



# Trilogy enters NT with major deal

(Sydney, Australia: 21 October, 2024): Building on its strong growth, independent hotel management company Trilogy Hotels, has set its sights on the Darwin market, announcing today a significant partnership with the notable local family-run DCOH Group. This important deal will see Trilogy take charge of **417 rooms across three hotels**, including Novotel Darwin CBD, Frontier Hotel Darwin and The Smith Hotel Darwin.



Novotel Darwin CBD



Frontier Hotel Darwin



The Smith Hotel Darwin

DCOH, formerly the Halikos Group, is a multi-award-winning leader in residential and commercial development and construction. It is one of the region's largest privately owned construction, real estate and hospitality providers, with recent projects valued in the hundreds of millions. DCOH's expertise extends to hotel accommodation with vibrant food and beverage outlets and gaming venues.

Darwin's accommodation sector is set for growth across both leisure and corporate markets, driven by the completion of Darwin Airport upgrades in late 2024 and the subsequent increase in flights, including new direct routes between Singapore and Darwin. The corporate hotel market, in particular, will benefit from rising demand due to major infrastructure developments in the region, including significant energy projects, roadworks, and defence facilities and operations.

Trilogy plans to drive and enhance DCOH's three hotel assets in line with the market's expected strong rebound while leveraging its teams' extensive expertise and proven track record in the local market.

Launched in December 2023, this deal brings Trilogy's portfolio to thirteen properties across Sydney and Western Sydney, the Blue Mountains, Canberra, and Darwin, with over 2,500 rooms signed under their leading expertise and management.

Trilogy Hotels CEO Scott Boyes is eager to support DCOH in further establishing its hotel portfolio in Darwin.

“The Northern Territory holds a special place in our hearts as a key market in Australia driven by its own unique demand trends, indigenous culture and world-class attractions,” says Scott Boyes, CEO of Trilogy Hotels.

Trilogy will bring together this portfolio of hotels and drive efficiencies by empowering and enriching its teams, which will work together and be grouped under the same owner. With the power of multiple global brands, Trilogy plans to drive further growth.

“We plan to showcase the best of Darwin’s food and beverage scene, champion local produce and people, specifically our hotel teams,” continues Boyes.

Meanwhile, Shane Dignan, Managing Director of DCOH, shares the same enthusiasm.

**“We’re passionate about hotels as much as we are about our local community in Darwin. As proud hotel owners, we’re eager to harness Trilogy’s expertise to unlock the full potential of our key CBD assets while highlighting what makes Darwin a top destination. We’re keen to partner with Trilogy to achieve this,” says Shane Dignan, Managing Director of DCOH.**

The three assets are ideally located in the Darwin city centre and within close walking distance of one another.

**Novotel Darwin CBD:** The 140-room hotel boasts a tropical indoor rainforest atrium with cascading vines, two meeting rooms, a fitness centre, and views of Darwin Harbour. Ideal for corporate and leisure travellers alike, the property offers Indigenous-inspired meals at the Esplanade Restaurant and Terrace and a unique rainforest-like atmosphere at the Atrium Bar and Garden.

The hotel opened in 1988 and has operated as the Novotel Darwin CBD with Accor for nearly 30 years. It will continue trading under the Novotel brand on the basis of a long-term franchise agreement with Accor, delivering world-class distribution and loyalty programs.

**Frontier Hotel Darwin:** This 91-room hotel offers great value for leisure travellers, including an outdoor pool, fitness centre, and The Punters Bar, a traditional pub-style venue.

**The Smith Hotel Darwin:** This lifestyle hotel features 186 rooms, an outdoor pool, a rooftop gym, and an observation platform. Guests can enjoy Australian-Asian cuisine at D Bar and Restaurant.

