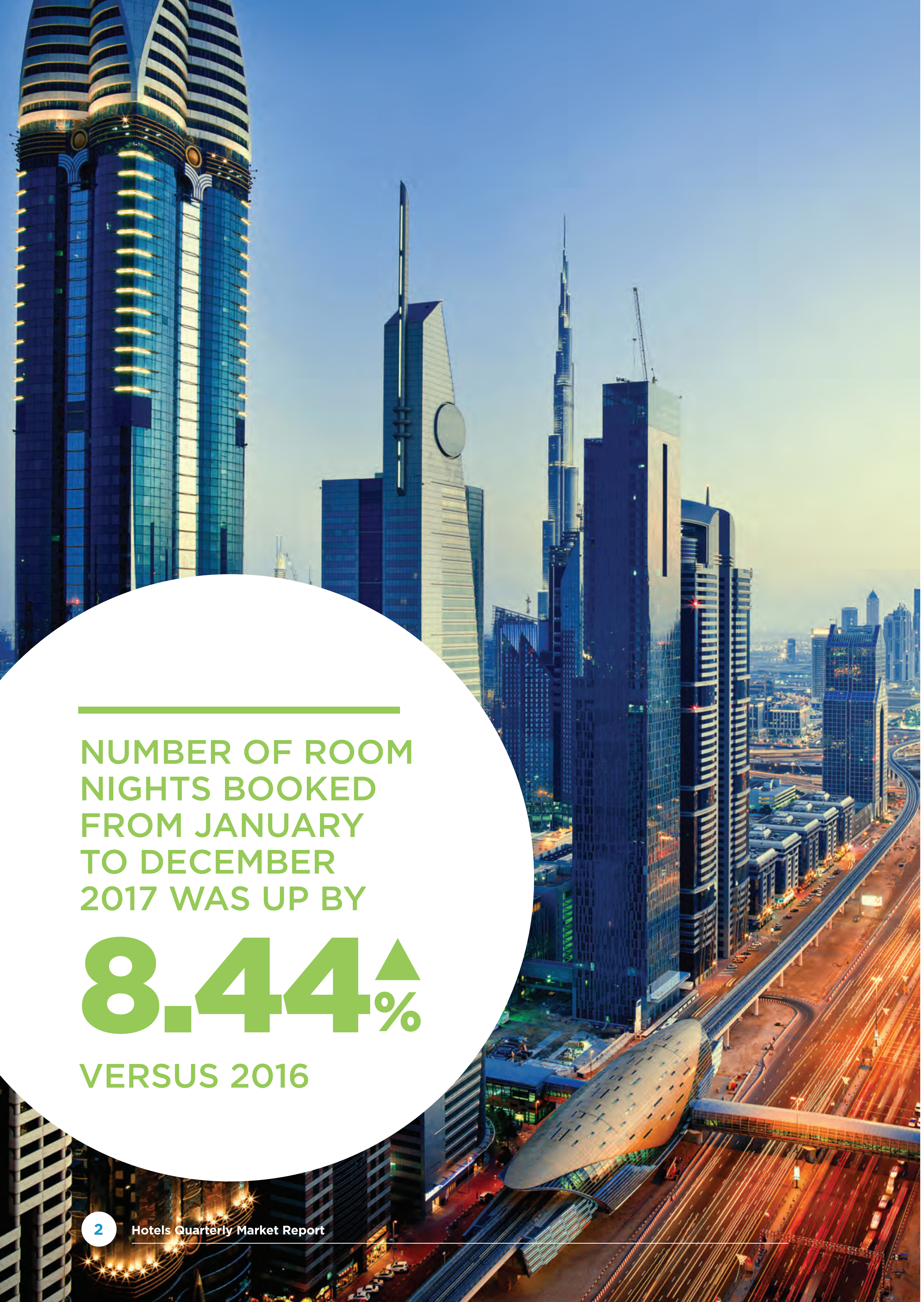
HOTELS QUARTERLY MARKET REPORT

JANUARY TO DECEMBER 2017

The Advantage Travel Partnership



NUMBER OF ROOM NIGHTS BOOKED FROM JANUARY TO DECEMBER 2017 WAS UP BY

8.44%

VERSUS 2016

EXECUTIVE SUMMARY

HOTEL MARKET UPDATE

January to December 2017

Number of bookings up 6.81% in Jan – Dec 2017 vs 2016

1.92 nights was avg. length of stay Jan – Dec 2017

ADR in Jan – Dec 2017 was US$169.75

Our hotel business grew throughout last year, an increase through all four quarters of 2017 puts our overall hotel business up by nearly 385,000 room nights versus 2016. Cumulatively we were up by 8.44% on room nights. Despite scepticism and uncertainty in some economies, the business world is travelling and hotel occupancy is trending at record levels in many destinations. Increased hotel conversion and sales indicates that the SME (Small and Medium Enterprise) corporate accounts sector is performing strongly.

