



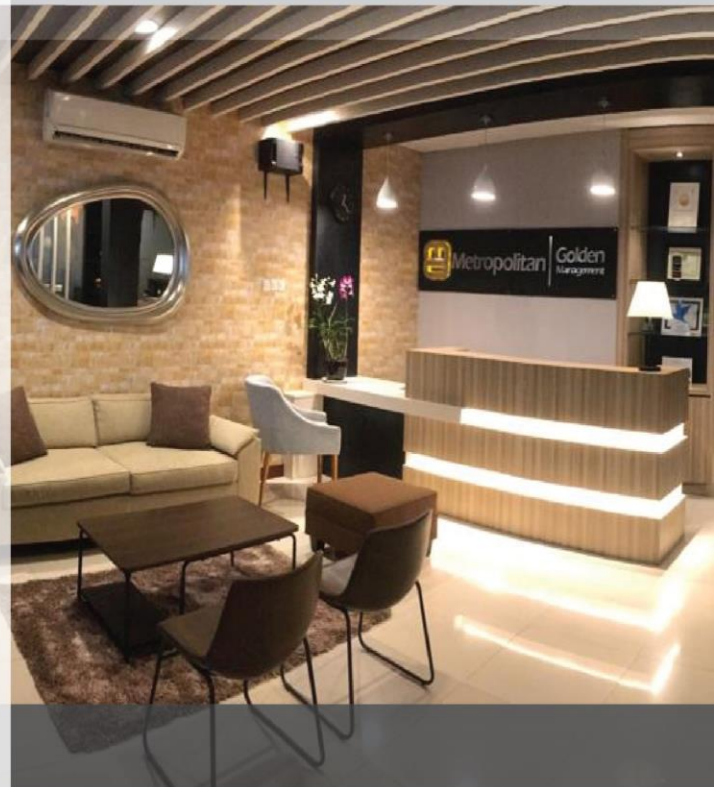
Metropolitan
Golden Management



WORLD CLASS HOSPITALITY with
INDONESIAN AUTHENTICITY

Who we are

Founded in May 22, 2003, Metropolitan Golden Management (MGM) is an Indonesia based hotel management and project management company which focuses on operation services for hotels, apartment, shopping mall and school of Hospitality under the famous brand Grand Horison Hotel, Horison Ultima Hotel, Horison Hotel, @Hom Premier Hotel, @Hom Hotel, and AzizA Hotel ranging from Luxury to Budget Hotel, Suites and Resort.





About us

The company is a part of Metropolitan Development Group, a prominent Indonesian Real Estate Developer Company. As an national hotel chain with international standard products and services, the company finds it essential to always update its services according to today's trend. MGM's hotels position themselves as the Business, Family & IT hotels for all those modern customer needs.



Vision

To be a world class hospitality company that blends local wisdom with Indonesian authenticity.

Mission

"We bring together people, brand and technology that enable heartfelt experiences for our costumers; positive working environment for our associates, high values for hotel owners, and valuable benefits for community"



Service Culture

Using local Human Resources with continuous evaluation and constant training, MGM customer services meet the 6 target elements.

Hospitality
Seriousness
Warmth
Sincerity
Speed
Care



The Founders:

Front L-R: Subagja Parwata, Ciputra, Ismail Sofyan
Back L-R: Budi Brasali, Budiman Kusika, Soekrisman,
Hiskak Secakusuma



Metropolitan Development

Holding Company

Metland

PT Metropolitan Land Tbk (Idx code: MTLA)



WORLD CLASS HOSPITALITY^{with}
INDONESIAN AUTHENTICITY

Board of Directors



Fenza Sofyan



Agam Subagdja



Basari Bachri



Mohamad Ridwan

Powerful Brands

From luxury to economy and in more than 35 cities, our hotel brands meet all the needs of business and leisure travelers seeking comfort, attention and high-quality services.



Our International Brands

Luxury



Upscale



Midscale



Economy/Low Cost





Full service hotels, suites & resorts at affordable prices cater for midscale (Horison) to upscale (Horison Ultima) and luxury markets (Grand Horison) with full spectrum of superior services & facilities. 3 to 5 stars.



The Sharia Complied Hotel with full service facilities offer ultimate halal friendly products and environment. 3 to 4 stars.



