



THE FOUNDATION FOR SUCCESS

8th LARGEST hotel company in the US | **1,200+** properties | **17** brands
100,000+ rooms | **8** countries

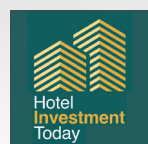


#1 IN GUEST SATISFACTION Among Economy Hotel Brands*

– by J.D. Power

Sonesta's Americas Best Value Inn. Best value for the guest. Best value for the owner. Best value. Period.

- **Low Flat Fees** (per room per month)
- **Owner-Friendly Contracts**
- **Reasonable Brand Standards**



Guest Satisfaction Key to Sonesta's Economy Segment Success

– Hotel Investment Today, September 2023



Exclusive: 1 of the fastest-growing hotel companies launches 2 new brands

– The Points Guy, June 2023



Sonesta Reveals Plans For Two Hotels in Punta Cana

– Travel Weekly, September 2023



Sonesta International Hotels Corp's Keith Pierce

– Hotel Management, June 2023



The Royal Sonesta Washington, DC Capitol Hill Opens in the Heart of Washington, DC

– Hotel News Resource, September 2023



Why Sonesta is launching a select-service brand

– Hotel Management, June 2023



Sonesta Doubles Down on Strategy for Expansion Across Latin America

– Co-Star, July 2023



Expansion Mode: For Sonesta, It's All Systems Go

– Hotels Magazine, February 2023



Americas Best Value Inn & Suites Gun Barrel City

*Tied in 2023. For J.D. Power 2023 award information, visit [jdpower.com/awards](https://www.jdpower.com/awards).

CLASSICO
A SONESTA COLLECTION

MOD
A SONESTA COLLECTION

SONESTA
essential



2023

Classico, MOD and Sonesta Essential launch.

Americas Best Value Inn is awarded #1 in guest satisfaction among economy hotel brands by J.D. Power.

2022

The James Hotels brand acquired.

2021

Acquisition of Red Lion Hotels Corporation. Unprecedented Sonesta brand franchise opportunities launch.

2020

Sonesta Simply Suites initially launches with over 60 locations. Sonesta Select brand launches in December with 9 hotels.

2013

Travel Pass, our guest loyalty and rewards program, launches.

2012

The Sonesta ES Suites brand is introduced with 16 properties.

2000

Sonesta's original cruise ship, the Moon Goddess, launches in Egypt's Nile River.

1999

Sonesta Posadas del Inca launches hotels in Miraflores Lima, Lake Titicaca Puno and Sacred Valley Yucay, Peru.

1982

Sonesta Cairo Hotel & Casino opens.

1970

HCA is renamed Sonesta International Hotels Corp.

1968

Sonesta Montreal (1968 – 1973) becomes our first international Sonesta hotel.

1957

The first Charterhouse Hotel (1957 – 1968) opens in Bangor, Maine. It was followed by a line of 25 others until 1983.

1953

The Plaza (1953 – 1975), the iconic hotel in New York City, is purchased from Hilton for \$15,000,000.

1937

Sonesta is founded. A.M. (Sonny) Sonnabend purchases the Preston Beach Hotel in Massachusetts (1937 – 1952) with six other investors.



- Red Lion Hotels, Red Lion Inn & Suites
- GuestHouse
- Knights Inn
- Americas Best Value Inn, Canadas Best Value Inn
- Signature Inn, Signature
- Sonesta

ADDITIONAL LOCATIONS:

Caribbean
Egypt
Latin America

17
brands

1,200+
properties

100,000+
rooms

SONESTA



HOSPITALITY REDISCOVERED

Become part of a brand family unlike any other, inspired by our guests and the authentic, innovative and memorable experiences they crave.



THE ROYAL SONESTA

The Royal Sonesta hotels offer ideal high-design hideaways and an effortless feeling of connecting to your local coordinates – whether it be our guests to each other, to a business meeting, or to the destinations in which our portfolio calls homes. Locations are ideally suited for exploration, cuisine is inspired by the locale and artistically created, meeting and event spaces are noteworthy, and the hospitality experience meets any expectations elegantly.

Long Live the Guest.

TARGET MARKETS

Primary and secondary city and resort destinations

Upper Upscale

Distinctive Full Service

Elevated Amenities

Experiential



THE JAMES

The James is a storied brand with its classic, luxury lifestyle spirit, which we all can identify for centuries. Driven by reliable sophistication, worthwhile connections, and spirited curiosity, The James delivers an experience that is as classic as it is modern. With destination-worthy, localized B&F experiences, direct access to sought-after local products and opportunities, and a timeless sensibility that manifests in every facet of each hotel, The James offers the sure thing that guests desire, every time.

Right on Timeless.

