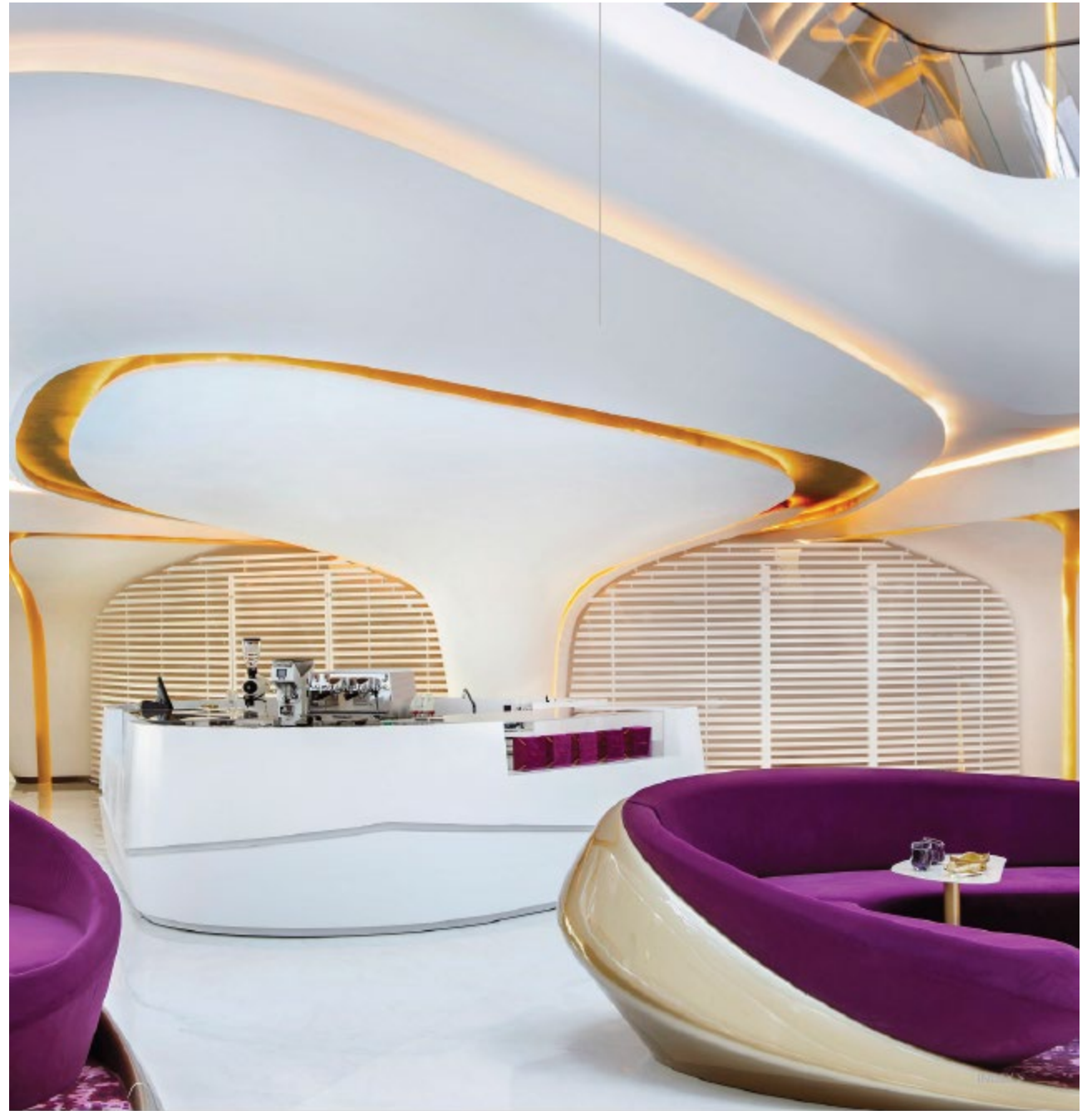
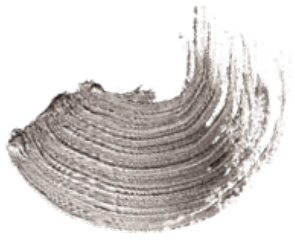


