

LEGEND



HOTELS & RESORTS

Confidential

A legendary perspective on luxury.







LEGEND^{*}

referred

HOTELS & RESORTS







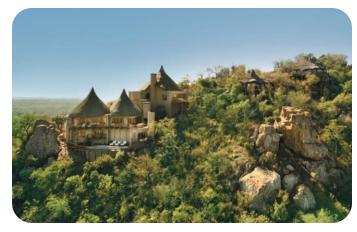
New Legend Collection Members



The Lodge Verbier, Switzerland



Mont Rochelle Franschhoek, South Africa



Ulusaba Sabi Sands, South Africa



The Newman London, United Kingdom



Necker Island Necker Island, British Virgin Islands



Mahali Mzuri Olare Motorogi Conservancy, Kenya

New Legend Collection Members



Finch Hattons Luxury Safari Camp Tsavo West National Park, Kenya



Ajwa Cappadocia Ürgüp, Turkey



Son Bunyola Banyalbufar, Spain



The Branson Beach Estate Virgin Gorda, British Virgin Islands



Kasbah Tamadot Asni, Morocco



Al Habtoor Palace Dubai Dubai, United Arab Emirates LEGEND COLLECTION

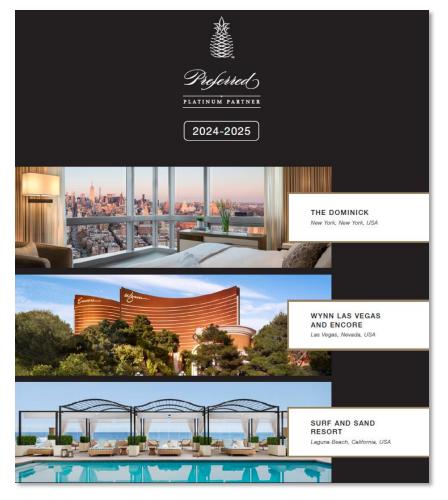
Sales & Events

Confidential

Luxury Organizations

ORGANIZATION	LEGEND HOTELS	TOTAL HOTELS IN PROGRAM
THE HOTEL COLLECTION FROM AMERICAN EXPRESS®	5	74
AMERICAN EXPRESS® FINE HOTELS RESORTS	74	115
Preferred Platinum partner	63	247
SERAN DIPIANS	34	59
SIGNATURE TRAVEL NETWORK	62	116
Virtuoso.	84	116





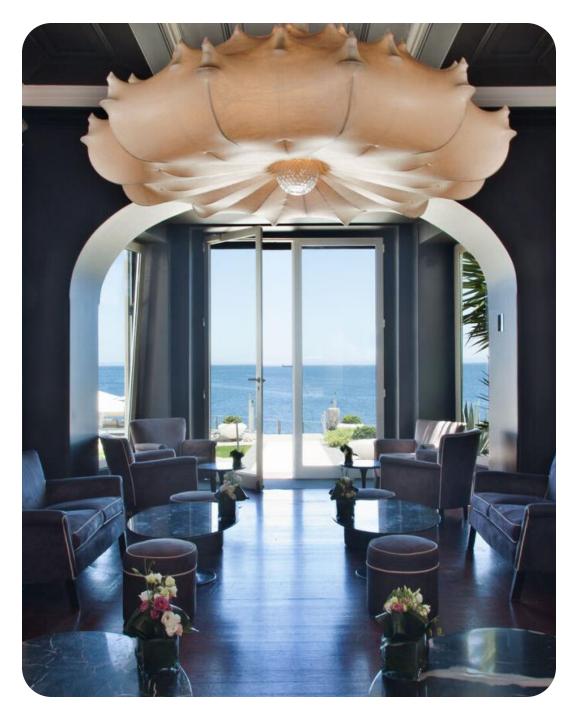
Sales Brochure



Greetings Preferred Platinum Members!

Are your clients interested in booking a last-minute getaway as summer comes to a close? Preferred Hotels & Resorts offers relaxing stays from the beaches and mountains of California and Hawaii's shimmering shores to adventures in Ireland and Singapore.

For clients looking for anything and everything from a tropical resort on a private beach to a round of golf at a bucket list course or a walking tour around a historic city, reach out for assistance in creating the perfect itinerary.



Booking Instructions

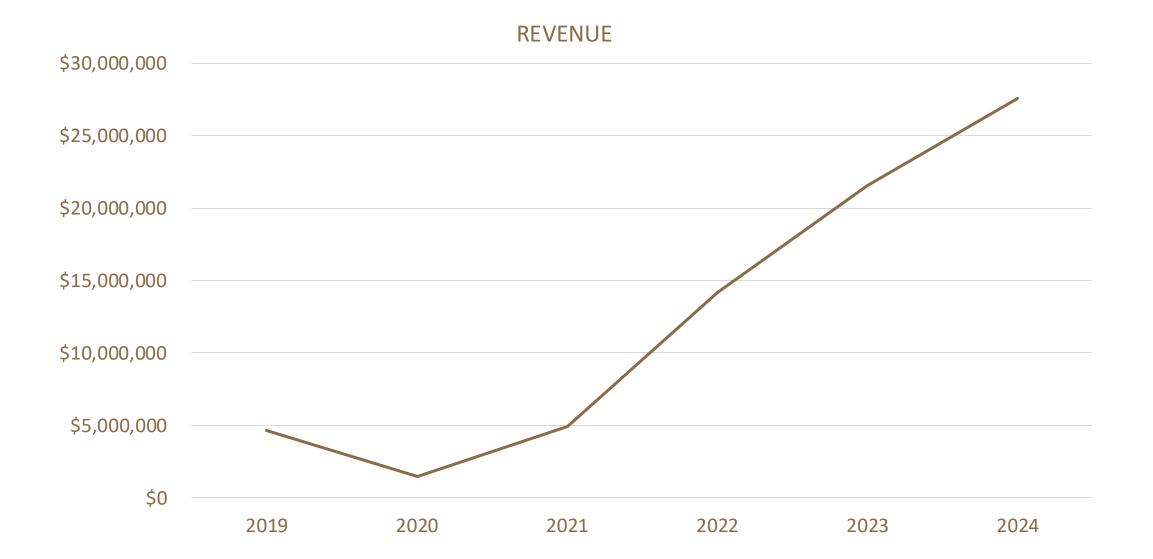
For GDS-powered agencies, access the Preferred Platinum Partner program with the below rate access code(s):

