

Leisure at heart,  
business in mind

MELIÃ HOTELS  
INTERNATIONAL | Leisure at heart,  
business in mind

Gran Melia Iguazu.





# Our Essence

We lead from leisure

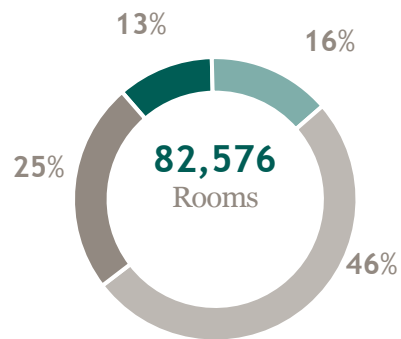
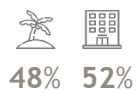
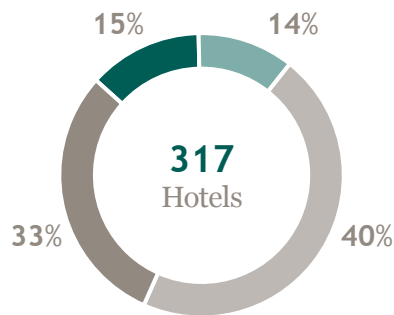
## Key facts

- #1 Leisure group worldwide
- #1 Hotel group in Spain
- #3 in Europe
- #20 worldwide

Source: Hotels 325 Rank 2018, by number of rooms

### Portfolio (Dec '20)

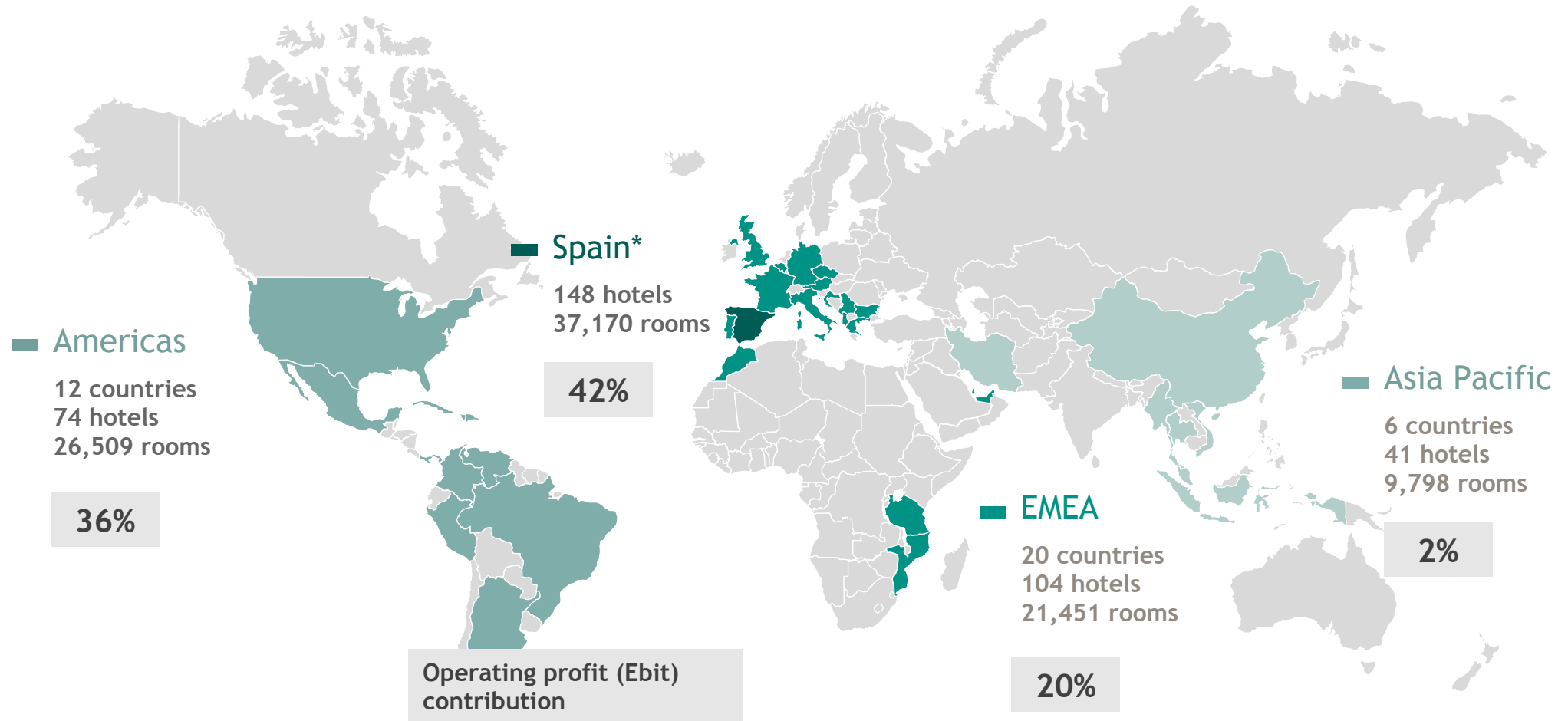
- Owned
- Managed
- Leased
- Franchised
- City
- Resort



