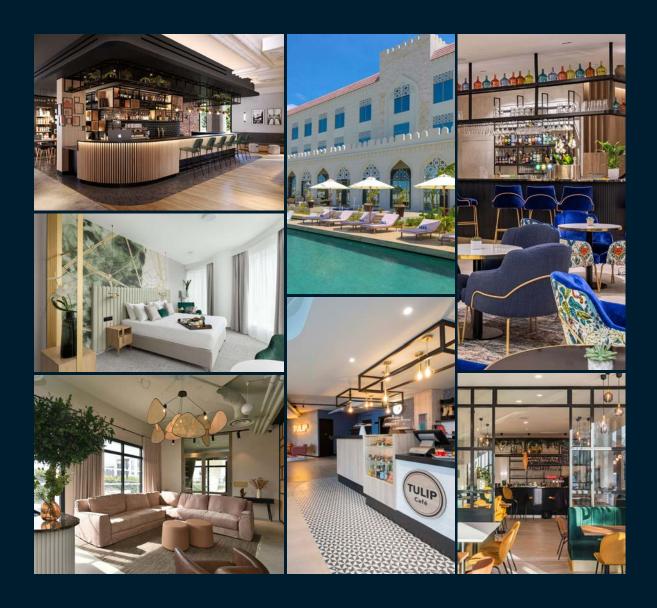
## Louvre Hotels GROUP



# Shaping the future of Hospitality

Create memorable moments

























#### TABLE OF CONTENTS

1.	Introduction	05
2.	Global & growing	06
3.	Our brands portfolio	10
4.	Global footprint	12
5.	Our network in France	14
6.	Louvre Hotels Group, a member of Jin Jiang's galaxy	16
7.	Our brands - Première Classe	18
	- Hosho	20 22
	- Kyriad - Campanile	26
	- TULIP Hotels & Residences	28
	- Sarovar	30
	- Golden Tulip	32
	- Hôtels & Préférence	34
	<ul><li>- TemptingPlaces</li><li>- TemptingPlaces Collection</li><li>- Royal Tulip</li></ul>	36 38 40
8.	Create memorable moments	42
9.	Maximizing the revenue generation	44
10.	The best partner during each phase of your investment	46
11.	Supports & resources	48
12.	A dedicated support team	50



50
years of experience

**1,750** 

70 countries

2nd
hospitality
group
in France,
Europe
and India

ith nearly 50 years of experience, Louvre
Hotels Group is a leading hotel operator and
franchisor whose portfolio includes over
1,750 hotels in 70 countries. It is now the second-largest
hotel group in France, Europe and India.

With the power and support of our shareholder, Jin Jiang International, the leading hotel group in China and the second largest in the world, we aim to develop hotel brands that rank among the TOP 3 performing ones in the segments and countries where we operate.

Louvre Hotels Group operates and supports a portfolio of powerful brands all over the world, spanning 1 to 5 stars. Our experts provide dedicated support to hoteliers and their owners by providing an effective, best-in-class central contribution platform:

- Strong distribution
- · Customer care expertise
- Dynamic central sales
- Revenue management expertise
- Marketing
- Operational excellence

At Louvre Hotels Group, our teams work every day to build the future of Hospitality and provide our owners and guests with innovative solutions.

## **Global & growing**

### ()

## Ongoing transformation with a clear vision

Louvre Hotels Group is a unique company run by true operators, offering the right ownership and management services for each unique situation.

- · New value proposition.
- · A complete repositioning plan.
- · Highly cost-efficient.
- · Productivity drivers.

## 02

## **Global portfolio of powerful brands**

We have redefined our global portfolio of brands to meet the needs of the changing travel sector.

- Clear brand architecture with poweful brands across all segments, from 1 to 5 stars.
- New tools to implement our brands in a consistent way (Brand Guidelines, Brand Books...).

### 03

## **Significant investments in hotel** renovation

- More than 80% of our France network to be repositioned until 2028.
- More than €400 million in capital investment in our hotels and brands with average ROCE of 15-20%.

## 04

#### **Powerful commercial drivers**

Our commercial drivers will drive revenue across the system.

- Most efficient Revenue Management Tools (Pulse, The Club) to boost revenue across our portfolio.
- A dedicated sales force with proven expertise and strategic partners.
- Optimized acquisitions costs and distribution channels.





## 05

#### **Delivering operational efficiency**

We aim to deliver the best results to your hotels by increasing productivity in all our properties.

- Structured operating system & organizational model.
- Significant investments in information technology and support systems.

## 06

#### **Pragmatic and approachable**

Our solutions for owners are unique and customized to fit your needs.

- Personalized approach.
- Bespoke solutions (Franchise Service Platform).
- Exceptional "glocal" support team.

## 07

#### **Technical excellence**

We support you from design to delivery to ensure the technical success of your hotel project.

- Selection of a project management team and definition of the program, with a detailed budget estimate and an optimized timeline.
- Analysis of technical documents and assistance with the submission of permits.
- Precise implementation of the design and management of furniture orders.

## 08

#### **Sustainable solutions**

From construction and renovation to daily operations, we help our partners run resilient hotels and reduce their environmental impact.

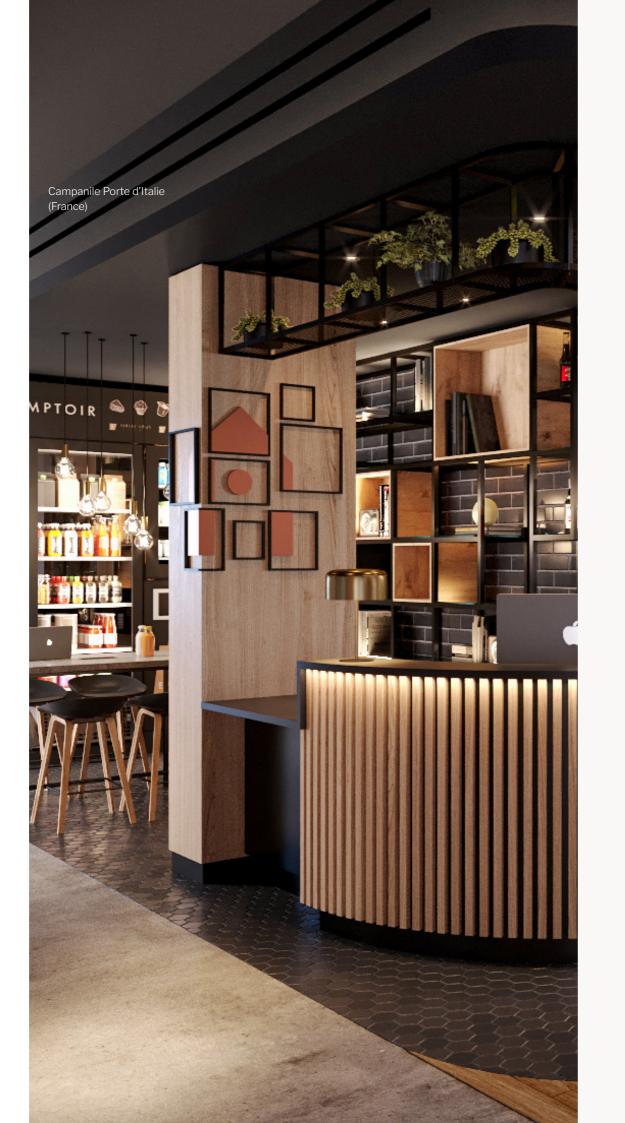
- Reduction in energy and water consumption, as well as waste.
- · Adoption of more sustainable practices.
- · Sourcing of eco-friendly solutions.
- Implementation of Sustainable Development Standards or CSR labels.

