



S A R I N  
INVESTMENTS

[www.sarin.co.nz](http://www.sarin.co.nz)



## Our Story

Sarin Investments is a family owned business established in the year 1996, primarily engaged in,

- Hotel Ownership
- Building & Property Management
- Convention Centre Management
- Lease management
- Operating co-ownership projects
- Design & construction

The company is associated in owning and operating more than 20 hotels, serviced apartments and resorts spread across New Zealand, Australia and United States of America. These properties are run under various international brands such as Inter-Continental Hotels Group, Accor Hotels, Hilton Hotels and also as independent hotels. in varied shareholding capacities.

The company started with operating a few properties under the Quest Apartments brand and steadily grew in to operating independent hotels and serviced apartments in New Zealand. In 2011, the company had 12 properties across New Zealand and by 2016 the number of properties reached 22 with 6 upcoming projects.

## Our People

### Raman Sarin – Founder & Chairman

Raman is an accomplished Hotelier with over 40 years of experience in tourism & hospitality industry with a strong understanding of strata & typical ownership models and lease negotiations.

Raman brings in over 30 years of experience at working with 5 star luxury hotel groups such as Inter-Continental, Taj Hotels & Resorts and The Ashok, New Delhi

During these years of being a hotelier, he has also led the National Convention Centre, Canberra, Australia; one the largest convention facilities in Australia, with a capacity of over 3000 delegates for 5 years.

### Anu Sarin - Director

Anu is the people manager in the company and has been instrumental in developing and retaining human capital in the organization.

She has been driving the team to achieve higher productivity in each area, which has translated in to profitable operations. Anu is a strong believer of translating customer delight in to real profits and successful ventures.

Over the past 30 years, Anu has been beside Raman contributing and supporting in each venture and developing a team of capable human resource to drive the operations.

### Udai Sarin (C.A.) - Chief Executive Officer

Udai is the driving force behind the company. With his strong business acumen and networking skills, he has ensured that each business unit of the company is profitable.

He is a registered Chartered Accountant and enjoys an occasional game of golf over some business networking.

Udai has earned his position in the company by working at various levels in the organization since a very early age ranging from customer service to sales and now as a strategic business leader





## Our Expertise

### Hotel Ownership

Sarin Investments has shareholdings and proprietary in more than 20 hotels, serviced apartments and resorts across New Zealand, Australia and United States of America. These properties are primarily 4 and 4.5 Star rated, having an average year round occupancy of above 80% and an above average room revenue in comparison with the market.

All properties are driven to high yield by a team of well trained and industry experienced revenue managers, sales & marketing specialist and guest service agents. The hotels, serviced apartments and resorts are operated under franchise agreements with different international hotel brands, national chains and some independently.

Brands under management currently and upcoming.

- Accor Hotels
- Inter-Continental Hotels Group
- Hilton Hotels
- VR Hotels

### Convention Centre Management

- Lower Hutt Events Centre – 1300 capacity

# Our Expertise

## Building Management

The company is associated in managing 5 residential apartment buildings in Auckland, New Zealand. Sarin Investments offers end-to-end building management solutions that includes,

- Managing apartments on behalf of the owners and investors as residential and corporate stay serviced apartments
- Yield management for owners and investors of the apartments
- Management of the building as per the building codes and Body Corporate rules and regulations
- Timely information to Body Corporate regarding upcoming maintenance required by the premises
- Scheduled maintenance and house-keeping of the building to ensure cleanliness and order
- 24x7 on-site property manager to address concerns of the guests, residents and also the owners
- Pro-actively develop and plan future maintenance and upgrade expenditure on apartments along with owners, to be spread over a few years and reduce the burden
- On-site handy man to take care of routine maintenance activities, in order to keep the costs down.
- Best price negotiation with several suppliers to get the best bargain and control expenditure.
- Scheduled apartment inspections and reporting