# Our Essence

We lead from leisure

## Hotel portfolio



Operating profit (Ebit)  
contribution

As of December 31, 2020  
\*Including Cape Verde & Morocco



# Our Brand Model



## Upper upscale

12%

- 4% Paradisus
- 5% Gran Meliá
- 3% ME by Meliá

## Upscale

52%

- 40% Meliá Hotels & Resorts
- 11% INNSiDE by Meliá

## Midscale

29%

- 18% SOL by Meliá
- 11% TRYP by Wyndham



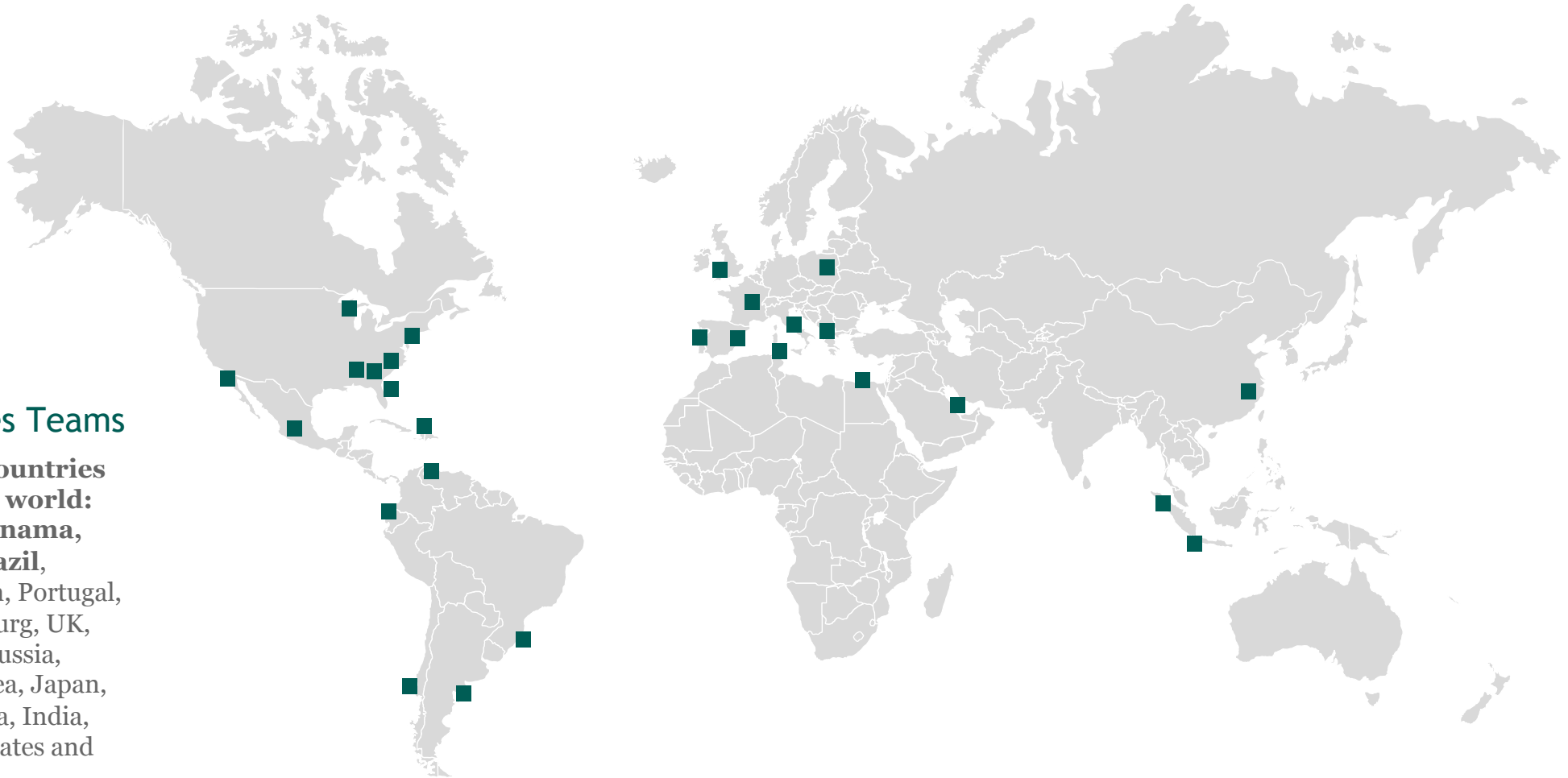


# Localization of Sales and Group Offices

A Sales Team of **over 300 professionals** in the Global and Regional Sales organization

## ■ Regional Sales Teams

Located in **23 countries** covering all the world:  
USA, Canada,, **Panama**,  
**Peru****Mexico**, **Brazil**,  
**Argentina**, Spain, Portugal,  
France, Luxembourg, UK,  
Germany, Italy, Russia,  
China, South Korea, Japan,  
Vietnam, Australia, India,  
United Arab Emirates and  
Saudi Arabia.