## **Our brands** portfolio

Louvre Hotels Group offers a full range of hotels, with brands spanning from 1 to 5 stars. Strong concepts and proven profitability that deliver the promise consistently to both consumers and owners.

#### A platform of renowned brands in France and internationally, providing:

- · Greater flexibility.
- · Cost optimization.
- Improved conversion, thus unlocking new growth opportunities.





#### **BUDGET**

#### The essential for a good stay

- Good price, always
- · Good sleep, truly
- Smooth experience



#### **BUDGET**

- My bed in town · Great deal
  - · Comfy & safe
  - Easy-going



#### **MIDSCALE**

- Always good, always unique Uniqueness
- Comfort
- Discovery







**MIDSCALE** 

- Cozy
- Convivial
- Sustainable





11



#### **MIDSCALE**

#### Living with style

**Enjoy the moment!** 

- Comfort with style · Chill Dutch
- Work & pleasure



#### MIDSCALE / **UPSCALE**

#### Superior hospitality

- Smart service
- Warm hospitality
- Refreshing stay



#### **UPSCALE**

#### Unique places

- Cool Dutch
- Work & pleasure





#### **Making memories**

- · Chic & authentic
- Business and leisure properties

**Unconventional premium** 

· High-end service





### The most unique boutique hotels

- Intimate haven
- · Prime destination
- Exclusive experience





## **Boost your French lifestyle**

- Glamorous
- Bold
- French touch



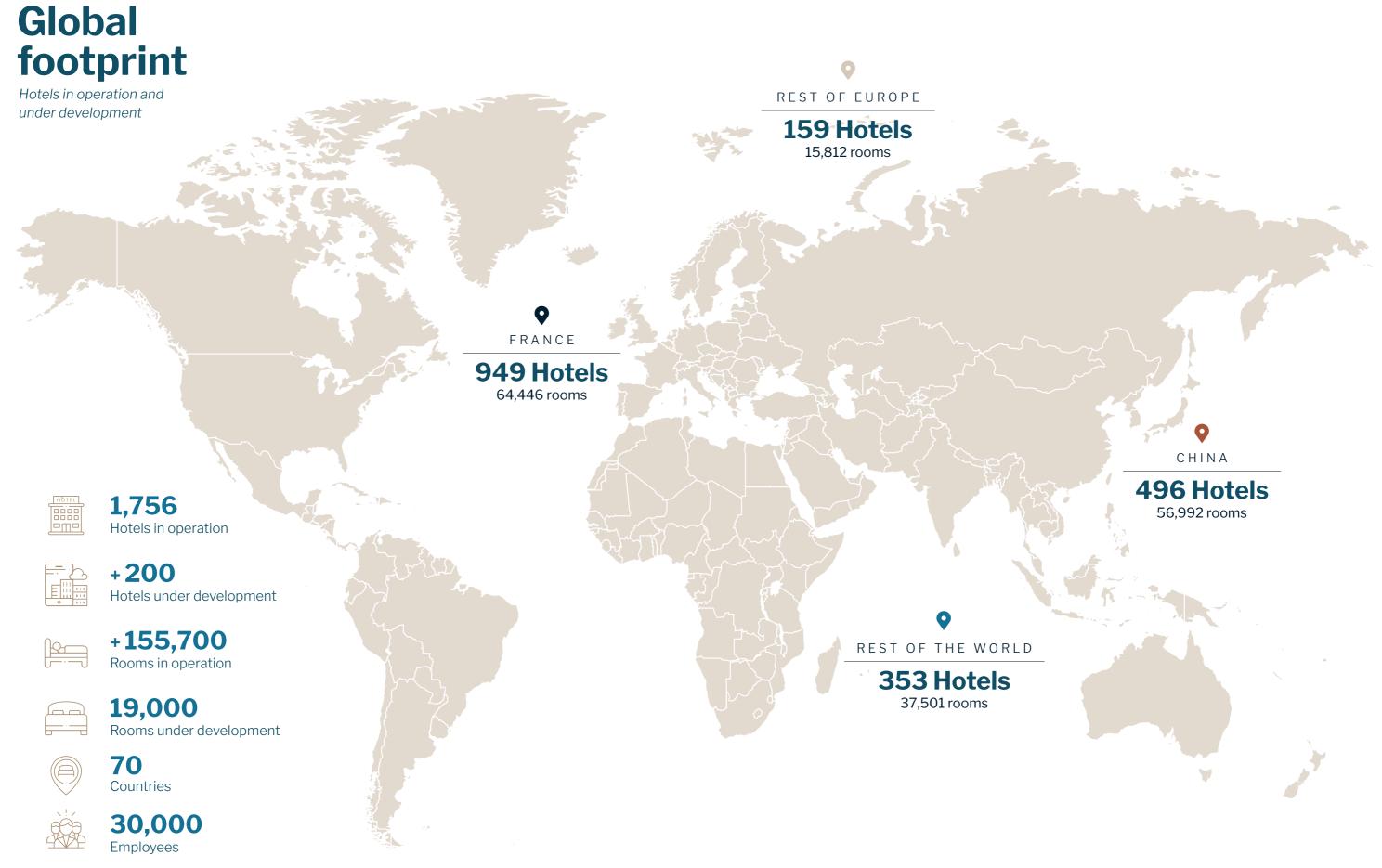


#### **Unconventional luxury**

- Exceptional places
  - Sophisticated Dutch
  - · Work & pleasure







Source: January 2025

12

# **Our network** in France

A strong network of franchisees



300 investor partners



75% franchised and managed hotels



+900 hotels

in France



 $\begin{array}{c} 215 \\ \text{hotels} \end{array}$ 





1 hotel



22 hotels













263 hotels

#### OTHER BRANDS

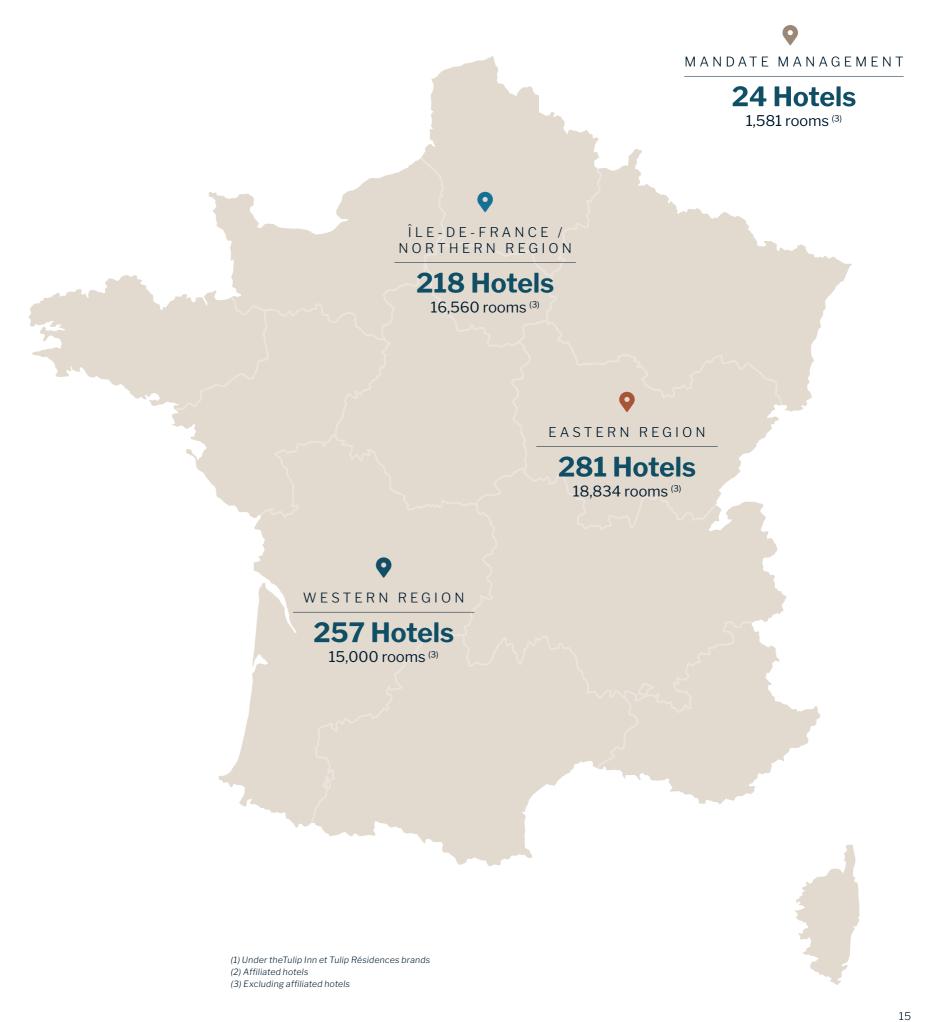








154 hotels (2)



## Louvre Hotels Group, a member of Jin Jiang's galaxy



Since 2015, Louvre Hotels Group has been part of Jin Jiang International, the world's second-largest hotel group by number of rooms.\* This marks a key milestone in our development strategy, with a renewed business model that will continue to drive our growth momentum.

More than **12,300 hotels** 

More than **1,200,000 rooms** 

