Winter 2026

HTL Group Australia

Seasonal Overview

HTL Group Australia

A typically active Winter season, during which the company welcomed new colleagues in form of highly regarded senior industry executives in both Victoria (George Iliopulos) and NSW (Mark Durran); switched the go-button on a major brand and website refresh and continued to transact in market with confidence.

In terms of development, key company operatives attended a negotiation skills seminar with the internationally renowned expert, Dr Medvec of the Kellog Institute of Business; and popular Yellow Brick Road Chairman, Mark Bouris, dropped into the Martin Place office for an insightful Q&A session - following the high-quality theme of the last session of this kind with the then HSBC CEO, Antony Shaw.

Andrew Jolliffe

CEO – HTL Group Australia

Hospitality Property Overview

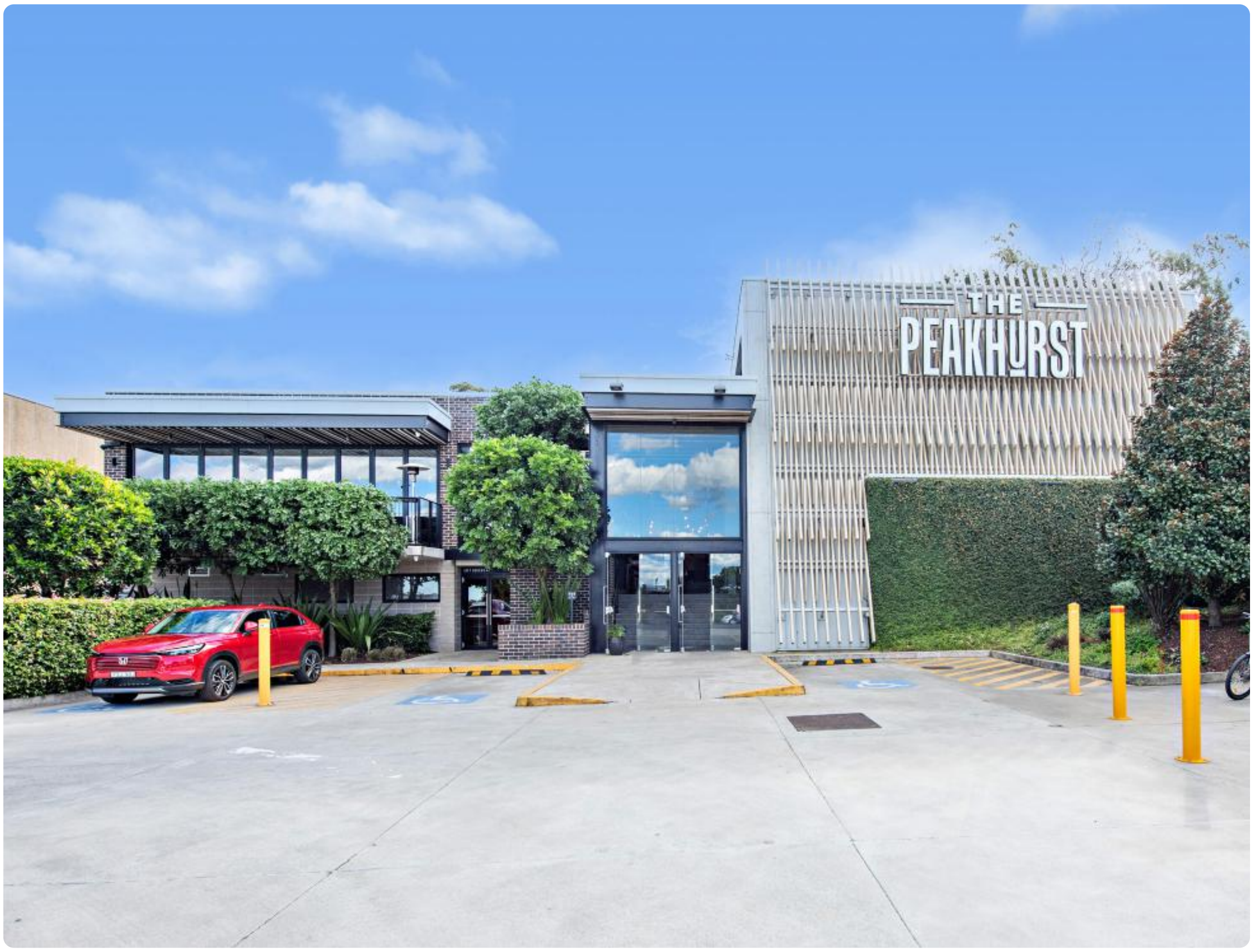
Selection of Pub Sales & Listings

SOLD

Site: The Peakhurst

Location: Peakhurst, NSW