- Sabre: PUF
- Amadeus: PUF
- Worldspan: XX8
- Apollo/Galileo: PPREM

Rates will only be available and bookable through:

- GDS
- Phone VIP Desk
- Website <u>www.preferredhotels.com/platinum</u>

Preferred Platinum Production



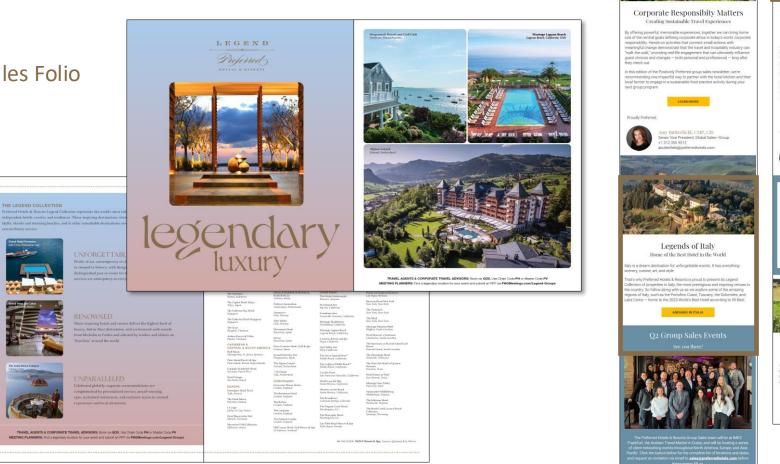
Travel Trade Communication

Travel Trade Email Marketing

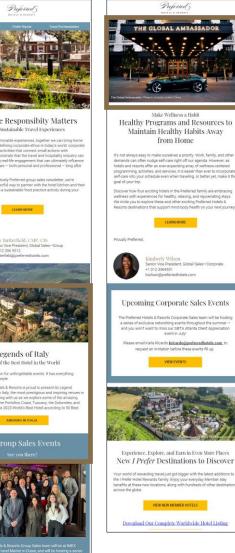
The Legend Collection Video

Dedicated Legend Collection Sales Folio

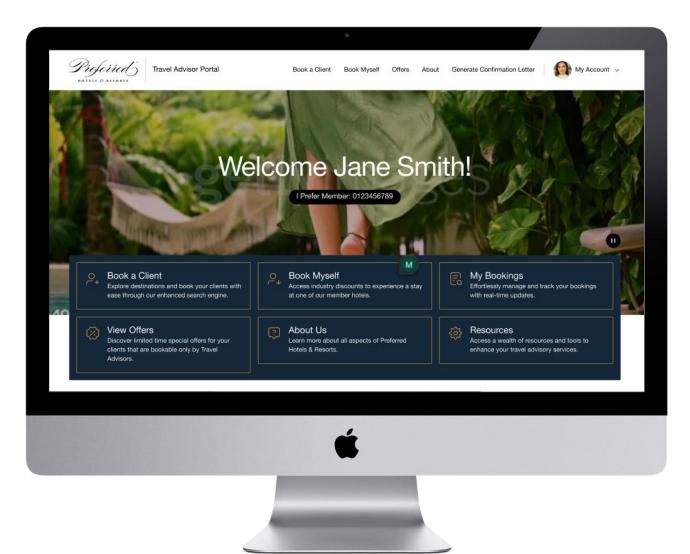
PHGMeetings.com features



The Legend Collection Sales Folio



Travel Trade Emails



NEW Travel Advisor Portal GOING LIVE 2024/2025

To respond to the change in needs and ways to book travel, and to support our loyal Travel Advisor community, we are developing a Travel Advisor Portal.

Sales and Events

GLOBAL SALES CLIENT EVENTS FOR LEGEND COLLECTION PROPERTIES



Paris and London Legend Events









Paris Legend Event

April 23rd, 2024, La Galerie Bourbon

50 clients from the luxury segment and agencies such as Virtuoso, Serandipians, American Express TLS, Preferred Platinum













London Legend Event

April 24th 2024, LAVO at The Botree

Over 70 clients from the luxury leisure segment

New York, Dallas and Los Angeles



New York, Dallas and Los Angeles





Preferred

SAVE THE DATE

PLEASE MARK YOUR CALENDAR

December 16-18, 2024 Preferred Hotels & Resorts LEGEND Collection Incentive Summit

The Global Ambassador Phoenix, Arizona

INVITATION WITH EVENT DETAILS, AGENDA AND RESERVATION INFORMATION TO FOLLOW.



Legend Incentive Summit

December 16-18, 2024 December 15-17, 2025

THE OBJECTIVE:

To marry our Legend Collection with our top Incentive/Luxury buyers from across the country and allow them to connect on a deeper level, through meaningful, thoughtprovoking content and engaging activations.

THE DETAILS

This event will provide an Intimate setting optimal for memorable networking, thoughtful activations, curated learning and 1:1 time with clients

