

AUTOGRAPH COLLECTION® HOTELS

Autograph Collection Hotels brings the art of storytelling to life by curating hotels that are rich in character, architecture and untold stories of the past. Created for travelers seeking unique and authentic travel experiences, no two hotels or resorts within this collection are the same. From gilded palaces to modernist icons to exotic escapes, every Autograph Collection hotel is a unique treasure that surprises, inspires and delights, offering the promise of individuality with the assurance of a global brand.

EXACTLY LIKE *NOTHING ELSE*.®



Cotton House Hotel, Autograph Collection



Ambassador Hotel Wichita, Autograph Collection



The Press Hotel, Autograph Collection



The Envoy Hotel, Autograph Collection

A member of Marriott's industry-leading portfolio, the Autograph Collection debuted in 2010 and includes over 160 independently branded hotels and resorts that reflect the distinct attributes of their market. Each is unique in terms of product offering and target customers. The Autograph Collection is a remarkable group of upper upscale and luxury independent hotels with iconic properties located in gateway and emerging cities in preferred destinations around the world. Each is exceptional, one-of-a-kind and has its own distinct perspective. The result is an array of properties that is nothing less than unique and nothing short of collectively exceptional.

MarriottDevelopment.com

FRANCHISE HOTEL PERFORMANCE

As of December 31, 2017

Occupancy:	75.4%
Average Daily Rate:	\$211.21
RevPAR:	\$159.27
RevPar Index:	113.0

TARGET COMPETITORS

Curio by Hilton
 Leading Hotels of the World
 Preferred Hotels
 Small Luxury Hotels

DISTRIBUTION (Q3 2018)

	UNITS	ROOMS
North America Open:	93	20,202
North America Pipeline:	45	7,723
Worldwide Open:	161	34,385
Worldwide Pipeline:	80	12,679



Grand Bohemian Hotel Charleston, Autograph Collection



Mauna Kea Beach Hotel, Autograph Collection



Metropolitan at The 9, Autograph Collection

The data above reflects the performance of all 47 franchised Autograph Collection hotels open for 24 months as of December 31, 2017, for which Smith Travel Research, Inc. has data and which did not undergo material renovations or expansions during the 24 months preceding conversion. The hotels are located in the U.S. and Canada. Of the 47 hotels, 30 (63.8%) achieved an average occupancy rate equal to or greater than 75.4%; 18 (38.3%) achieved an average daily room rate equal to or greater than \$211.21; 21 (44.7%) achieved an average RevPAR equal to or greater than \$159.27; and 29 (61.7%) achieved an average RevPAR Index equal to or greater than 113.0. There is no assurance you will do as well. OFFER AND SALE BY PROSPECTUS ONLY. See Item 19 of our Franchise Disclosure Document dated March 31, 2018, for additional details.