

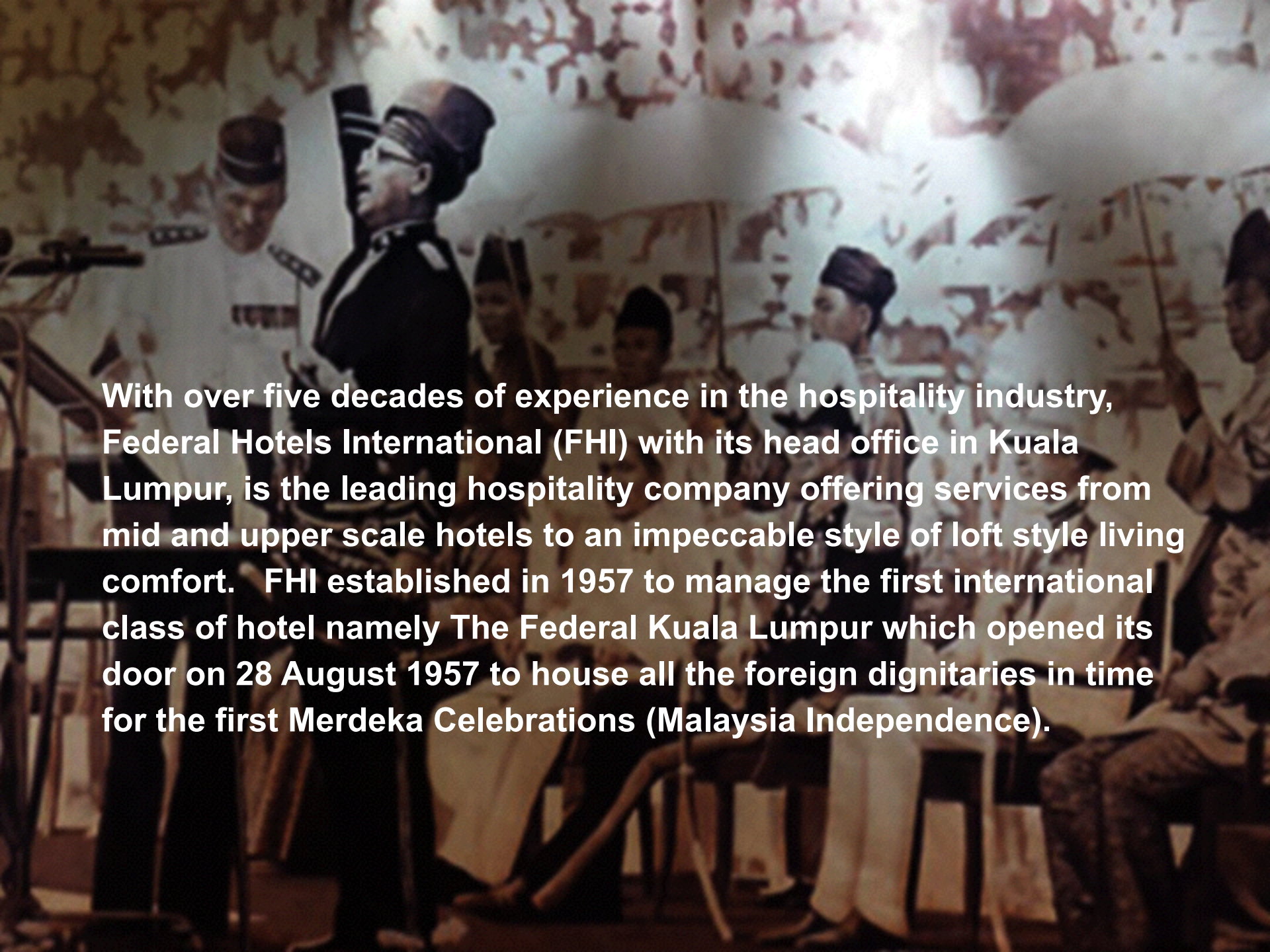


FEDERAL HOTELS INTERNATIONAL

KUALA LUMPUR • SYDNEY

GROUP PROFILE

www.fhihotels.com



With over five decades of experience in the hospitality industry, Federal Hotels International (FHI) with its head office in Kuala Lumpur, is the leading hospitality company offering services from mid and upper scale hotels to an impeccable style of loft style living comfort. FHI established in 1957 to manage the first international class of hotel namely The Federal Kuala Lumpur which opened its door on 28 August 1957 to house all the foreign dignitaries in time for the first Merdeka Celebrations (Malaysia Independence).

Federal Hotels International has managed **fourteen hotel** properties in Kuala Lumpur, Penang, Langkawi, Port Dickson, Singapore, Sydney and London ranging from 5-star, 4-star, 3-star to boutique hotels and resort. Some of these hotels under its management have, over the years, garnered various industry **awards and recognition**.