Sales and Events 2025

Global Sales Client Events For Legend Collection Properties



LEGEND COLLECTION

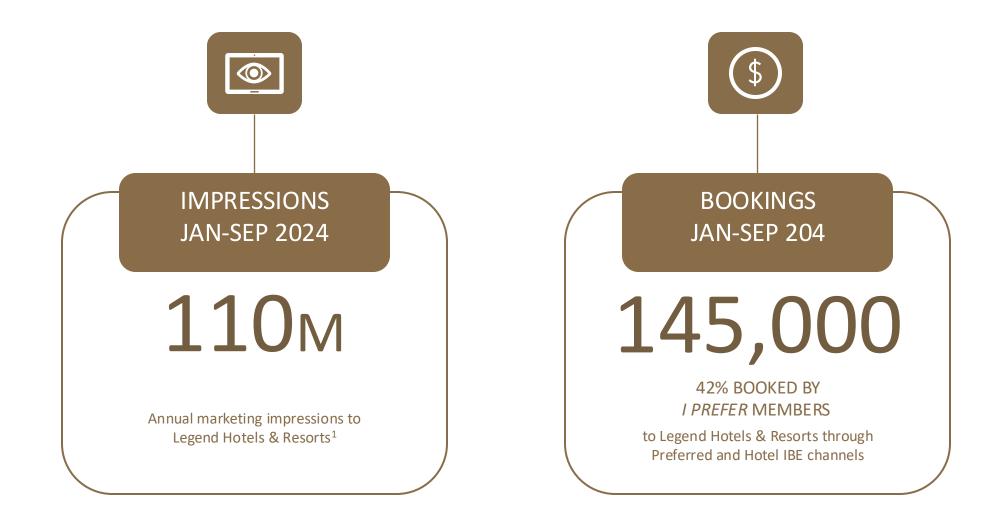
Sales & Events

LEGEND COLLECTION

Dedicated Marketing

Confidential

Launched Legend Dedicated Marketing in August 2023 – Strategy Continuing into 2024



1. 2024 total impressions for legend Hotels through digital media and email marketing 2. 2024 Bookings excluding OTA and GDS

2024 Dedicated Legend Marketing



Dedicated Legend Landing Page on preferredhotels.co m



Digital Media



Themed Emails

- Romantic Escapes (Feb)
- Art & Design (April)
- Historic Heritage (July)
- Winter Escapes (Nov)

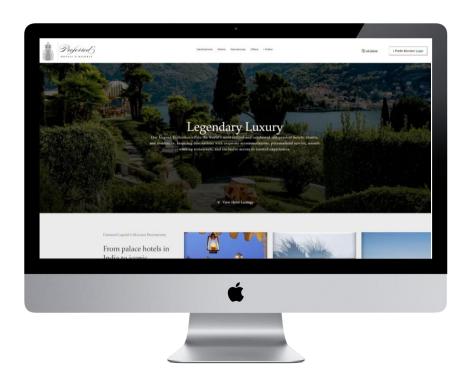


I Prefer Features



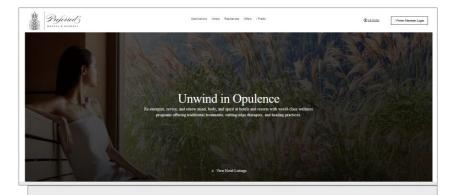
Partner Marketing

The MARKETPLACE Spotlight Pages Legend Features and Sort Order Updates



Dedicated Legend Landing page on PHR.com

The MARKETPLACE 2025: **Now Registering!**



Featured Wellness Destinations Explore more than 100 luxury wellness destinations around the world including mountain resorts. oceanfront escapes, and big-city retreats.





Chatham Bars Inn Chatham, Massachusetts, United States A LUXURIOUS SEASIDE RETREAT ON NEW ENGLAND'S FAMED CAPE COD

Book With / Prefer Points

rates from USD 320



La Casa de la Playa Playa del Carmen, Quintana Roo, Mexico

A TRANQUIL ALL-INCLUSIVE RESORT SET BETWEEN BAINFOREST AND SEA

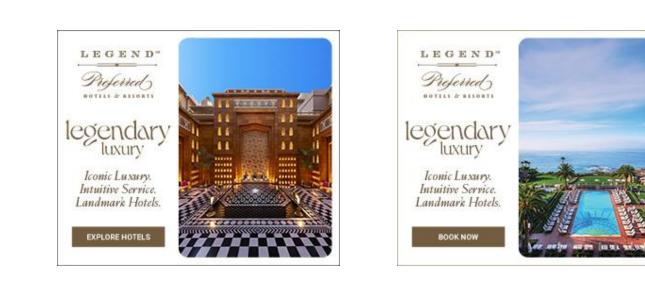
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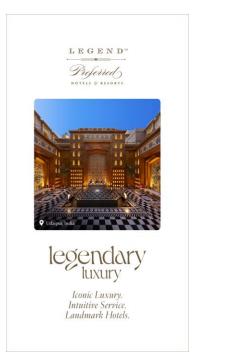
rates from USD 2,048

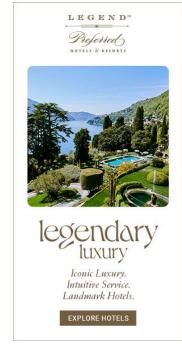
Lefay Resort & SPA Dolomiti Pinzolo, Italy A MOUNTAINSIDE RESORT AND SPA SET IN ITALY'S ICONIC DOLOMITES