### 150,000,000

Members of the Jin Jiang Club loyalty program, gaining access to global opportunities in the Chinese market 2nd

Largest hotel group in the world

## 1st

International hotel operator in Eastern Europe and India

### 1st

Largest pipeline of upscale hotels in Africa

\*In operation and under development by the end of 2023



Present in **over 120 countries** worldwide

## 2<sup>nd</sup>

Hotel group operating in France, Europe, Morocco, and Scandinavia



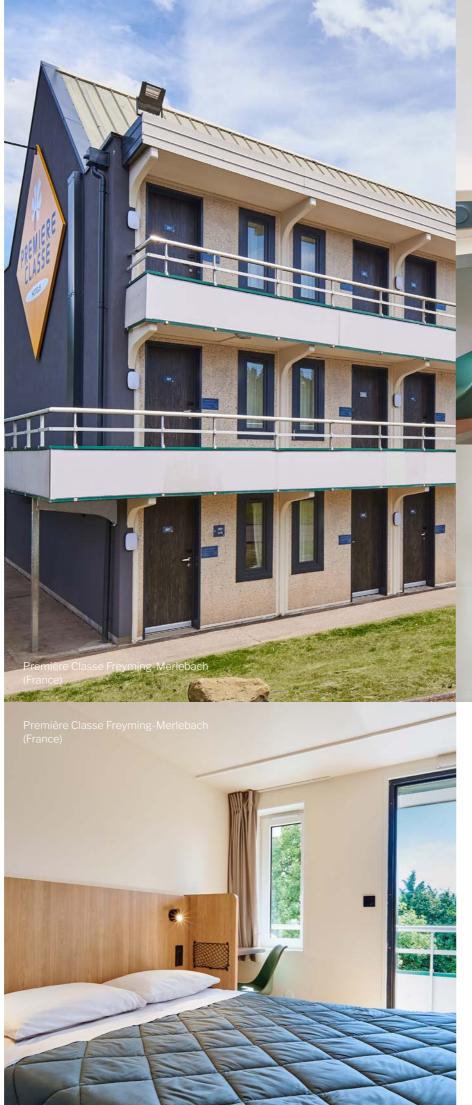
The essential for a good stay

## The brand that has been reinventing low-cost for over 30 years.

Première Classe targets customers looking for an enjoyable yet affordable stay. The hotels offer top-quality bedding and private bathrooms, with on-site options and services to ensure a 24/7 seamless experience.

## **224 HOTELS** 16,430 ROOMS

In operation in January 2025.



## OWNER VALUE PROPOSITION

Budget hotels with superior bedding and en-suite bathrooms. Optional extras and services available on-site to ensure a straightforward, frictionless experience, 24/7.

#### **NUMBER OF ROOMS**

Around 75 rooms.

#### **POSITIONING**

Budget.

#### **LOCATION**

Close to transport hubs, primarily located in the suburban areas of metropolitan regions.

#### **DESIGN**

Welcoming and multipurpose areas as well as practical and comfortable rooms.

W

#### **ROOM SIZE**

 $11 \, \text{m}^2$ .



My bed in town

#### More than a hotel, more than a hostel, a new generation of urban hospitality.

Hosho caters to a new generation of 'urban explorers' with a mix of shared and private dorms as well as double rooms.

#### 1 HOTEL

In operation in January 2025.



#### **NUMBER OF ROOMS**

Room mix of 90% beds and 10% private rooms, totaling

Close to transport hubs.

#### **DESIGN**

Serene and inviting spaces to unwind and create memorable group experiences or connect with fellow travelers.

#### **ROOM SIZE**

 $> 8m^2$ .



Always good, always unique

## The fastest-growing midscale brand in terms of brand awareness.

Kyriad focuses on making discovery a central part of the guest experience. Each hotel is unique, reflecting the personality of the hotelier while offering a perfect blend of comfort, accessibility, and local charm.

**575 HOTELS** 49,273 ROOMS

In operation in January 2025.