# Positioning

**Meliá is the leader in sustainability in Spain and Europe according to S&P Global in the Corporate Sustainability Assessment 2021**

- Active player in the business community
- Institutional presence in both Spain and internationally
- Platform work with partners and allies
- Presence in specialist ESG indexes\*
- Participation in relevant rankings and monitors
- Strengthening of corporate positioning and reputation

\* Environmental, social and corporate governance

**Sustainability Award**  
Silver Class 2021  
**S&P Global**

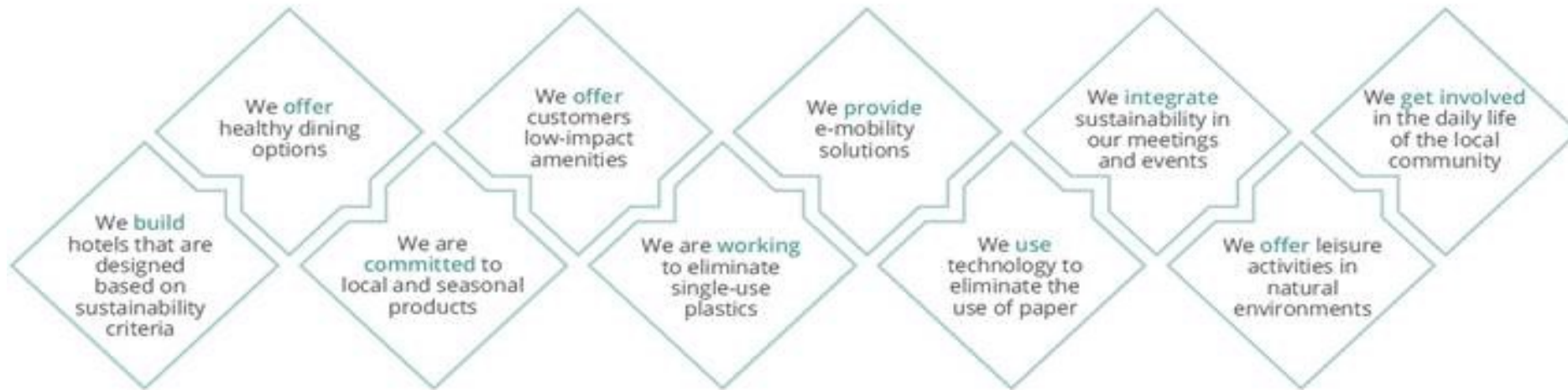




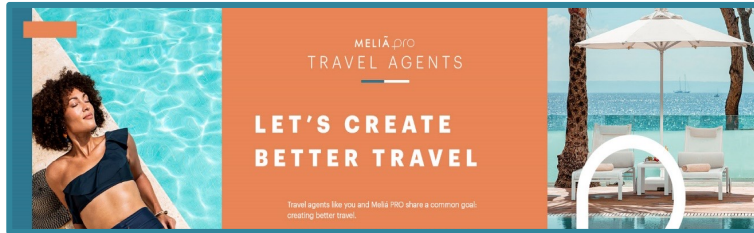
## Sustainable brands

Our commitment to sustainability is also tangible in our brand portfolio. Customers today expect companies to be committed to the social and environmental challenges we face. To respond to these expectations we integrate sustainable attributes into the customer experience to increase their social and environmental value proposition.

