

We only do hotels.

Our clients own hotels.
We handle their financing.™

Let us handle *your* hotel financing.

Debt and equity.

Hilton Garden Inn • Lynchburg, VA
\$12,000,000



A National Hotel Investment Bank.

Hampton Inn & Suites • Yuma, AZ
\$6,500,000



Larkin Hospitality Finance • (469) 916-8518 • Dallas, TX • www.larkinhf.com



Delivering Results In Good And Bad Lending Environments.

This isn't our first rodeo.

We've originated and closed competitive financing for our clients during all phases of the hotel business cycle.

We can deliver for you.



Hampton Inn & Suites • Orlando, FL
\$6,200,000

We Continue To Get Deals Done. Some Examples Of Deals Closed During The "Credit Crisis".



\$6,221,000

- Refinance -

Maryland

\$37 Million
Originations
In 2009



\$4,990,000

- Development -

Texas



\$4,330,000

- Refinance -

Virginia



\$6,200,000

- Refinance -

Florida



\$2,610,000

- Refinance -

Texas



\$1,600,000

- Acquisition -

Georgia



\$2,720,000

- Refinance -

Colorado

We deliver results.
Even during the tough times.

Licensed Hotel Finance Professionals.

Based in Dallas, Larkin Hospitality Finance is a national investment banking firm focused exclusively on meeting the debt and equity financing needs of hotel owners and developers.

Heritage.

Established by banking professionals with nearly two decades experience both financing hotels and the financial industry.

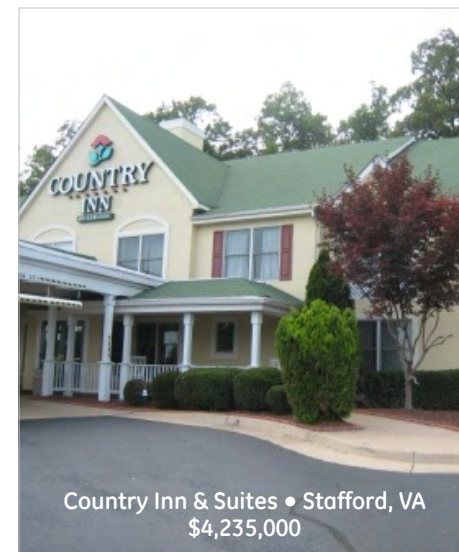
We've earned the trust of, and delivered results for, hotel owners across the country - in good and bad credit markets.

Certainty of Execution.

The Larkin team delivers results because we understand both the business of running a hotel and a bank.

As a result, we're more than generalist lenders or commercial mortgage brokers.

We specialize in managing the entire, end-to-end hotel financing process for our clients.



Client Needs

Assessment Financial Modeling

Marketing Material Development

Lender Matching Negotiation

Go To Application

Final Underwriting & Third Party Reports

Lender Commitment

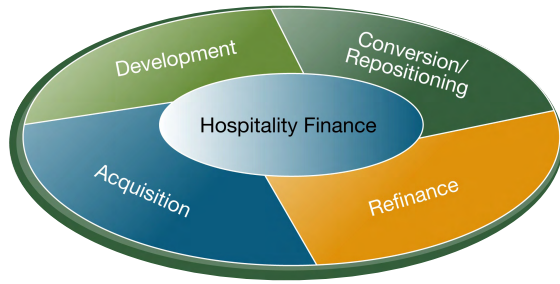
Legal Documentation

Funding/Closing

Post-Closing Details

Our clients own hotels.
We handle their financing.™

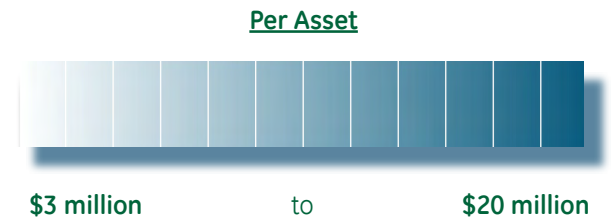
Types Of Deals We Finance.