## OWNER VALUE PROPOSITION

Soft brand concept, flexible and easy to implement, with strong and unique brand markers and solid operational standards that guarantee a qualitative and memorable experience for business and leisure travelers.

#### NUMBER OF ROOMS

70 to 100 rooms.

#### **POSITIONING**

Midscale.

#### **LOCATION**

Urban areas, transport hubs, and second-tier cities.

#### **DESIGN**

Each hotel stands apart with its character and design, creating an atmosphere that reflects the local essence.

Kyriad <mark>Tours</mark> Sud - Ballan Miré (France)

#### **ROOM SIZE**

Around  $18 \text{ m}^2$ .

As a conversion brand, Kyriad offers a smooth rebranding process.

Kyriad Lyon Ouest Techlid - Limonest
(France)

## **Our Kyriad labels**



**Kyriad Eco** is the agile and economical conversion brand of the Kyriad family. As Kyriad's playful little sister, it proudly embraces simplicity with a touch of lightness.

#### **OWNER VALUE PROPOSITION**

A low initial investment: low brand implementation costs, thanks to a light and agile marketing approach.

#### **NUMBER OF ROOMS**

40 to 80 rooms.

#### **POSITIONING**

Budget.

#### **LOCATION**

Peripheral and urban areas, commercial zones, and transport hubs.

#### **DESIGN**

A non-standardized design: an inspiration décor book is available, but the hotel remains free to make its own design choices.







## **Our Kyriad labels**



**Kyriad Prestige** is the premium brand of the Kyriad family. It promotes the spirit of discovery enhanced by superior comfort standards.

#### **OWNER VALUE PROPOSITION**

The perfect balance between premium comfort and local charm.

#### **NUMBER OF ROOMS**

70 to 100 rooms.

#### **POSITIONING**

Upscale.

#### LOCATION

Urban and suburban areas, transportation hubs.

#### **DESIGN**

A design inspired by the Kyriad décor notebook with a high-end twist.









Enjoy the moment!

#### **2**<sup>nd</sup> midscale brand in France

Staying at Campanile means feeling simply good, just like being at home. Campanile's comfort and service make it the place to share good times.

**409 HOTELS** 32,882 ROOMS

In operation in January 2025.



## OWNER VALUE PROPOSITION

A conversion brand with additional F&B revenue, thanks to a positioning that emphasizes celebrating good times together.

Campanile Paris Ouest - Pont De Suresnes (France)

#### **NUMBER OF ROOMS**

Around 100 rooms.

#### **POSITIONING**

Midscale.

#### LOCATION

City centers or close to commercial, tourism or transport hubs.

#### **DESIGN**

Exteriors that exude warmth and hospitality, vibrant and multifunctional common areas, and stylish yet comfortable rooms.

#### **ROOM SIZE**

18 m<sup>2</sup>.



Living with style

## For a nigh or for a month, stylish comfort for business and pleasure.

Imagine a space that blends the best of a hotel, a home, and an office – the perfect setting for our increasingly nomadic lifestyles.

A casual style and functional design combined with a special focus on comfort to create spaces where every guest feels at home.

#### 130 HOTELS

Target by 2028.



## OWNER VALUE PROPOSITION

Hybrid concept that works for standard or long-term stays and combines highquality service and rapid return on investment.

#### **NUMBER OF ROOMS**

Around 100 rooms.

#### **POSITIONING**

Midscale.

#### LOCATION

First- and second-tier cities, close to business districts and transportation hubs.

#### **DESIGN**

Modern, lifestyle, functional, and stylish. Comfort and style are two of the most important factors.

#### **ROOM SIZE**

 $> 16 \text{ m}^2$ .



## Superior hospitality

## Dive into a world of tranquility and absolute comfort.

Each Sarovar hotel is designed to meet the needs of today's travelers.

With modern spaces inspired by elegant design, from essentials to refined comforts, Sarovar promises the perfect setting for a pleasant and memorable stay.

## **113 HOTELS** 8,398 ROOMS

In operation in January 2025.





## OWNER VALUE PROPOSITION

A portfolio of services that reflect superior standards in accommodation, cuisine, and infrastructure in the Indian market.

#### **POSITIONING**

Midscale/upscale.

#### **DESIGN**

Spaces with a contemporary and sophisticated design.



### Unconventional premium

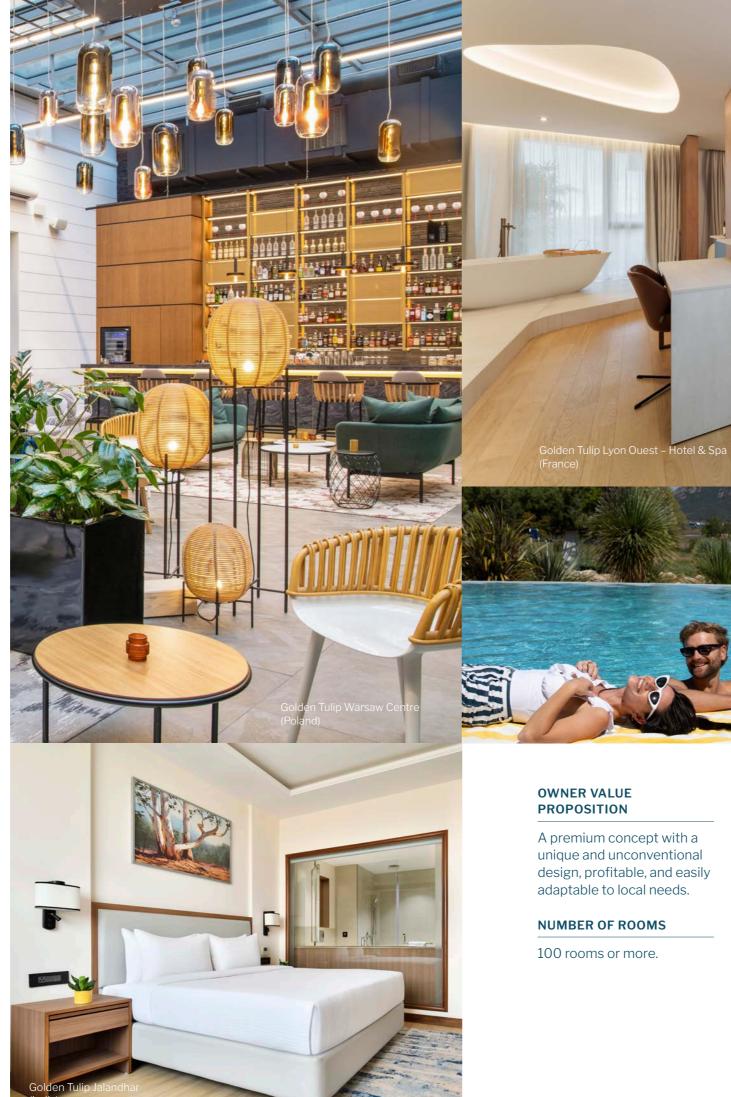
#### Premium comforts with a spirited twist.