Our brands offer an experience aligned with our commitments to sustainability bringing them closer to customers during their stay in the hotel.



# MORE ABOUT MELIÁPRO



## Travel Agents

Meliá Pro Travel Agents already has more than 52.600 travel agencies registered in the portal.



## Corporate

More than 388,000 companies that have the Meliá PRO Corporate program, dedicated to small and medium-sized companies that use our program for their corporate travel and also benefit from the advantages for their leisure travel.



## Meetings & Events

Meliá PRO Meetings is becoming a strategic channel and it is positioning as the main online channel for groups.



## Leisure

Meliá PRO Leisure is dedicated to a niche and small Tour Operators and DMC's. Currently we have 4,241 accounts enrolled.



# ABOUT MELIÁ PRO

Meliá PRO is a B2B portal with special conditions and benefits to our partners and connecting to all Meliá Hotels International portfolio worldwide.

**Meliá PRO covers 4 different segments: Agents, Corporate, Meetings & Events and Leisure.**

**MELIÁ PRO** professional sites for B2B customers. One Portal, Different targets

	BOOKING ENGINE	LOYALTY PROGRAM
DIRECT CLIENT B2C	MELIÁ.COM	MELIÁ REWARDS
DIRECT CLIENT B2B	MELIÁ <sub>pro</sub> GOING FOR MORE	

## ENTRY LEVEL FOR TRAVEL AGENCIES

URBAN HOTELS: 12%

RESORTS: 16%

\* Hotels can update the commissions for periods, accounts, markets in coordination with the revenue manager and sales director



## ABC/CCRA MHI CURRENT OFFER

UNIQUELY ABC

MELIÀ HOTELS  
INTERNATIONAL



**15% of discount in ABC & CCRA GDS ACCES CODE IN MHI PROPERTIES WW.**

**10% COMISSION.**

**BW: 1<sup>ST</sup> July until 30<sup>th</sup> September.**

**TW:1<sup>ST</sup> July until 31<sup>th</sup> December.**

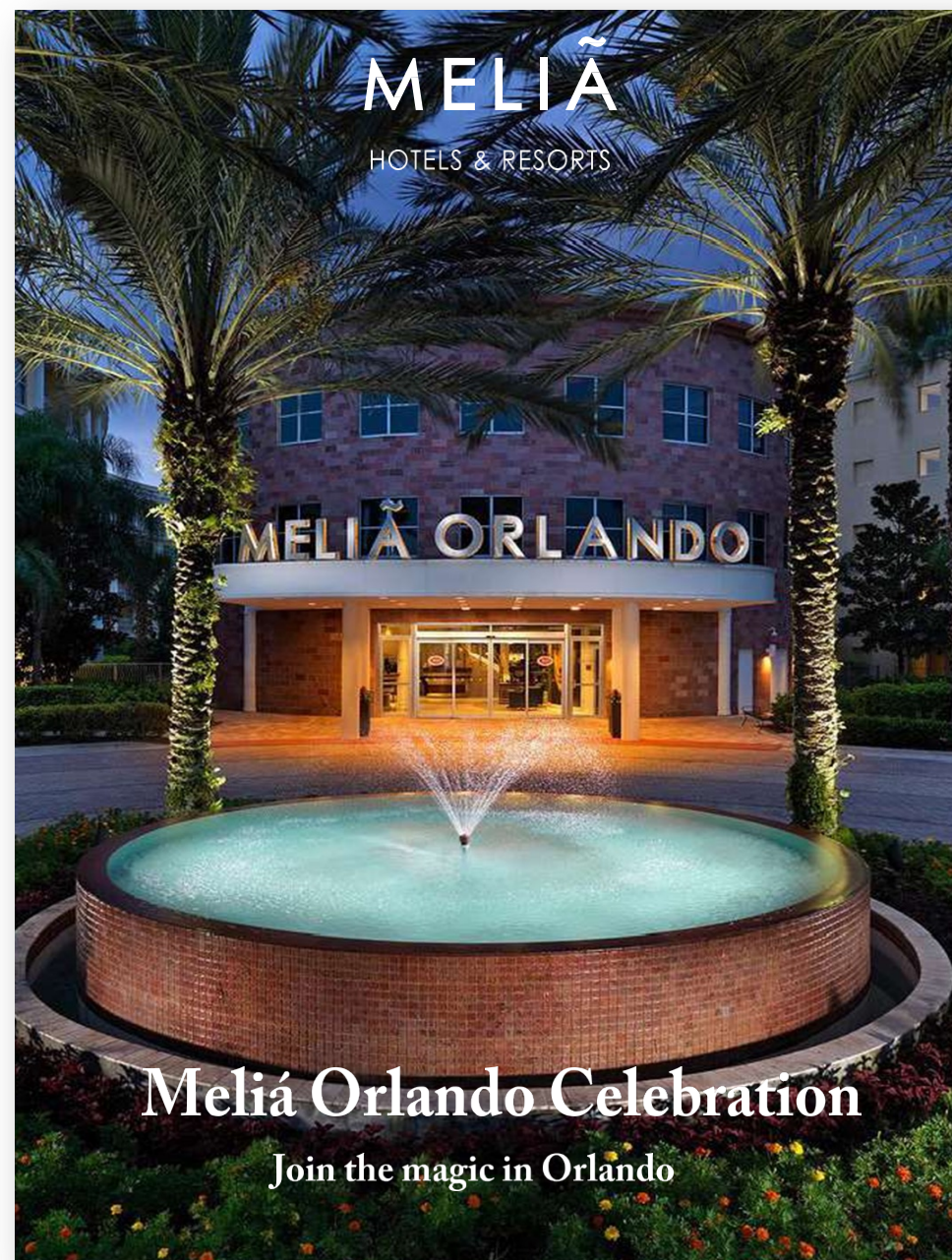
**AVAILABLE IN GDS & MELIAPRO WEBSITE.**





