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For Immediate Release

NEW GENERAL MANAGER, MARCO POLO CHANGZHOU

BERNARD TEO

Wharf Hotels Appoints Hotelier with Asset Management Expertise

26 July 2018 (Hong Kong) – Wharf Hotels is pleased to announce the appointment of Mr Bernard Teo as General Manager of international deluxe hotel, Marco Polo Changzhou, located in southern Jiangsu province.



With over 25-years of experience in hospitality including 2 successful openings in Beijing and Perth for Frasers Hospitality, Bernard has held senior positions with international luxury hotel groups. His background is anchored in sales and revenue optimisation, and in his new role, Bernard will build upon the strong corporate and MICE business for Marco Polo Changzhou whilst steering the hotel to drive a higher return on performance.

Prior to his appointment, Bernard was Head of Asset Management at Ascendas Hospitality Australia Funds Management based in Sydney, Australia where he was responsible for formulating the business plans for Singapore’s Public Real Estate Investment Trust, achieving greater portfolio net profit income driven by strong asset performances.

“Bernard’s ability to combine his sales and marketing acumen with sound hotel operational experience will ensure strategic alignment and returns on investment for Marco Polo Changzhou, management company and owners. We are confident that Bernard will elevate

WHARF HOTELS

the hotel's guest experience and satisfaction to the next level," said Mr Thomas Salg, Vice President Operations for Wharf Hotels.

Located in the ancient Dragon City of Changzhou, Marco Polo Changzhou is easily accessible by high-speed railway and the city's highway network. The premier hotel along the Grand Canal and Zaojiang River, comprises 271 spacious guest rooms and suites and is renowned for being an urban oasis set in 19 acres of lush green gardens. The hotel offers signature Continental Club complete with personalised services, exclusivity and comfort, the hallmarks of Marco Polo hospitality.

In January 2012, Bernard was transferred to his hometown of Perth, Western Australia, to open the city's first newly built hotel in 15 years, Fraser Suites Perth. As a General Manager, he not only opened the hotel on time but achieved over 90 percent occupancy on its first day of operations. The hotel went on to achieve its budget in the first year of operations. Prior 2008, Bernard successfully opened Fraser Hospitality's first flagship luxury serviced apartment in Beijing in time for the Olympics.

With a remit to yield higher revenues for Marco Polo Changzhou, Bernard will actively approach new emerging industries in the thriving metropolis of Changzhou. Located in the highly developed Yangtze Delta region of China extending from Shanghai, Changzhou is home to a population of 12.4 million residents. According to Forbes China survey in 2017, Changzhou was listed as one of China's Best 20 Cities for Business with the Changzhou National Hi-Tech District being a state-level, high-tech industrial development zone with over 1,300 international companies and over 5,000 local industrial enterprises within the District. Industries include engineering machinery, transformers and transmission equipment, automotive, locomotive, precision machinery, bio-technology, pharmaceuticals, chemicals, garments and computer software, the city is a buzzing hub of activity in which the hotel is nestled in an artfully landscaped oasis of calm.

A boutique hotel within the hotel, The Mansion, a short stroll from the hotel's main building, features 31 guest rooms and suites with 3 plush event venues and integrated accommodation for functions requiring privacy with luxury.

WHARF HOTELS

At leisure, Bernard will discover the city's hidden gems, he enjoys reading and engaging in sporting activities including football and rugby with his 11-year old son.

About Wharf Hotels

The Spirit of Discovery

Emanating the spirit of discovery, Wharf Hotels, a wholly owned subsidiary of The Wharf (Holdings) Ltd, is based in Hong Kong and currently operates 16 owned or managed hotels under Niccolo or Marco Polo Hotels in Hong Kong, China and the Philippines. Niccolo Hotels was added to the group's portfolio in 2015 as the new luxury collection, positioning the brand as contemporary urban chic. The Murray, Hong Kong, a Niccolo Hotel, opened in January 2018 as the brand's flagship hotel, with 2 new Niccolo hotels currently under development in China following successful openings in Chengdu and Chongqing. Marco Polo's deluxe hotels in established locations maintain their ethos to explore, discover and experience a destination, drawing on the philosophies of its namesake, Marco Polo: an adventurer, a traveller, an entrepreneur and a connoisseur of culture - just as Marco Polo's modern travellers are today. Further details are available at wharfhotels.com.

About Global Hotel Alliance

Global Hotel Alliance (GHA) is the world's largest alliance of independent hotel brands, bringing together 32 brands with over 500 hotels in 78 countries. GHA uses a shared technology platform to drive incremental revenues and create cost savings for its member brands. GHA's award-winning loyalty programme, DISCOVERY, provides 12 million members exclusive opportunities to immerse themselves in local cultures wherever they travel. For more information, visit discoveryloyalty.com.

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