

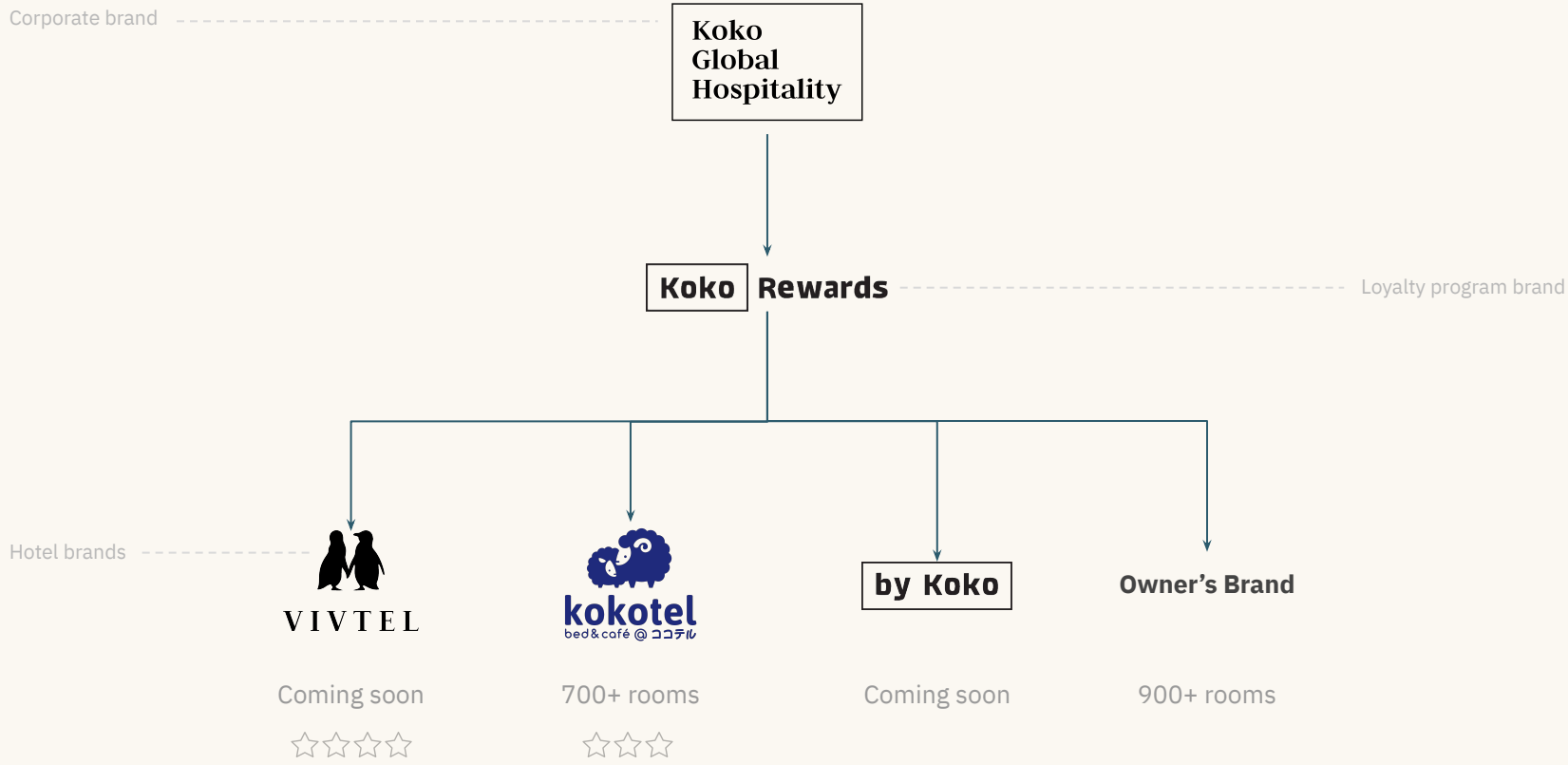


Koko
Global
Hospitality

Introduction of Koko Global Hospitality

A Professional Operating Firm

Our Brands



About Us & our portfolio



Rei Matsuda

Founder and CEO, Kokotel (Thailand) Co., Ltd

*"A Combination of Thai hospitality
& Japanese high standard quality"*

We are a **hotel operator** which provides a comprehensive solution with its **Centralized Operation** capability to operates hotels of 50-200 rooms located at a major tourist destination.

