



Absolute Hotel Services & The Delivering Group sign global partnership

Strategic alliance to provide streamlined hotel management contract services to drive growth in the mid and upper-mid hotel and resort sectors

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HONG KONG – Hotel management contract specialist, *Absolute Hotel Services*, has signed a global partnership with Asian-based hospitality and tourism marketing development company, *The Delivering Group*, to help expand its hotel and resort management business in Asia Pacific, Greater China and North America.

Founded by highly regarded hospitality professional Jonathan Wigley, Absolute Hotel Services (AHS) is one of the fastest growing hospitality management companies in the Asia Pacific region, Europe and Russia, with more than 100 hotels in its portfolio, including leading brands, Eastin Grand Hotels and Resorts and U Hotels and Resorts.

As a medium-size private company, backed by publicly listed real estate developer U City Public Company, AHS prides itself on its strong and enduring client relationships, local market connections, transparent and easy-to-execute management agreements and low operating costs.

Headquartered in Bangkok, with regional offices in Thailand, Vietnam, Indonesia, Hong Kong, India and Europe, AHS has achieved robust growth in markets with strong domestic tourism, reducing its exposure to short term international market shocks such as Covid-19.

Mr Wigley, AHS Founder & CEO, said he was excited to be joining forces with The Delivering Group (DG) team who bring strong market insights and connections, based on many years of experience in the tourism and hospitality industry across Asia Pacific.

“We see strong growth in the mid to upper mid-scale hotel and resorts range through a combination of new builds, especially in mixed use developments, and residential projects looking to move to managed accommodation,” he said. “We look forward to tapping into these opportunities with the help of The Delivering Group team.”

The Delivering Group was founded by travel and hospitality industry leaders Mark Simmons, Michael Yates and Joe Cauchi to partner with hotels/resorts, airlines, destinations, cruise operators, TMCs and other travel and tourism players in Asia Pacific to develop post-pandemic recovery strategies and re-energise their business.

Mr Simmons said AHS had a clear and successful business strategy focused on delivering value through flexible hotel and resort management agreements and associated services. “It brings another important offering to our portfolio of services to owners and operators and immediate synergies between our respective strategies and business plans,” he said.

Simmons added, “This is the third major partnership announcement for The Delivering Group in recent months. In August, European-based Artificial Intelligence company Hijiffy, which specialises in AI-powered hotel chatbots, signed a worldwide partnership with the Group.

And last month, hotel marketing consultancy Cube, which focuses on hotel revenue management and distribution, announced a global alliance with The Delivering Group.

Mr Yates said The Delivering Group would continue to look for opportunities with like-minded partners. “It means we can tailor recovery plans and business development strategies using our proprietary platform *Good to Go* with our partners to suit the specific needs of clients across a broader spectrum of hospitality and travel industry sectors,” he said.



(L-R) Jonathan Wigley, Mark Simmons, Michael Yates

For media inquiries, please contact:

Karan Kaul, VP Business Development, Absolute Hotel Services
karan@absolutehotelservices.com

Mark Simmons, Director, Delivering Group
mark.simmons@deliveringgroup.com

Michael Yates, Director, Delivering Group
michael.yates@deliveringgroup.com

For more information, please go to:
www.absolutehotelservices.com or www.deliveringgroup.com