



WELCOME TO SASAN'S WORLD OF HOSPITALITY

COMPARISON BETWEEN MANAGEMENT COMPANIES (FEES & CHARGES)

- 1- **Sasan Management is the most affordable brand** since we can adapt much of owners requirements according to local situations
- 2- Concorde, Embassy Suites, Hilton are the most expensive but property must be 5 stars
- 3- All hotel companies charge enrolment fees and they differ according to the kind of brand you select.
- 4- In the Middle East and Asia, and because owners do not like to pay this enrollment fees, companies tend to **hide** the enrollment fees and put it under different names such as opening advertising, opening party, opening services...etc.

Brand Name	Franchise Fees/from Total Revenue	Marketing Fees/from Room Revenue	Reservation Fees if done through their system	Enrollment Fees (PAID ONLY ONCE)	T.S.A.	Management Fees/ from G.O.P.	Price for Master Franchise in the area
Concorde	3.5%	2.5%	7\$ per room	\$600 per room	\$100,000 +	6-7.5%	6 million Dollars
Park Plaza	3.5 %	2%	\$ 7 per room	\$400 per Rom	\$75,000+	6-7.5%	5 million Dollars
Clarion	3 %	2%	\$ 6 per room	\$350 per room	\$65,000+	6-7.5%	Do not give M.F
Quality Inn	3 %	2%	\$ 6 per room	\$300/room	\$65,000+	6-7.5%	3.5 Million Dollars
Comfort Suites	3 %	2%	\$ 6 per room	\$300/room	\$65,000+	6-7.5%	3.5 Million Dollars
Comfort Inn	3 %	2%	\$ 6 per room	\$300/room	\$65,000+	6-7.5%	3.5 Million Dollars
Sasan Inc.	FREE	1.5%	FREE	\$200/room	FREE	5.5 %	Only \$600,000

Embassy Suite Hotels and Hilton Garden Inn Do not give Master Franchise and they charge for Management the following:

Initial Fees: \$75,000 for the first 250 guest suites plus \$300 for each additional guest suite, with a minimum fee of \$75,000. Hilton Gardens Charges \$450 for each additional room.

Royalty fees:

Year 1: 3% of gross room revenue

Year 2: 4% of gross room revenue

Year 3+: 5% of gross room revenue.

Hilton Gardens Charge 5% from year one.

Program Fees: Currently 4% of gross rooms revenue.

Technology fees: Depends on size of the property

Other fees: For Frequent Traveler/Guest Reward program, training, ongoing computer system maintenance and related fees, and all other fees, all indicated in the Franchise Disclosure Documents for Hilton Gardens or Embassy Suites Franchise.