Its mission is to provide **"Wow"** for hotel owners by **maximizing both business return and emotional return** from a hotel property.

- 2023 ○ Hotel WizPark Ratchada 50 rooms
The Rich Residence 162 rooms
- 2022 ○ **Kokotel Phuket Old Town** 49 rooms
Kokotel Khao Lak Lighthouse 60 rooms
Kokotel Pattaya South Beach 101 rooms
Grand Southsea by Koko 125 rooms
Cubic Pratunam 95 rooms
Khao Lak Mohin Tara Resort 46 rooms
Hotel COCO Phuket Bangtao 78 rooms
Ruamchitt Plaza Hotel 98 rooms
At Rice Resort 54 rooms
- 2021 ○ **Kokotel Phuket Nai Yang Beach** 58 rooms
Ratri Hotel Phuket 50 rooms
VELA dhi Nakhon Phanom 100 rooms
Spittze Hotel Pratunam 85 rooms
- 2020 ○ **Kokotel Bangkok Dheva Thonglor** 71 rooms
- 2019 ○ **Kokotel Bangkok Sukhumvit 50** 65 rooms
- 2018 ○ **Kokotel Chiang Mai Nimman** 78 rooms
BB Hotel (Laos) Consulting
- 2017 ○ **Kokotel Phuket Patong** 54 rooms
Kokotel Krabi Ao Nang 72 rooms
Kokotel Krabi Oasis 75 rooms
- 2016 ○ **Kokotel Bangkok Surawong** 70 rooms