INNSiDE  
BY MELIÁ

INNSiDE by Meliá New York  
IN THE HEART OF THE BIG APPLE



MELIÁ  
HOTELS & RESORTS

MELIÁ ORLANDO

Meliá Orlando Celebration  
Join the magic in Orlando



# MELIÁ ORLANDO CELEBRATION



An oasis of stylish comfort just a short distance from Orlando's countless attractions and parks. Enjoy family fun and relaxation at the sophisticated Meliá Orlando Celebration.



# MELIÀ

## ORLANDO CELEBRATION

Located in the charming town of Celebration, just a short distance away from parks, attractions and everyday-stores, enjoy the comfort of home in every one of our spacious surroundings.

An official **Walt Disney World Good Neighbor**® hotel located right in the stunning town of Celebration originally developed by The Walt Disney Company, just 5 miles from all the magic. Close to major Orlando attractions such as **Universal Orlando**™, **SeaWorld Orlando**™

Melia Orlando Celebration offers scheduled complimentary transportation to the parks! Ask our Front Desk Agent for assistance.

An official  
**Walt Disney World  
Good Neighbor**®

An oasis of stylish comfort just a short distance from Orlando's countless attractions and parks. Enjoy family fun and relaxation at Melià Orlando Celebration.





Featuring 249 One-bedroom, Two-bedrooms and Deluxe Rooms. Our guestrooms offer the comfort and extra space for an unforgettable home-away-from-home experience.

**MELIÀ**  
ORLANDO CELEBRATION



# Melia Orlando



MELIÃ  
HOTELS & RESORTS



# INNSiDE by Melia New York Nomad



Enjoy New York as if you were a movie star in this centrally located, modern hotel in Chelsea with rooms and suites with terraces with spectacular views! Broadway and Times Square are just a few minutes walk away.



INNSIDE by Meliá New York Nomad







# INNSiDE

BY MELIÁ

## New York Nomad

**Centrally located** on West 27th Street in the much-sought after neighborhood of Chelsea NoMad.

Offering convenient and easy access to a bevy of New York attractions and popular neighborhoods including the **Empire State Building**, Madison Square Garden, The High Line, new Hudson Yard, The Javits Center and the iconic Macy's Herald Square department store.

Now offering exclusive discounts on New York City Cruise Line Tours, ask our Front Desk Agent for assistance.





INNSiDE by Melia New York features 313 rooms and suites. Spacious bright, stylish and contemporary interiors, exclusive suites with terraces and views of the Midtown skyline, the Freedom Tower or Downtown Manhattan skyline.