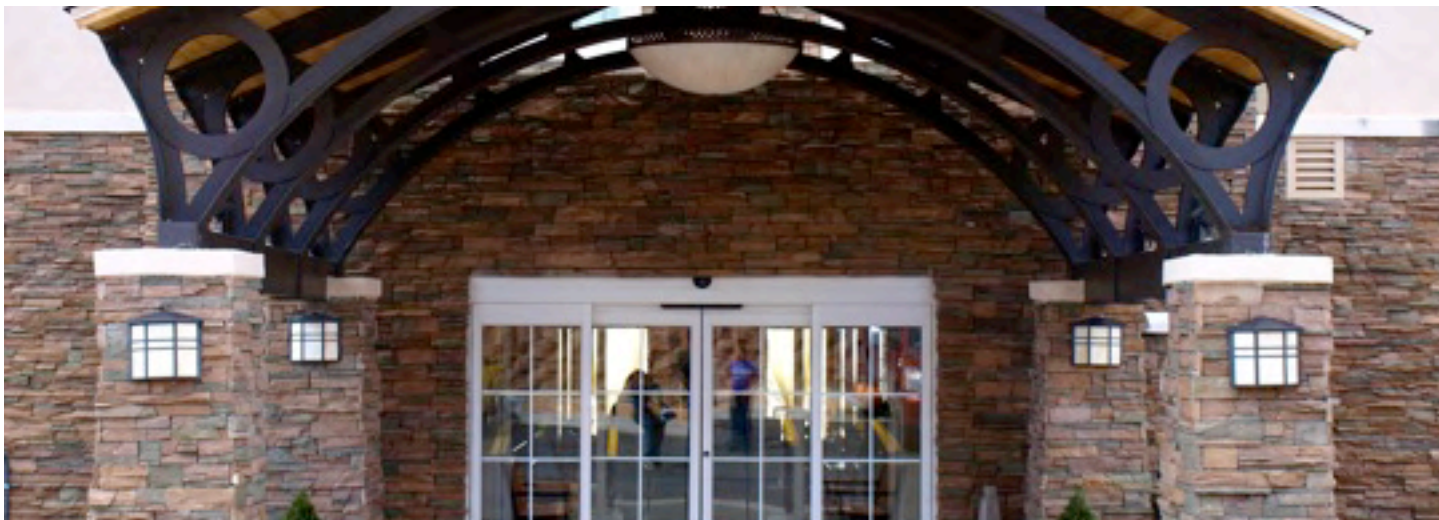
Types Of Loan Programs We Originate.

- * Conventional (bank, private credit)
- * Construction/mini-perm
- * SBA
- * Life Insurance
- * Bridge
- * Conduit/CMBS (when it comes back)

Loan Size Range.



Our Strike Zone. Limited Service, Extended Stay & Full Service Hotels Under 150 Rooms.



We don't try to do everything.
We stick to what we're great at.



Hampton Inn • Victoria, TX
\$5,800,000

You can bank on our reputation.
Work with a lender hoteliers trust.



Clients Describe Us Best.

Past and current clients speak to our record of accomplishment and integrity best.

We're happy to have prospective clients speak directly with those we've worked for in the past so you can hear for yourself the value we add to each financing transaction.

"As a growing company, we needed a sophisticated partner to spearhead the financing process while we focused on our core business. Throughout the process, Larkin provided detailed insights while also driving for the proper deal structure - ultimately allowing our company to capture full value."

~ Chirag Patel - President, Goose Development

"Larkin recently handled the \$6.5 million refinancing of my Hampton Inn & Suites. I would recommend them to anyone who is considering refinancing. The process was seamless and very easy for me to accomplish. They did the work and I provided financial data and signed documents. I was very pleased with the end product and would certainly do future projects with Larkin. I am a first time user of the conduit market for the financing of hotels. He was extremely professional and diligent in his efforts to obtain the best deal for me. I would recommend Larkin Hospitality Finance to anyone needing loan services."

~ John Ferguson - President, Ferguson Properties

"Larkin arranged both development financing for our newest Holiday Inn Express and refinancing of our existing Comfort Inn. Larkin's commitment to each customer is what impressed me the most. There is no doubt in my mind that they stand out from the rest. Their professionalism and knowledge will benefit anyone looking to finance or refinance hotels."

~ Kim Chong - President, Markarios Company

"We found Larkin to be extremely professional and equally as important, very responsive. Larkin quickly built confidence in my team, and the fact that they obtained an acceptable commitment in less than 30 days speaks volumes as to their contacts. Without question, I would highly recommend using Larkin Hospitality Finance and would be happy to provide a reference for any potential clients."

~ Harry J. Weitzel - Chief Financial Officer, Waring Hotels

"Larkin really stands out in their understanding of both hotels and the credit markets. We typically work through banks we've done prior hotel deals with. But in the current environment our banks wouldn't come through for us. Having Larkin manage the entire refinance process for us was a win all the way around; I was able to focus on the management of our hotels during this challenging time, we achieved our payment saving and cash-out goals, and I developed a new bank relationship."

~ Ronak Jasani - Managing Member, South Park Hospitality

We Deliver Value By Reducing Financing Costs, Time, And Complexity.

One Client At A Time.