Book With / Prefer Points rates from USD 541

Digital Media - Ongoing





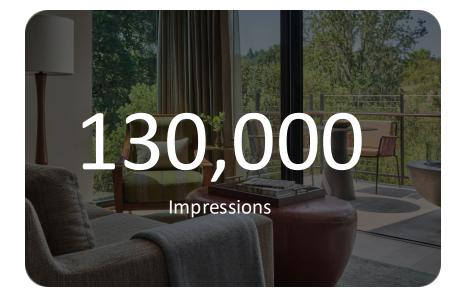


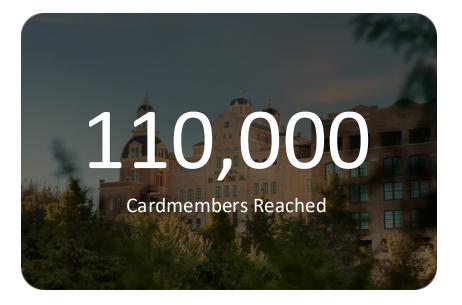
DEDICATED PAID MEDIA

The Legend Collection Banner Ads

Digital Media: AMEX

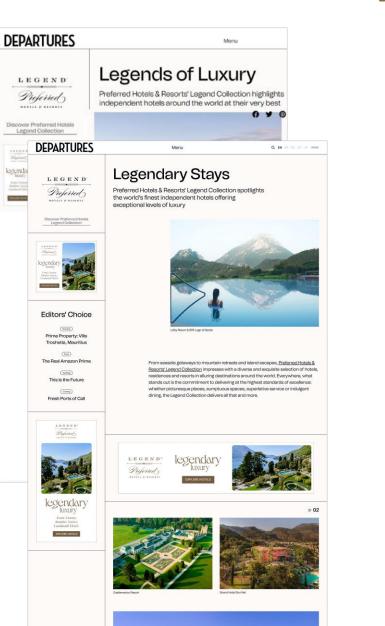
2024 Spring/Summer Campaign

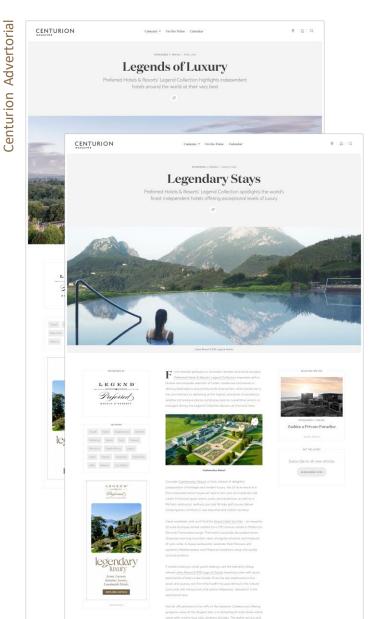


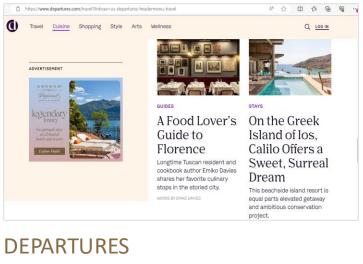


Digital Media: AMEX

Departures & Centurion April 19 - July 15





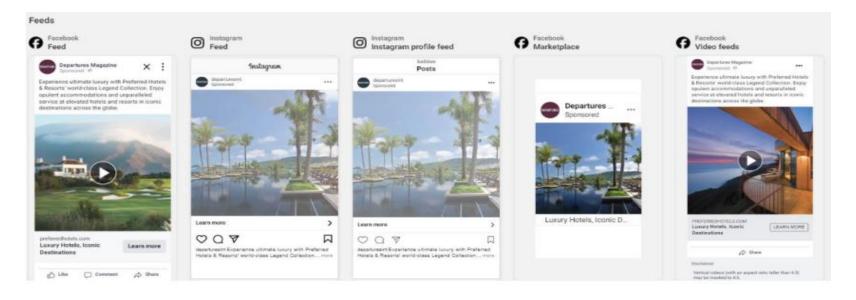


DIGITAL ADVERTISING

Dedicated Legend Banners

Digital Media: Departures

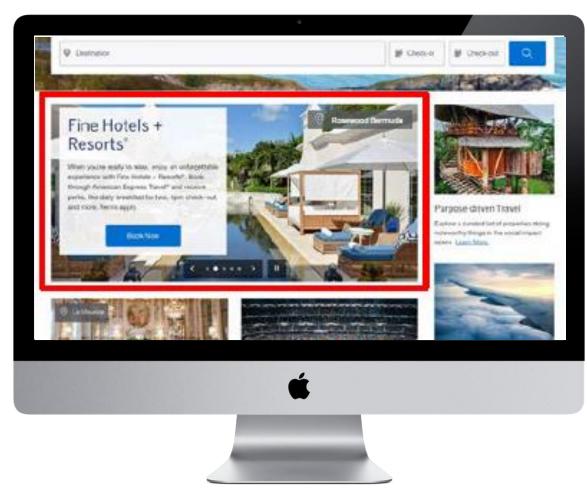
Social Media Paid Advertising, April 19 - July 15





Coming Soon: American Express Travel Amextravel.com (Cardholder-facing)

SAMPLE IMAGES – ACTUAL ASSETS NOT AVAILABLE YET





Enjoy Additional Benefits at Preferred Hotels & Resorts

Explore a curated selection of charming getaways with blissful amenities and engaging service. Plus, receive elevated benefits at select Preferred Hotels & Resorts when you book with Fine Hotels + Resorts® and 2 or more nights with The Hotel Collection. Terms apply.

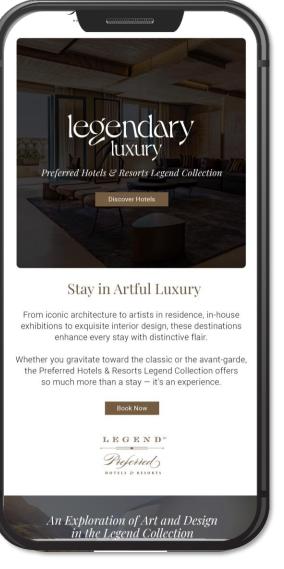
- AmexTravel.com homepage tile and Amex.com login banner
- Launching October 2024
- Featuring FHR /Legend properties