With 160 hotels across 30 countries, Golden Tulip is an upscale four-star brand. Each unique, the brand's hotels feature a discreet and elegant style.

They offer stays that combine relaxation, uncompromising service, and refined cuisine for all travelers, whether they are there for business or leisure.

#### **159 HOTELS** 22,377 ROOMS

In operation in January 2025.



A premium concept with a unique and unconventional design, profitable, and easily adaptable to local needs.

100 rooms or more.

#### **POSITIONING**

Upscale.

#### LOCATION

First- and second-tier cities, around business districts and transportation networks.

#### **DESIGN**

Ultra-design rooms, hybrid spaces with unique design touches.

#### **ROOM SIZE**

About 21 m<sup>2</sup>.



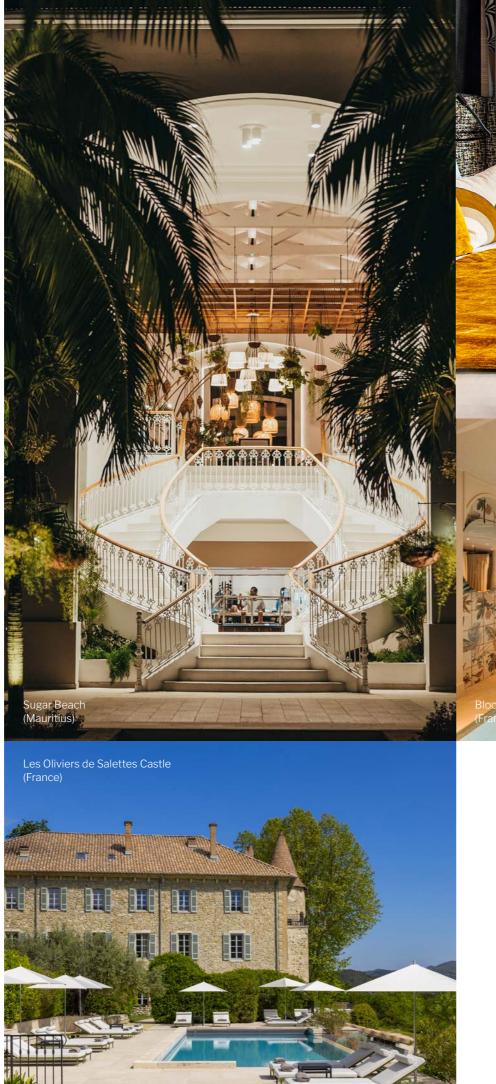
### Making memories

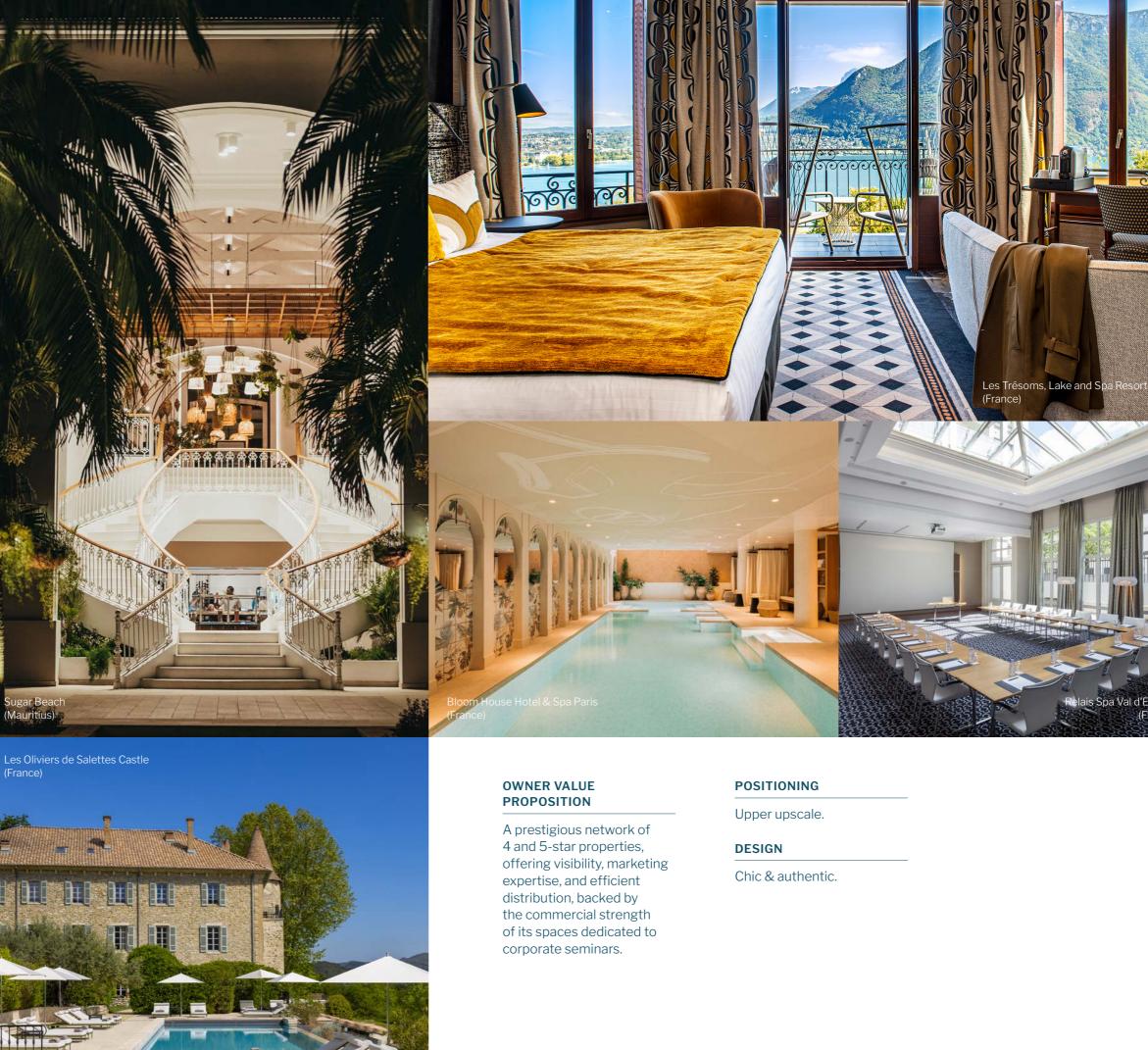
#### Dream beyond.

Demeure, Business, Resort, Boutique, Luxury, and Palace are the six categories of the Group, catering to a clientele that values both luxurious hotels and cozy venues with an intimate, welcoming atmosphere. The diversity of the hotels, each with its unique character, prime location, and high-quality service, is a treasured asset that the chain carefully preserves.

#### **150 HOTELS** 10,500 ROOMS

In operation in January 2025.