The number of bookings in the period January to December 2017 was up by 6.81%. This demonstrates a marginal increase in room nights per booking to an average length of stay of 1.92 room nights i.e. more bookings but also staying for longer.

The average daily rate (ADR) across the globe for hotels was nearly on a par with the previous year, down by less than one dollar to US$169.75. The ADR versus quarter one to quarter three 2017 was up by US$4.54. It should be noted that all of our figures are reported in USD and in the last year the dollar has increased in strength versus most other world currencies, but weakened in Q4 2017. Therefore, as we book a high proportion of hotels outside of the US dollar markets, the exchange rate will have the effect of reducing our reported revenues to some degree. So, if we take this into consideration the average daily rate would have increased for the full year 2017.

RESOURCES:

TravelClick, STR, PwC, Deloitte, Global Business Travel Association (GBTA), Phocuswright, Tourism Economics, The Real Deal: New York Real Estate News, WIN

Please note this is just a view and we cannot be held responsible for any of the figures or comments contained in the summary. This is a summary of the hotel market, designed to provide an overview. Further information can be provided on request.

2018 – THE OUTLOOK

Onwards and upwards, steady as she goes or it doesn't get any better than 2017? Our statistics show that the SME sector has continued to perform ahead of the market for 2017, with a healthy result of +8.44% over 2016 in room nights booked. Most global marketplaces have seen recent economic progress and according to the International Monetary Fund this year should see further improvement as the global economy is expected to grow by 3.6%. This increase is expected to be driven by rising consumer and business confidence, as well as recovery in manufacturing, trade and investment. However, there is an element of caution due to geopolitical instability and tightening financial conditions, combined with moves by some governments towards more protectionist economic policies. But with developed markets exhibiting signs of accelerating growth and emerging markets now accounting for approximately 75% of global economic growth, 2018 looks to be positive once again.

In the hotel sector all indicators point towards more growth, which would mean eight straight years of growth if true. The AlphaWise and Morgan Stanley 15th annual Global Hotel Corporate Travel Survey forecasts hotel volumes to be 1.5% higher in 2018 than 2017 and rates to be an average of 1.3% higher than 2017. This improvement is expected across all key markets, with a particular improvement in Europe and China. PwC is predicting that the largest single hotel market, the USA, will be buoyant and underlying macroeconomic indicators are expected to remain strong. This should result in a 66.1% average occupancy and a 2.4% rise in average daily rates for 2018. This follows a record-breaking year in 2017 for average daily rates and occupancy levels, according to hotel data analyst STR. Overall occupancy across the USA reached 65.9% – up by 0.9% on 2016, while ADR jumped by 2.1% to US$126.72.

Europe tops the table according to STR where revenue per available room (RevPAR) increased by 6.4% in 2017. Occupancy in 2017 was almost 10% above the previous peak and this was against the backdrop of the general elections and terrorist incidents that were prevalent in Europe in the past 12 months. STR predicts full-year 2018 RevPAR for Europe will grow a further 5%.

Hotels in the Asia-Pacific region saw occupancy increase by 2.6% to 70.9% in 2017, while ADR rose 0.9% to US$100.57. The region is expected to see 3-4% average daily rate growth in the key cities of Beijing, Hong Kong, Singapore, Sydney and Tokyo.

For the Middle East, new hotel builds are keeping rate increases down and even seeing rates going backwards in key cities. TRI Consulting commented that Dubai, from September 2016 to August 2017, had a 2% demand increase to 79% but the room rates continued to drop. There are a significant number of rooms coming into Dubai over the next couple of years, with predictions of about 40,000 rooms coming in from now until 2020. We think rates will continue to drop further in 2018 due to the new supply.