MELIÁ HOTELS
INTERNATIONAL



ABC·CCRA
AGENT REWARDS





Global Positioning

Key facts

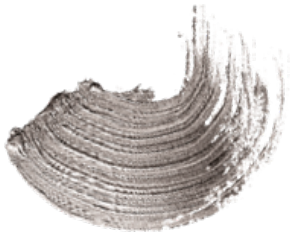
1st hotel group in Spain

3rd in Europe

19th worldwide

Source: 225 Rank 2021 Hotels Mag, by number of rooms





Our presence in the *world*

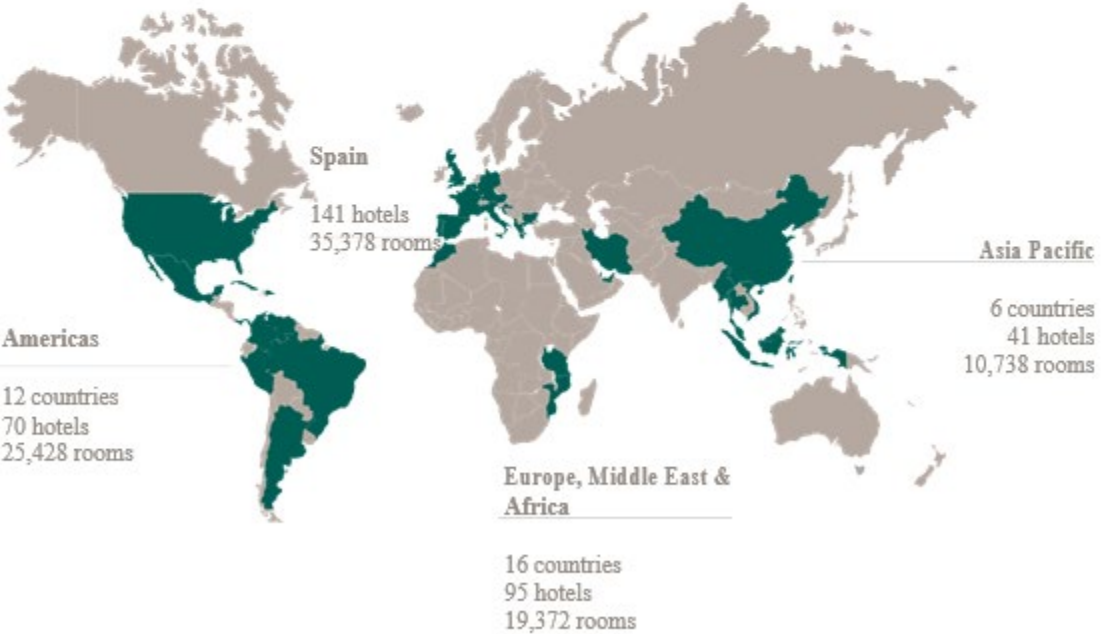
Hotel portfolio (Dec. 2022)

347 hotels
90,916 rooms

Resort 60%
City 40%

Pipeline (Dec.2022)

59 hotels
13,830 rooms



Pipeline 2023 & recent openings

Over 60 new properties in 2 years

GRAN MELIÁ

Gran Meliá Cordusio Milano

- Gran Meliá Chengdu
- Gran Meliá Cam Ranh Bay
- Gran Meliá Zhengzhou
- Gran Meliá Nha Trang

Torre Melina Gran Meliá

MELIÁ HOTELS & RESORTS

- Meliá Chiang Mai
- Meliá Chongqing
- Meliá Frankfurt city
- Meliá Phuket Mai Khao
- Meliá White Sands
- Meliá Adhiwangsa Surabaya
- Meliá Albania
- Meliá Bandung Dago
- Meliá Bintan
- Meliá Lisboa
- Meliá Lusofonia
- Meliá Lusofonia Residences
- Meliá Lusofonia Resort & Spa
- Meliá Salamansa
- Melia Saigon Central, Vietnam
- Meliá Sutomore Bar
- Meliá Trinidad Peninsula
- Melia Vinpearl Ha Tinh Ocean beach Resort
- Melia Vinpearl Hotel Ha Tinh
- Melia Vinpearl Cua Hoi Beach Resort
- Melia Vinpearl Cam Ranh Beach Resort
- Melia Vinpearl Nha Trang Empire
- Melia Vinpearl Tay Ninh
- Melia Vinpearl Hai Phong Rivera
- Melia Vinpearl Thanh Hoa
- Melia Vinpearl Phu Ly

