



RESIDENCES

**KEMPINSKI RESIDENCES; SUCCESSFUL 2007;
FOCUS ON MIXED USE DEVELOPMENTS**

Geneva, 23 September 2008; Kempinski Residences announced very positive results for the first full operating year of the company. The company was founded in October 2006 in Geneva as a Joint Venture between Kempinski Hotels, S.A. (Switzerland), holding the majority shares and TMC Partners S.L. (Spain), a management & consulting company specialized in the field of residence business. The formation of the business unit answered to the increasing market demand for Kempinski branded residences.

Within the Kempinski group, Kempinski Residences is looking after the portfolio of 18 properties with 2.314 units, further 12 (1.300 units) are under negotiation. "The mission of the first year was to unite existing and new residence business under standard business terms and to integrate it into the hotel section of Kempinski" stated Jean-Claude Bailly, CEO of Kempinski Residences. "Although we had no historical data for this business we are proud that we can announce full achievement of our budget. The residence business contributed substantially to Kempinski's group profit".

Reto Wittwer, President & CEO of Kempinski Hotels S.A.: "We had to learn a lot about this business, especially how to deal with the difference to hotel management. Our joint venture partner TMC Partners understood to guide and support us from the very beginning and around the globe. For the future we decided to focus on mixed use developments, i.e. residences always in connection with a hotel, both managed by Kempinski. It allows us to fully integrate residences in our worldwide hotel management structure; including 100% shareholding in Kempinski Residences by Kempinski Hotels, S.A. Kempinski branded stand alone residences (without a connected hotel) require a different management structure. We are pleased that TMC Partners agreed to become our License Partner for future stand alone residences under our brand and will continue as our preferred partner in the residence business."

"We are grateful for having received the opportunity to demonstrate the success of residence business under the umbrella of Kempinski. We are looking forward to the new chapter of partnership which allows us to work hand in hand with developers", commented Manfred Schoenleben, co-founder of Kempinski Residences and TMC Partners.



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Editor's Notes

Kempinski Residences comprises a collection of exceptional and exclusive apartments, villas, penthouses and townhouses, which are available for sale or for long- and short-term rental. The portfolio now consists of around 19 developments with 3,000 fabulous residential units in 16 countries in Europe, the Middle East and Asia. All Kempinski Residences, whether privately owned or rented, have access to a comprehensive range of innovative lifestyle services and leisure facilities. For further information please visit www.kempinski-residences.com or contact Bettina Eisengrein at b.eisengrein@kempinski-residences.com

About **TMC Partners**: The Management Consulting Partners, S.L. is a Spanish based Management & Consulting company focused on the international tourism, leisure and real estate market for hotels, condominiums, residences and serviced-apartments. TMC Partners is specialized in the high end and luxury real estate market segment, developing and managing exclusive living and lifestyle concepts for innovative resort developers and tourism providers around the world. Further information may be obtained under: www.tmc-partners.com

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