34

Spa Val d'Europe (France)



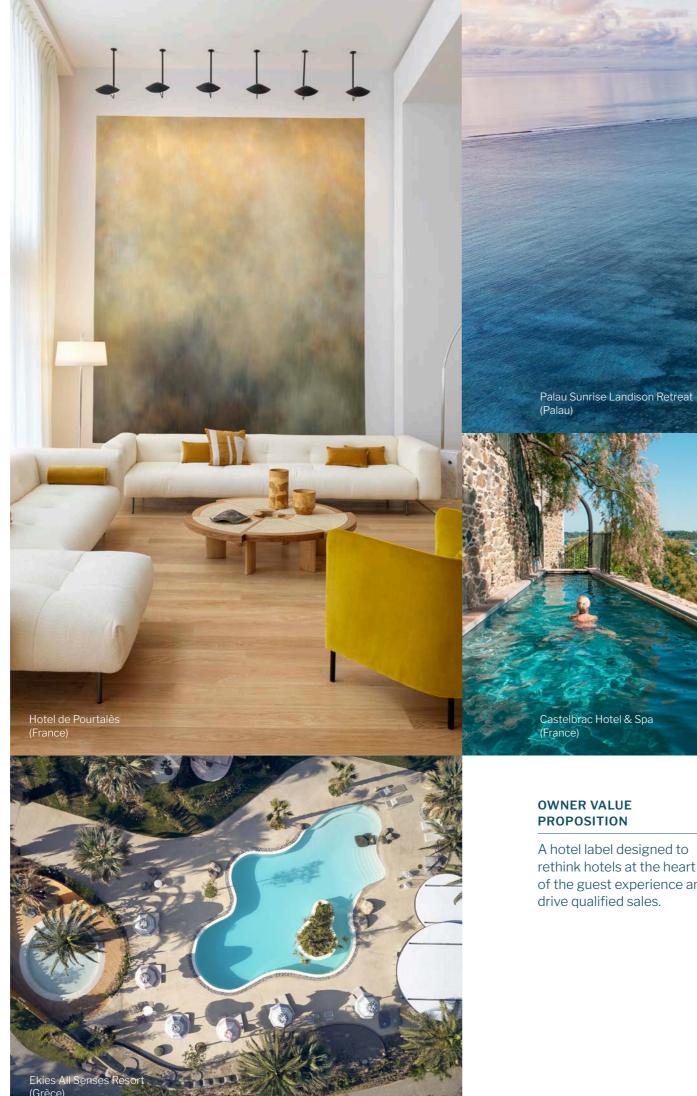
The most unique boutique hotels

The first hotel brand exclusively dedicated to exceptional boutique hotels worldwide.

Today, TemptingPlaces continues to captivate hedonistic travelers by unveiling unique destinations and offering them an unforgettable travel experience.

35 HOTELS 2,900 ROOMS

In operation in January 2025.



#### **OWNER VALUE PROPOSITION**

A hotel label designed to rethink hotels at the heart of the guest experience and drive qualified sales.

#### **POSITIONING**

Luxury.

#### **DESIGN**

Elegant, authentic, inspiring.



## Boost your French lifestyle

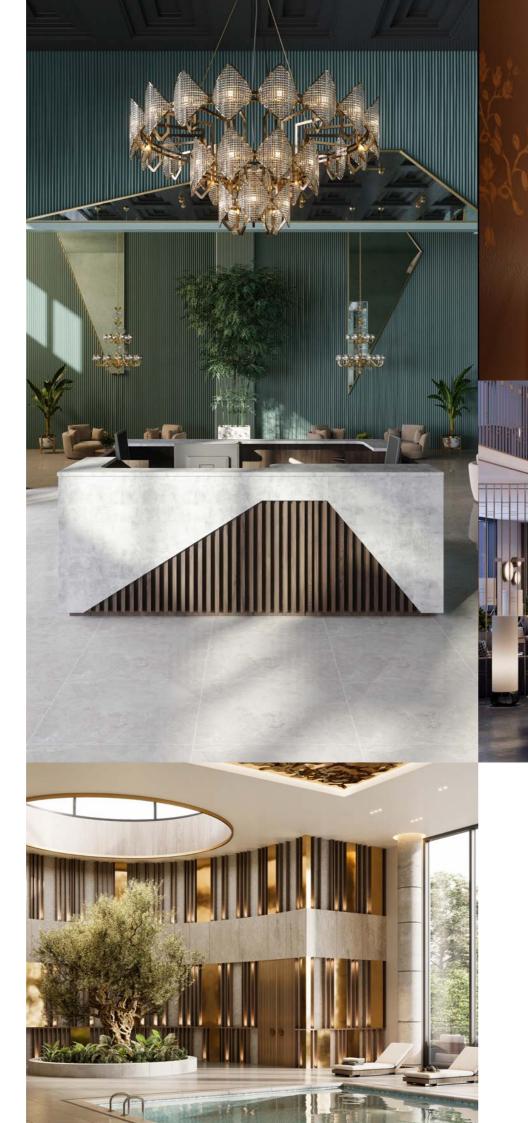
#### French touch signature.

At TemptingPlaces Collection, the essence of the French touch is an indelible signature in every franchised 5-star hotel. French excellence comes together to celebrate refined gastronomy, elegant design, the warmth of French hospitality, and the delicacy of the wellness experience. With TemptingPlaces Collection, every stay is an invitation to immerse yourself in the charm and authenticity of French culture.

Here, all good things come with a sequel!

## **2 HOTELS** 130 ROOMS

Openings in April 2025.



## OWNER VALUE PROPOSITION

A network of 5-star franchised hotels offering all the charm and excellence of the French touch.

#### **NUMBER OF ROOMS**

Between 40 and 200 rooms & suites.

#### **POSITIONING**

Luxury.

#### **DESIGN**

Unique emotional design.

Water and the same of the same

Handrick and Addition.

#### **ROOM SIZE**

From 28 to 300 m<sup>2</sup>.