ME BY MELIÁ

- ME Barcelona
- ME Doha
- ME Malta

PARADISUS

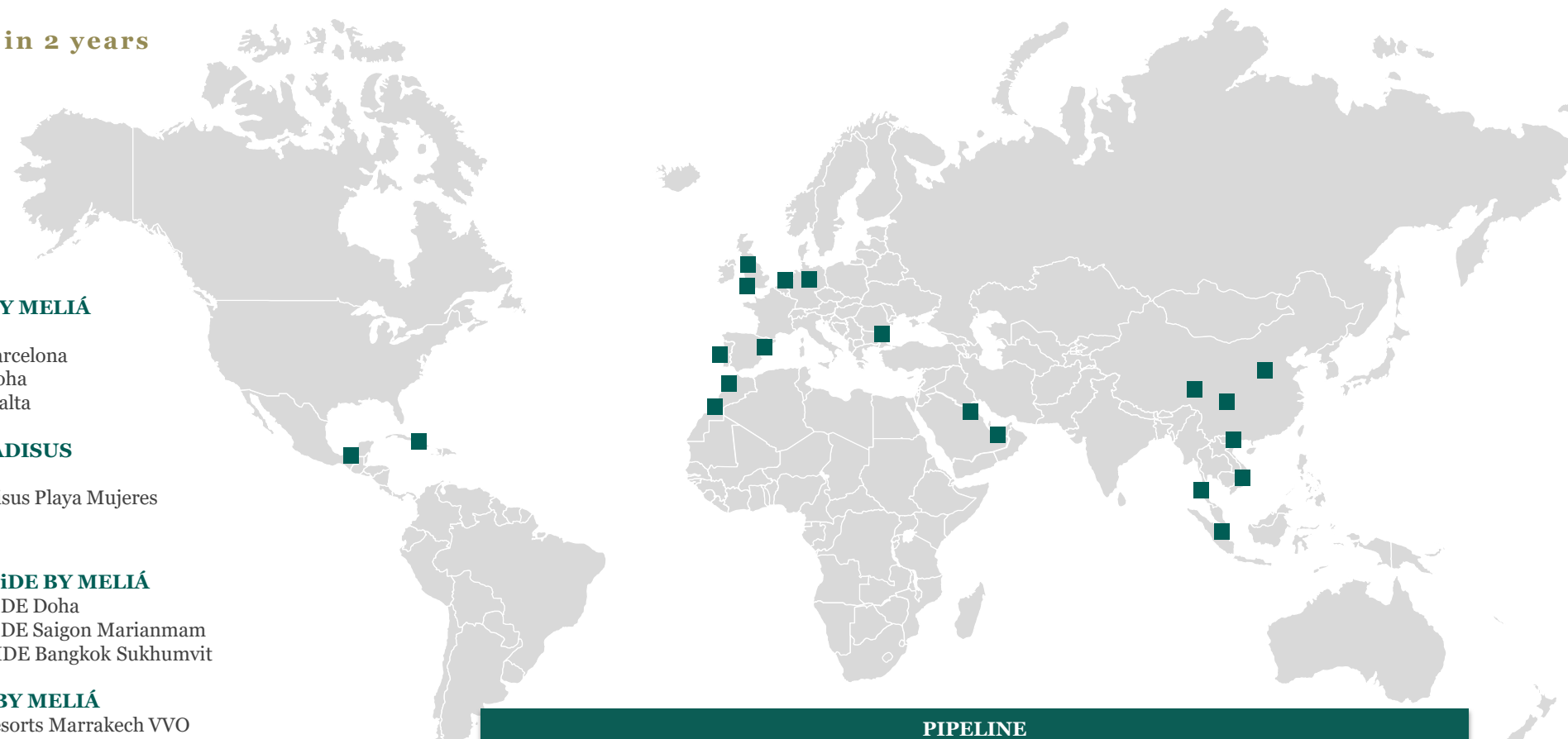
- Paradisus Playa Mujeres

INNSiDE BY MELIÁ

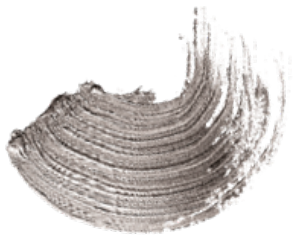
- INNSiDE Doha
- INNSiDE Saigon Marianmam
- INNSiDE Bangkok Sukhumvit

SOL BY MELIÁ

- Sol Resorts Marrakech VVO



PIPELINE								
	2021		2022		>2022		TOTAL	
	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms
Owned	-	-	-	-	-	-	-	-
Leased	6	1.413	-	-	2	197	8	1.610
Managed	14	4.135	34	8.390	6	1.653	54	14,178
Franchised	-	-	-	-	4	554	4	554
TOTAL	20	5.548	18	4.400	12	2.404	66	16,342



Our brand model

Our hotel brands reflect the company strategy of growth centered on the luxury and premium segments



, Meliá is the **World Hotel Leader in Sustainability** according to the S&P Global

Meliá Hotels International
named the most sustainable
hotel company in the world
in 2022 by S&P Global

Travel *for*
GOOD

Embracing the world with meaningful hospitality

Sustainable
management
model

Travel for Good is our environmental, social and governance (ESG) strategy, designed to support sustainable tourism and help us become a better company for the planet

WHY MELIA HOTELS INTERNATIONAL

- Properties in key destinations and corporate areas.
- Bleisure properties.
- Melia Rewards program for Business Travellers.
- Chain wide discount program for City and Leisure properties.
- Business Traveller Program special added values.
- World's most sustainable hotel Company in the world in 2022.
- The Level experience in Melia properties.
- 10% discount off BAR rates with the ABC Rate Access code



MELIÁ REWARDS

BECAUSE TRAVELLING BRINGS BENEFITS

Earn points for your business trips that you can use to book your holidays. Plus all of the special benefits of the **Meliá**Rewards programme.



