



January 19, 2018

Marriott International Marks 2017 As Year Of Historic International Expansion

Record 55,000 rooms signed in international markets fueled by entry into new markets and growing developer interest in Legacy-Starwood brands

BETHESDA, Md., Jan. 19, 2018 /PRNewswire/ -- Marriott International, Inc. (NASDAQ: MAR) today announced that 2017 represented its most successful year for signing development contracts outside North America, fueled by record signings in Asia and Europe.



Globally, at year end 2017, the company operated or franchised more than 6,500 hotels and over 1.25 million rooms, with a third of the rooms located outside North America. Marriott International and its franchisees opened more than 470 hotels with over 76,000 rooms around the world during the year, amplifying the company's brand recognition among guests, owners and franchisees.

"Marriott International continued to increase its global presence in 2017, opening properties in 5 new countries and territories and reaching a presence in 127 countries and territories around the world," said Tony Capuano, Executive Vice President and Global Chief Development Officer, Marriott International. "Our growth is fueled by the broadest portfolio of lodging brands in the industry, impressive international expansion, and a large proportion of projects in the most valuable tiers. We are particularly pleased with the accelerating growth of our legacy Starwood brands."

In 2017, the company signed more than 750 contracts for new hotels representing nearly 125,000 rooms under long-term management and franchise agreements. Its global pipeline grew to a record 460,000 rooms, with over half located outside of North America.

"Marriott's growing development pipeline in 2017 was fueled in part by synergies associated with the Starwood acquisition. We expect owners will see additional benefits as we continue to realize more synergies, including the harmonization of our reservation platform currently in the works and high value relationships like the recently completed co-brand credit card agreements with American Express and JP Morgan Chase," said Leeny Oberg, Executive Vice President and Chief Financial Officer, Marriott International.

Global Demand & Legacy-Starwood Brands Fuel Growth

Outside of North America, Marriott opened over 140 hotels and approximately 30,000 rooms in 2017. In the Asia Pacific market alone, the company opened 18,000 rooms and signed 31,000 rooms in 2017. Today, the Asia Pacific market represents 15 percent of our global rooms but nearly a third of the company's pipeline. Greater China alone represents 8 percent of the company's global rooms and 19 percent of the year-end pipeline. In Europe, Marriott opened 5,800 rooms and signed 12,000 rooms in 2017. Hotels in Europe represent 9 percent of Marriott's global room distribution.

In North America, there were 329 hotel openings in 2017 and 482 contracts signed. Interest also grew in the Caribbean and Latin American region with 19 hotel openings with a record 37 signed deals in 2017. In the Middle East and Africa region, Marriott opened 12 hotels and ended the year with 30 signed contracts.

In 2017, Marriott seized on the growing demand for select service hotels worldwide, signing a record 578 contracts for its 11 brands such as Courtyard, Moxy, and AC. Outside of North America, select service signings totaled 158 contracts with particular strength in the Asia Pacific region. In North America alone, the company opened 270 select service hotels and signed 420 select service agreements.

Focus on Quality

In 2017, Marriott continued its emphasis on driving economic value, not just room additions. Of the company's room signings, nearly 80 percent were in the industry's three highest-quality tiers - luxury, upper upscale and upscale - which drive significant revenue per available room and fee revenue. At year end, Marriott's seven luxury brands were represented by 469 open hotels. The company's luxury hotel pipeline totaled more than 200 projects of which nearly half were under conversion or construction.

About Marriott International, Inc.

Marriott International, Inc. (NASDAQ: MAR) is based in Bethesda, Maryland, USA, and encompasses a portfolio of more than 6,500 properties in 30 leading hotel brands spanning 127 countries and territories. Marriott operates and franchises hotels and licenses vacation ownership resorts all around the world. The company also operates award-winning loyalty programs: Marriott Rewards®, which includes The Ritz-Carlton Rewards®, and Starwood Preferred Guest®. For more information, please visit our website at www.marriott.com, and for the latest company news, visit www.marriottnewscenter.com. In addition, connect with us on [Facebook](#) and @MarriottIntl on [Twitter](#) and [Instagram](#).

Note on forward-looking statements: This communication includes "forward-looking statements" about future events, including our expectation that owners will see additional benefits from the anticipated harmonization of our reservation platform and our recently completed co-brand credit card agreements, that are not historical facts. Such statements are subject to numerous risks and uncertainties, including the technical difficulties and costs inherent in developing and implementing new technology, our obtaining agreements with timeshare business partners on terms that permit us to fully implement anticipated credit card benefit enhancements, and the other "Risk Factors" described in Marriott International's most recent quarterly report on Form 10-Q, any of which could cause actual results to be materially different from our plans and expectations.

IRPR#1

 View original content with multimedia:<http://www.prnewswire.com/news-releases/marriott-international-marks-2017-as-year-of-historic-international-expansion-300585054.html>

SOURCE Marriott International, Inc.

News Provided by Acquire Media