## Our Expertise

### Lease Management

The services of the company also extend towards lease management of the managed properties. The services of lease management include;

- Property Rent Appraisal for current market conditions
- Advertising and photography of your property on websites, and access to a database of potential tenants.
- Our property managers will accompany prospective tenants through the property by appointment only
- Screening of all tenant applications, including reference checks
- Preparation of Tenancy Agreement within 2 working days of tenancy approval and lodging bonds with Department of Building and Housing
- Access to qualified tradespeople at competitive rates
- Collection of rent and providing Landlord Statements on a monthly basis
- Managing rent payments and monitoring rent arrears
- Notices issued when Tenancy Agreement is breached
- Mediation and Court representation if applicable
- Liaising with tenants on a regular basis on any issues relating to the property
- Vacating Inspection report on your property to ensure property is maintained to the same standard as per the Initial Property Inspection Report and disbursement of bond funds
- Processing and payment of all accounts relating to the property as per previously agreed
- End of Year Financial Statements provided to and accurate breakdown of rental monies and accounts received
- Placement of funds to the owner by direct credit or cheque on a monthly basis

## Wholly-owned and managed

# Our Portfolio

### HOTELS & APARTMENTS

Proximity Apartments  
100 Rooms  
4.5 Star  
Manukau Central, Auckland

M Central Apartments  
50 Rooms  
4.5 Star  
Manukau Central, Auckland

IBIS Styles by Accor  
66 Rooms  
3 Star  
Tay Street, Invercargill

DoubleTree by Hilton  
107 Rooms  
4.5 Stars  
Wellington Central

Holiday Inn Queenstown  
75 Rooms  
4 Stars  
Queenstown

Lower Hutt Events Centre  
1300 Delegates  
Lower Hutt, Wellington

### UPCOMING PROJECTS – 2019-2021

DoubleTree by Hilton Napier  
Hotel and Suites  
52 Rooms  
5 Stars

The Sebel by Accor  
60 Rooms  
4.5 Stars  
Lower Hutt, Wellington

International Brand (TBA)  
150 Rooms  
4.5 Stars  
Christchurch Central

International Brand (TBA)  
56 Rooms  
4.5 Stars  
Christchurch Central

International Brand (TBA)  
72 Rooms  
4.5 Stars  
Auckland Central

International Brand (TBA)  
40 Rooms  
4.5 Stars  
Christchurch Central

International Brand (TBA)  
72 Rooms  
4.5 Stars  
Thorndon, Wellington

Brand (TBA)  
33 Rooms  
5 Stars  
Christchurch Central





# Our Portfolio

Co-ownership

## HOTELS & APARTMENTS

### NEW ZEALAND

VR Takapuna  
40 Rooms  
5 Stars  
North Shore, Auckland

VR Queen Street Hotel & Suites  
80 Rooms  
5 Stars  
Auckland Central

The Quadrant Hotel & Suites  
217 Rooms  
4.5 Stars  
Auckland Central

Ascotia Off Queen  
82 Rooms  
3.5 Stars  
Auckland Central

VR Auckland City  
110 Rooms  
4.5 Stars  
Auckland Central

Auckland Airport Kiwi Motel  
30 Rooms  
2.3 Stars  
Auckland Airport

Auckland Airport Kiwi Hotel  
52 Rooms  
3 Stars  
Auckland Airport

VR Rotorua Lake Resort  
44 Rooms  
4 Stars  
Rotorua

VR Hamilton  
38 Rooms  
4 Stars  
Hamilton Central

The Lofts Queenstown  
25 Rooms  
3.5 Stars  
Queenstown Central

### AUSTRALIA

Wirrina Hotel, Golf Resort and Conference Centre  
87 Rooms  
4 Stars  
Wirrina Cove, Fleurieu Peninsula, South Australia





S A R I N

Raman Sarin  
raman@sarin.co.n

Anu Sarin  
anu@sarin.co.nz

Udai Sarin  
udai@sarin.co.nz