MELIÁREWARDS PROGRAMME:

- A programme that gives you more for every single one of your bookings?
- That allows you to earn and use points for hotel stays or in our own-brand restaurants and spas, in addition to more than 120 famous online stores all over the world?

Enjoy all the exclusive benefits of your **Meliá**Rewards level (White, Silver, Gold and Platinum) on every one of your business and leisure trips.

Discover all the benefits of MeliáRewards by scanning the QR code:



ABC – MHI – Other Advantages

MeliáRewards is Meliá Hotels International loyalty program, where both clients and advisors can enjoy benefits and exclusive offers.

ABC advisors and clients can get points for their bookings via GDS.

ABC advisors get 1EUR/USD – 1 point.

Meliapro channel - advisors get 1EUR/USD – 2 point

Agents can spend the Melia Rewards points for their personal bookings and benefits with many other partners.

The program has 4 levels:

- White
- Silver
- Gold
- Platinum.

As you go up a level you can enjoy more exclusive benefits.

+14 Million members

+70 partners

MELIÁ
REWARDS
BELONGING MEANS MORE



A woman with dark hair pulled back, wearing a grey cowl-neck top and green trousers, leans on a light-colored wooden table. She is looking off to the side with a slight smile. The background is a modern, dimly lit lounge area with grey sofas and warm lighting.

MELIÄ pro

BUSINESS TRAVELLERS

BENEFITS & REWARDS

For those of you who have started making business trips again and sleeping away from home, visiting your customers and doing business in person, allowing you to build relationships and grow your business.

10 NEW BENEFITS

We've developed a collection of new benefits to adapt your business trips and MeliáRewards experience to the pace you live your life.

