, over the past 12 years the team has grown from 3 fee earners to 30. The main areas of work undertaken are valuations and appraisals for banks, owners and investors together with acquisitions and disposals on behalf of operators.

A selection of Philip's major projects:

- Disposal of 28 Thistle Hotels for £400m plus
- Acquisition appraisal of Bannatyne, Esporta & Next Generation Leisure Clubs
- Park Plaza, Travelodge, Marsden, Menzies, Park Inns, Folio, Corus & Queens Moat House portfolio valuations.
- No. 11 Cadogan Gardens and Blakes Hotels, sold.
- Conrad Hotel, Chelsea sold on behalf of the bank.
- Club Med, Turks & Caicos; Four Seasons Hotel, Barbados.

Presentations, Conferences and Research

- Annual Bank Leisure Seminars
- Henry Stewart Conferences
- Research documents – annual UK hotel market report, UK hotel investment market report, UK serviced apartments report – 2006
- Sponsor / speaker at International Hotel Investment Forum annually in Berlin