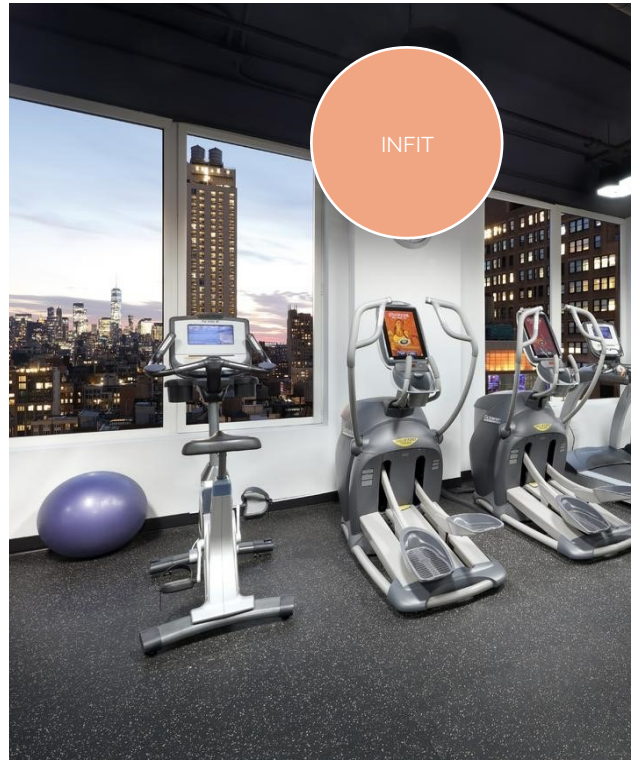
SUSTAINABILITY



LOCAL AND CULTURAL ACTIVITIES



CREATIVE MEETINGS AND EVENTS



INFIT



# Openings in 2021

EMEA

FRANKFURT - GERMANY

## Meliá Frankfurt City

NUMBER OF ROOMS: 431

NUMBER OF MEETING ROOMS: 14

MAXIMUM CAPACITY

IN LARGEST MEETING ROOM: 850 pax

MELIÁ  
HOTELS & RESORTS





# Openings in 2021

EMEA

AMSTERDAM - NETHERLANDS

## INNSiDE by Meliá Amsterdam

**NUMBER OF ROOMS:** 328

**NUMBER OF MEETING ROOMS:**

3 in the hotel + 17 in the Atrium business center

**MAXIMUM CAPACITY IN LARGEST MEETING ROOM:**

40 pax in the hotel and 350 pax in the Atrium business center

**INNSiDE**

BY MELIÁ





# Openings in 2021

EMEA

LUXEMBOURG

## INNSiDE by Meliá Luxembourg

NUMBER OF ROOMS: 123

NUMBER OF MEETING ROOMS: 3

MAXIMUM CAPACITY IN LARGEST MEETING ROOM: 40 pax

**INNSiDE**  
BY MELIÁ



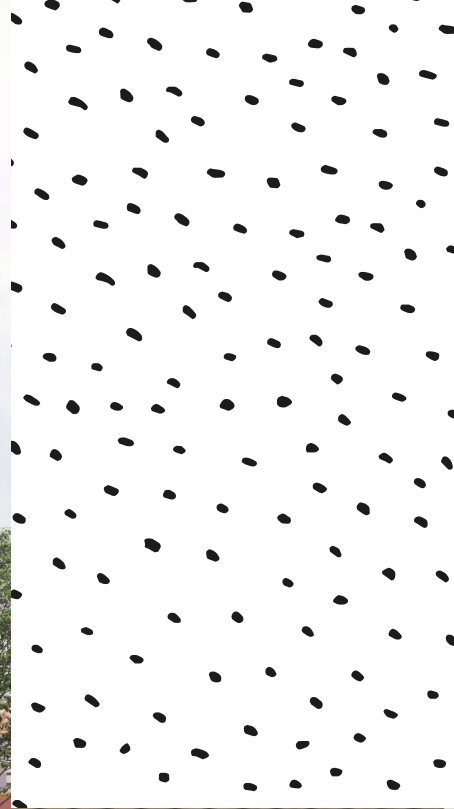


# Openings in 2021

EMEA

## LIVERPOOL, UNITED KINGDOM

# INNSiDE by Meliá Liverpool



**INNSiDE**  
BY MELIÁ



# Latest Openings in 2020

EMEA

DUBAI - UNITED ARAB EMIRATES

## ME Dubai



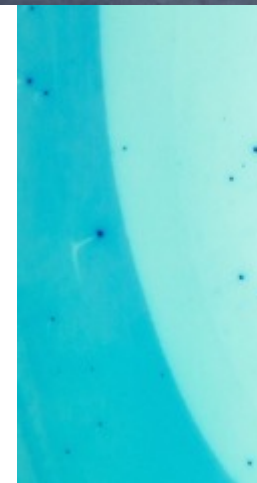
**ME**  
BY MELIÀ



Openings in 2021  
SPAIN

BARCELONA - SPAIN

ME Barcelona



ME  
BY MELIÀ

# Openings in 2021

SPAIN

MADRID, SPAIN

## INNSiDE by Meliá Gran Vía

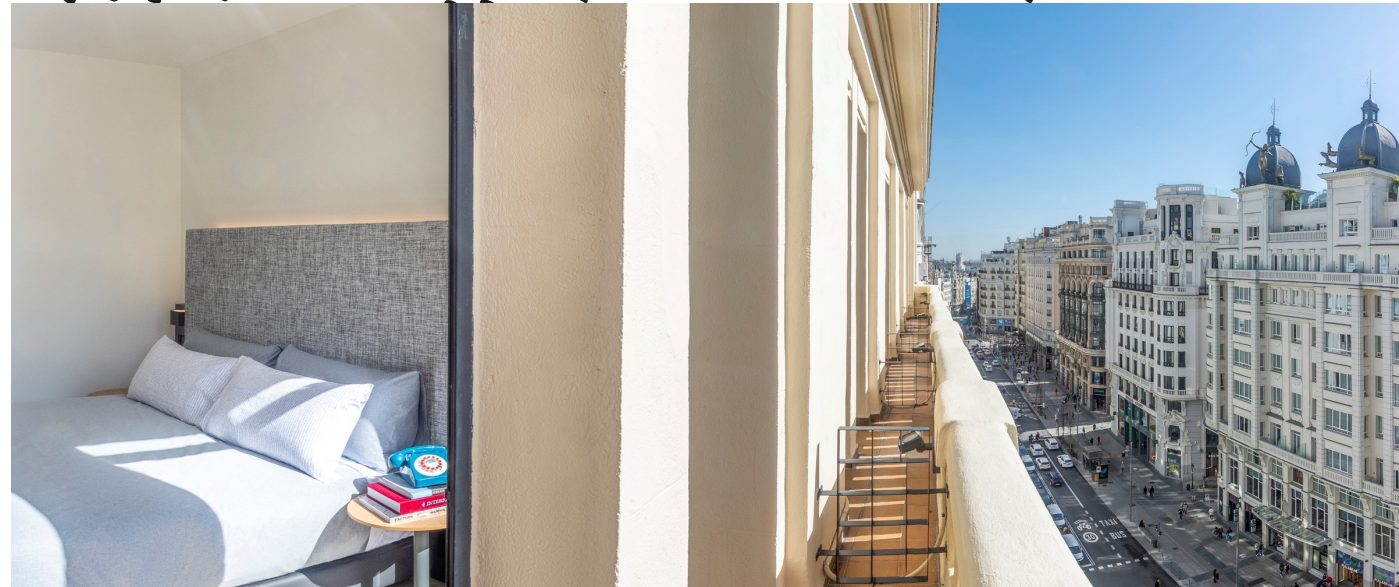
NUMBER OF ROOMS: 117

NUMBER OF MEETING ROOMS: 1

MAXIMUM CAPACITY IN LARGEST MEETING ROOM:

18. Rooftop (cocktail) up to 100 people.

**INNSiDE**  
BY MELIÁ





# Major Refurbishments

EMEA

