

# Hospitality, Gaming & Leisure

FTI Consulting's Hospitality, Gaming & Leisure team is comprised of seasoned industry professionals who have served as financial advisors for clients in transactions, transformations and at times of stress and distress. As one of the preeminent global advisory firms, FTI Consulting equips clients with veteran operators, strong leadership skills, critical financial acumen, effective decision-making and action-oriented teams. Working across a wide range of assets and jurisdictions allows us to understand, evaluate and act decisively. FTI Consulting's involvement has been critical in enabling owners, operators, investors, developers, lenders and other stakeholders to protect, preserve and enhance value.

## CAPABILITIES OVERVIEW



Due Diligence and Transaction Support



Restructuring, Bankruptcy and Interim Management/Receiverships



Asset Management and Business Transformation



Litigation Support, Dispute Resolution and Expert Testimony



Valuation, Solvency and Fairness Opinions



Capital Markets Transactions



IPO Readiness and Shareholder Activism



Tax Structuring and Compliance

## Why FTI Consulting?

### Experienced Professionals

The Hospitality, Gaming & Leisure practice at FTI Consulting has worked on some of the most high-profile real estate/hospitality assets across the spectrum of resorts, casinos, hotels, motels, fractionals/timeshares, condo hotels, golf courses, ski resorts and ancillary leisure activities, as well as innovative lodging and hospitality startups.

### Unmatched Credibility

The FTI Consulting team brings valuable industry expertise and specialized knowledge to every engagement. We have advised owners, operators, creditors and other stakeholders, resulting in maximized value and recovery in all kinds of structured investments, as well as provided qualified experts for litigation and mediation matters.

### Spot-On Expertise

We have the experience needed to deal with the lodging-specific intricacies of diverse transactions such as restructurings; buy- and sell-side due diligence; merger integrations; and carve-outs. Our expertise includes strategy evaluation; franchise and management contract review and negotiation; business plan and forecast assessment; revenue and expense benchmarking; labor and staffing analysis; and market positioning.

### Track Record

FTI Consulting has numerous recent, relevant successes in hospitality and gaming situations in all segments of the market in all locations.

### “Road Tested” Analytical Tools

Our culture of action and urgency enables us to quickly assess a situation and provide deliverables significantly faster than comparable firms.

### Right Team

FTI Consulting has over 185+ professionals dedicated to hospitality and real estate throughout the world, from which local teams can leverage their experience on various engagements.

## CAPABILITIES

While no two assignments are exactly alike, in all instances our seasoned professionals successfully help clients navigate complicated capital structures, make critical decisions and address unprecedented changes and challenges to their businesses. Given our extensive experience guiding companies through these challenges, we are skilled at:

### Due Diligence and Transaction Support

Our global advisors offer deep and fundamental understanding of local market dynamics and provide our unmatched expertise in transaction structuring, financial due diligence, capital markets strategy formulation, merger integration, carve-out support and other transaction services.

### Restructuring, Bankruptcy and Interim Management/Receiverships

FTI Consulting provides industry-leading turnaround advisory services and strategic advice relating to receiverships, workouts and Chapter 11 advisory. Clients seek our help with liquidity assessment and cash flow analysis; plan and interest rate feasibility analysis and negotiation; and interim management services.

### Asset Management and Business Transformation

We provide detailed independent analysis to identify opportunities to enhance financial and operational performance and optimize the profitability of assets, portfolios and businesses. Our team's deep experience in acquiring, operating, financing, asset managing and selling hotel, gaming and leisure investments equips clients with much-needed insight and innovative strategies to preserve, protect and enhance returns.

### Litigation Support, Dispute Resolution and Expert Testimony

Our experts can assist clients with every phase of the dispute resolution process – starting from early case assessment, pre-litigation strategy and discovery, to litigation/mediation consulting, expert testimony and trial. With proven financial, economic and industry expertise, FTI Consulting's highly credentialed and seasoned professionals can provide clients with valuable insight and clarity.

### Valuation, Solvency and Fairness Opinions

FTI Consulting facilitates effective negotiations with stakeholders based on an understanding of the key tenants of valuation theories. We maintain various industry designations needed to develop, provide and testify on appraisals, fairness and solvency opinions and transaction and dispute support.

### Capital Markets Transactions

Our team addresses issues of liquidity, debt or equity capitalization, restructuring, asset valuation and disposition and management issues.

### IPO Readiness and Shareholder Activism

Our team provides critical support to CFOs to investigate issues and develop detailed operational work plans to take a company public or provide assistance in the midst of transformation, such as dealing with investigators, regulators, disgruntled shareholders and other stakeholders.

### Tax Structuring and Compliance

We assist in navigating the evolving complexities of both federal and state tax law specific to the hospitality industry. Our team provides industry-specific expertise in tax compliance, tax structuring and planning and tax due diligence.

## AWARDS & ACCOLADES

# Forbes

Named to America's  
Best Management  
Consulting Firms List  
9 Consecutive Years

# The Deal

#1 U.S.  
Restructuring Advisor  
16 Consecutive Years

TURNAROUND  
ATLAS AWARDS

Global Turnaround  
Consulting Firm  
of the Year

Honored in 9 Categories  
For 8 Years Since 2015

#### ALAN TANTLEFF

Senior Managing Director,  
Leader of Hospitality, Gaming & Leisure  
+1 212.499.3613  
alan.tantleff@fticonsulting.com

#### ZAHARA KASSAM

Managing Director  
+1 212.651.7110  
zahara.kassam@fticonsulting.com

*The views expressed herein are those of the author(s) and not necessarily the views of FTI Consulting, Inc., its management, its subsidiaries, its affiliates, or its other professionals. FTI Consulting, Inc., including its subsidiaries and affiliates, is a consulting firm and is not a certified public accounting firm or a law firm.*

FTI Consulting is an independent global business advisory firm dedicated to helping organizations manage change, mitigate risk and resolve disputes: financial, legal, operational, political & regulatory, reputational and transactional. FTI Consulting professionals, located in all major business centers throughout the world, work closely with clients to anticipate, illuminate and overcome complex business challenges and opportunities. © 2024 FTI Consulting, Inc. All rights reserved. [fticonsulting.com](https://www.fticonsulting.com)