- The Federal Kuala Lumpur
- Hotel Capitol Kuala Lumpur
- Hotel Fairlane Kuala Lumpur
- Crown Princess Kuala Lumpur
- Prince Hotel Kuala Lumpur
- The Capitol Hotel in Bukit Bintang
- Ferringhi Beach Hotel Penang
- The Langkawi Country Club
- The Federal Beach Port Dickson
- The Federal Hotel Singapore
- The Grace Hotel Sydney
- Rushcutters Harbourside Hotel Sydney
- The Hotel Tria, London
- Buckland House Service Residences, London

Today, FHI manages two hotels in Kuala Lumpur and one in Sydney namely The Federal Kuala Lumpur, Hotel Capitol Kuala Lumpur and The Grace Sydney. FHI is dedicated to continuing her tradition in providing exceptional guest experiences across the region.

In 2007, FHI raised the bar for contemporary hotel luxury in Kuala Lumpur by creating a brand that is differentiated by the unique experience it promises - 10rooms at Hotel Capitol Kuala Lumpur is a collection of rooms designed especially for guests who desire the extraordinary experience of unique style and luxury. In October 2010, FHI launched 10rooms at The Grace Sydney, bringing with it the resounding success of her sister hotel in Kuala Lumpur by offering an exclusive option for discerning guests in Sydney.

Recently, The Federal Kuala Lumpur embraces a new era in Malaysian hospitality with the recent debut of her newly renovated Merdeka Wing Rooms where modern contemporary meets cosy luxuriousness; refreshed and renewed Ballrooms that can cater to any function or event; the dining destination that is the Kontiki Restaurant with its wide variety of delectable all-day dining; and the brand new lobby lounge, The Verandah, the stylish and trendy lounge to relax and unwind with peace of mind. These trendsetting showcase represents FHI Group's philosophy of creating unique and effortless experiences with venues that allow guests to truly immerse themselves to enjoy the new experience that is The Federal Kuala Lumpur – from new guestrooms to enhanced meeting & function spaces to innovative restaurants and lounges – there will be more to come.

And whether you are travelling on business or leisure, you will always enjoy warm hospitality, excellent facilities, and strategic locations. FHI is proudly a Malaysian homegrown brand with a proud tradition and rich history in hospitality, making our guests lifelong friends.

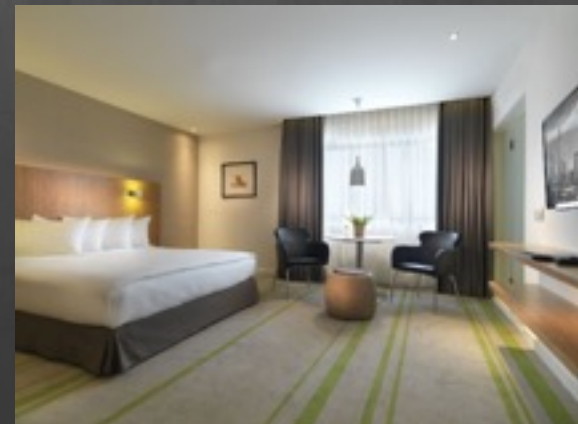
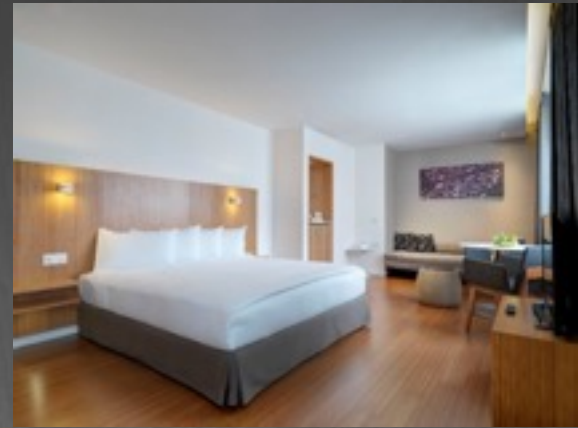


Award winning hotels

managed by Federal Hotels International include:

The Federal Kuala Lumpur

- Finalist of the HRD Award for Certificate of Excellence 2015 in the Employer category
- Recipient of the Best Federal Territory Kuala Lumpur (FTKL) Beautiful & Illuminated Building 2007 Award in the Hotel category