PARIS - FRANCE

## Meliá Villa Marquis & Meliá Notre Dame

MELIÄ  
HOTELS & RESORTS





## Meliá White House - London





Latest Openings in 2020  
APAC

SICHUAN - CHINA

Gran Meliá Chengdu

GRAN MELIÁ  
HOTELS & RESORTS







# PARADISUS

Grand Cana  
Dominican Republic

- 432 oversized premium Rooms & Suites including the latest technology and modern conveniences, including **108 The Reserve Suites**.
- Seven restaurants including a Sports Bar, pool side Grill, and Beach Club
- **The Reserve** exclusive services
- **The Reserve Swim-Up Suites** with private gardens and Bali beds
- Full service Maia Spa by Natura Bissé
- Burn Studio: fitness center
- Habitat Kids Club
- Blast! Water Park







# PARADISUS

Cancun • Mexico

- Spectacular resort with 650 suites overlooking the exquisite Caribbean Sea. Paradusus Cancún is set in an idyllic location between the Nichupté Lagoon and the Caribbean Sea, promising the finest views in the popular hotel zone.
- Located only 20 minutes/11 miles from Cancun International Airport.
- The interior is equally awe-inspiring. The perfect balance between nature, rich with lush plants and local traditions.
- Featuring 10 a la carte restaurants including the private The Reserve dining options & 7 bars each with their own personality and curated mixology.
- Fitness center & YHI Spa.
- Fabulous 9-hole, par 3 golf course available for guests as well as an array of world-class cuisine.
- Over 30,000 sq. ft. of multi-function & flex space, including 21 breakout rooms, for meetings and events.