Quarterly Dedicated Legend

Emails



February: Romantic Escapes



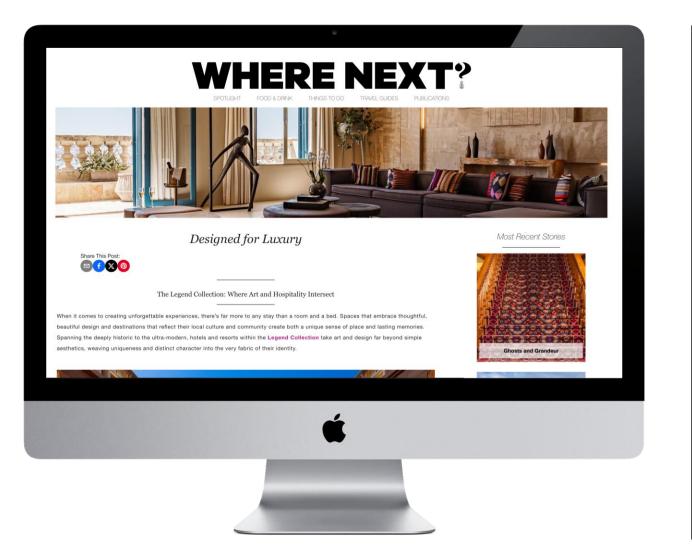
April: Arts & Design

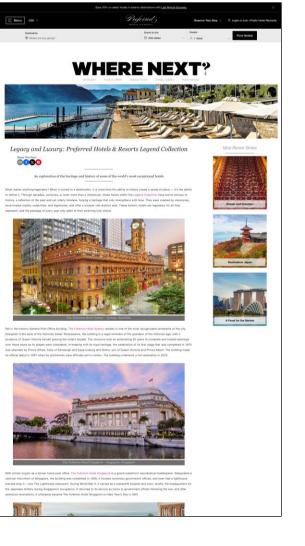


July: Historic Heritage

Coming In November: Winter Escapes

Quarterly Legend Dedicated Blogs

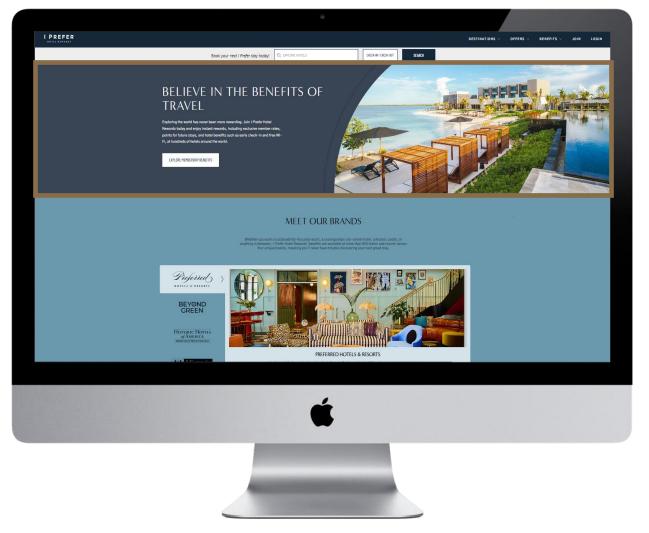




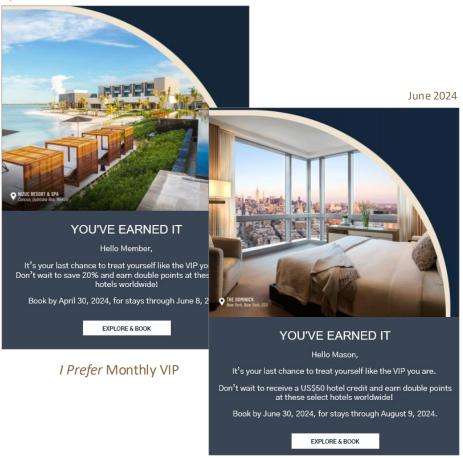
Features in I Prefer Member Channels

Ongoing features on iprefer.com and in I Prefer Monthly VIP Campaign

iprefer.com Homepage Featuring Legend Properties



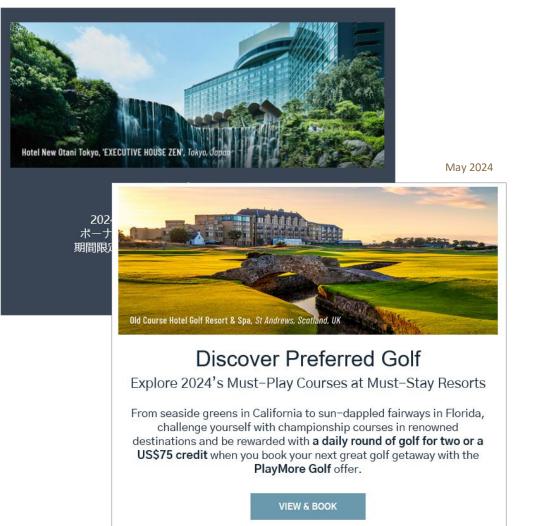
April 2024



Features in I Prefer Member Channels

Ongoing Feature Modules In I Prefer Monthly Account Summary

March 2024





Discover More than Where Your Points (Summer an

> Explore all the new hotels and re now book with Reward Nights



June 2024

Legend Features At Least Monthly or Bi-monthly

July 2024



Find Your Personal Paradise with Relaxing Resort Escapes

Get away to your perfect resort paradise and experience accommodations and amenities that are as luxurious as the location is relaxing.

FIND RESORTS

Coming Soon: AMEX Platinum & Centurion India:

Acquisition Program







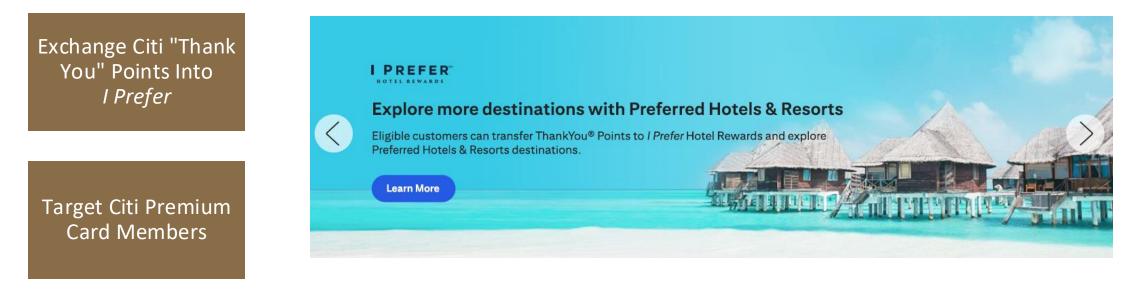
Enhanced *I Prefer* Benefits For Centurion & Platinum Members (India) Launch Q4 2024

Drives New *I Prefer* HNW Members Robust 2 Year Marketing Plan Showcasing Legend Hotels