2.4% increase in ADR predicted for the USA in 2018

Dubai to add 40,000 hotel rooms by 2020

Occupancy in Asia-Pacific region increased to 70.9% in 2017

TRENDS TO WATCH:

- Driven by strengthening regional economies, hotel performance is expected to improve globally in 2018 which will drive small to moderate rate increases.
- Rate increases/decreases will, as always, vary by destination, however a redress of the balance of supply with demand means we are starting to see a slowing in rate increases and in some cities rate reductions. In New York and Chicago, for example, hotels are struggling to drive up room rates in a market flooded with new supply. Since 2008, the number of hotels in New York City has grown 55% to 634 properties and 115,000 rooms.
- Any uncertainty around Brexit will depress exchange rates between the Pound, the Euro and other currencies. If this happens it will mean that London will remain attractively priced. This will lead to higher occupancies and therefore higher hotel rates. PwC predicts an increase in ADR in London of +2.2% and the UK regions of +2.0%.
- Most hotel partners we work with are offering their loyalty card benefits when booking through the TMC and the GDS.
- Duty of care and company liability are now high priorities and both TMCs and hotels will have to play their part in this process.
- Upgrades for faster Wi-Fi and resort and city taxes are creeping into ancillary costs payable directly by clients on departure. The average resort fee in 2017 was $21.
- The major chains are introducing brands for 'independent' hotels to align to, offering the customer access to the hotel loyalty schemes and the hotels access to their central systems and marketing power e.g. Unbound by Hyatt and Curio by Hilton.
- The major chains will get larger through acquisition and there will be further consolidation. The top ten hotel chains now have 130+ brands between them.
- There is also a global trend towards "smarter" hotels, with hotels investing in beacon technologies, voice activated technology, messaging services, in-room entertainment and more. Increasingly tech-savvy guests will use apps to check in and out, unlock their hotel room door, operate the television remotely and control room temperature.
- Many hotel groups are introducing cancellation penalties for bookings cancelled within two days of arrival.
- Rates available via our GDS booking system are more often than not better than the online travel agents.
- Hotel group loyalty points still cannot be earned when booking through OTAs/bed banks.

ACTIONS

The hotel sector's predicted growth will mean that rates are likely to increase for 2018. As always city/location differences will occur due to supply versus demand e.g. the Middle East is likely to see rate decreases.

Rate decreases can be achieved by looking at limited service properties or trading down on room and hotel categories.

We have many properties in our hotel programme that include added extras as part of the price e.g. breakfast, Wi-Fi etc. We also have access to an increasing number of special offers.

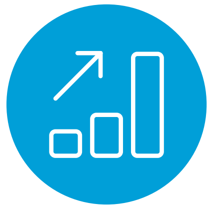
APPENDIX 1

TOP UK CITIES

January to December 2017

2017 proved to be a very strong year for the Top 250 UK Cities, with an increase in room nights of 9.46%. Our top city was London which was 10% up over 2016 with an additional 33,000 room nights booked. Table 1 demonstrates that there were some incredible UK regional performances in the Top 40 UK Cities, with Blackpool, Peterborough and Preston leading the way. Just five of the top 40 destinations saw a decrease versus January to December 2016, with Plymouth, Aberdeen, Swindon, Newcastle Upon Tyne and Bournemouth all experiencing less business.

The ADR appears to be down across virtually all UK destinations. However, this is not a true reflection as the hotels would have been booked and paid for in GBP and as our statistics are converted to USD, the strength of the dollar over the pound during 2017 will be skewing this figure.