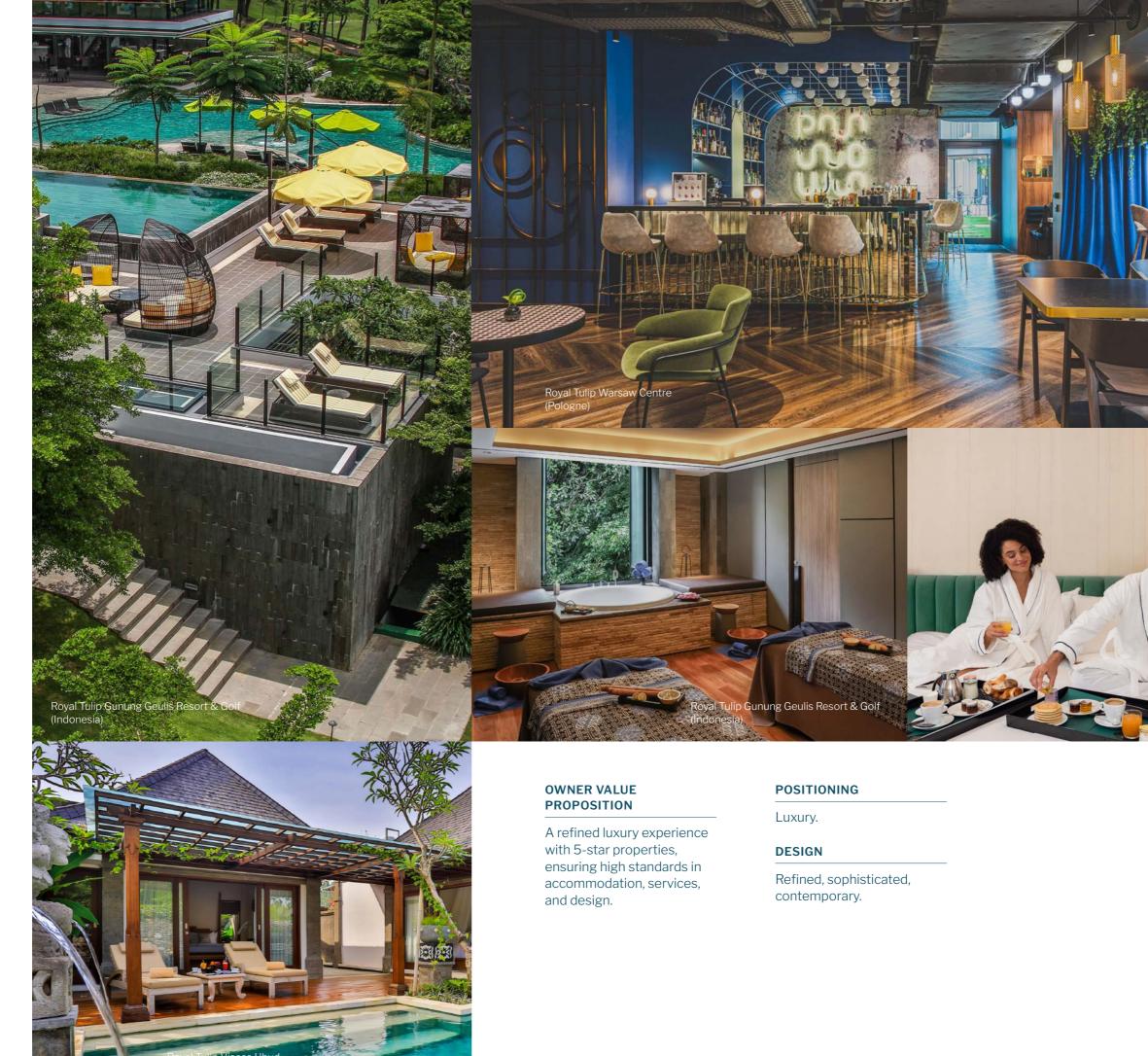
## Unconventional luxury

## A collection of exceptional high-end hotels.

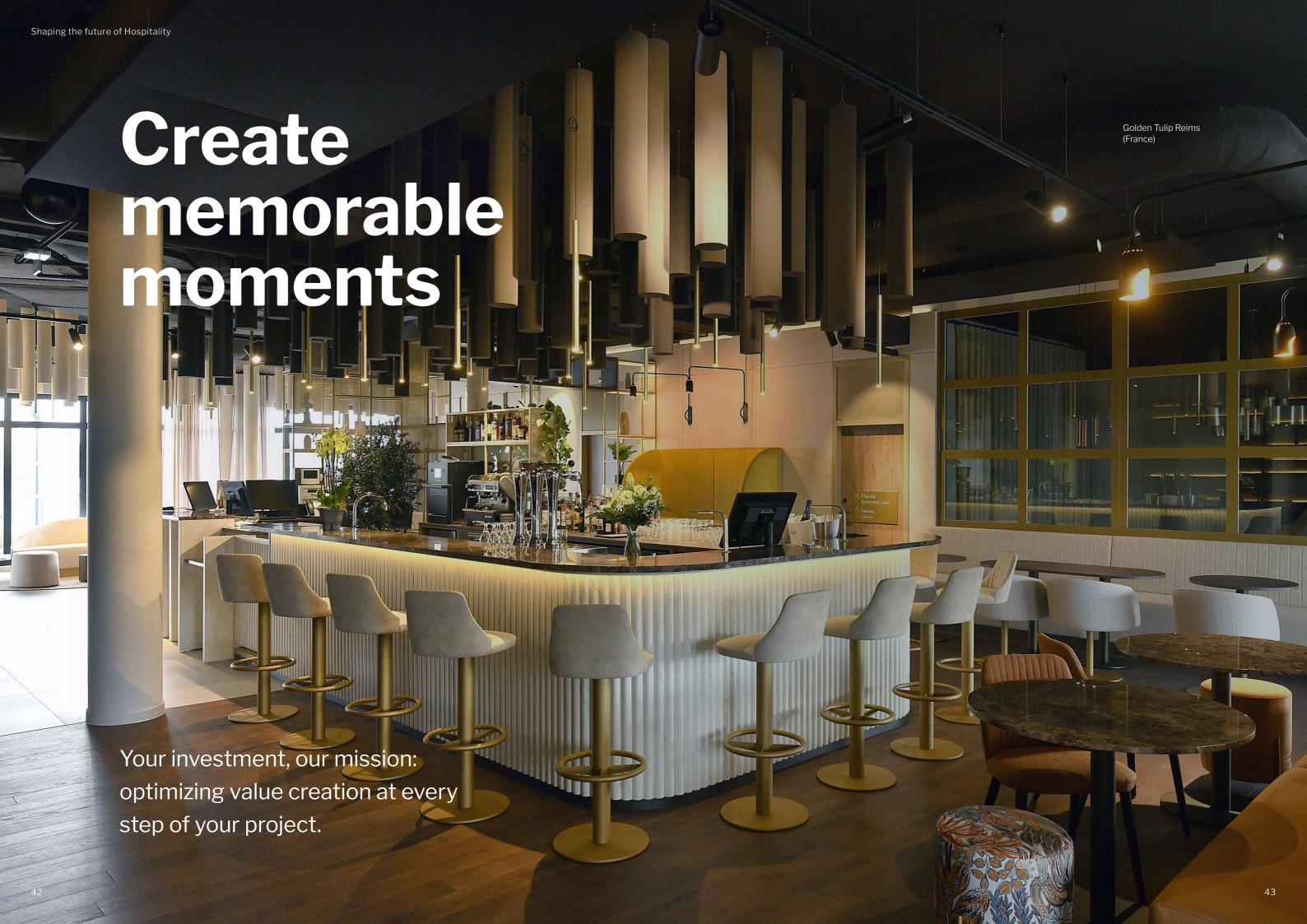
Royal Tulip hotels offer inspiring and outstanding stays that include refined amenities, bespoke services, and luxurious comfort.
Unique. Flawless. Remarkable.
Staying at a Royal Tulip hotel is never ordinary; every moment is an opportunity to craft a treasured memory.

