



SONESTA  
HOTELS AND RESORTS

UNIQUE DESTINATIONS,  
UNRIVALED EXPERIENCE

Sonesta Philadelphia Rittenhouse Square

SONESTA





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. Seamless. Calming. Intentional. Scenic.

## KEY ATTRIBUTES OF TOP PERFORMING HOTELS

- Hotels that range in size from 290-375 rooms in or outside of urban markets
- 30% group, 70% transient
- Strong local sales team with great relationships for repeat business
- Strategy for paid room upgrades at check in drives rate in the week for the week

## MARKETPLACE

TARGET MARKETS: Primary and secondary city and resort destinations

SEGMENT: Upscale

PROPERTY SIZE: 290 - 375 keys

COMPETITIVE SET:

- Marriott®
- Delta Hotels by Marriott®
- Hilton®
- DoubleTree Suites by Hilton™
- Sheraton® Hotels & Resorts
- Crowne Plaza® Hotels & Resorts
- Wyndham Hotels & Resorts®
- Radisson Hotels



## Here Today. Roam Tomorrow.

- 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

Learn more at  
[sonesta.com/travel-pass](https://sonesta.com/travel-pass)

Sonesta Resort Hilton Head Island



44

FULL-SERVICE  
HOTELS

10,906

ROOMS

7

COUNTRIES

Sonesta Denver Downtown



Sonesta Bee Cave Austin Hill Country





# SONESTA

## INTERNATIONAL HOTELS

17 brands | 1,200+ properties | 100,000+ rooms



Sonesta Hotel Cusco, Peru



Sonesta Suites Scottsdale Gainey Ranch



Sonesta Silicon Valley



Sonesta Columbus Downtown



Sonesta Hotel Bogotá, Colombia



Sonesta Redondo Beach & Marina



Sonesta Nashville Airport

## SONESTA FRANCHISE & DEVELOPMENT TEAM

Call us at 866.437.4878 • Email us at [development@sonesta.com](mailto:development@sonesta.com) • Learn more at [franchise.sonesta.com](http://franchise.sonesta.com)

# SONESTA

TRAVEL  
PASS  
SONESTA

the  
ROYAL  
SONESTA

the JAMES  
HOTELS

CLASSICO  
A SONESTA COLLECTION

SONESTA  
HOTELS AND RESORTS

MOD  
A SONESTA COLLECTION

SONESTA  
select

SONESTA  
essential

Sonesta  
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SUITES

SONESTA  
Simply  
Suites

SONESTA  
POSADAS DEL INCA  
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SONESTA  
CRUISE COLLECTION  
NILE RIVER

hello  
rewards

RED  
LION  
HOTELS

Signature

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GuestHouse

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BEST VALUE INN

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KORU

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