Room nights up 9.46% for top 250 UK cities

London top city with 353,002 room nights

5 of the top 40 UK cities saw room night decreases

TOP UK CITIES

January to December 2017

CITY	Room Nights Jan – Dec 16	Room Nights Jan – Dec 17	Room Nights +/-%	ADR (USD) Jan – Dec 17	ADR +/-%
London	320,551	353,002	10%	$226.82	-1%
Birmingham	91,966	107,634	17%	$111.87	-1%
Manchester	79,076	86,719	10%	$125.34	-1%
Aberdeen	77,459	71,605	-8%	$109.24	-11%
Leeds	54,527	60,374	11%	$111.57	-4%
Bristol	48,483	51,873	7%	$129.98	-3%
Glasgow	45,766	50,552	10%	$123.75	-1%
Liverpool	40,840	45,595	12%	$106.82	-2%
Edinburgh	37,818	45,589	21%	$152.35	4%
Newcastle Upon Tyne	34,010	32,771	-4%	$104.50	-3%
Cardiff	26,405	28,101	6%	$109.89	0%
Sheffield	22,472	27,791	24%	$102.65	3%
Nottingham	24,962	26,105	5%	$101.03	-2%
Milton Keynes	20,240	21,164	5%	$127.60	-9%
Belfast	17,234	19,141	11%	$119.60	0%
Coventry	15,608	18,739	20%	$107.98	-4%
Southampton	15,201	15,967	5%	$114.54	-3%
Bradford	10,810	14,407	33%	$77.22	-7%
Oxford	11,321	14,126	25%	$137.67	3%
Reading	12,747	14,033	10%	$141.85	-3%
York	13,155	13,209	0%	$121.69	-1%
Cambridge	10,185	12,400	22%	$174.52	0%
Warrington	10,925	12,200	12%	$122.31	-1%
Exeter	11,939	12,071	1%	$113.50	-4%
Derby	10,832	11,722	8%	$115.70	7%
Norwich	10,089	11,278	12%	$112.85	-5%
Bournemouth	10,321	10,111	-2%	$112.74	-7%
Blackpool	6,161	9,519	55%	$98.34	4%
Brighton	7,798	9,354	20%	$125.40	-3%
Swindon	10,011	9,339	-7%	$109.12	-5%
Leicester	8,852	9,229	4%	$110.94	-1%
Preston	6,675	9,001	35%	$95.32	-3%
Inverness	8,757	8,944	2%	$123.70	2%
Slough	6,688	8,317	24%	$121.46	-4%
Luton	8,134	8,300	2%	$115.38	-4%
Chester	7,332	8,251	13%	$111.17	-9%
Peterborough	5,588	8,245	48%	$110.81	-3%
Plymouth	8,928	8,106	-9%	$109.92	1%
Doncaster	6,006	7,296	21%	$86.55	0%
Telford	6,169	7,184	16%	$103.85	-2%

Table 1. Source: TravelClick/WIN

APPENDIX 2

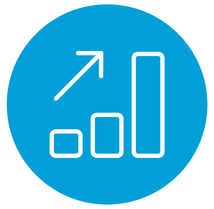
TOP CITIES WORLDWIDE (EXCLUDING UK)

January to December 2017

The Top 100 Cities Worldwide (excluding UK) saw an increase of 9.02% in room nights for the period January to December 2017, compared to 2016. New York continues to be our highest volume overseas city where nearly 94,000 room nights were booked and at a very high average value of US$380. Table 2 highlights that there were some outstanding performances in the Top 40 Cities Worldwide (excluding UK), led by Aguascalientes, Mexico at 86% year-on-year growth in room nights, followed by Austin, Cape Town and Christchurch, all at over 30%.

Just six locations in the top 40 cities demonstrated decreases for the period versus 2016 and the largest room night decreases in the top 40 were Chicago and Oslo.

The average daily rates are mixed with some positive and negative performances, again we have here a reflection of the strength of the dollar in some markets. Madrid, Oslo, Milan and Toronto were all at least 10% up on their ADR.



9.02% increase in room nights for top 100 cities excl. UK

Aguascalientes, Mexico saw 86% increase in room nights

New York remains top city excl. UK with 93,987 room nights

TOP CITIES WORLDWIDE (EXCLUDING UK)