We combine the deep understanding of the hospitality industry with both the focused client service of a boutique investment bank and the seasoned understanding of the financial capital markets.

Dedicated Client Service.

From start to finish, your financing project is owned and managed by one Larkin expert.

We visit every hotel we finance, and our client responsibility doesn't end at closing - we are on call for the term of the loan.



**Why Work With Larkin Hospitality Finance?
At Least 13 Reasons.**

1. **Experience:** Nearly two decades tenure. Licensed professionals.
2. **Specialized Focus:** We only work on hotel financing projects.
3. **Capital Markets Access:** Lenders understand we know what we're doing.
4. **Results, Honesty & Integrity:** Past clients describe us best.
5. **Value:** We always deliver savings/benefits far in excess of our fee.
6. **Fiduciary Responsibility:** We work only on behalf of our clients.
7. **Responsiveness:** The same person manages the project throughout.
8. **Work Ethic:** We visit every property and own each aspect of the project.
9. **Professionalism:** Proven processes and analytical methodologies.
10. **Negotiation Rigor:** Executive-level, trained negotiating professionals.
11. **Credibility:** Frequently published hotel financing columnists. in major trades.
12. **Market Intelligence:** Always up-to-date on hotel/credit market movements.
13. **Confidentiality:** All client data kept strictly confidential and securely stored.

We Put Our Own Skin In The Game.

We're in the hotel financing business for the long-term.

In addition to arranging debt and equity financing, we seek to inject our own equity (sliver equity) in select deals.

What sets us apart from competitors?
It's a long list.

About Our Founders.

Cameron and Jane Larkin founded the firm in 2005 with the mission to provide hotel owners with the highest level of client service in the execution of hotel debt and equity financing.

The firm's promise is to work solely on behalf of its clients to deliver the most competitive hotel financing programs available.

The Larkins have over two decades experience in the lending, financial services, and management consulting industries.

They've authored numerous hospitality financing articles and are frequently published and cited in the major industry periodicals. Jane Larkin currently writes a monthly column for HotelNewsNow.

Jane Larkin currently manages Larkin Hospitality Finance as the firm's Managing Director.



Education.

- * Columbia University Business School - MBA
- * Fordham University Business School - MBA
- * GE Crotonville - John F. Welch Leadership Center
- * University of Vermont - BS, Business Admin.
- * Syracuse University - Newhouse - BS, Advertising
- * Boston Univ./London School of Economics (London, UK)
- * Harvard University (Koobi Fora, Kenya) - Field School

Professional Certifications/Licenses.

- * Commercial Mortgage Broker - Lic. # NJ0569755
- * Quality Six Sigma MBB
- * Quality Six Sigma BB
- * Certified Com'l. Investment Member (CCIM) Candidate
- * Two registered financial product patents

Memberships & Affiliations.

- * Mortgage Bankers Association - MBA
- * American Hotel & Lodging Association - AH&LA
- * Asian American Hotel Owners Association - AAHOA
- * Certified Commercial Investment Member - CCIM

Board Of Directors.

- * Medical Hospitality Group, REIT (*current*)
- * Dallas Business Club (*current*)
- * Transcontinental Realty Investors (*past*)
- * Table-to-Table (*past*)
- * Parkway Lake Estates Association (*past*)



We deliver on commitments.
Let us handle your financing.

Recent Columns We've Published.

"Five 'New Normals' of Hotel Financing"

~ Published in Hotel News, a division of STR

Major events in our culture often are the impetus for significant changes in behavior. Whether it is adjusting to new security measures after 9/11, long-term deployment of troops during the recent wars in Iraq and Afghanistan or, on a personal level, a death of a loved one, we adapt our lives to the "new normal." Today is no exception given the continued uncertainty in the U.S. economy.

Click the link to HotelNewsNow.com to read the whole story...

<http://www.hotelnewsnow.com/Articles.aspx/4133/5-new-normals-of-hotel-financing>

"A Recovery With Legs, Demonstrated With Data And Attitude"

~ Published in Hotel News, a division of STR

Whether you're downright pessimistic, hedging your bets or completely optimistic, most hoteliers and others involved in hospitality are fully invested in the idea that 2010 will be "better." This hopefulness is so pervasive it virtually hangs in the air and emanates from nearly every industry, household and corner of our economy.

Click the link to read the whole story...

<http://www.hotelnewsnow.com/Articles.aspx/2750/A-recovery-with-legs-demonstrated-with-data-and-attitude>

Recently Published And Cited In.



Hotel Business

**LODGING
HOSPITALITY**

hospitality NET



Credibility matters.
Work with professionals.