TARGET MARKETS

Primary urban and resort destinations

Upper Upscale

Experiential

Convivial & Cocktail-Forward B&F

Local Access Granted



CLASSICO

Sonesta's spirit and service culture come to life in this new brand that focuses on good taste. Inspired by the past, Classico offers a collection of hotels as local as they are worldly, as authentic as they are traditional, and as rich as they are comfortable. This means infusing each property with signature local cuisine, traditional high-touch service, and refined interiors. The result is an inviting, charming experience that breathes new life into rich heritage.

Traditionally Contemporary.

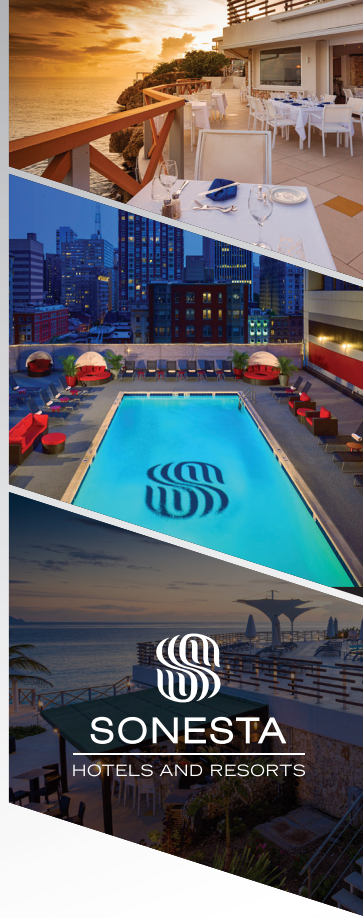
TARGET MARKETS

Primary and lifestyle markets
Urban, leisure, and resort destinations

Upper Upscale

Signature Cuisine

Refined Interiors



SONESTA HOTELS & RESORTS

At Sonesta Hotels & Resorts, the destinations boast an impressive array of properties dedicated with you in mind. Your mood is marvelously curated the minute you meet at the front desk. Each guest arrives in their own unique way and with Sonesta Hotels & Resorts, personalization isn't just a catch phrase: it's in every touchpoint.

Unique Destinations, Unrivaled Experiences.

TARGET MARKETS

Primary and secondary city and resort destinations

Upscale

Full Service

Elevated Amenities

Experiential



MOD

Sonesta's creativity and attention to detail define this new brand that caters to the modern lifestyle. Inspired by the present and the future, the Mod portfolio is playful yet inviting for the contemporary traveler. Mod focuses on flexibility. With travel more accessible than ever, guests want to maintain their essential routines wherever they go. Mod exceeds this demand by augmenting hotels with curated F&B and eclectic design.

As Inventive As They Are Distinctive.

TARGET MARKETS

Primary and lifestyle markets
Urban, leisure, and resort destinations

Upscale

Curated Food & Beverage

Eclectic Décor



SONESTA SELECT

Sonesta Select is that neighborhood made just for you. A neighborhood vibe that fills you with that sense of belonging, warmth, and inspiring flair. A setting that always encourages you to be your best self, sets you up for a stellar day ahead, and let's you wind down after the work's been done by sharing in the uplifting spirits and inspired spaces of all Sonesta Selects.

Neighborhood Hotels Made Personal.

TARGET MARKETS

Suburban office park and airport locations

Upscale

Select Service

Focused on comfort, convenience, and sense of community



SONESTA ESSENTIAL

Sonesta Essential cuts out all the unnecessary of ordinary hospitality experiences (and puts the money that pays for them back in your pocket). Whether you're briefly in town for business or your kid's big tournament, or simply catching a good night's sleep before the next leg of your cross-country road trip, Sonesta Essential is carefully designed and operated to offer you exactly what you need.

You're on your way.

TARGET MARKETS

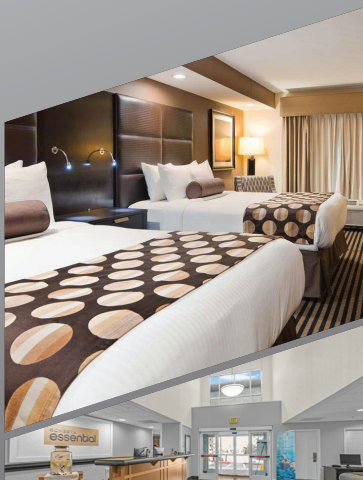
Adaptable across multiple market segments: urban and suburban

Upper Midscale

Select Service

Limited Food & Beverage

Focus on Comfort Essentials





SONESTA
ES SUITES

With Sonesta ES Suites, home is any new spot you're going to be staying a while in. The new settings might be different but the friendly faces are still the same. You have access to everything at your fingertips and even a backyard to bring it all back to that at home feeling. Refreshing, homelike spaces, greet every guest but with some unexpected little surprises sprinkled in.