Sale Date: July 2026

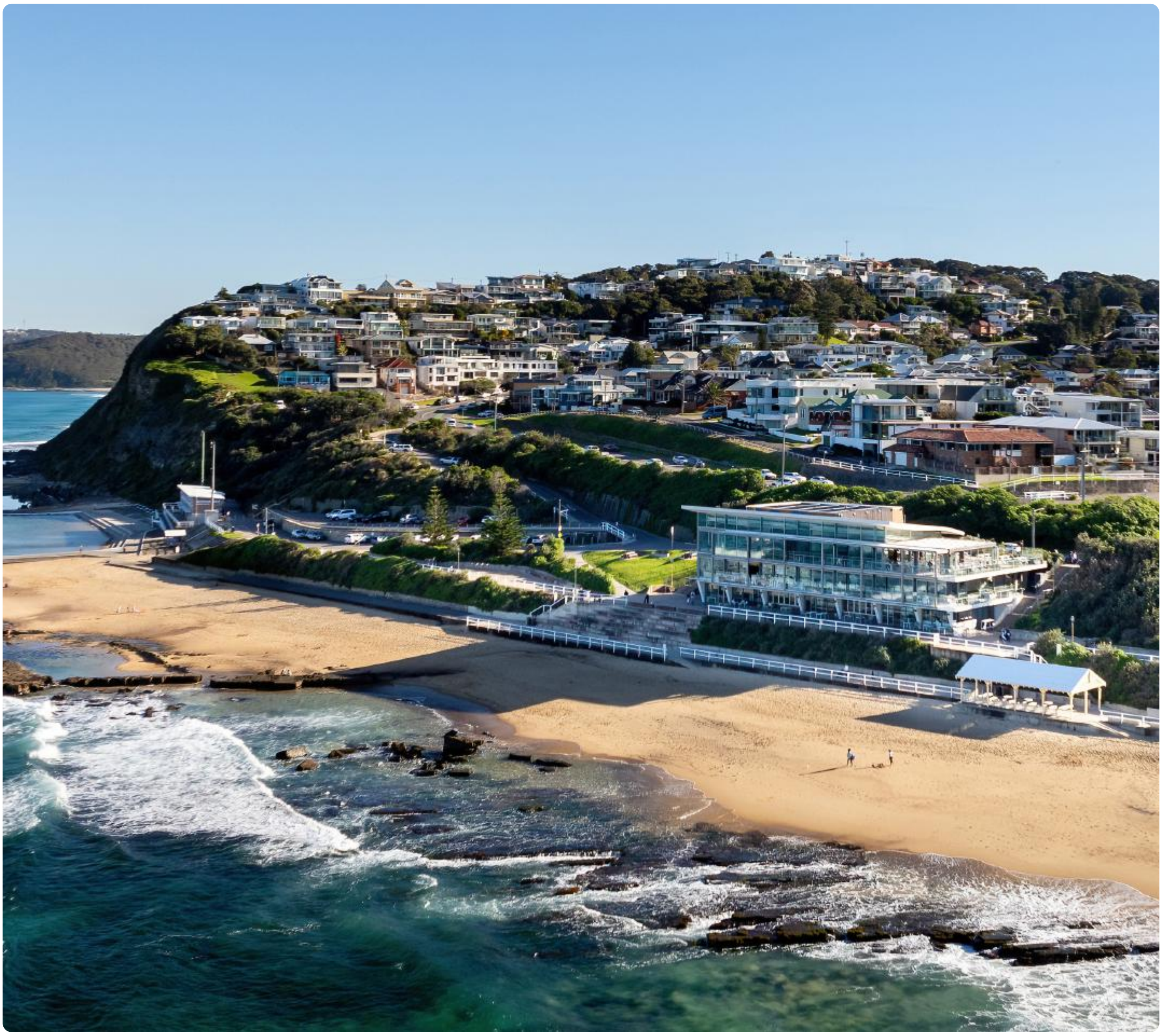


SOLD

Site: Merewether Surfhouse

Location: Merewether, NSW

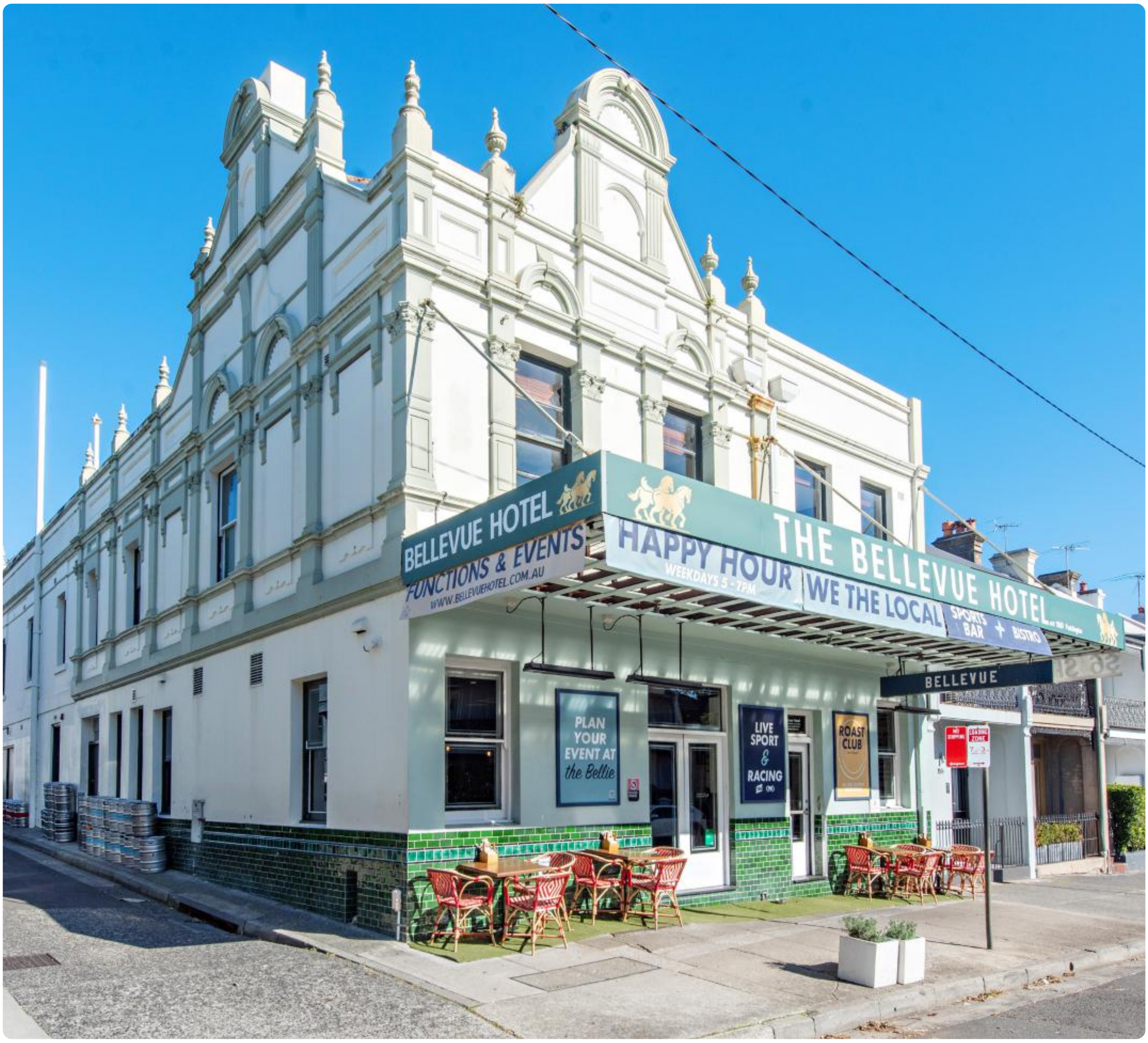
Sale Date: August 2026



FOR SALE

Site: Bellevue Hotel

Location: Paddington, NSW



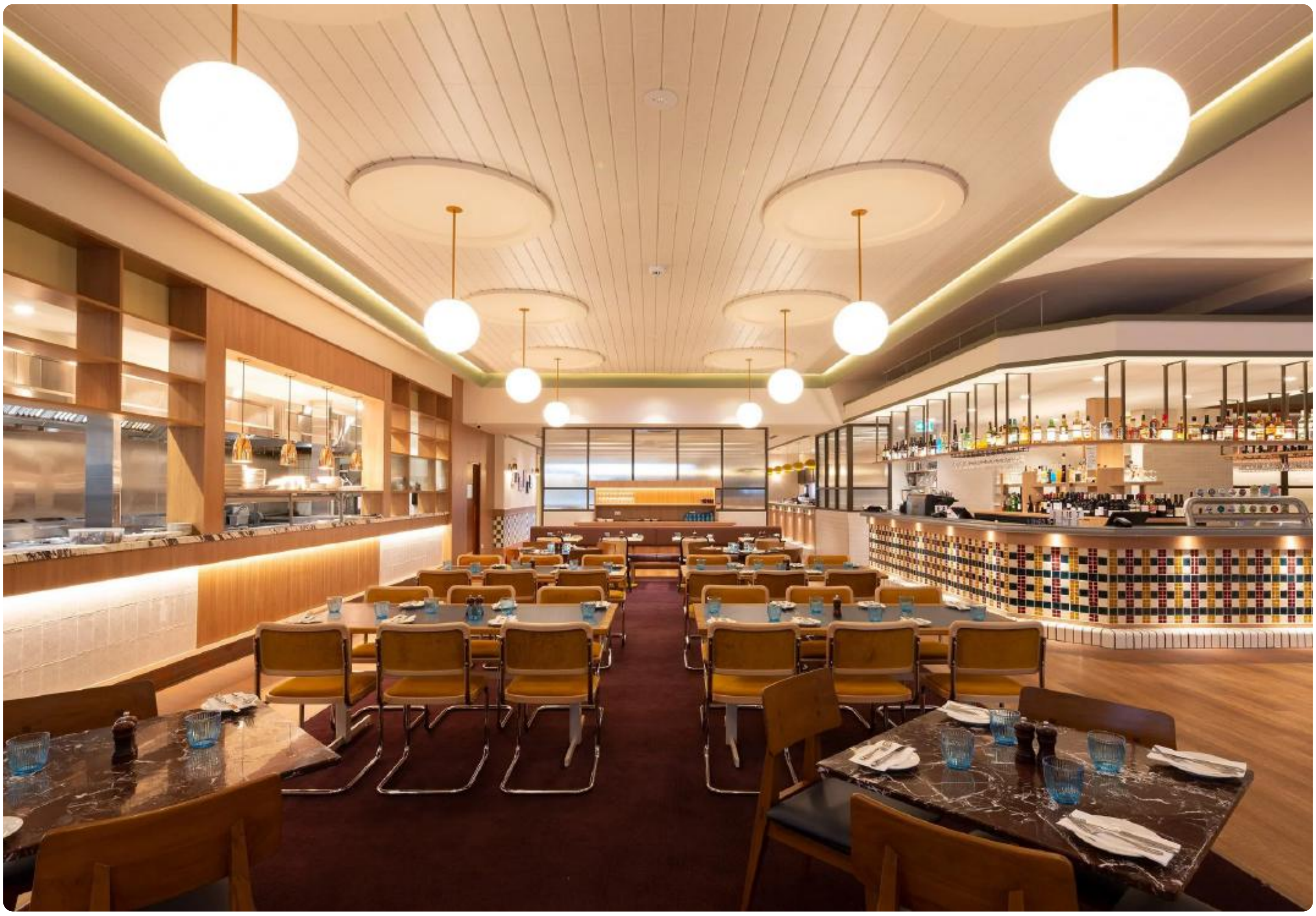
Selection of Accommodation Sales & Listings

