



JW MARRIOTT®

BRAND FACT SHEET

Brand Overview:

JW Marriott Hotels & Resorts is Marriott International's luxury brand that consists of 51 beautiful properties in gateway cities and distinctive resort locations around the world. These hotels are warmly authentic, putting guests at ease in an environment of relaxed elegance and effortless luxury. Reflecting their locale, they provide quietly luxurious, though purposeful and meaningful, services that help travelers achieve their personal goals and advance their ambitions without distraction or disruption, resulting in a rare harmony of beautifully delivered experiences where the primary purpose is the guests' over-all well-being. JW Marriott Hotels & Resorts are focused on fostering a sense of well-being through state-of-the-art fitness centers and award-winning spas and imaginative cuisine. It is here that luxury is experienced through the richness of authenticity, discovered in the beauty of craftsmanship and delivered with an intuitive response to personal expectation.

History:

The first JW Marriott Hotel opened in February 1984 on Pennsylvania Avenue in Washington, D.C., as a tribute to the founder of Marriott Corporation, predecessor to Marriott International. The first JW Marriott properties in other regions of the world are:

- Asia—JW Marriott Hotel Hong Kong, 1989
- Middle East—JW Marriott Hotel Dubai, 1993
- Europe—JW Marriott Hotel Bucharest, 1993
- Latin America—JW Marriott Hotel Mexico City, 1996

Target Guest:

JW Marriott Hotels & Resorts cater to sophisticated, self-assured travelers who seek a hotel experience that embodies confident sophistication without pretense. They value authenticity and expect highly crafted experiences that are anticipatory and artfully delivered.

Competitive Frame:

JW Marriott Hotels & Resorts compete with other fine luxury hotel brands such as Fairmont, Park Hyatt, Shangri-La and Conrad and high-end independent properties.

Development Strategy: JW Marriott Hotels & Resorts are expanding into gateway cities and established resort destinations as well as emerging luxury markets throughout the world.

Hotel Attributes JW Marriott Hotels & Resorts' attributes include:

- Dramatic and distinctive architectural and interior features
- Spacious guest rooms with luxurious appointments & amenities
- Restaurants and lounges that offer unique and imaginative dining experiences
- Fitness centers and spas with state-of-the-art equipment and pampering spa-like environments
- Executive Business Centers with 24-hour access offering an environment conducive for work or meetings and a full spectrum of business services
- Oversized residential-like Executive Lounges offering a relaxing environment and superior food and beverage services
- Large complement of staff poised to assist as needed
- Enhanced access to services so that guests can work and live on their preferred schedule

Current Locations: The JW Marriott portfolio currently includes 52 properties offering 23,048 rooms in 22 countries.

The Americas

North America

- 371-room JW Marriott Hotel Lenox, Atlanta, Georgia
- 387-room JW Marriott Ihilani Resort & Spa, Oahu, Hawaii
- 508-room JW Marriott Hotel on Westheimer by the Galleria, Houston, Texas
- 772-room JW Marriott Hotel on Pennsylvania Avenue, Washington, D.C.
- 296-room JW Marriott Hotel Miami, Florida
- 175-room Le Merigot, A JW Marriott Beach Hotel & Spa, Santa Monica, CA
- 541-room JW Marriott Las Vegas Resort, Spa & Golf, Nevada
- 884-room JW Marriott Desert Springs Resort & Spa, Palm Desert, California
- 950-room JW Marriott Desert Ridge Resort & Spa, Phoenix, Arizona
- 487-room JW Marriott Hotel New Orleans, Louisiana
- 1,000-room JW Marriott Grande Lakes Resort & Spa, Orlando, Florida
- 427-room Camelback Inn, A JW Marriott Resort & Spa, Scottsdale, Arizona
- 196-room JW Marriott Hotel Denver Cherry Creek, Colorado
- 575-room JW Marriott Starr Pass Resort & Spa, Tucson, Arizona
- 338-room JW Marriott Hotel San Francisco, California
- 337-room JW Marriott Hotel Grand Rapids, Michigan
- 280-room The Rosseau, A JW Marriott Resort, Toronto, Canada
- 1,002-room JW Marriott San Antonio Hill Country Resort & Spa, Texas

- 736-room JW Marriott Hotel at LA Live, Los Angeles, California
- 313-room JW Marriott Marquis Miami, Florida
- 610-room JW Marriott Hotel Chicago, Illinois
- 1,006-room JW Marriott Hotel Indianapolis, Indiana

Latin America/Caribbean

- 258-room JW Marriott Hotel Quito, Ecuador
- 311-room JW Marriott Hotel Mexico City, Mexico
- 429-room JW Marriott Cancun Resort & Spa, Mexico
- 300-room JW Marriott Hotel Lima, Peru
- 269-room JW Marriott Hotel Caracas, Venezuela
- 245-room JW Marriott Hotel Rio de Janeiro, Brazil
- 310-room JW Marriott Guanacaste Resort & Spa, Costa Rica
- 264-room JW Marriott Hotel Bogota, Colombia