January to December 2017

CITY	COUNTRY	Room Nights Jan – Dec 16	Room Nights Jan – Dec 17	Room Nights +/-%	ADR (USD) Jan – Dec 17	ADR +/-%
New York	United States	91,398	93,987	3%	$380.00	-1%
Melbourne	Australia	57,793	63,112	9%	$167.18	5%
Paris	France	52,566	60,957	16%	$260.75	1%
Sydney	Australia	56,726	59,224	4%	$233.42	9%
Auckland	New Zealand	53,958	58,843	9%	$158.53	9%
Wellington	New Zealand	43,412	50,547	16%	$137.04	5%
Houston	United States	40,703	45,605	12%	$167.31	-3%
Singapore	Singapore	34,241	32,867	-4%	$238.36	2%
Stockholm	Sweden	27,241	32,493	19%	$242.03	3%
Dubai	UAE	24,755	28,703	16%	$209.82	-11%
Hong Kong	China	26,002	28,129	8%	$327.14	2%
Perth	Australia	27,457	27,139	-1%	$146.68	-7%
Cape Town	South Africa	17,653	23,705	34%	$135.53	6%
Shanghai	China	21,101	23,524	11%	$185.48	2%
Milan	Italy	22,641	23,097	2%	$249.11	10%
Dublin	Ireland	20,220	22,521	11%	$207.52	4%
Brisbane	Australia	23,025	22,249	-3%	$158.86	3%
San Francisco	United States	20,999	22,215	6%	$366.73	0%
Amsterdam	Netherlands	20,738	21,982	6%	$236.92	5%
Christchurch	New Zealand	16,491	21,969	33%	$128.37	2%
Johannesburg	South Africa	16,871	18,810	11%	$130.77	7%
Madrid	Spain	16,809	18,026	7%	$220.38	17%
Chicago	United States	21,235	17,937	-16%	$262.28	-2%
Frankfurt	Germany	15,593	16,225	4%	$241.41	9%
Adelaide	Australia	15,576	15,672	1%	$147.32	5%
Brussels	Belgium	13,283	15,340	15%	$194.72	6%
Tokyo	Japan	13,909	15,145	9%	$278.61	0%
Aguascalientes	Mexico	7,975	14,845	86%	$74.28	-13%
Toronto	Canada	13,106	14,707	12%	$227.23	11%
Austin	United States	9,800	14,441	47%	$199.81	-2%
Salt Lake City	United States	13,736	14,252	4%	$143.08	-1%
Phoenix	United States	11,261	14,105	25%	$110.67	-6%
Berlin	Germany	11,993	13,386	12%	$200.49	6%
Barcelona	Spain	10,663	12,021	13%	$227.56	5%
Munich	Germany	11,490	11,757	2%	$259.91	4%
Boston	United States	12,000	11,735	-2%	$353.10	-1%
Oslo	Norway	13,132	11,712	-11%	$225.73	12%
Santa Clara	United States	11,475	11,706	2%	$265.15	4%
Copenhagen	Denmark	10,957	11,214	2%	$282.53	8%
Washington	United States	9,607	11,132	16%	$346.36	0%

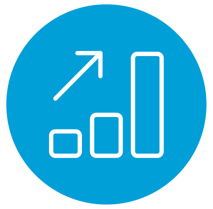
Table 2. Source: TravelClick/WIN

APPENDIX 3

CITIES WITH THE LARGEST ROOM NIGHT INCREASES

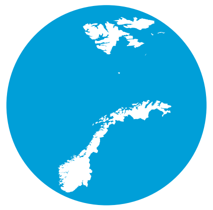
January to December 2017

Each of the Top 40 Cities with the largest room night increases (Table 3) saw a growth in room nights of over 100% versus the 12 months of 2016. Blomsterdalen in Norway and Dyce (Aberdeen Airport) in Scotland both saw huge growth in 2017. The UK and the USA saw the most locations in the top 40 increases, with 12 destinations featuring for each.