## **22 HOTELS** 5,270 ROOMS

In operation in January 2025.



40 Royal-Tulip Visesa Ubud 41



# Maximizing the revenue generation

With our expertise and international network, we maximize performance and mitigate risks to ensure the profitability of your investment.

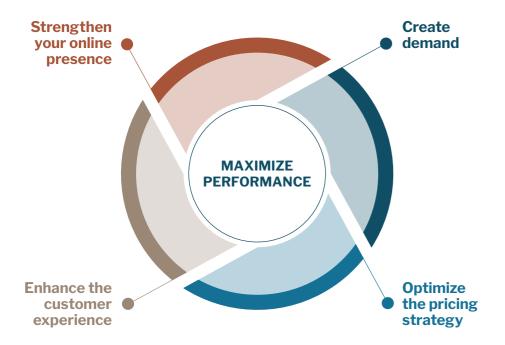
To offer you a cost-effective and tailor-made solution, Louvre Hotels Group provides various contract types, each designed to meet the specific needs of your project with different levels of support:

#### CLASSIC FRANCHISE AGREEMENT

Standard services and personalized support for each hotel.

#### MANAGEMENT SUPPORT AGREEMENT

Support from Louvre Hotels Group, complementary services, and operational guidance.



#### Create demand

Our growth potential is exceptional, driven by our teams of experts and revamped brand designs that significantly enhance customer satisfaction. We offer a fully integrated strategy encompassing revenue management, sales, marketing, public relations, and communications, ensuring message consistency across all media channels.

We maximize hotel revenue by boosting demand through a high-performing branded web platform and strategic collaboration with online travel agencies, global distribution networks, and long-term strategic partnerships with an extensive B2B client ecosystem, all while optimizing distribution costs. Through this 360° strategic approach, we strengthen brand awareness, drive engagement, and increase conversion. Over the past four years, we have implemented a suite of cutting-edge decision-making tools to deepen customer insights and track campaigns, allowing us to anticipate trends and make real-time adjustments to optimize performance and return on investment.

#### Optimize the pricing strategy

We offer our franchisees a portfolio of strong brands, robust reservation systems, and a comprehensive revenue management system. Industry-leading operational technologies support our hotels in their daily planning and enhance productivity, ensuring that revenue growth translates into profits.

Furthermore, the rollout of new technological solutions across our hotels will drive the company's largest transformation to date, delivering new capabilities to our hotels more quickly, cost-effectively, and consistently.

#### Enhance the customer experience

The brand standards and design of each of our brands have been redefined to make every stay a memorable experience for our guests while ensuring profitability for investors. We closely monitor guest feedback and satisfaction, as well

as brand consistency across our hotels, through our enhanced and reimagined quality assurance program. Our digital platforms are continuously improved and enriched to provide a seamless and consistent omnichannel customer experience.

#### Strengthen your online presence

Increased visibility for your hotel and an enhanced guest experience. Today, from any digital source, we reach our customers by offering them the most relevant deals from our portfolio of hotels. Organic and acquisition campaigns drive traffic to our digital platforms. Once visitors are engaged, we personalize their experience by providing

relevant, visual, and immersive content.
These digital strategies have proven to be key factors in turning simple visits into bookings.
Our commitment to an ever more personalized and interactive digital experience is constantly evolving.

# The best partner during each phase of your investment

As a franchisee at Louvre Hotels Group, you benefit from three dedicated teams by your side, **supporting you every step of the way through the three key phases of your hotel:** 



#### **DEVELOPMENT**

We have a dedicated team of experts committed to supporting you. Our approach combines innovative solutions to optimize design and construction with efficient methods to manage timelines and costs, all while adhering to the highest standards of sustainability and compliance. Whether for new developments or hotel conversions, our team brings the expertise needed to identify the most effective solutions for your property, enhance development efficiency, and minimize initial investment costs.

## Over



210

international partners already trust us



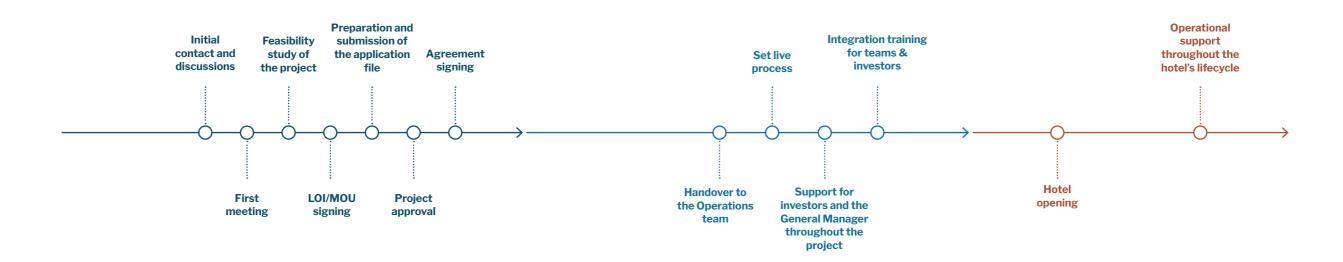
#### **OPENING**

Prior to opening, we ensure that all operational procedures are in place by providing team training, implementing systems, and optimizing processes. After the opening, we remain by your side to ensure a seamless transition to operations, making real-time adjustments to drive the long-term success of your establishment.



#### **OPERATIONS**

We allocate top talent and resources to ensure an efficient management of your hotel. From the very first stages, our sales team works to generate the necessary revenue as quickly as possible. With the daily support of experts in revenue management, online distribution, marketing, and sales, we are committed to delivering optimal performance for your hotel. Additionally, our operational efficiency enables us to reduce costs and improve your bottom line.



# Supports & resources

to enhance your performance, both in terms of concepts and guest experience.

#### BRAND BOOKS

Selling line, brand pillars and key brand experiences













#### BRAND GUIDELINES

Brand visual identity, graphic elements, imagery, and tone of voice



#### BRAND STANDARDS

Products and services available in every hotel for each brand to uphold our quality standards





#### DESIGN GUIDELINES

Room design, public areas, and associated costs





#### BRILLIANT BASICS

Standards of comfort to deliver on each brand's promise





#### SIGNAGE GUIDELINES

Mandatory and optional indoor and outdoor signage elements





## A dedicated support team

Whether you are a **hotelier looking for a strong brand** to boost your revenue or an **investor seeking to entrust the management of your property to an expert group** to maximize profitability, our development team is at your disposal to assess your project and support you in its implementation.



#### CORPORATE SUPPORT, PARIS HQ



Rémi GONTIER
Senior Manager Development
Strategy & Analysis
rgontier@louvre-hotels.com



**Solène TROMPE**Senior Development Analyst strompe@louvre-hotels.com



Marie-Christelle MARVILLE
Development Coordinator
mcmarville@louvre-hotels.com



Juliette DUBOSCQ Feasibility Analyst jduboscq@louvre-hotels.com



# Create memorable moments

developpement@louvre-hotels.com























