

RIAA advises Valor Hospitality on luxury hotel management deal

RIAA Barker Gillette successfully advised Valor Hospitality Middle East DMCC on negotiating and executing a complex hotel management agreement for a 5-star internationally branded hotel in Pakistan. The transaction marks a significant entry into Pakistan's luxury hospitality sector.

RIAA BARKER GILLETTE
ADVISES GLOBAL
HOSPITALITY LEADER ON
LANDMARK PAKISTAN
HOTEL MANAGEMENT
AGREEMENT

Shahbakht Pirzada

RIAA
Barker
Gillette



RIAA Barker Gillette successfully advised [Valor Hospitality Middle East DMCC](#) on negotiating and executing a comprehensive hotel management agreement for an internationally branded 5-star hotel in Pakistan, marking a significant milestone in the country's luxury hospitality sector.

[Valor Hospitality Partners](#) is a globally renowned hotel management company operating more than 90 hotels across the United States, Africa, Asia, and Europe. The company established its Middle East division in Dubai to provide hotel owners and brands with comprehensive third-party management services, including food and beverage operations, capital fundraising, sales and marketing, and hotel development services.




This transaction represents a significant development in Pakistan's hospitality industry, which has seen limited entry of foreign luxury hotel brands in recent years. Hotel management agreements are complex, long-term contracts that define the relationship between hotel owners and management companies. These agreements involve sophisticated structuring around operational control, revenue management, performance metrics, and brand standards, requiring specialized legal expertise to navigate the commercial and regulatory landscape.

Our firm's deep expertise in commercial contracts and the services industry proved instrumental in structuring this complex arrangement. The transaction required careful consideration of key provisions, including operational responsibilities, performance standards, fee structures and termination rights, while ensuring compliance with Pakistan's regulatory framework governing foreign investment in the hospitality sector.

Shahbakht Pirzada, Partner at RIAA Barker Gillette, commented:

"The Pakistan market has not seen the entry of a foreign luxury hotel brand for quite some time. I hope this transaction serves as a catalyst to revive the hospitality management industry and drives both the demand for foreign tourism and the supply of high-quality services for such tourists."

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This landmark agreement positions **Valor Hospitality** to leverage its global expertise while contributing to Pakistan's tourism infrastructure development.

The successful completion of this transaction demonstrates RIAA Barker Gillette's capability to deliver strategic legal solutions for complex international hospitality investments, positioning the firm at the forefront of Pakistan's evolving hospitality sector.

Should you require assistance with complex commercial contracts or transactions in the hospitality sector, please contact [Shahbakht Pirzada](#) (Partner – Pakistan).

This article is not legal advice; it provides information of general interest about current legal issues.

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RIAA Barker Gillette is Pakistan's premier law firm, with an on-the-ground presence in four major cities in Pakistan: Karachi, Islamabad, Lahore, and Peshawar, and affiliated offices in Dubai (DIFC) and London.

The firm practices in all areas of corporate, commercial and dispute resolution law. Leading international legal directories consistently recognize the firm as a top-tier law firm in Pakistan.

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