DELANO

A NOURISHING RESORT

Delano offers modern travellers that most rare and coveted of experiences — unadulterated luxury that nourishes their hedonistic desires, body and soul. We redefine the luxury resort experience with first-in-class service and customised guest experiences that awaken your curiosity, nourish your senses and soul, and shape a personal journey for couples, loved ones and solo travellers.

sbe.com/delano

AUGUST 2018 – PHOTOS © DELANO

FIND YOUR LOCAL DEVELOPER CONTACT ON ACCORHOTELS.GROUP/HOTELDEVELOPMENT

RAFFLES · ORIENT EXPRESS · BANYAN TREE · DELANO · SOFITEL LEGEND · Fairmont · SLS · SO/ · SOFITEL · THE ORIGINALS · RIXOS

mantis · GALLERY · Art Series · MONDRIAN · pullman · swissôtel · ANGSANA · 25h twenty five hours hotels · HYDE · MÖVENPICK · GRAND MERCURE

PEPPERS · THE SEBEL · mantra · NOVOTEL · Mercure · adagio · MAMA SHELTER · BreakFree · ibis · ibis styles · ibis budget · JO&JOE · hotelF1

DELANO

DELANO WAS CHARACTERISED

A TRAILBLAZER

IN THE FIELD OF HOSPITALITY

NETWORK

2 HOTELS & **1,908** ROOMS

PIPELINE

6 HOTELS & **1,358** ROOMS

NUMBER OF HOTELS AND ROOMS PER REGION
NETWORK + PIPELINE

DEVELOPMENT

New Built & Conversion

	PRIME LOCATIONS	SECONDARY LOCATIONS	AIRPORTS SUBURBS
CAPITALS, KEY CITIES & RESORT DESTINATIONS	●		
MAJOR DOMESTIC DESTINATIONS			
OTHER CITIES & ATTRACTIVE TOURISTIC DESTINATIONS			

UPCOMING OPENINGS

DELANO DUBAI, UNITED ARAB EMIRATES (2018)
DELANO CARTAGENA, COLOMBIA (2021)
DELANO BODRUM, TURKEY (2021)
DELANO INDIAN WELLS, UNITED STATES OF AMERICA (2022)

POSITIONING

RATING Nourishing luxury
SEGMENT Luxury

CUSTOMER PROFILE

↓ BUSINESS

20%	LEISURE 80%
DOMESTIC 75%	25%

INTERNATIONAL ↑

DISTRIBUTION

AccorHotels LUXE brands, net figures
*Central Reservation System

58 % — **CRS* CONTRIBUTION RATE**
Global AccorHotels LUXE brands' room revenue via AccorHotels CRS*

16 % — **WEB**
AccorHotels LUXE online direct sales: AccorHotels web sites and mobile

+60 % — **MOBILE GROWTH**
AccorHotels LUXE brands' room revenue via AccorHotels CRS*

KEY IDENTIFIERS

Personalization is Paramount. A handwritten note. A running route mapped and slipped under the door of a gym-goer. A drink refreshed without asking. It's the small gestures that make our big difference, anticipating devotees' needs so they feel personally known and valued.

Stimulate the imagination. Our design provokes conversation and encourages play. Our platforms, programming, and spaces provide an environment for exploration, entertainment, and creative energy.

Bringing people together. Whether it's communal spaces for sharing a meal, grabbing a craft cocktail or chairs in the pool encouraging you to strike up a conversation, we create spaces for connecting and belonging, so everyone feels welcome.

The Sublime. We never underestimate the power of the sublime. Indulgent touches speak to our refinement, personal attentiveness, and uncompromising gift for lavish care.

Ciel Spa. To pamper your every need and create an exceptional and soothing relaxation experience that exceeds your expectations.

PROGRAMMING

(1) For AAA ultra city center, historic conversion, the room size and areas can go down by 10-15%.
(2) Based on market demand

ROOMS	● HOTEL	● RESORT
— Average number of rooms	● 100-200	● 100-200
— Room average size(1) (sqm)	● 45	● 45-60
— Total Gross Floor Area(1) (sqm)	● 100-120	● 100-150

FOOD & BEVERAGE	1 3-meal restaurant 1 Signature restaurant 1 Signature bar 1 lounge(2)
WELL-BEING	Ciel Spa(2) Signature pool Fitness center
MEETINGS, EVENTS & OTHERS	Meeting rooms(2) Ballroom(2)

FLAGSHIPS TO VISIT

DELANO SOUTH BEACH MIAMI
UNITED STATES OF AMERICA

DELANO LAS VEGAS
UNITED STATES OF AMERICA

Network & Pipeline as of end June 2018
Other figures as of end 2017