Asia-Pacific

- 602-room JW Marriott Hotel Hong Kong, China
- 518-room JW Marriott Hotel Kuala Lumpur, Malaysia
- 497-room JW Marriott Hotel Seoul, Korea
- 465-room JW Marriott Hotel Bangkok, Thailand
- 350-room JW Marriott Hotel Jakarta, Indonesia
- 394-room JW Marriott Hotel Mumbai, India
- 265-room JW Marriott Phuket Resort & Spa, Thailand
- 418-room JW Marriott Hotel Surabaya, Indonesia
- 342-room JW Marriott Hotel Shanghai, China
- 470-room JW Marriott Hotel Chongqing, China
- 588-room JW Marriott Hotel Beijing, China
- 268-room JW Marriott Hotel Medan, Indonesia
- 412-room JW Marriott Hotel Shenzhen, China
- 298-room JW Marriott Khao Lak Resort & Spa, Thailand
- 307-room JW Marriott Hotel Hangzhou, China

Europe

- 379-room JW Marriott Hotel Bucharest, Romania
- 494-room Grosvenor House, A JW Marriott Hotel, London, England
- 261-room JW Marriott Cannes, France

Middle East & Africa

- 383-room JW Marriott Hotel Dubai, United Arab Emirates
- 291-room JW Marriott Hotel Kuwait City, Kuwait
- 428-room JW Marriott Hotel Cairo Mirage City, Egypt
- 370-room JW Marriott Hotel Tripoli, Libya

Future Openings: By 2014, the JW Marriott portfolio will increase by 24 hotels, bringing the brand total to 76 properties in 28 countries.

The Americas

Latin America/Caribbean

- 150-room JW Marriott Hotel Cusco, Peru (2012)
- 225-room JW Marriott Escazu, Costa Rica (2013)
- 280-room JW Marriott Puerto Vallarta, Mexico (2013)
- 371-room JW Marriott Coco Beach Resort & Spa, Puerto Rico (2013)

Asia Pacific

- 160-room JW Marriott Hotel Chandigarh, India (2011)
- 318-room JW Marriott Hotel Bangalore, India (2011)
- 379-room JW Marriott Hotel Chennai, India (2012)
- 206-room JW Marriott Hotel Gurgaon, India (2012)
- 170-room JW Marriott Seoul Dongdaemun Plaza, South Korea (2012)
- 520-room JW Marriott Hotel New Delhi International Airport, India (2012)
- 450-room JW Marriott Hotel Hanoi, Vietnam (2012)
- 100-villa JW Marriott Maldives Gaakoshibee Resort & Spa, Maldives (2012)
- 300-room JW Marriott Sanya Qingshui Bay Resort & Spa, Sanya China (2013)
- 300-room JW Marriott Hotel Zhengzhou, China (2013)
- 300-room JW Marriott Hotel Kolkata, India (2013)
- 320-room JW Marriott Hotel Dalian, China (2013)
- 525-room JW Marriott Mumbai Sahar, India (2014)
- 320-room JW Marriott Vinh Hoi Bay Resort & Spa, Vietnam (2014)
- 294-room JW Marriott Hotel Nanjing, China (2014)

Europe

- 416-room JW Marriott Hotel Ankara, Turkey (2011)
- 243-room JW Marriott Hotel Baku, Azerbaijan (2011)

Middle East/Africa

- 264-room JW Marriott Aqaba Resort & Spa, Jordan (2012)
- 807-room JW Marriott Marquis Hotel Dubai, UAE (first phase: 2012, second phase: 2013)
- 170-room JW Marriott Hotel Dubai Lifestyle City, UAE (2013)

Recent Awards:

- *Conde Nast Traveler "Hot List 2011"* – JW Marriott Chicago
- *Travel + Leisure "2011 Reader's Poll - World's Best Service"* – JW Marriott Lima; JW Marriott Mexico City
- *AAA Five Diamond Award 2011* - Camelback Inn, A JW Marriott Resort & Spa; JW Marriott Cancun Resort & Spa
- *Travel + Leisure World's Best Awards 2010 - Top Hotels:* JW Marriott Guanacaste Resort & Spa; JW Marriott Cancun Resort & Spa; JW Marriott Ihilani Resort & Spa; JW Marriott Phuket Resort & Spa; JW Marriott Hotel Mexico City; JW Marriott Hotel Shanghai at Tomorrow Square
- *Conde Nast Traveler Reader's Choice Awards 2010 Top Hotels & Resorts* – 13 JW Marriott properties listed: Hong Kong; Shanghai; Bangkok; Beijing; Denver, CO; Mexico City; Lima; Phoenix, AZ; Tucson, AZ; Guanacaste; Oahu, HI; Cancun; Phuket
- *Conde Nast Traveler magazine Gold List 2010* - Six JW Marriott properties listed: Ihilani (Hawaii), Cancun, Lima, Hong Kong, Shanghai, Phuket
- *Spa Magazine Silver Sage Readers' Choice Awards* – JW Marriott Guanacaste Resort & Spa; JW Marriott Cancun Resort & Spa
- *Conde Nast Traveler magazine "Best Hotel Spa in Asia"* - JW Marriott Phuket Resort & Spa
- *Great Place to Work Institute's "100 Best Workplaces in Latin America"* - JW Marriott Hotel Lima, JW Marriott Cancun Resort & Spa
- *Great Place to Work Institute's "100 Best Workplaces in Mexico"* - JW Marriott Hotel Mexico City

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