Top 40 room night increases all over 100% growth

12 UK locations in top 40 room night growth table



Blomsterdalen, Norway saw highest growth in room nights at 216600%

CITIES WITH THE LARGEST ROOM NIGHT INCREASES

January to December 2017

CITY	COUNTRY	Room Nights Jan – Dec 16	Room Nights Jan – Dec 17	Room Nights +/ – %	ADR (USD) Jan – Dec 17	ADR +/-%
Blomsterdalen	Norway	1	2,167	216600%	$126.88	-5%
Dyce	United Kingdom	9	851	9356%	$88.35	19%
Putian	China	121	1,307	980%	$70.78	1%
Stockport	United Kingdom	127	993	682%	$97.03	-5%
Khobar	Saudi Arabia	275	1,962	613%	$221.26	3%
Seocho Gu	South Korea	127	835	557%	$143.14	2%
Nagoya City	Japan	345	2,083	504%	$170.18	-12%
Gyeonggi Do	South Korea	421	2,523	499%	$156.17	-5%
Hefei	China	395	2,351	495%	$72.55	-2%
Bankstown	Australia	241	1,299	439%	$122.29	-8%
Arcadia Pretoria	South Africa	250	1,143	357%	$101.67	14%
Lake Forest	United States	214	931	335%	$132.59	-20%
Perry Hall	United States	204	879	331%	$126.22	-2%
Forrest	Australia	505	2,172	330%	$185.48	-2%
Willingham	United Kingdom	540	2,144	297%	$165.61	27%
Dalian	China	956	3,769	294%	$92.88	-16%
Phenix City	United States	257	815	217%	$117.90	-1%
Redwood	United States	547	1,675	206%	$318.56	-6%
West Molesey	United Kingdom	626	1,893	202%	$162.57	3%
Nanjing	China	577	1,699	194%	$113.76	-3%
Mcdonough	United States	872	2,501	187%	$114.92	2%
Broxbourne	United Kingdom	661	1,878	184%	$110.81	-11%
Falkirk	United Kingdom	1,043	2,888	177%	$106.98	5%
West Monroe	United States	760	2,012	165%	$144.06	9%
Suwon	South Korea	924	2,417	162%	$142.86	17%
Montrouge	France	506	1,302	157%	$164.41	4%
Lowestoft	United Kingdom	399	1,017	155%	$90.81	-1%
Wyboston	United Kingdom	456	1,140	150%	$124.52	-9%
Maldon	United Kingdom	404	965	139%	$109.54	-8%
Odessa	United States	640	1,523	138%	$173.58	19%
Galliano	United States	519	1,207	133%	$120.77	-5%
Bretton	United Kingdom	624	1,382	121%	$118.18	-2%
Broussard	United States	574	1,227	114%	$90.26	-4%
Chandler	United States	2,004	4,151	107%	$131.66	0%
Desoto	United States	606	1,239	104%	$62.65	-19%
Lutterworth	United Kingdom	533	1,086	104%	$91.09	-15%
Gilbert	United States	465	942	103%	$115.31	-6%
Bourn	United Kingdom	483	975	102%	$132.47	0%
Hasselt	Belgium	840	1,694	102%	$105.50	13%
Colombo	Sri Lanka	444	891	101%	$151.62	0%

Table 3. Source: TravelClick/WIN

APPENDIX 4

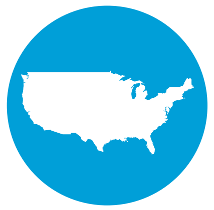
CITIES WITH THE LARGEST ROOM NIGHT DECREASES

January to December 2017

Forty locations have seen a decrease in room nights of 30% or more (Table 4). Fourteen countries feature in the top 40, with 13 towns from the USA and eight in the UK.