Your Home On The Road

TARGET MARKETS
Suburban and airport locations

Upscale
Extended Stay
Focus on Comfort Essentials

SONESTA
SIMPLY SUITES

Because everyone deserves to feel the benefits of "simple" without all the effort it takes when you're staying an extended period of time. Sonesta Simply Suites is here to help you make each moment away from home a little bit easier each time—no matter the duration. The challenges? Uncertainty? Distance from family? They all disappear when you feel that sense that "worry-free" is an always on amenity.

Stay Simply.

TARGET MARKETS
Suburban and airport locations

Midscale
Extended Stay

RED LION HOTELS and
RED LION INN & SUITES

Boasting clever design and a playful personality, Red Lion Hotels and Red Lion Inn & Suites makes stays extra memorable with thoughtful essentials, friendly service and insider knowledge, plus a few fun surprises along the way.

Make It #WorthIt

TARGET MARKETS Conversions and new builds in all markets

Midscale
Full (RLH) & Select Service (RLIS)
Encourages Local Adventure
Focus on Comfort Essentials
Family Oriented & Business Driven

SIGNATURE INN

With a cheap-chic design and eye-catching branding, Signature Inn brings back the golden age of travel and gives it a retro-modern twist for an experience that is as unique as it is comfortable.

Stay Outside Ordinary

TARGET MARKETS Conversions in secondary and tertiary markets

Affordable Boutique
Independent Ethos
Modern Retro Design
Convenient Locations

GUESTHOUSE
EXTENDED STAY

GuestHouse Extended Stay invites you to sit back, relax and enjoy a crisp, clean stay. We focus on getting all the comforts of home just right – spotless spaces, friendly faces and service you can rely on – because when you stay here, you're a guest in our house. Our house is your house.

Our House is Your House.
Welcome to GuestHouse ;)

TARGET MARKETS Conversions and new builds in secondary and tertiary markets

Upper Economy
Crisp, Clean Stay
Focus on Comfort Essentials

AMERICAS BEST
VALUE INN

At Americas Best Value Inn, guests can rest easy knowing they are getting the best deal in town. We believe in simplicity, friendliness and honesty, and are an inviting place for both solo travelers and families alike.

#1 IN GUEST SATISFACTION
AMONG ECONOMY HOTEL
BRANDS* - by J.D. Power

The best value. Period.

TARGET MARKETS Conversions and new builds in secondary and tertiary markets

Economy
Focus on Comfort Essentials
Best Value
Patriotism

*Tied in 2023. For J.D. Power 2023 award information, visit [jdpower.com/awards](https://www.jdpower.com/awards).

CANADAS BEST
VALUE INN

At Canadas Best Value Inn, guests leave with a sense of pride knowing that they received the most for their money. Our Canadian values and small-business mentality ensure guests across Canada will always have a friendly and affordable place to stay.

The best value. Period.

TARGET MARKETS Conversions and new builds in secondary and tertiary markets

Economy
Focus on Comfort Essentials
Best Value
Patriotism

KNIGHTS INN

Stay Easy at Knights Inn for more of what you want; a convenient location, reliable essentials and a thrifty price. That's smart & simple.

Right Room. Right Place. Right Price.

TARGET MARKETS Conversions and new builds in primary, secondary and tertiary markets

Economy
Convenient
Simple
Smart





Here Today.
Roam Tomorrow.

SIMPLY REWARDING

Sonesta Travel Pass is our guest rewards program that gives you perks, points, privileges and exclusives on top of the warm, friendly service and little extras you'll find at any Sonesta — to make each stay even more special.

- Program relaunched in 2023 with enhanced benefits and programming for members
- ~3.5 Million Travel Pass members
- Members comprised 65% of brand.com contribution in 2023
- Member engagement +7% YOY



A LOYALTY LEADER YEAR AFTER YEAR

1200% Growth in 2020/21

Named Best Hotel Rewards Program by
U.S. News & World Report 2019-2020

Learn more at sonesta.com/travel-pass



RELATIONSHIPS ARE OUR GROWTH STRATEGY



We approach franchising with a solid understanding of what challenges hotel owners and operators face, as we're an owner and operator ourselves. Our team cares about your bottom line. Personalized support, focused brand standards and flexible programs help you maximize your hotel's performance.

- Dedicated Hotel Operations Support & Service
- Global Sales support delivers more revenue opportunities
- Dynamic marketing grows brand awareness and boosts market share
- Revenue management increases occupancy & revenue performance
- Channel management & distribution teams position you for success
- Portfolio buying power lowers franchisee 3rd party fees and operating expenses