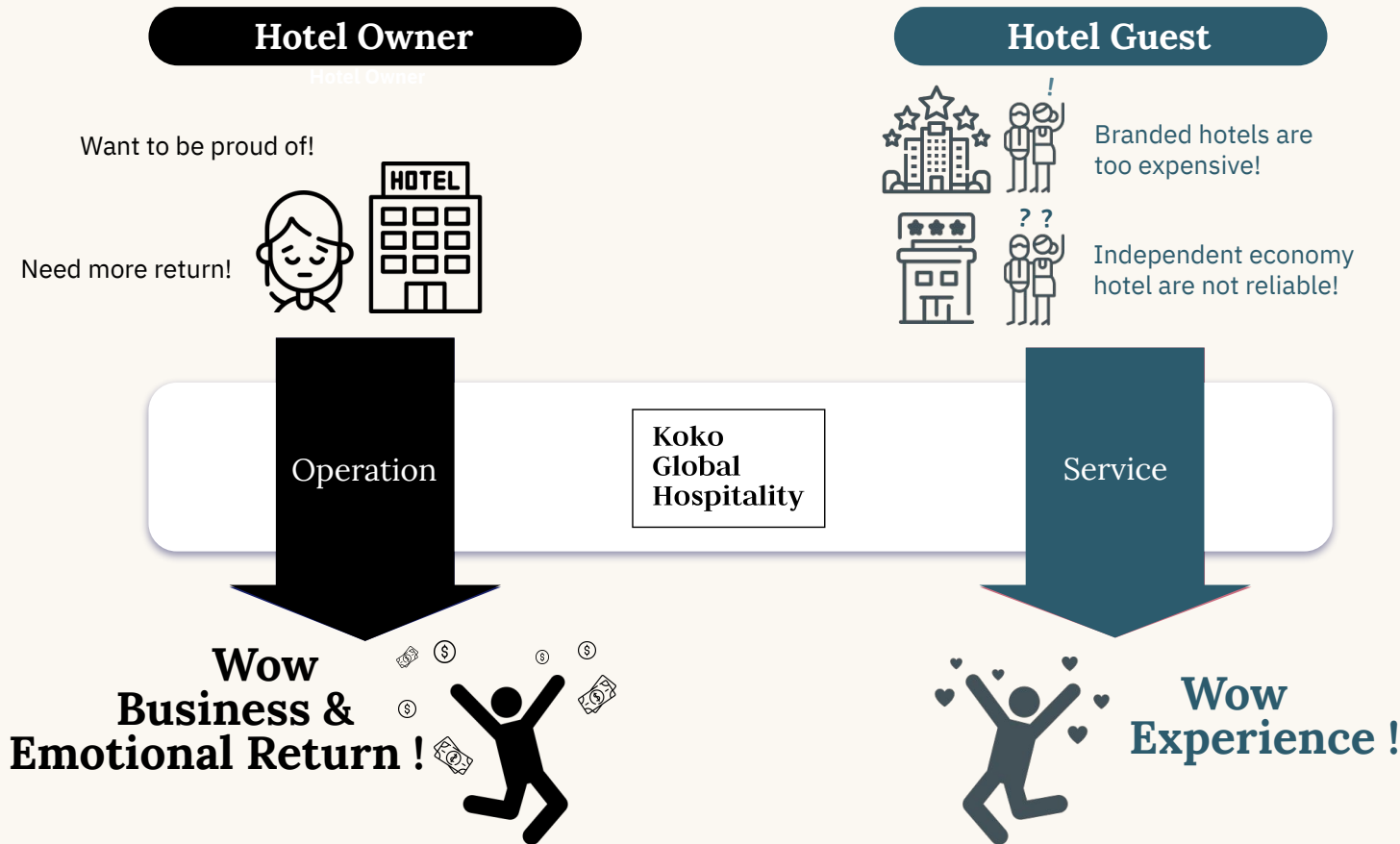


F+O+W -> GL

Spread **Friends & Family Culture,**
Operational Excellence, and "Wow"

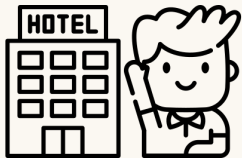
>>> to the Globe

Service Idea



How can we help?

I have a hotel!



but



I have no know-how

Wow return !



Operation with expertise



Koko Global Hospitality will open and **operate hotels with professionals** of each field



I have no time, too busy!



Hands off & Stress Free



- Koko Global Hospitality will **take care all works** of hotel opening and operation.
- Only **monthly meeting** for owner.
- **No more headache with high turnover** of staff



