

2025

Company Overview

HOSPITALITY CONSULTING DIVISION

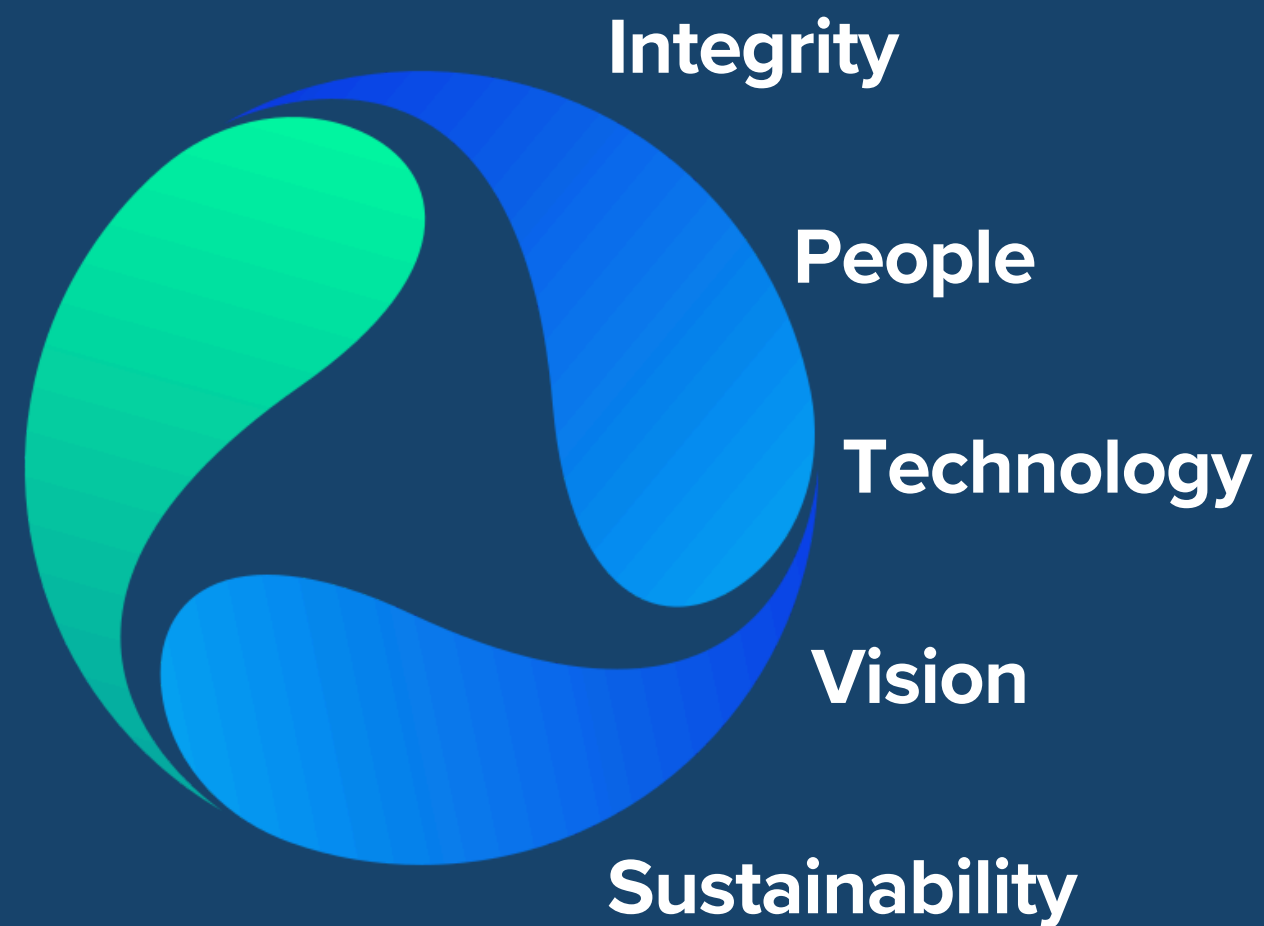


BTM Global Investments

We design. We build. We deliver. We make hospitality happen

BUSINESS ADVISORY | PRE-OPENING SUPPORT | ASSET MANAGEMENT | F&B DEVELOPMENT | QUALITY AUDITS | ENERGY SOLUTIONS

Our Core Values



**WE DESIGN. WE BUILD. WE DELIVER.
WE MAKE HOSPITALITY HAPPEN.**

We uphold the highest standards of **integrity** through honesty, accountability, and transparency. We empower **people**—teams, clients, and communities—by fostering trust and collaboration. Driven by innovation, we leverage smart **technology** to boost performance and guest experience. Our **sustainability** focus ensures responsible practices that create lasting value. With a bold **vision**, we anticipate trends and drive growth in hospitality and investment. These values define BTM’s mission to connect investors, lead change, and shape the future with purpose.