NEW: I Prefer Points Exchange Program

Coming October



Target 0.5m+ HNW Card Holders



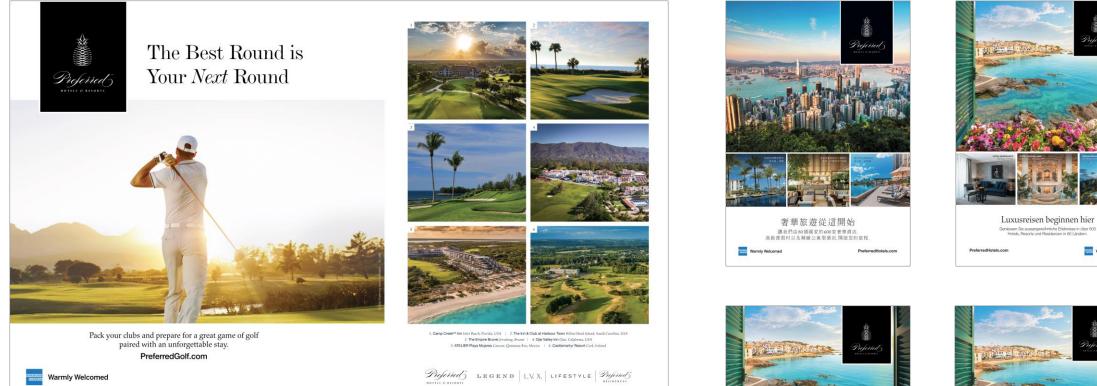
Explore Preferred Hotels & Resorts

Transfer ThankYou[®] Points to *I Prefer* Hotel Rewards to redeem at over 600 luxury hotels. Participating cards only.





Co-op Print Campaign Q2-Q3 2024



April Kingdom Magazine

May

Departures International Hong Kong Travel & Leisure Americas Conde Nast Traveler Americas

June Town & Country August Travel & Leisure Americas Conde Nast Traveler India Kingdom Magazine

September Departures International Travel & Leisure India



Luxury Travel Begins Here Create an exceptional journey at 600 hotes, resorts, and residences in 85 countries. PreferredHotels.com