40 locations saw over 30% decrease in room nights

Carrierès-sous-Poissy saw largest decrease at -99%



13 USA locations in top 40 room night decreases

CITIES WITH THE LARGEST ROOM NIGHT DECREASES

January to December 2017

CITY	COUNTRY	Room Nights Jan – Dec 16	Room Nights Jan – Dec 17	Room Nights 2017 +/ – %	ADR (USD) 2017	ADR +/-%
Carrieres Sous Poissy	France	2217	19	-99%	$58.36	24%
South Jordan	United States	1010	25	-98%	$151.03	50%
Haverhill	United Kingdom	940	78	-92%	$62.64	-33%
Enfield	Canada	1152	146	-87%	$111.81	5%
Santos	Brazil	885	114	-87%	$80.39	-12%
Poitiers	France	918	152	-83%	$103.11	12%
Vernon Hills	United States	2184	494	-77%	$88.53	29%
Sao Paulo	Brazil	2255	751	-67%	$164.83	85%
Atyrau	Kazakhstan	1566	545	-65%	$149.03	61%
Bowling Green	United States	1882	657	-65%	$107.13	2%
Mobile	United States	1333	505	-62%	$129.56	5%
Marlow	United Kingdom	1396	584	-58%	$185.25	-6%
South Wharf	Australia	979	428	-56%	$214.95	1%
Utsola	Norway	3073	1424	-54%	$122.23	-9%
East Elmhurst	United States	1740	827	-52%	$203.35	-1%
Burlington	United States	4871	2410	-51%	$181.09	5%
Boca Raton	United States	7190	3764	-48%	$121.11	5%
Woking	United Kingdom	1831	1011	-45%	$142.35	-10%
Shrewsbury	United Kingdom	1663	923	-44%	$101.37	1%
Santa Fe	United States	896	514	-43%	$191.22	18%
Libreville	Gabon	3855	2248	-42%	$175.19	1%
Turin	Italy	1556	924	-41%	$145.10	1%
Dudley	United Kingdom	3081	1861	-40%	$103.56	-1%
Dongwan	China	2095	1293	-38%	$76.32	2%
Curitiba	Brazil	1233	764	-38%	$77.67	10%
Tucson	United States	1122	709	-37%	$137.50	24%
Surfers Paradise	Australia	1356	858	-37%	$145.96	11%
Tampa	United States	2691	1729	-36%	$209.93	12%
Oakland	United States	916	591	-35%	$214.24	14%
Stratford	United Kingdom	3073	2015	-34%	$147.89	3%
Abuja	Nigeria	1875	1246	-34%	$220.68	-20%
Porto Alegre	Brazil	1205	807	-33%	$77.03	1%
Verona	Italy	839	562	-33%	$187.72	10%
Saint John's	Canada	1071	719	-33%	$92.35	-1%
Ealing	United Kingdom	3414	2295	-33%	$156.72	-8%
Princeton	United States	845	570	-33%	$179.01	-2%
Bremen	Germany	1701	1149	-32%	$139.22	10%
South Burlington	United States	1322	893	-32%	$100.74	1%
Bedford	United Kingdom	2381	1631	-31%	$111.77	-7%
Groningen	Netherlands	917	639	-30%	$117.71	4%

Table 4. Source: TravelClick/WIN

APPENDIX 5

CITIES WITH THE HIGHEST AVERAGE DAILY RATES

January to December 2017

The highest ADR for 2017 was recorded in Mykonos, Greece at US$1325.43 per night. Of the 40 destinations showing average daily rates over US$350 (Table 5), 13 are in the USA with 9 of these in California. Outside of the USA, the countries with the largest number of locations are Bermuda and Japan with three each.

Mykonos, Greece highest ADR at US$1325.43 per night

40 destinations with ADR over US$350

9 top ADR locations in California

CITIES WITH THE HIGHEST AVERAGE DAILY RATES

January to December 2017

CITY	COUNTRY	ADR (USD) Jan - Dec 17
Mykonos	Greece	$1,325.43
Wailea-Makena	United States	$866.17
Playa Del Carmen	Mexico	$648.22
Palm Beach	United States	$635.43
Cannes	France	$612.08
Phuket	Thailand	$566.88
Chiyoda	Japan	$559.31
Bali	Indonesia	$556.79
Menlo Park	United States	$556.01
Monte Carlo	Monaco	$543.16
Bosphorus	Turkey	$538.04
Grand Cayman	Cayman Islands	$534.94
Beverly Hills	United States	$508.64
Ibiza	Spain	$487.86
Hamilton	Bermuda	$480.59
Laguna Beach	United States	$478.17
Marrakech	Morocco	$460.19
Jerusalem	Israel	$457.80
Bang Rak	Thailand	$442.67
Bermuda	Bermuda	$441.29

CITY	COUNTRY	ADR (USD) Jan - Dec 17
The Rocks	Australia	$419.72
Double Bay	Australia	$417.63
Miami Beach	United States	$414.62
Santa Monica	United States	$413.62
Kyoto	Japan	$397.68
Luanda	Angola	$395.44
Palo Alto	United States	$392.34
Coronado	United States	$391.37
Paget	Bermuda	$390.96
Zurich	Switzerland	$381.03
New York	United States	$380.00
Horgen	Switzerland	$378.77
Santa Barbara	United States	$375.75
Sanya	China	$370.49
San Francisco	United States	$366.73
Venice	Italy	$362.50
Minato	Japan	$361.83
Napa	United States	$359.60
Carolina	Puerto Rico	$354.70
Djibouti	Djibouti	$353.17

Table 5. Source: TravelClick/WIN

BENEFITS OFFERED BY OUR HOTEL PARTNERS

Many of our preferred hotel partners provide benefits for travellers who book their travel with us. We are able to secure a range of regular benefits for travellers and travel managers as extra inclusions when booking with us, your TMC.

Apex Hotels
Offering 10% discount off Best Available Rate at all six Apex properties in Scotland, including VAT, complimentary Wi-Fi, free local calls and cancellation up until 2pm on the day of arrival.