MARKET OPPORTUNITY

Behind the scenes.

Our founders bring decades of experience across six countries and four continents, having worked with leading hotel brands and independent properties across all chain scales. As trusted experts in multi-brand operations, we deliver unmatched insight and execution—driven by a talented team and a culture that inspires us to **Act Like Owners and Think Like Guests.**

Focus

- Operations
- Profitability
- Guest Experience
- Asset Performance
- Owner Alignment



Scale

- Global
- Multi-brand
- Multi-segment
- Cross-continental
- Experienced

Our Founders



Nilson Bernal
CEO

“ Before founding BTM Global, we built our careers with leading hotel brands across six countries and four continents. That global experience now drives our mission to deliver tailored, results-focused solutions for hotel and restaurant owners around the world”.

Nilson Bernal



Henrique Timoteo
Business Development

Leading Since 1990s - The Expertise Behind BTM	35 years
BTM Global Investments Is Officially Founded and Launched	2024
Hotels Managed Across the Americas, Europe, and the Middle East.	25+ Hotels
Estimated Total Revenue Successfully Managed by the Team	\$750M
Estimated Total Number of Guests Served Worldwide	15M+ Guests
Estimated Number of Associates Under the Founders Oversight.....	3K+ Associates
Countries Worked In Across Four Continents and Industries	6 Countries
Hotel Projects: Openings, Rebrands, Turnarounds, F&B Revamps.	150+ Projects

GLOBAL LEADERSHIP

Since 1990



BRAZIL



QATAR



PAKISTAN



PORTUGAL



ENGLAND



USA





INTRODUCTION

We apply high-end technology with a human touch and environmental care.

Making hospitality happen every step of the way.

At BTM Global Hospitality, we blend cutting-edge technology with personalized service and a strong commitment to environmental responsibility. From acquisition to daily operations, our approach is driven by innovation, guided by people, and grounded in sustainability. We don't just consult—we make hospitality happen, every step of the way.

Where Strategy Becomes Stay: **We Deliver Hospitality**

The Challenge of Finding True Hoteliers

In today's hospitality market, true operational expertise is rare. Owners need more than consultants—they need partners with real, hands-on experience. BTM Global fills this gap with lifelong hoteliers who turn deep industry knowledge into practical, results-driven solutions.