SOLD

Site: The Statesman Hotel

Location: Curtin, ACT

Sale Date: July 2026

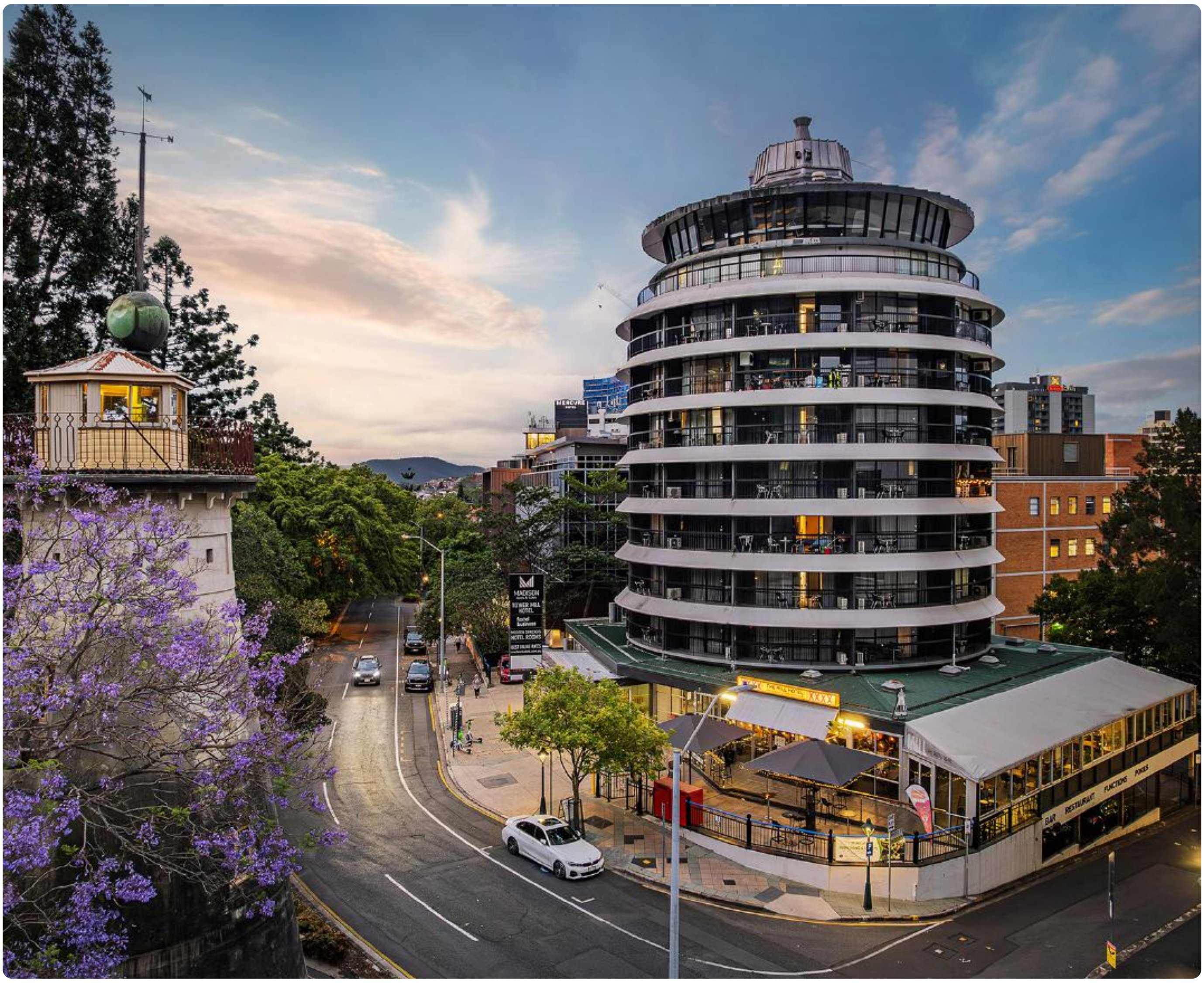


SOLD

Site: Madison Tower Mill Hotel

Location: Brisbane, QLD

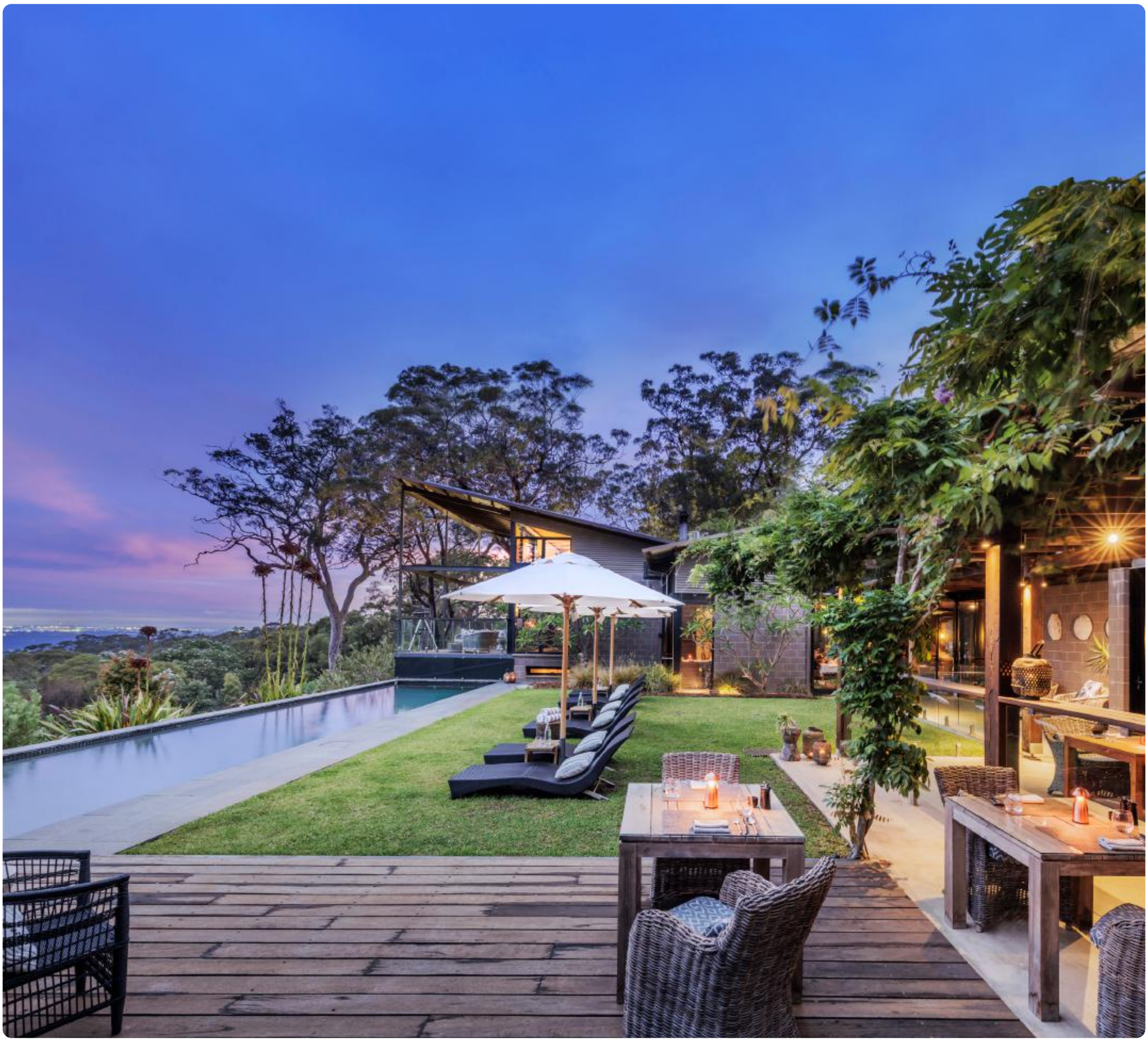
Sale Date: July 2026



FOR SALE

Site: Spicers Sangoma Retreat

Location: Blue Mountains, NSW



Capital Solutions Market Overview

Cross-border Debt Refinance & Upsize

Cross-border debt funding package for Schoolblazer Limited (ASX: SBZ)

Debt Funding Package: $110m

Settled: July 2026

Portfolio Acquisition

Portfolio Acquisition for 4 x Hotels within a major regional centre

Purchase Price: $160m

Settled: June 2026

Benchmarked Existing Banking Relationship

Recent tender for a high-net-worth medical specialist with $8.5M in lending

Leveraged existing banking relationship

0.30% average interest rate reduction

$135,000 annual cash flow improvement

Restructured to Interest Only

No refinance costs or disruption

HTL Group Australia

$6.65 bn

Property sales since inception

$4.31 bn

Finance arranged since inception

85%

repeat clients

8

years creating competition

HTL Group Australia

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