The leading mid-market with limited service hotel chain. Good breakfast, great rooms and medium sized meeting rooms. Good for business. 2 stars.



Horison Express is a unique choice for business traveller accommodation with value for money concerned. 2 stars.



Horison Loyalty Cards

Discover a new stylish
way of traveling



South East Asia *Future Development*

Brunei Darussalam, Laos, Malaysia, Myanmar,
Philippine, Singapore, Thailand & Vietnam.

Middle East *Future Development*

Kingdom of Arab Saudi & Aljazair

over 50 Hotels across Indonesia

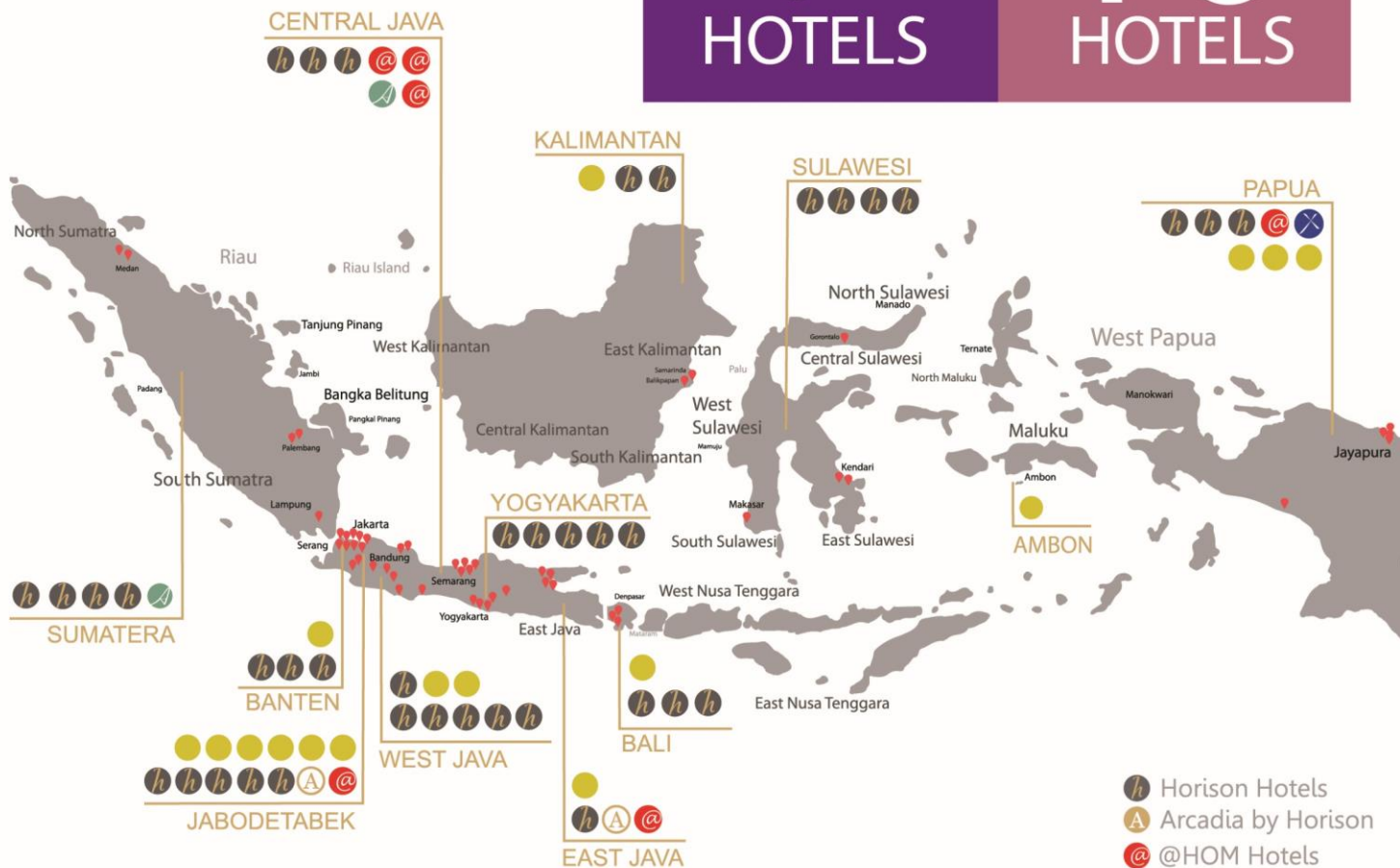
Upcoming Hotels :

