Hotel Investment Analysis and Financing Training Course

21 – 25 December 2026
Vienna

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Training Center

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Ref: 1588_217067 **Date:** 21 – 25 December 2026 **Location:** Vienna **Fees:** 5700 Euro

Overview

Hotel Investment Analysis and Financing Training Course is a one-week intermediate course for hotel investors, developers, finance analysts, asset managers, owners, and executives who leave with a Hotel Investment Analysis Model. Participants connect market evidence and development assumptions with operating projections, cash flows, financing structures, return measures, sensitivities, and risk. The course supports investment and funding decisions without becoming an advanced financial modelling course or a hotel operations course. Agile Leaders Training Center delivers hotel investment analysis and financing capability development.

Who Should Attend

- Teams responsible for evaluating hotel investment opportunities
- Developers responsible for project assumptions and development budgets
- Finance professionals responsible for cash flow and funding analysis
- Asset managers responsible for owner returns and performance oversight
- Executives responsible for lender and investor decisions

The course assumes participants can interpret basic financial statements and leaves advanced model coding, legal structuring, and formal valuation opinions outside its scope.

Departments and Industries

The course supports investment functions across hospitality, real estate, and financial services.

- Hotels, resorts, serviced residences, and mixed-use developments
- Development, investment, asset management, and ownership teams
- Banking, lending, private investment, and advisory services
- Finance, feasibility, valuation support, and corporate strategy
- Architecture, construction, operations, and commercial planning

Learning Objectives

By the end of this course, participants will be able to:

- Analyze hotel market and demand evidence
- Build development and operating assumptions
- Use projected cash flow and financing structures
- Compare investment return measures
- Evaluate sensitivities, risks, and stakeholder perspectives
- Build a Hotel Investment Analysis Model

Course Agenda

Day 1: Market Evidence and Investment Case

- Hotel Market and Demand Evidence Map
- Competitive Supply Review Matrix
- Hotel Concept and Positioning Assumption Sheet
- Investment Thesis and Decision Criteria Canvas
- Project Assumption Control Log

Day 2: Development Cost and Operating Projections

- Hotel Development Cost Breakdown Structure
- Opening and Stabilization Assumption Schedule
- Rooms and Department Revenue Projection Model
- Operating Expense Driver Matrix
- Hotel Operating Projection Statement

Day 3: Cash Flow and Financing Structure

- Hotel Project Cash Flow Schedule
- Debt and Equity Funding Structure Map
- Loan Terms and Repayment Profile
- Funding Drawdown and Uses Schedule
- Lender Coverage and Affordability Review

Day 4: Returns, Sensitivities, and Risk

- Investment Return Measure Dashboard
- Exit Value Assumption Worksheet
- Hotel Sensitivity Analysis Table
- Investment Risk and Mitigation Register
- Lender and Equity Perspective Comparison

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Day 5: Investment Decision Practice

- Market Assumption Challenge Exercise
- Operating Projection Review Exercise
- Financing Structure Comparison Simulation
- Return and Sensitivity Decision Exercise
- Hotel Investment Analysis Model Capstone

Practical Exercises

The course uses suggested activities to convert hotel project evidence into investment decisions.

- Suggested activity: test market assumptions and prepare a project investment thesis
- Suggested activity: build operating projections and a project cash flow schedule
- Suggested activity: compare debt and equity structures from lender and investor perspectives
- Suggested activity: present a Hotel Investment Analysis Model with sensitivities and risks

FAQs

Who suits Hotel Investment Analysis and Financing Training?

Hotel investors, developers, finance analysts, asset managers, owners, and executives who can interpret basic financial statements suit the course; advanced model coding and formal valuation opinions are not assumed.

How does hotel investment analysis and financing differ from advanced financial modelling?

Hotel investment analysis and financing emphasizes decision assumptions, cash flows, funding choices, returns, sensitivities, and risk, while advanced modelling training concentrates on complex spreadsheet architecture and automation.

How are hotel operating projections used in investment analysis?

Operating projections translate demand, positioning, capacity, revenue drivers, and expense assumptions into expected operating results and project cash flows for comparison.

What financing perspectives does hotel investment analysis compare?

The course compares how lenders assess repayment capacity and risk with how equity investors assess cash flow, return potential, downside exposure, and exit assumptions.

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What is a Hotel Investment Analysis Model?

A Hotel Investment Analysis Model records market assumptions, development costs, operating projections, cash flows, financing, return measures, sensitivities, risks, and the investment decision.

Conclusion

Participants take back a Hotel Investment Analysis Model that connects hotel project evidence with financing and investment choices. The work product improves visibility over assumptions, cash flows, returns, sensitivities, and risks. It also provides a repeatable basis for discussing a project with owners, lenders, investors, developers, and operating teams.