Warmly Welcomed

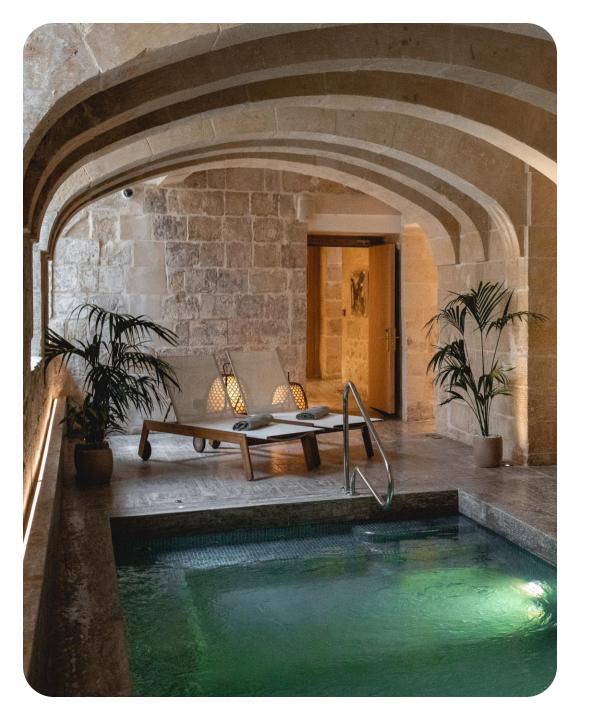
LEGEND COLLECTION

Dedicated Marketing

LEGEND COLLECTION

Public Relations

Confidential



Publicity Overview

225

Legend Collection mentions

62

Trade Publications

163

Consumer Outlets

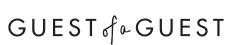






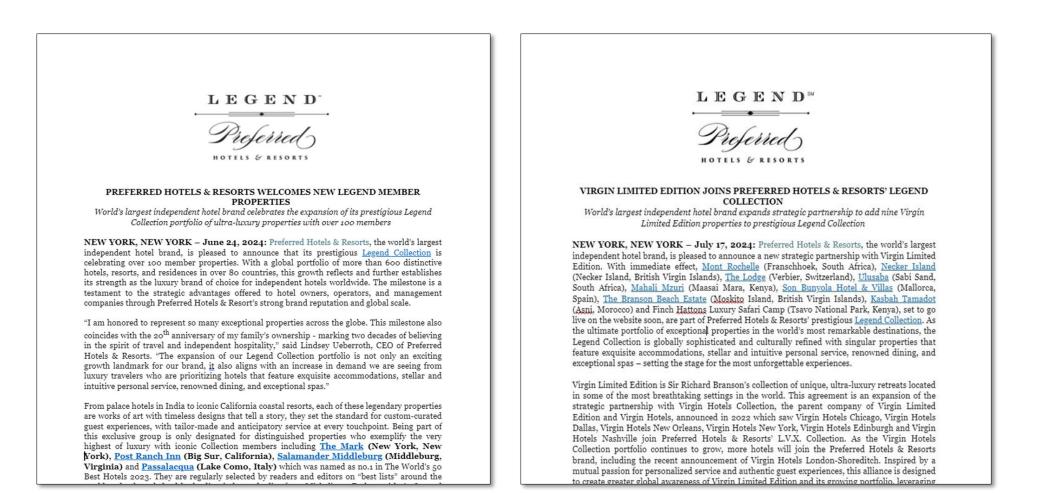






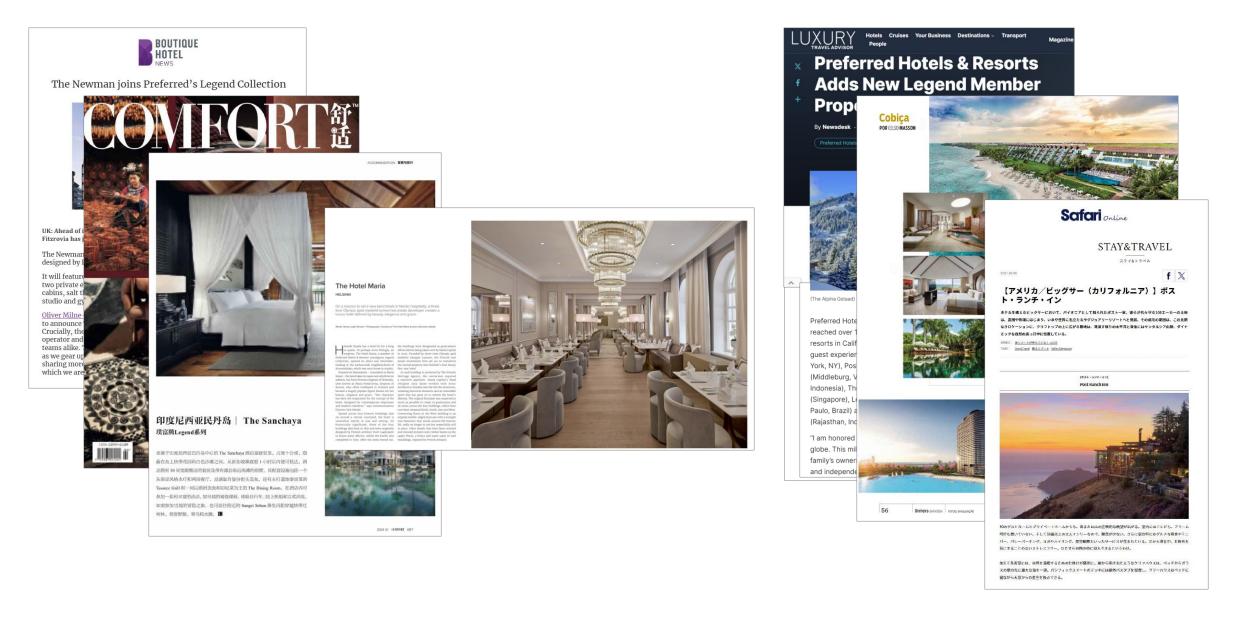


Legend Collection Press Releases



Global Press Release distribution of Legend 100 and VLE partnership

Publicity Examples



Social Media Overview



503 Posts spotlighting Legend Collection properties across social media channels



Partnered with eight content global content creators with total IG following of almost 6 Million followers across 17 hotels.



Wellness content creator event at Casa del Mar and Shutters on the Beach

- @LaxtoLuxury (301K IG, 1M TikTok)
- @EricRuebens (449K IG)
- @TiffPenguin (359K IG)
- @LiveLikeItsTheWknd (135K IG)

Legend Collection Media Events



April 2024

• Hotel Unique in Sao Paulo Media Event

June 2024

- New York City Media Event at The Mark
- London Media Event at The Londoner
- Fullerton Sydney Media Event

July 2024

• **Singapore** Media Event at Artyzen

September 2024

• Shanghai Legend at Artyzen Media Event

October 2024

• Madrid Media Event at the Only YOU Boutique Hotel

November 2024

Global Ambassador Travel Classics in Arizona

Media and Influencer FAMs



Legendary Exploration of Ireland (US Media)

- 5 Legend Properties
- 4 US Media

Summer Mountain Escape in Austria/Italy (UK Media)

- 4 Legend Properties
- 4 UK Media



Influencers to India

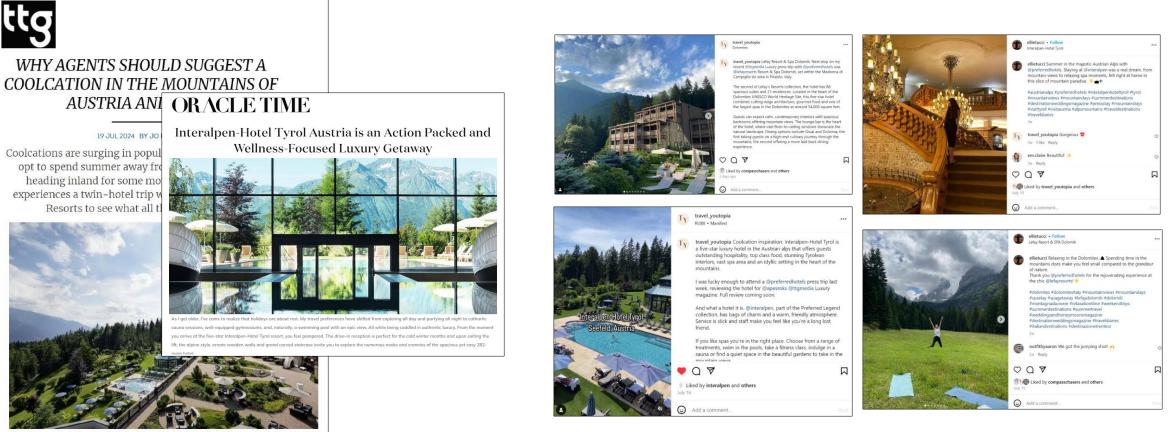
- 3 Legend Properties
- 4 Content Creators (1.8M)



Influencers to South Carolina

- 2 Legend Properties
- 4 Content Creators (1.67M)

FAM Coverage (To Date)



Hotels such as Interalpen-Hotel Tyrol look set to benefit from the coolcation trend

Attendee Feedback



"My feedback from the trip is all positive. I think there was a good mix of activities and experiences - I loved the trip to Solden and the James Bond museum and also the wellbeing day in the Dolomites. I also liked the fact that the two properties were so different."

attitude

"Thank you for a great trip! I had a great time with a lovely group of people. I really enjoyed experiencing the hotel's facilities and getting a sense of what they offer. The excursions were special and meeting the respective hotel teams was great to connect and get key facts. Everyone was so attentive and friendly."

BAZAAR

"I really loved the trip. It was great to experience the contrasts between traditional/contemporary and Italian/Austrian cultures within the same region. All in all, such a great experience. One I'm looking forward to writing about!"



"Thank you so much for having me on the trip. I really enjoyed getting to know more about Preferred Hotels & Resorts. It was a pleasure travelling with you. I enjoyed both properties and only have really positive feedback."