2019

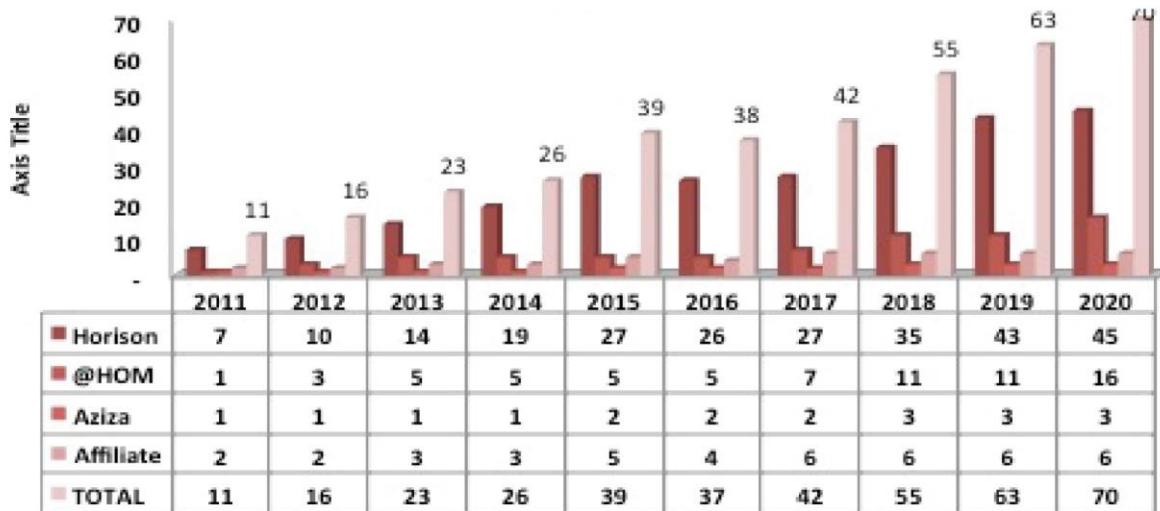
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HOTELS

2020

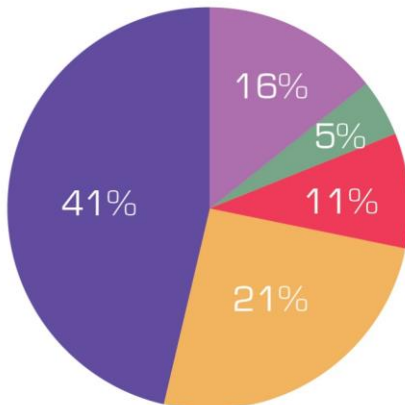
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HOTELS



Upcoming Hotels : Jakarta | Ciawi | Cirebon | Bali | Singkawang | Jayapura | Timika | Kotaraja



Our Portfolio Growth 2011-2020



Brand Composition 2018

HorisonUltima

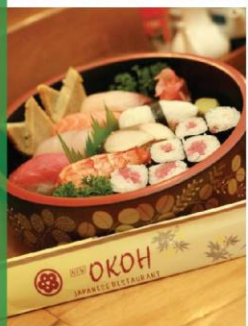
Horison

@HOM

Aziza

By Horison

Food and Beverage Concept





You are welcome' - Santan Restaurant blends the flavors of the Traditional Cuisine together with an international cuisine. Located at ground floor level, the all-day dining restaurant is open for breakfast, lunch and dinner. Eclectic influences are captured in an ambience that is locally unique. Fresh and healthy, wholesome and without compare, this is the place to enjoy the best of global dining, here in the heart of Nusantara.

Opening hours:
24 hours



A contemporary dining style, alongside Ground floor. Golden Dragon continues our tradition of serving fine Halal Chinese cuisine in a warm and friendly setting. Our chefs have many years experience cooking authentic Chinese food. Following the tradition of their predecessors, they have preserved the tradition of excellence in both food quality and service with a personal Golden Dragon touch.