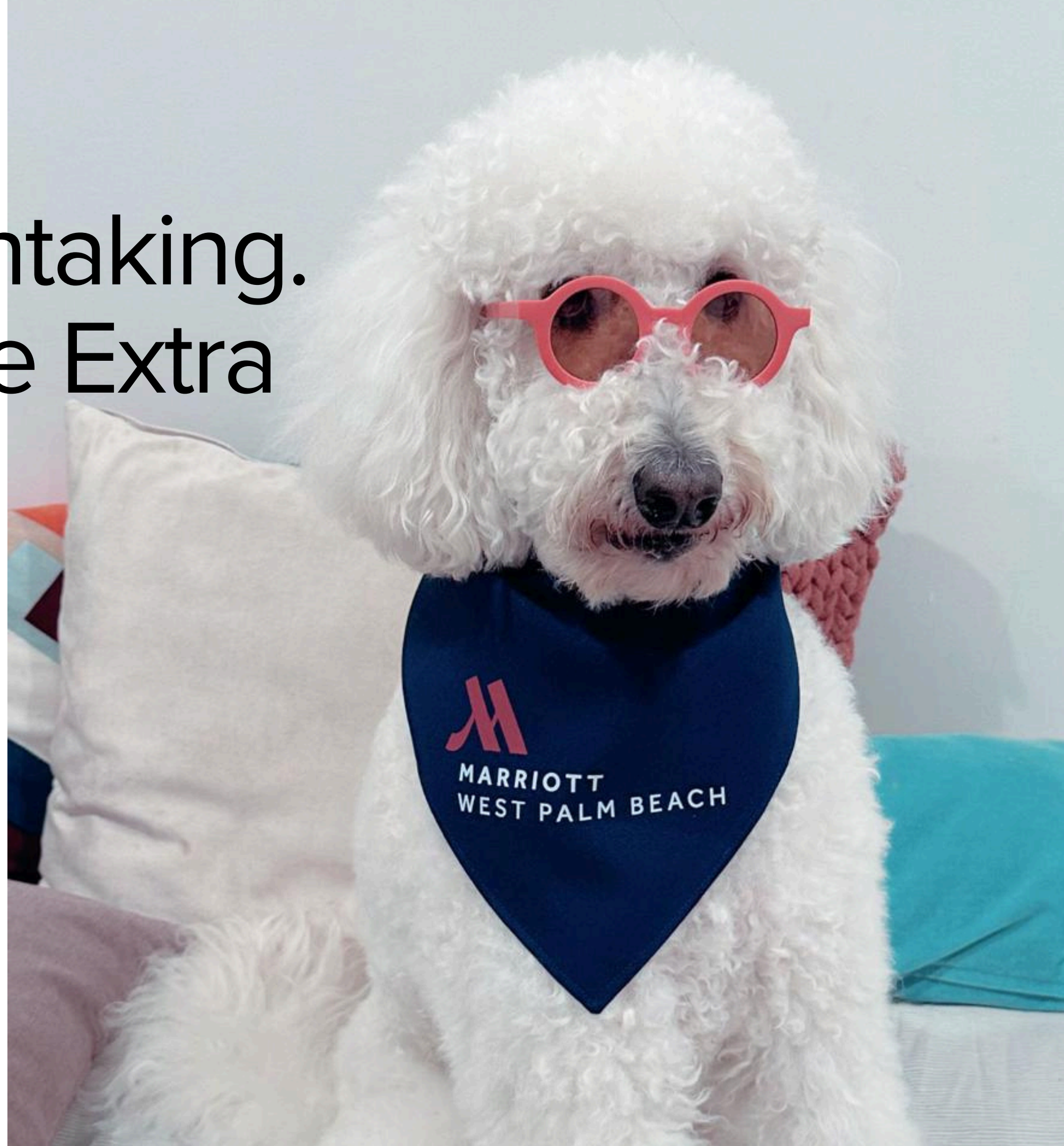


OUR SOLUTIONS

Personalized. Breathtaking. Solutions that Go the Extra Mile

Our Consulting Focus Areas

Our consulting focuses on elevating the guest experience—because when guests feel truly valued, they're not focused on price, but on the experience itself. They're not shopping for discounts; they're seeking personalized, memorable moments. We help businesses drive higher spending by creating unique experiences that turn value into revenue.



Business Advisory

Comprehensive support including feasibility studies, financial projections, and strategic planning to help you launch, grow, or reposition hospitality ventures with confidence.



Asset Management

Maximize the value of your hospitality assets through performance tracking, budget oversight, and strategic operational improvements that protect your investment and boost long-term profitability.



Pre-Opening Support

Hotel and restaurant launch support, including operations planning, vendor coordination, and pre-opening readiness—ensuring smooth, timely, and cost-efficient openings.