Highly trained and expert professionals who will advise you from the very start to ensure you enjoy a perfect stay.

Specialist reservation services

1
10

MeliáRewards points for your holidays

Use your points earned during your professional stays to book your holidays.

Check in 24 hours in advance and speed up your arrival to your room.

Online check-in

2
9

Express check-out

Organise your departure from the hotel in advance. We'll charge a set amount to you so you don't have to worry about a thing. And if you haven't consumed any extras, we'll refund it automatically.

Leave your luggage with us, enjoy a space where you can work, a welcome drink and premium Wi-Fi. You will also have priority access to your room before the official check-in time.

Priority arrival, work area and premium Wi-Fi

3
8

Take-away breakfast**

Do you need to leave early? Ask us for a take-away breakfast and it will be ready for you on departure so you can enjoy it after you leave.

***If breakfast is included in the room rate and available on request.*

For you to enjoy on arrival or throughout the day.

Complimentary bottle of water

4
7

Coffee and tea station for early departures

For early risers who need an energy boost to start the day. Enjoy an exclusive coffee and tea service.

Available in your room so you can use it whenever you need it. On request.

Vertical iron

5
6

10% discount on room service or in restaurants*

Savour a lunch or dinner in our restaurants or in the comfort of your room if you prefer. Get a 10% discount with your corporate booking.

**See participating restaurants.*

The Level – Melia Hotels & Resorts

A place created exclusively for you.

At The Level, you can enjoy maximum satisfaction and comfort with the most personalized service and the most exclusive product. The Level has privileged areas of the hotel with the best service and all those little details that help make your experience a superior one: exclusive rooms, a lounge with all-day food and drink service and outdoor areas to rest and relax.

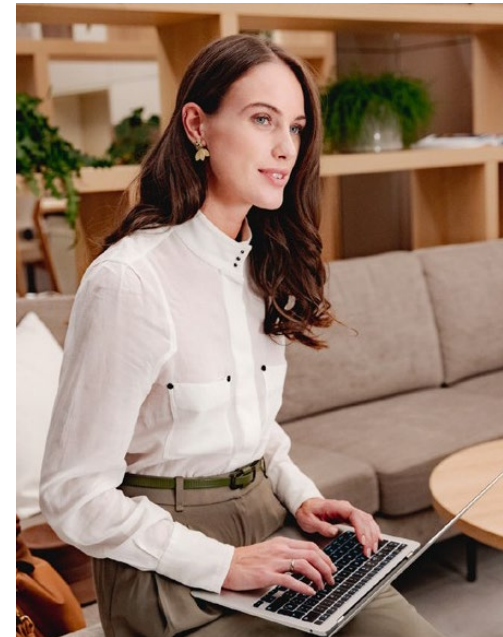


LEVEL

THE LEVEL

Mainstream vacationers/Couples

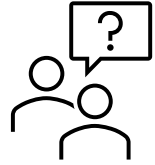
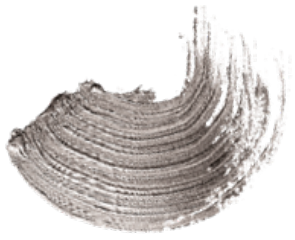
They want their stay to be exceptional: good value for money and attention to detail are especially important to them.



Savvy business travellers

Frequent guests that want everything to be just like they expect it. They are usually guests of **The Level**.





Take the quiz for a chance to win two nights in one of our hotels, You choose!!

Meliá Orlando Celebration

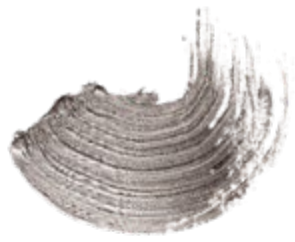
INNSiDE by Meliá New York Nomad

Take the Quiz



MELIÁ
ORLANDO CELEBRATION

INNSiDE by Meliã
New York Nomad



Book the ABC rate code in
the GDS with chain code
SM or ME or book on
[MeliaPro.com](https://www.meliapro.com).

Gracias, Thanks, Merci

MELIÀ HOTELS
INTERNATIONAL