Opening hours:
11:00 am to 11:00pm.



'Mind the gap' Sakeca Lounge is open and moving fast! Located on the ground level or at the hotel podium, we invite you to take a wide range of specialty teas, coffees and beverages available in this informally vibrant area in the lobby and observe city life at its animated heart. At night, the mood becomes more upbeat and dance music replaces the evening ambience.

Opening hours:
12 hours.



Warung Dim Sum is an informal and lively resto serving Dim Sum and Chinese teas. Dim Sum is prepared as small bite-sized food, steamed to perfection and served alongside fried, rice and griddled dishes. An ideal choice for a quick, light lunch or a fun night out - as they say, all the fun is in the sharing, which Warung DimSum encourages!



Okoh stands for our fine Japanese cuisine resto serving delightful dishes, from Sushi, Sashimi to Tepanyaki Grill and various deserts in a warm and friendly setting.

Opening hours:
from 11 am to 11:00 pm



Join us at Kurulu Sky Lounge on the Rooftop Floor for amazing views with good food. A lively meeting place in the style of the Metropolitan line. live entertainment features regularly and complements the evening ambience.

Opening hours:
12 hours.



Virus Bistro features a international delights menu with a touch of Asian influence in an modern and cozy atmosphere.

Opening hours:
from 10 am to 00 am

Hotel Development Service

Technical Assistance

Our Technical Assistanes provide the expertise and experience in design, construction on and appointment of properties in areas such as Architecture, Mechanical Electrical, Kitchen and Lounge Equipment, Lighting, Interior Design and Graphics. Our executives have in-depth experience on the operational level as pre-opening, both internationally as well as domestic.



Pre-Feasibility Study

PT Metropolitan Golden Management team provide the following :

- Strategic market research, objective analysis and recommendations.
- Analyze goals, identify opportunities for successful investment.
- Assess specific investment projects and provide comprehensive feasibility analysis.



Design Need & Requirement Review

We produce a complete recommendation and guidelines for the implementation of the investment plan. Undertakes the program, planning and design are required to establish financial able property, emphasizing on the operational and financial implications, influencing the architecture, interior design and technical installations.



Fixture, Furniture and Equipment List

Our Development Department issues list of Furniture, Fixture and Equipment needed based on the project's specification. The service includes:

- Fixture, furniture & equipment review & suggestion
- Fixture, furniture & equipment cost estimation
- Fix list of alternative fixture furniture & equipment supplier