I got low profit

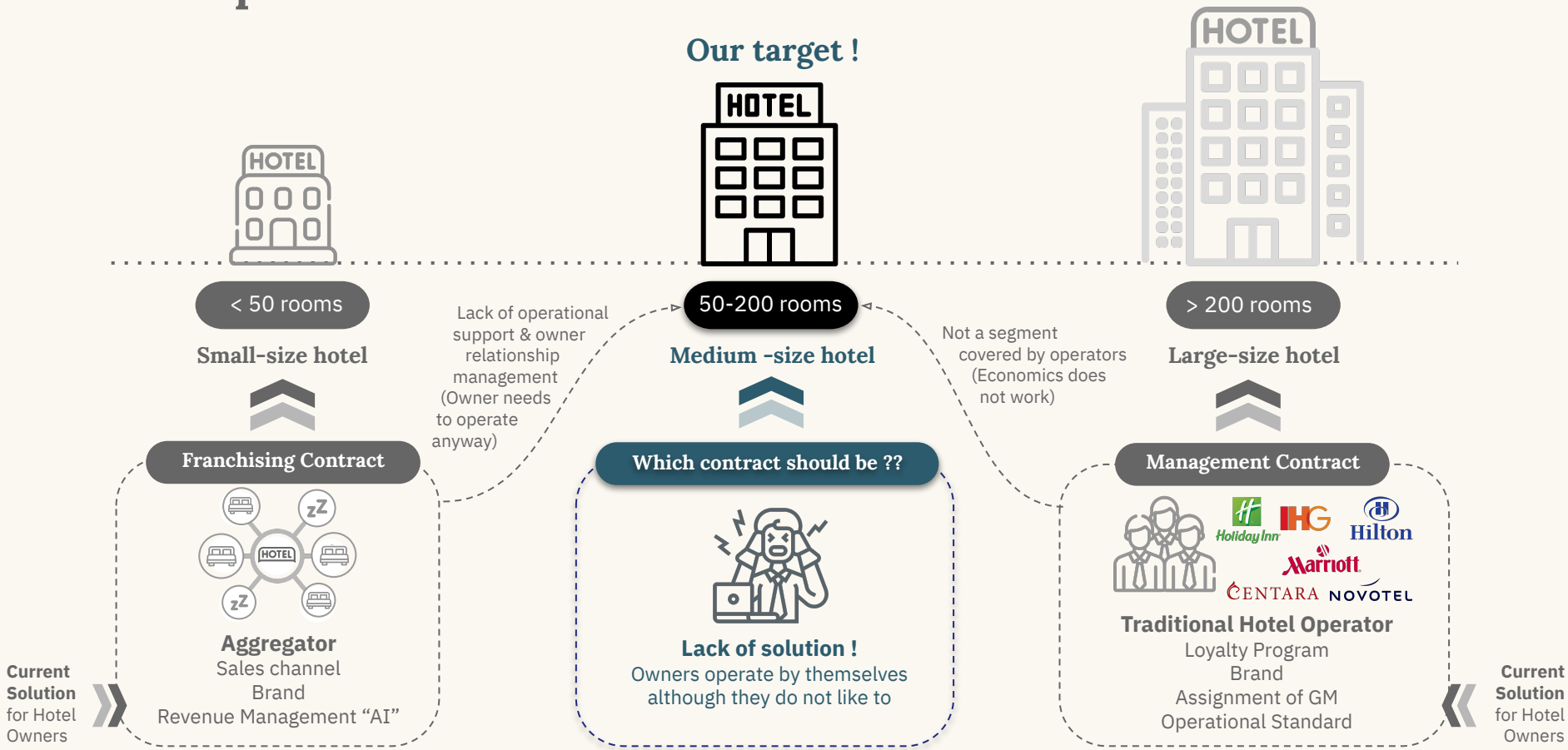


get Higher Profit



- Our **centralized operation** >> **Low cost**
- Our **sales & marketing** >> **High revenue**

Hotel that fits Our operation



Koko Global Hospitality 4 strengths



More Revenue
Centralized Selling



2 Sales, Revenue Management & Marketing capabilities

Shinichi (Shin)
Experience in OTA And direct sales

Somsiri (Toei)
Former HR Manager of multinational corporation



Accounting



Nalinrat (Rat)
Handle full spectrum of financial and accounting role.

Less Direct Cost
Centralized Purchasing



Purchasing
Bulan (Bulan)
Experiences in various Purchasing positions



Nitikoon (Angie)
Opening team of Pullman Bangkok King Power, experienced project director of five-star hotels



Ekachai (Jojo)
Operational experiences in various 5 stars hotel brand



F&B
Akadech (Tom)
F&B manager with experience at many 5-star hotels



IT systems are FREE to owner
(Costs are all absorbed by Kokotel)



Surasit (Joe)
IT Professional with experience at Marriott, Dusit Thani



3 Standardized IT Systems

4 Quality Operation

Resident Master



Resident Master



EX. How Kokotel work ?

About CEO & Shareholders

Koko
Global
Hospitality



Rei Matsuda
Founder and CEO

- Dream Incubator (A leading strategy consulting firm in Japan), 2002 to 2008
- Dream Incubator Singapore, 2011 to 2015, as MD
- ORIX Investment and Management in Singapore, 2009 to 2011
- Keio University (BA in Policy Management)
- Imperial College London (MBA)
- Cornell University School of Hotel Administration
- Nanyang Technological University (Master of Management in Hospitality)



Cornell University



Akifumi Kajiyama
Director, Relo Vacations, Ltd.

- Relo Group is a **listed Japanese company with a market cap exceeding USD 3.4 billion.**
- Its business is outsourcing of non-core operations of clients.
- Relo Vacations is Relo's arm in hotel operation and investment with 29 properties in Japan.



REAPRA
Shuhei Morofuji
Founder and CEO, REAPRA PTE. LTD.

- A venture builder and investment group based in Singapore.
- Founded in 2014 by **Shuhei Morofuji, a Japanese entrepreneur who started SMS (now market cap of USD 3.0 billion).**



AKSORN
Pete Dheva-Aksorn

- Group of companies including **Aksorn Education (largest education company in Thailand)**, Villa Kunalai plc. (Real Estate development company), and warehouse and logistics.
- Pete has 10+ years of experience in capital market including his service at Phatra Securities in 2010-2015. Managing high net worth portfolios.

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www.KokoGlobalHospitality.com