# ME CABO

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- 📍 Situated on the only swimmable beach in Los Cabos, overlooking the famous El Arco. It is just a short walk from the marina, shops, bars and restaurants. ME Cabo embodies the best of both worlds with its dedication to creating a sophisticated getaway that blends elegance, great vibe, creativity and local culture.



- 170 Impeccably decorated and luxurious rooms and suites, including :
  - 24 Extra ME+ Junior Suites
  - 16 Studios ME+ Suite
  - 4 Exclusive ME+ Suite with Jacuzzi & terrace
  - 2 Beyond ME+ + Suite with Jacuzzi & terrace
  - 1 Ultimate ME+ Suite



- Cabo's new hotspots include Confessions Skybar & Tapas, Taboo Beach Club, serving Mediterranean-inspired cuisine, and Funky Geisha, with beachside Asian fare.
- Pet friendly.
- TAG approved (LGBTTTIQA friendly hotel).



- ME Cabo's Cultural programme, partnering with cutting-edge creative minds from across the globe to bring ground-breaking contemporary culture in the hotel.
- Meeting Room "Evolution" with capacity for 100 max.(With the latest electronic technology and audiovisual equipment).





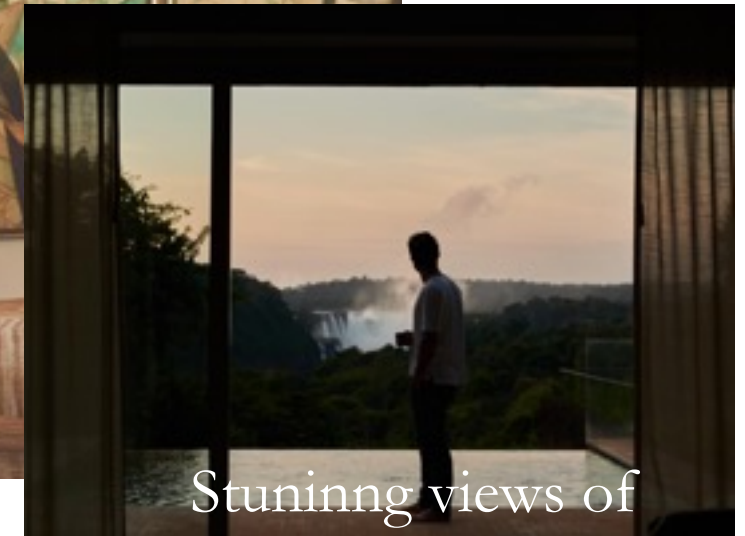
### 3. GRAN MELIÁ HOTELS

#### GRAN MELIÁ IGUAZÚ

##### THE ONLY HOTEL

##### IN THE NATIONAL PARK IGUAZÚ

- Located inside the National Park (Argentinan side), considered one of the Seven Natural Wonders of the World and a UNESCO World Heritage site
- 183 guestrooms, of which half have frontal views of the Falls, including: 5 Junior Suites, 3 Deluxe Junior, 1 Grand Suite, 1 Presidential Suite, 1 Royal Suite.
- New icon for responsible tourism converting the facades into vertical gardens.
- Integrates local culture using decoration made by hand by local Guarani communities.
- It features an excellent Spa and a 50-metre-long infinity pool with stunning views of the Devil's Throat
- 3 restaurants and 4 bars, all with privileged views, are the ideal setting for enjoying a gastronomic experience.
- Alter Rooftop Bar, the perfect setting to enjoy a drink accompanied by breath-taking views of the falls.
- Seven meeting rooms for up to 600 guests, a unique atmosphere and innovative services.



Stunning views of  
the Jungle and  
Iguazu Falls







GRAN MELIÁ  
HOTELS & RESORTS



VILLA LE BLANC, A GRAN MELIÁ HOTEL  
Opening August 2022