Carlson Rezidor
Carlson Rezidor offers up to 10% off Best Available Rate and free Wi-Fi plus *Club Carlson* members receive the same benefits as booking direct when they book through us. Join the *Club Carlson* loyalty programme for free stays and a range of additional benefits for travellers.

Choice Hotels
Choice Hotels offers up to 15% discount off Best Available Rate to our clients.

Citadines
All participating properties in Europe are offering 10% off Best Available Rate and free Wi-Fi.

Clayton Hotels
Offering up to 15% discount off Best Available Rate to our clients.

The Doyle Collection
Our clients enjoy discounts of up to 15% off Best Available Rate at The Doyle Collection hotels.

glh
glh Hotels offers up to 15% discount off Best Available Rate, with free breakfast included and also Wi-Fi – some hotels have the fastest in the world!

Hallmark Hotels
Offering 10% discount off Best Available Rate as well as complimentary Wi-Fi at all Hallmark hotels.

Hilton
Hilton Honors members booking through us will receive additional savings: discounted rates, free Wi-Fi, digital benefits and more.

HotelREZ
Offering 5% to 10% discount off Best Available Rate, breakfast and complimentary Wi-Fi at 1,000 independent hotels worldwide.

Hyatt
Our clients can enjoy free stays and a variety of additional benefits through the World of Hyatt loyalty programme. Free Wi-Fi is available to all guests of Hyatt.

IHG
IHG® Rewards Club members booking through us will receive additional benefits with Your Rate: free Wi-Fi, late checkout and more.

Jurys Inn
Offering a discount of 10% off Best Available Rate, with breakfast and Wi-Fi included in the rate.

Macdonald Hotels
Offering up to 15% discount off Best Available Rate at a selection of hotels throughout the UK. Rates include complimentary Wi-Fi.

Maldron Hotels
Offering up to 15% discount off Best Available Rate to our clients.

Melia Hotels International
All Melia hotels offer our clients 5% discount off Best Available Rate as well as complimentary Wi-Fi.

Millennium Hotels and Resorts
Offering our clients at least 10% discount off Best Available Rate at many Millennium and Copthorne Hotels worldwide and with most also offering free internet.

The Montcalm Hotels
Our clients enjoy 10% off Best Available Rate at The Montcalm Hotels London, as well as benefits such as free Wi-Fi, full English breakfast, local and selected international phone calls plus spa and pool access.

NH Hotels
NH Hotel Group offers 10% discount off Best Available Rate and complimentary Wi-Fi when booking through us.

Park Plaza
Our clients enjoy 5% off Best Available Rate at Park Plaza hotels in Europe, with breakfast* and Wi-Fi included.

* breakfast not included at Park Plaza Cardiff or Park Plaza Trier.

Radisson Blu Edwardian
Radisson Blu Edwardian offers our clients 5% discount off Best Available Rate and free Wi-Fi at their properties in London and Manchester, including the five-star May Fair Hotel, London.

Rotana
All Rotana hotels offer our clients complimentary Wi-Fi as well as free car parking and local telephone calls.

SLH
Small Luxury Hotels offers free Wi-Fi at all 16 participating properties with nearly all offering a minimum of 10% off Best Available Rate.

Thwaites
Our clients enjoy 10% discount off Best Available Rate at all Thwaites Hotels & Spas.

TravelClick
Offering our clients complimentary Wi-Fi as well as up to 10% discount off Best Available Rate at most TravelClick properties worldwide.

Travelodge
Travelodge offers our clients 5% discount off Best Available Rate.

Village Hotels
Booking with us gives clients the same low rate as that of an Advance Purchase rate AND the added benefits of it being fully flexible, with complimentary Wi-Fi, gym access and car parking included.

Worldhotels
Offering from 5% to 8% discount off Best Available Rate at most Worldhotels globally.

Wyndham
Access to over 8,100 hotels worldwide with participating hotels offering between 5% and 20% off Best Available Rate. Our clients also enjoy 5% discount off Best Available Breakfast-Inclusive Rate and complimentary Wi-Fi at over 4,400 hotels around the world.

These benefits are provided by our preferred hotel partners and can change at any time. We cannot accept any responsibility for any errors, omissions or loss arising from providing this information.

The Advantage Travel Partnership