2025 Proposed Legend PR FAMs



Media FAMs

- Q1: Legendary Winter Sun Getaway
- Q2/3: Legendary Summer Retreat
- Q3/4: Legendary Caribbean Escape



Influencer FAMs

- Q2: Singapore & Indonesia
- Q3: U.S. East Coast Boston & Cape Cod



Media Breakfast Opportunity



Event Details

- Exclusive media breakfast event
- Date: Thursday, Dec. 5
- 100 guests, including 70-80 top-tier travel editors and freelance contributors



Partnership with Member Properties

- 15-20 member properties from the portfolio
- Selection based on geographic diversity and unique offerings



Event Theme

- Wake Up with Preferred "Une Pyjama Party Preferee"
- Focus on wellness and sleep tourism



Integration of Visual Elements

- Luxurious Linens
 - Show-stopping bed dressed in SFERRA linens
 - Styled with luxurious props like silk eye masks and embroidered duvets
 - Partnership with SFERRA
- Instagram wall
 - 'Do not disturb' door hangers from global hotels

LEGEND COLLECTION

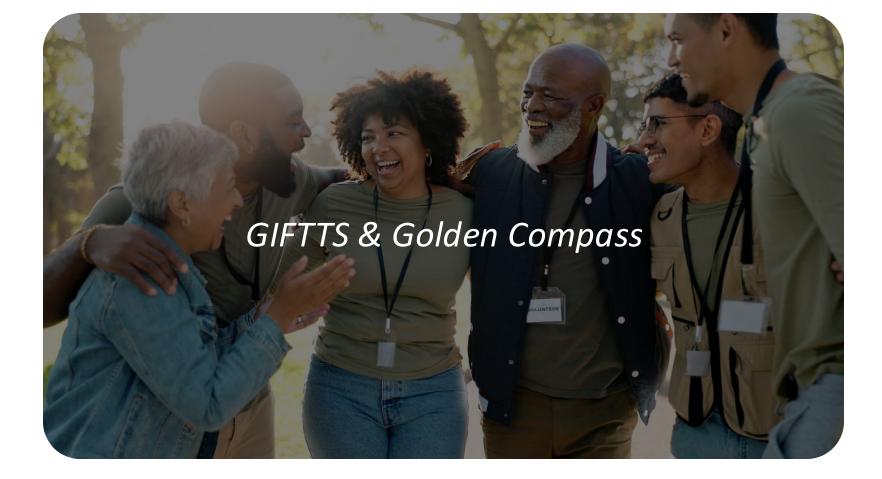
Public Relations

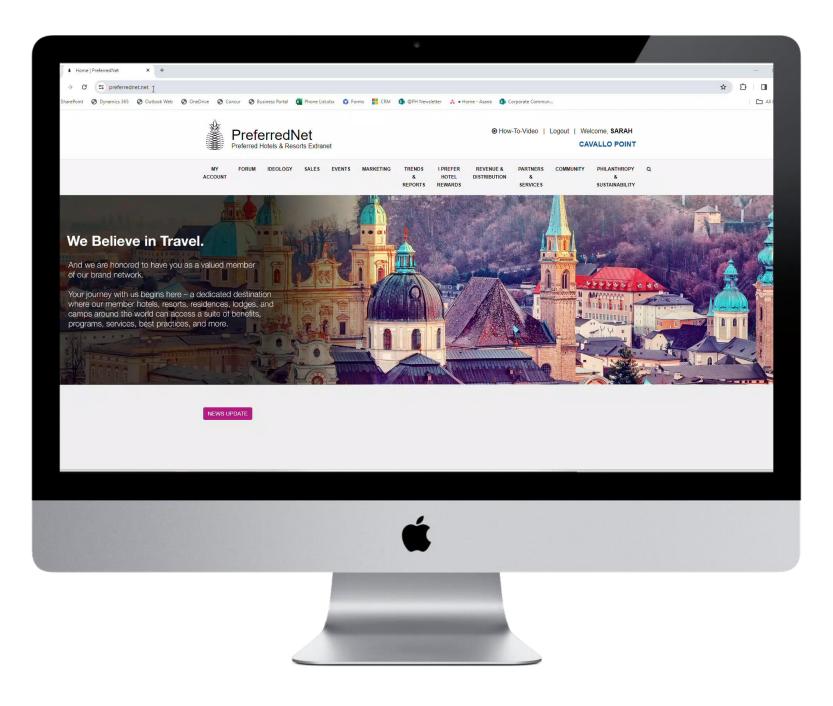


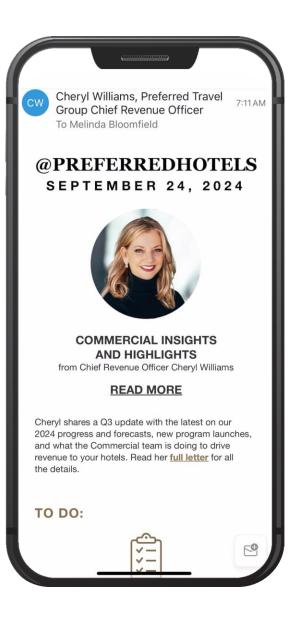


INNOVATE

PREFERRED HOTELS & RESORTS[™] GLOBAL CONFERENCE 2025





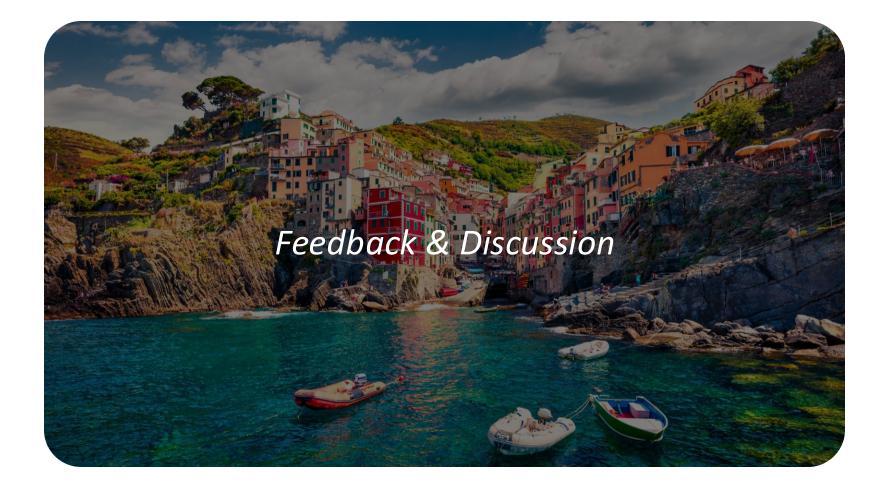


Thank You

LEGEND



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