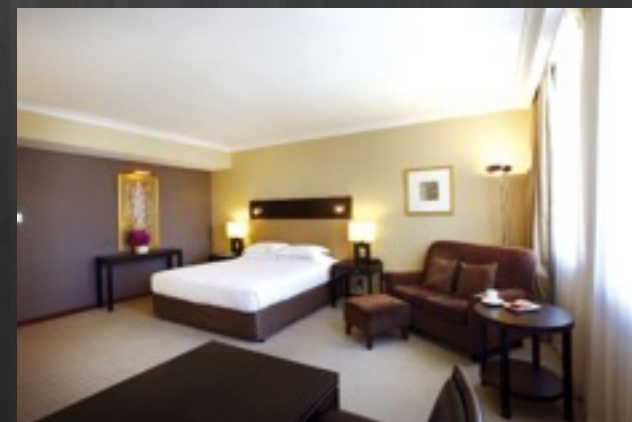
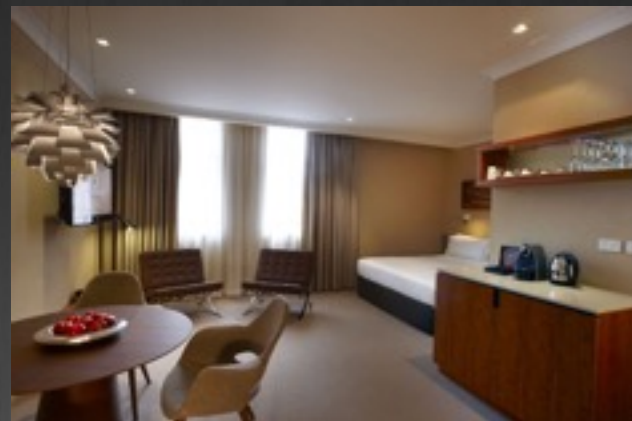
Hotel Capitol Kuala Lumpur

- Winner of TripAdvisor Certificate of Excellence Award 2012
- Winner of the 2011 Kuala Lumpur Mayor's Tourism Award for Excellence in the 3-Star Hotel category
- Recipient of the Minister of Human Resources Awards 2002 & 2007
- Listed as one of the Best Hotels on the Formula 1 Circuit in Condé Nast Traveller May 2001, UK Edition
- Winner of the Malaysian Interior Design Award 1999 for Excellence in the Hotels & Hospitality category



The Grace Sydney

- Recipient of the 2016 Award for the 4-star rating in NABERS Energy Efficiency
- Recipient of the Highly Commended Awards of Tourism Accommodation Australia (NSW) Awards for Excellence 2015 - Sydney Superior Hotel of the Year
- Winner of TripAdvisor Certificate of Excellence Award 2011, 2012, 2013 & 2014
- Winner of the Green Globe Awards 2011 for the 10-Year Sustainability Achievement
- Winner of the Australian Hotels Association (AHA) New South Wales (NSW) Awards for Excellence for Superior Hotel of the Year in 2010
- Finalist of the AHA NSW Awards for Excellence for Brasserie/Café of the Year 2010 - Grace Café
- Winner of the AHA NSW Awards for Excellence for Brasserie/Café of the Year 2009 - Grace Café
- Finalist of the Best Hotel in NSW Hotel Club Award in 2008 & 2009
- Finalist of the AHA NSW Awards for Excellence for Best Superior Hotel in 2000, 2007 & 2009
- Recipient of TripAdvisor Travellers' Choice Award for Top 10 Luxury Hotels - South Pacific in 2008
- Winner of the First Class Accommodation - ATEC (Australian Tourism Export Council) in 2004 & 2008
- Recipient of the Highly Commended Award of AHA NSW Awards for Excellence for Best Superior Hotel in 2001, 2004 & 2006
- Finalist of the AHA NSW Awards for Excellence - Best Environmental Initiative in 2003
- Gold Winner of the 2001 Energy Smart Green Globe Award by Sustainable Energy Development Authority of NSW



Federal Hotels International is well established and reputed in successfully managing its Hotel properties in Kuala Lumpur and Sydney. In addition to the provision of hotel management services, FHI also provide the following hospitality services:

Hotel Pre-opening Technical assistance and Consultancy inputs on Hotel Concept & Facilities, Design & Operations, Architectural, Interior Design & Landscaping

Food & Beverage Pre-opening Technical assistance and Consultancy inputs on Food & Beverage outlet Concept & Services, Design & Operations, Architectural & Interior Design.

Sales & Marketing including Business Development and Marketing Communications.

Information Technology

Financial Management & Feasibility.

Planning and Corporate set-up

Human Resources, Administration & Training



Benefits by bringing in
Federal Hotels International?

Marketing & benefits by bringing in our brand name?

People, Experience & providing an authentic truly warm Malaysian experience & service of consistent quality.

We have all the attributes of a highly successful hotel owner and operator. The Low Yat Group pioneered the first integrated FIABCI award winning first integrated 3-in-1 development comprising the 11-storey City Square Shopping Complex, 62-storey Empire Tower and 576-room Crown Princess Kuala Lumpur.

Annual Marketing Plan.

Marketing & benefits by bringing in our brand name?

Customer - Corporate, Leisure, Tour Group, Conference, Incentives, Weddings, Product Launch, Airline Crew & Government, both Domestic and International

Distribution - Sales Team & Regional Sales Offices, Strategic Partnerships and Preferred Corporates, Web or e-marketing, Loyalty programme (echelon club and FHI Privilege club), Airlines Programmes, Travel Agents & Wholesalers.

Global Distribution System

Advertising online and print

Corporate Resources - Associations, Memberships, Events & Trade Shows, Collateral design and copywriting, Smart Partnerships, Image/Branding & Marketing Communications & Public Relations, newsletter, direct mailing and e-marketing