

Hotels

Franchise agreement between Meeting Point International and Aquis Hotels & Resorts

Theodore Koumelis - 22 August 2013, 13:15

MPI Hotels will join the Aquis portfolio on a franchise basis effective from 1 November 2013. Thereby Aquis expands with nine additional hotels across the Mediterranean. MPI benefits from highly qualified resources in the hotel management.



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DUBAI / LONDON - **Aquis Hotels and Resorts** (Aquis) is expanding its portfolio internationally from next season. This is following an agreement with **Meeting Point International** (MPI) which, after a planning period of few months, will result to MPI Hotels joining the Aquis portfolio on a franchise basis. This venture will see Aquis expanding with the addition of nine hotels across the Mediterranean, namely in Turkey, Malta, South Italy and the Canary Islands. Headquartered in London and with offices also in Athens, Aquis already successfully operates and markets ten hotels in Greece in the popular destinations of Corfu, Crete and Kos, and continues to add hotels in these and other Greek destinations for the coming seasons.

Roula Jouny, Group CEO Meeting Point International says: *"This is the start of a new and exciting era for our groups' hospitality division. Joining forces with Aquis Hotels & Resorts opens innovative and important doors to enable us, as an internationally operating and fast growing Destination Management Company, to provide professional and highly efficient management services to independent hotels in the hospitality sector. The need for dedicated and highly qualified management resources as well as IT infrastructure and corporate services experience an ever growing demand in our day to day work and this is what Aquis will offer. Hany Khanagry, our CEO of MPI Hotels will increase the dynamic growth of the portfolio of owned and operated properties, which in the future will all be marketed under the Aquis brand."*



"The addition of the MPI Hotels to Aquis' portfolio sets the platform for further growth internationally, which has been one of Aquis' aspirations. The MPI hotels will benefit from the Aquis' brand strength which will translate to high occupancies, improved results due to efficient and dynamic revenue and pricing management and to high customer satisfaction. The independence to contract with all major international tour operators allows Aquis to offer a much wider and more attractive portfolio of beds", says **Ioannis John Kent**, founder and Chairman of Aquis.

The expansion saw the need to enhance Aquis' team with the appointment of **Maria Douvrou** as CEO, who says: *"I am thrilled with the opportunity to take Aquis international. This move will enable us to access more distribution channels, especially working alongside MPI. I am confident and very motivated that the Aquis brand will have significant value world-wide before long."* Maria Douvrou comes from the United Kingdom where she was the Head of JVs & Business Development in TUI

Travel's Hotels and Resorts department. She has a Corporate Finance background, having worked in various investment banking positions for over ten years in London prior to specialising in Hotels with TUI.

The project of integrating the MPI Hotels' various functions fully under Aquis on a franchise/management model is estimated to complete in six months. However from 1 November 2013, the MPI hotels will rename to:

- Aquis Rocca Nettuno Tropea (Calabria)
- Aquis Garden Resort (Calabria)
- Aquis Rocca Suites (Malta)
- Aquis Riviera Resort (Malta)
- Aquis Ephesus Princess (Turkey)
- Aquis Golden Beach (Fuerteventura)
- Aquis Tahona Garden (Fuerteventura)
- Aquis Parque Paraiso I (Gran Canaria)
- Aquis Parque Paraiso II (Gran Canaria)

The existing portfolio of Aquis in Greece currently consists of a selection of four and five stars properties in beachfront locations:

- Aquis Sandy Beach (Corfu)
- Aquis Agios Gordios Beach (Corfu)
- Aquis Pelekas Beach (Corfu)
- Aquis Mon Repos Palace (Corfu)
- Aquis Capo di Corfu (Corfu)
- Aquis Marine Resort (Kos)
- Aquis Arina Sand (Crete)
- Aquis Bella Beach (Crete)
- Aquis Silva Beach (Crete)
- Aquis Zorbas Village (Crete).