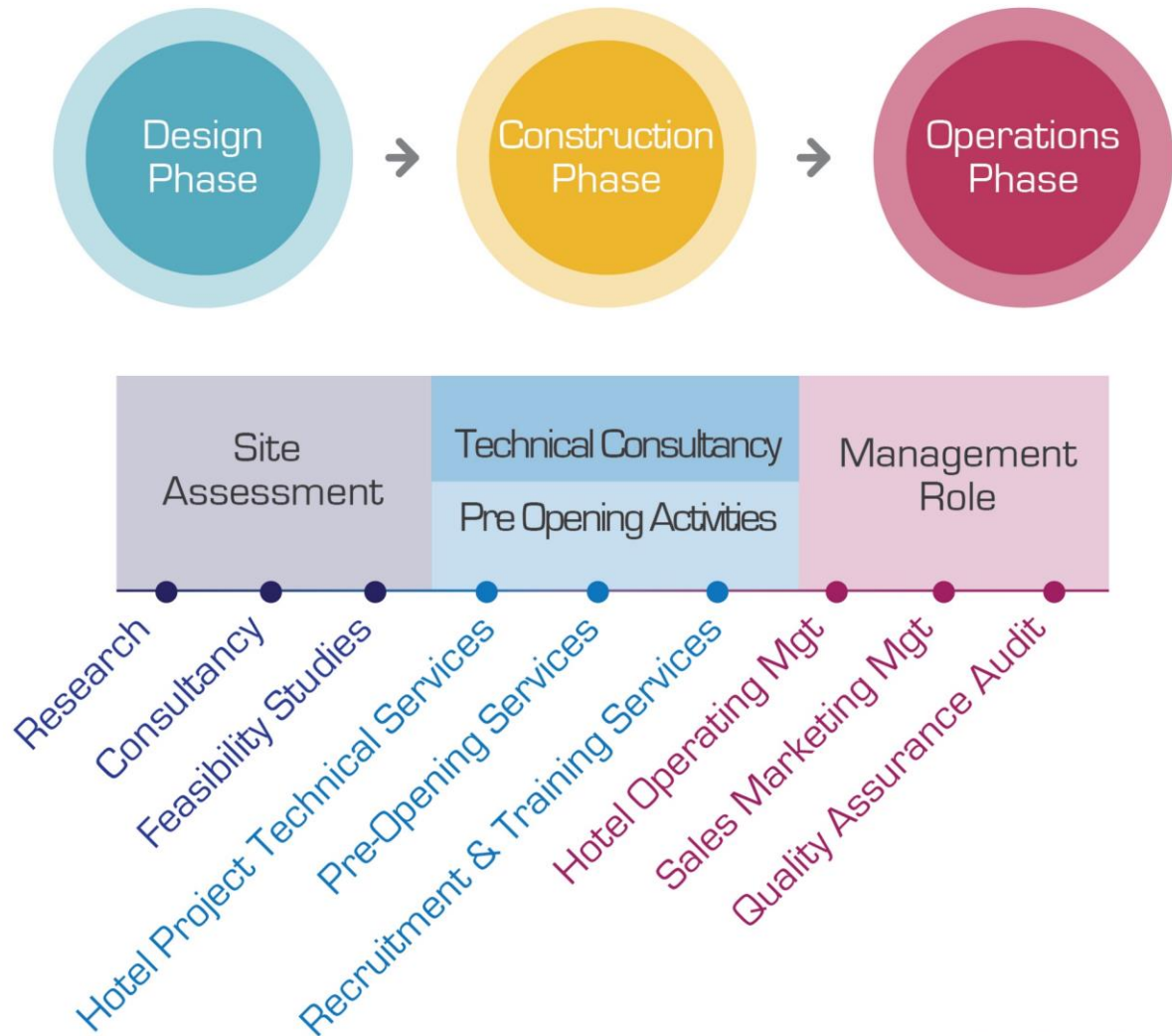
Pre Opening Assistance

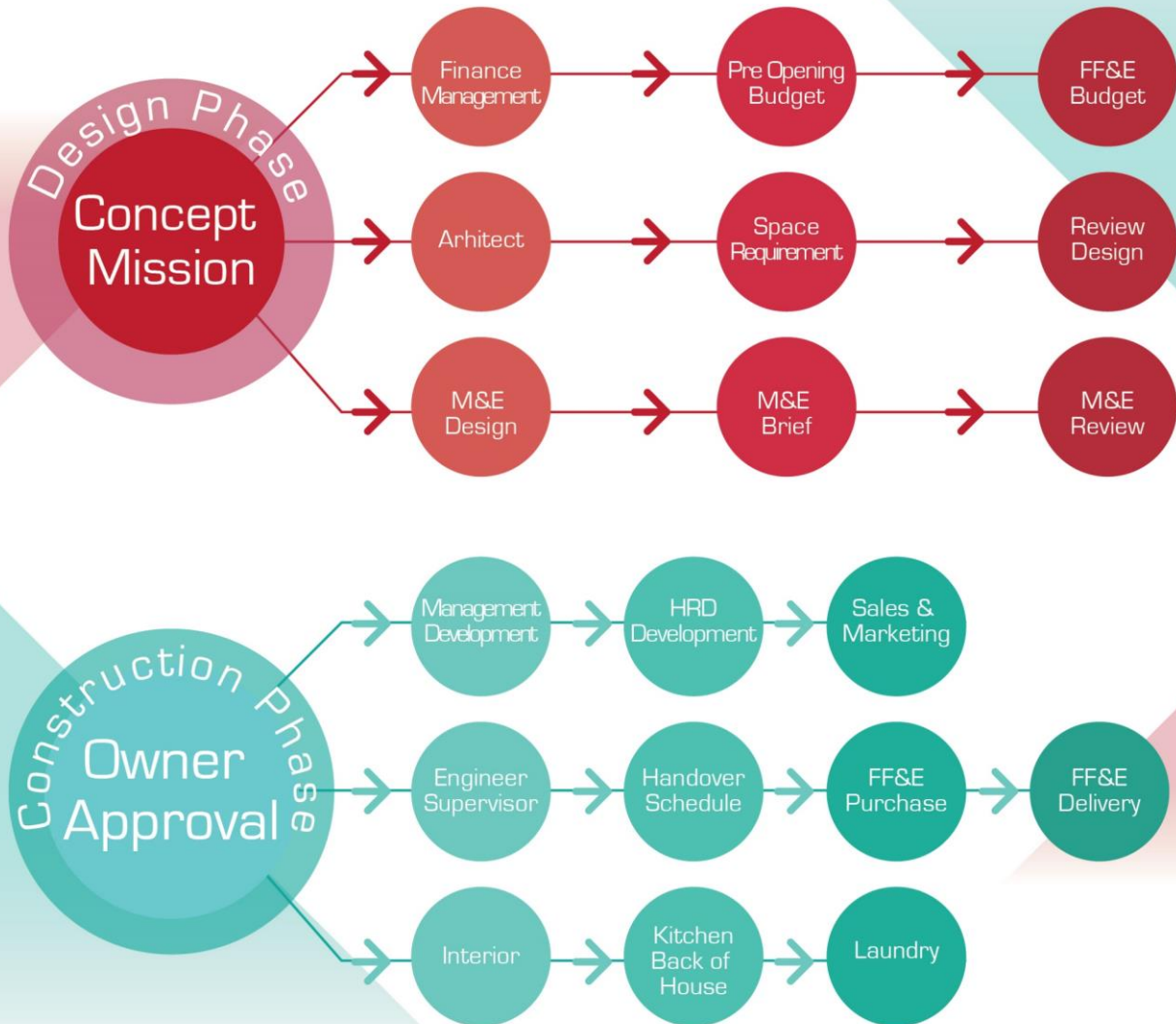
In six to three months before the Hotel open its door, Metropolitan Golden Management conduct Pre-Opening activities covering

- **Human Resource Set Up:** Recruitment, Training, Policy & Procedure Set Up, Placement
- **Sales & Marketing:** Pre Marketing Activities, Sales Blitz, Trade Show, Public Relation, Advertising, Opening Campaign, Familiarization Trip, Opening Ceremony
- **Building & Administration:** System Operational & Procedure (SOP) Set Up, Commissioning Test & Building Check, Hotel Management Set Up, Accounting Set Up and Training, Cooking Test, Food & Beverage Set Up, Room Division Set Up, Hotel Information System Set Up and Training