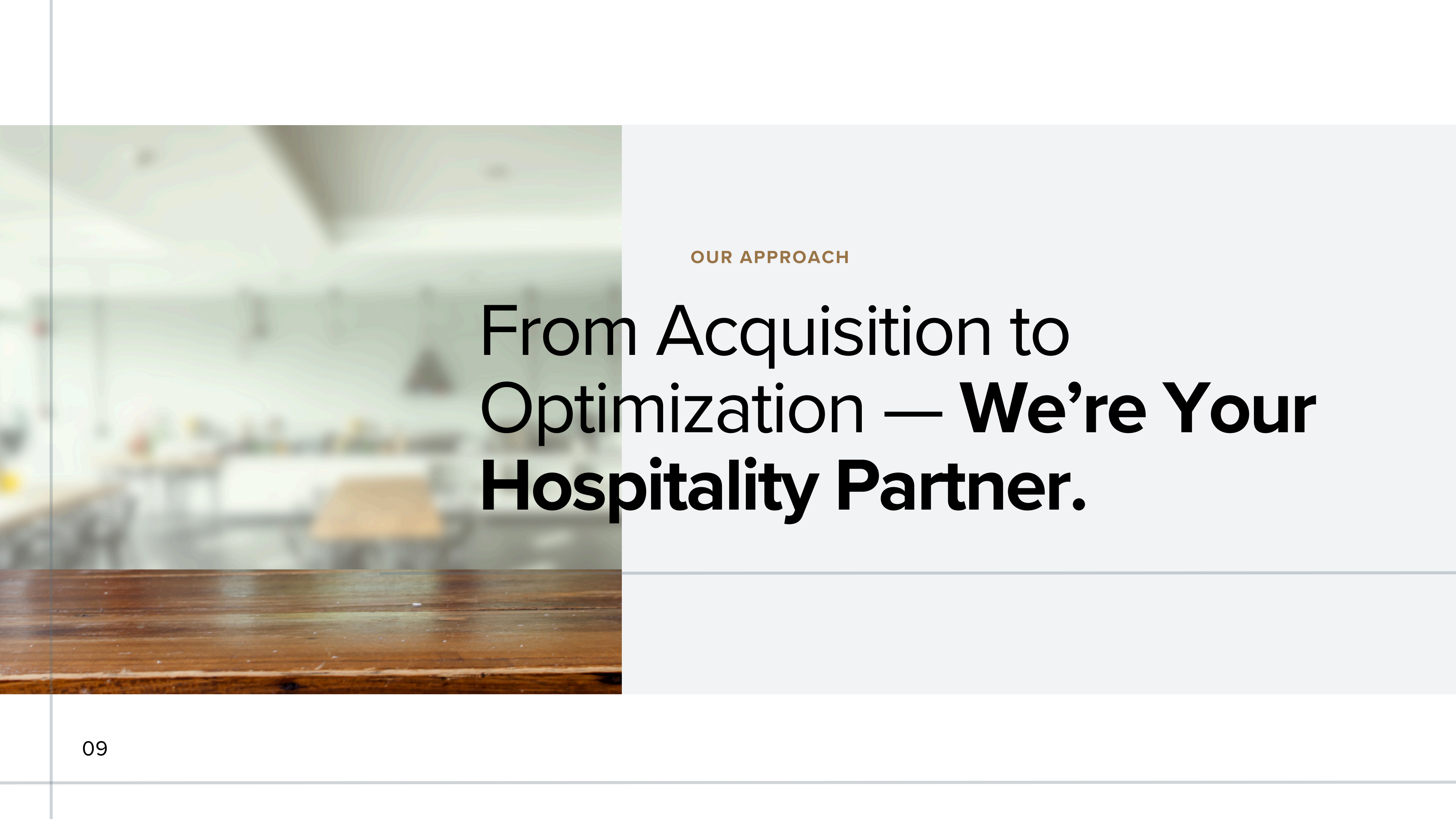
F&B Development

From concept creation to menu engineering and staffing plans, we design profitable, on-brand food and beverage programs that elevate guest experience and drive long-term revenue growth.

Quality Audits

We evaluate service, operations, and guest feedback to identify gaps and drive improvements that boost performance and elevate the guest experience.





OUR APPROACH

From Acquisition to
Optimization — **We're Your
Hospitality Partner.**

OUR CLIENTS

Who We Serve

We serve hotel owners, restaurants, REITs, funds, family offices, and global investors—offering data-driven strategies and aligned management to maximize long-term value in hospitality.

HOTELS

We assess hotel performance, reduce inefficiencies, and implement Lean models to grow profitability.

RESTAURANTS

We optimize cost control, streamline service, and improve guest experience to increase restaurant margins.



OUR MODEL

How We Make Money

We offer a free assessment to identify challenges and business needs, then provide a tailored growth plan with an implementation fee. We earn a share of the revenue growth—**because we make money when you make more money.**

Contact

We begin by understanding your business goals and challenges through a **free, no-obligation** consultation.

Assessment & Planning

We conduct a thorough assessment or feasibility study, then deliver a tailored growth plan aligned with your objectives.

Implementation & Growth

We implement the plan, charging a setup fee and a share of the revenue growth, while continuously monitoring to ensure lasting success.



OUR HOTELIER EXPERTIZE ADVANTAGE

What Sets Us Apart

Tailor-Made, Not Generic

We're not just consultants—we're experienced hoteliers with global, executive-level backgrounds. Our hands-on expertise and creative thinking deliver practical, results-driven solutions that set us apart.

Expert Curation. Local Insights.

With global experience in top markets, we bring high standards and fresh thinking tailored to local needs. Our creative approach delivers personalized solutions beyond the typical playbook.



Join Us in Redefining the Road Trip



Expanding Our Customer Base

Let's elevate hospitality together—one guest experience at a time, increasing your revenue.

Delivering Memorable Guest Experiences

We help you create unique, personalized stays that keep guests coming back—and spending more.

Strategic Partnerships & Investment: Driving Revenue Through Value

Our strategies shift focus from price to experience, leading to higher guest spend and lasting growth.



BTM Global Investments

Do you want to work with us?

www.BTMglobalinvestments.com

info@BTMglobalinvestments.com

+1 (786) 353-3420