



Nigel Greenaway

NATIONAL DIRECTOR
HOTELS | ASIA PACIFIC
Sydney CBD



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EDUCATION AND QUALIFICATIONS

Bachelor of Business with majors in Accounting and Management

Certified Practising Accountant

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AREA OF EXPERTISE

For over 27 years, Nigel's career in the hotel industry has spanned hotel operations and finance, working for leading hotel operators and more recently, heading two of Australia's leading wholesale hotel investment funds.

Prior to joining Colliers, Nigel spent 10 years as the Fund Manager of Eureka Fund Managements First Core Fund. The fund comprised hotel investment in branded hotels such as InterContinental, Four Seasons, Crowne Plaza and Holiday Inn. He led the fund team in establishing an investment in over \$1.0bn of hotels in Australia and New Zealand. Nigel was responsible for the entire fund strategy of acquisition, repositioning, asset management, equity and debt capital strategies and exit strategy.

Nigel commenced the hotel investment stage of his career with Colonial First State Property as an Asset Manager for the portfolio of Marriott hotels in Australia before taking the funds lead role as Fund Manager.

In the early part of Nigel's career, he held a number of Finance Director roles for Southern Pacific Hotels Corporation (now IHG) in Australia and the Pacific. After a period, as Regional Director of Finance for the Northern half of Australia he established his own hotel finance consulting group which provided accounting and financial related services to hotel operators and owners in Australia, New Zealand, Vanuatu and Fiji.

AREA OF EXPERTISE

In May 2017, Nigel joined Colliers International as National Director for their Hotel division.

Nigel's key areas of expertise are:

- Hotel Asset Management
- Transaction management
- Feasibility and market demand studies
- Strategic hotel investment (acquisition, divestment, asset repositioning and operational value-add assessment)
- Hotel ownership and operating structures
- Hotel debt and equity.

BUSINESS AND EDUCATIONAL BACKGROUND

Nigel holds a Bachelor of Business Degree with majors in accounting and management. He is a Certified Practising Accountant and a Fellow of the Australian Property Institute.