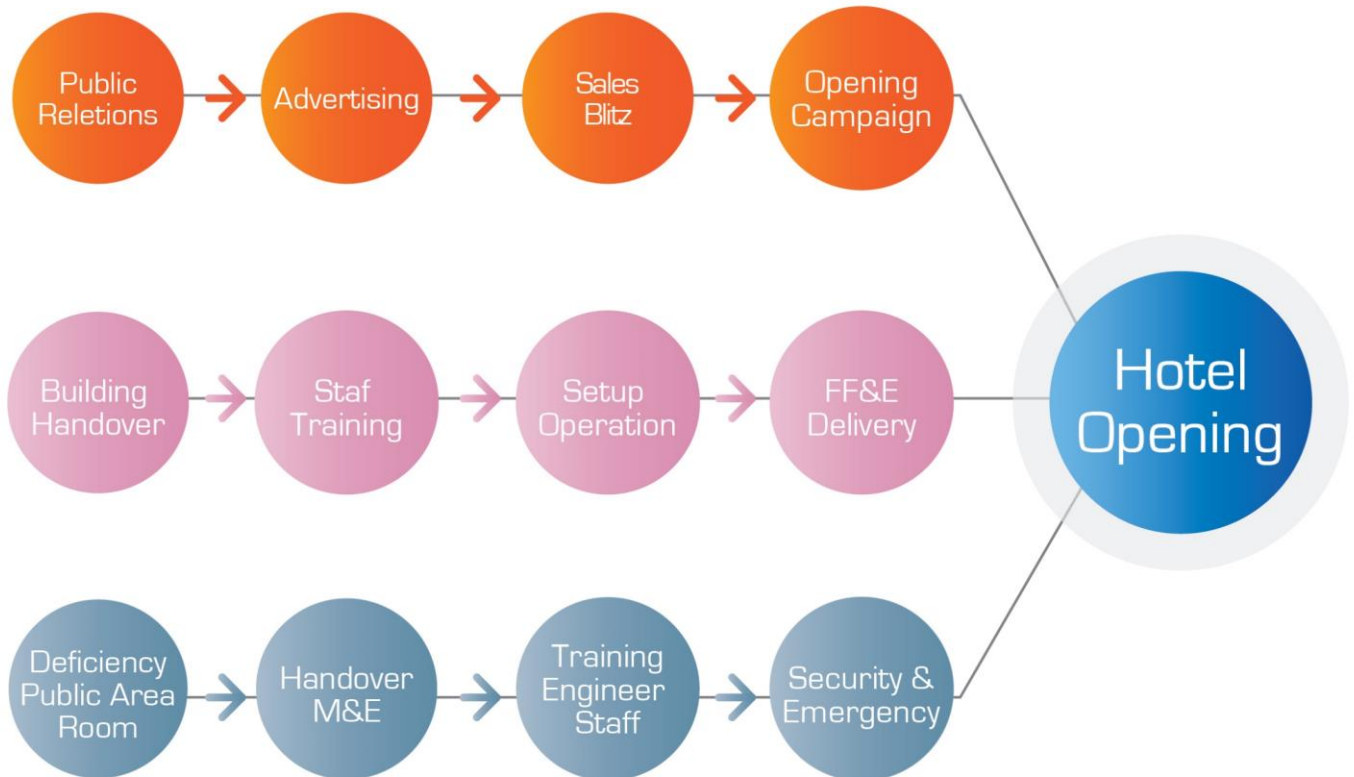


Hotel Development Workflow





Pre Opening Phase



Hotel Management Service



The main core of Metropolitan Golden Management is a full service hotel management company ranked among the top hotel companies in Indonesia.

Metropolitan Golden Management owns and operates hotel under various brands and is actively pursuing additional acquisitions and management contracts.

We assembled a driven and qualified team to effectively manage hotel properties, evaluate the product and develop a plan for maximizing market potential and profitability.

The hotel management business plan consists of budgets, marketing objectives, cost controls, employee training, and preventative maintenance and life safety issues.

Market penetration, operating efficiency and customer satisfaction has given our company a high reputation in the marketplace.

Metropolitan Golden Management provides management services through the Operating Agreement, which is made up of the Management and Marketing Services Contract (MMSC). These services are designed to deliver the extensive experience of our company in a flexible manner to our hotels.

Managed properties will be licensed to use one of Metropolitan Golden Management's trade names: Horison, Arcadia, AzizA, @HOM, HoreX, eRBe or affiliate by including their variants.

We manage hotels on behalf of hotel owners and coordinate all sales support through our Corporate Sales Office. We select and supervise the Hotel General Manager and provide the following support services under the MMSC.



Business Services

Business and Marketing Plans

Under our supervision and guidelines the General Manager of the hotel will prepare an annual business and marketing plan for approval by the owner.

Revenue Management (RevPAR)

Our management team are dedicated to maximising Revenue Per Available Room for the hotel. Regular meetings with hotel management combined with training and sales support are designed to focus on improving yield management in all departments.

Gross Operating (G.O.P) Management

Our expertise in cost controls and cost reporting in the mid market hotel sector will ensure the effective realization of hotel G.O.P

Policy and Procedures

We provide each hotel with standard operating manuals to ensure compliance with Horizon Hotel brand standards and consistency of service delivery.

Operational Audit

Operational Audits are conducted on a regular basis to focus on productivity improvement, guest satisfaction and system compliance.


Quality Assurance

In addition to our regular quality service audits, experienced quality assurance professionals conduct an annual Quality Assurance Review. Each property is evaluated against a 1,000 points inspection checklist that covers housekeeping maintenance, administration, human resources, refurbishment and capital improvements.

Human Resource Management and Training

Employee leadership, job satisfaction and motivation play a critical role in the delivery of a quality guest experience. Our Company recognizes the importance of providing a continual level of management support and training.

Horison School of Hospitality



Horison School of Hospitality has aspires to be a superior and premier institution, and get recognition from the relevant institutions, such as the Ministry of Culture and Tourism of Indonesia, ASITA (Association of Indonesian Travel Agents), Hotel and Restaurant Association of Indonesia (PHRI), and others institutions both domestic and overseas. In academic capability, Horison School of Hospitality believes in the spirit and hard work will be able to create the best graduates who can give a positive impression for the tourism industry. In the end, they will bring Indonesia into the World Top-Ten Tourists Destination.



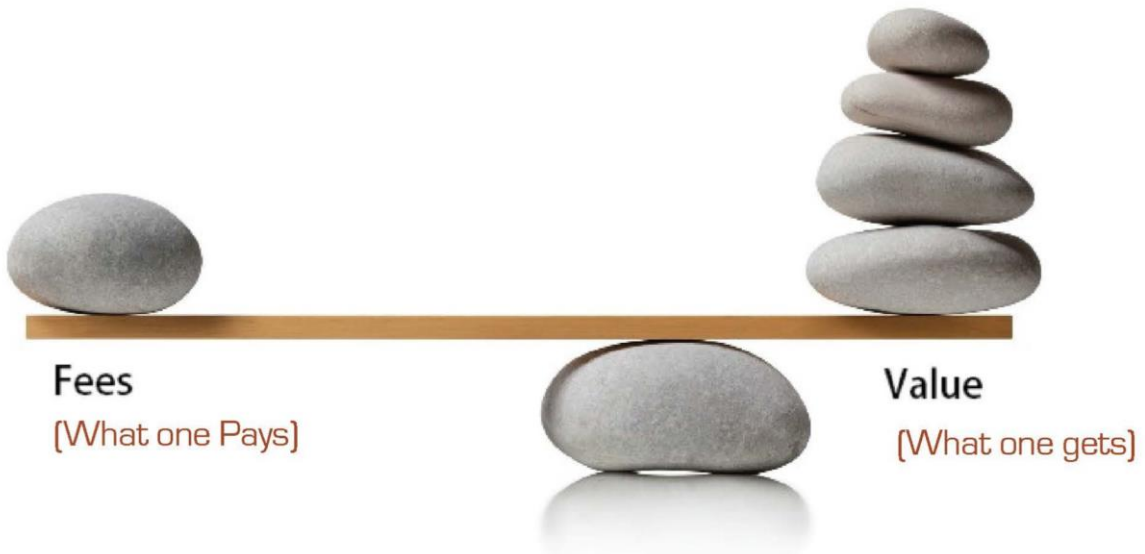
“Vision

“To be the Premier Institution in providing excellent Hospitality, Tourism and Restaurant Education in the Region”

Mission”

- Being part of government policy of human resource development with international standard.
- Creating professional people in Tourism industry based on training of education, technology and moral, in order to provide independent and excellent people.
- Developing scientific tradition and foster leadership skills in order to formulate the methodology of identifying, understanding, explaining, solving problems, and provide the solutions comprehensively.
- Training people about the implementation of scientific theory into practice in accordance with the expertise, in order to serve the needs of tourism industry.
- Preparing people to be ready to work on tourism organizations, restaurants and hotels, in regional, national, and international scales.
- Developing business education for realizing the vision of “Globalizing National Skills”.

Our Competitive Fees



Brand	Classification	Technical Fee Per Room Key In Rp	Minimum Number of Room	Base Fee % of Revenue	Incentive Fee % of G.O.P	Marketing Fund % of Room Revenue	Royalty Fee For Condotel Sales % of Unit Sold Revenue
@HOM	Two Stars	4.000.000,-	100	3%	6%	1,50%	0,5%
Horison Inn	Two Stars Plus	5.000.000,-	100	3%	6%	1,50%	0,5%
AzizA	Three Stars	6.000.000,-	100	2%	5%	1,50%	0,5%
Horison	Three Stars	6.000.000,-	100	2%	5%	1,50%	0,5%
Horison Ultima	Four Stars	7.000.000,-	150	2%	5%	1,50%	0,5%
Grand Horison	Five Stars	8.000.000,-	250	2%	5%	1,50%	0,5%



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