



Ramada International and Treff Hotels Reach Co-Branding and Future Development Agreement

RAMADA INTERNATIONAL AND TREFF HOTELS REACH CO-BRANDING AND FUTURE DEVELOPMENT AGREEMENT

Approximately 80 Hotels in Germany, Switzerland to Be Co-Branded; Development Agreement to Add Up to 50 Hotels in Next Five Years

FRANKFURT - Oct. 10, 2000 -- Ramada International Hotels & Resorts, a division of Marriott International, Inc. (NYSE:MAR), and Treff Hotels of Germany and Switzerland have reached an agreement that will result in the co-branding of approximately 80 existing Treff hotels and resorts with almost 12,600 rooms. The agreement is worth upwards of 100 hotels. Concurrently, Ramada International has concluded an exclusive agreement with Hospitality Alliance AG of Switzerland, a division of Treff Hotels, that will result in the development of an additional 10 hotels per year in Germany and Switzerland over the next five years. With both agreements, Treff Hotels will be the largest Ramada International franchisee.

All properties will be operated by Treff Hotels and will carry one of the following brand names beginning in January 2001:

- Ramada-Treff Hotels
- Ramada-Treff Plaza Hotels
- Ramada-Treff Resorts
- Ramada Plaza Hotels
- Ramada Encore Hotels
- Ramada Hotels
- Ramada Resorts

"This is truly a monumental agreement that will significantly expand Ramada's special brand of hospitality to thousands of travelers in Germany and Switzerland," said Reas Kondraschow, senior vice president and managing director, Ramada International Hotels & Resorts. "We are delighted to be working with Treff Hotels, which shares our vision for the future and our commitment to guest service and customer value."

Speaking for Treff Hotels, Alexander Fitz, managing director, Treff Hotels AG, said, "We are very happy to find a partner like Ramada International Hotels & Resorts, which has international experience and whose product segmentation and portfolio are comparable to our own. Putting Ramada International's brand standards and reservation system together with our own market experience in Germany and Switzerland will create a successful business relationship."

"This is a significant opportunity for growth in Europe. We expect smaller chains and individual owners to join us as we expand the Ramada brand," said Mr. Kondraschow.

Under terms of the co-branding agreement, the former Treff Hotels will benefit from Marriott International's powerful worldwide sales and marketing distribution network and travel agent programs. Eventually, it is expected to include Marriott's successful MARSHA reservations system.

Additionally, the Treff properties will be able to streamline their operations and introduce Ramada's guest services, which are marketed as "Everything Except Excess." An extensive refurbishment program will be implemented to bring all properties in Treff's current lodging system in line with Ramada International's guest services and security standards.

The development agreement will open new hotels and target existing properties that meet Ramada's safety and quality standards in key gateway cities and regional hubs in Germany and Switzerland.

All of the Ramada-Treff hotels will maintain Ramada International's five pillars, which are: a restful sleep, an invigorating shower, a well-trained staff, an exceptional level of cleanliness and the "Ramada Mornings Breakfast" – a selection that is hot, delicious and easy.

Ramada International, operating outside of North America, is one of Marriott International's 12 lodging brands. Currently, Ramada International properties are located in 13 countries around the world. Treff Hotels and Resorts are located in 80 cities in Germany, Switzerland and Italy.

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TREFF HOTELS is one of Germany's largest hotel chains with almost 100 hotels in Germany, Switzerland and Italy. Founded in 1969 by Helmut Fitz, the privately-held company is based in Bad Arolsen, Germany, which is also home to the company's first

hotel the Treff Hotel Bad Arolsen. Treff also owns and operates hotello Objektaustattungen GmbH, a supply company for hotels. The company's reported earnings in 1999 were DM 492 million.

Note: This press release contains "forward-looking statements" within the meaning of federal securities laws, including statements concerning the timing for and completion of the conversion of the 80 hotels and the development of 50 new hotels, that are not historical facts. The forward-looking statements in this press release are subject to numerous risks and uncertainties which could cause actual results to differ materially from those expressed in or implied by the statements herein.

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MARRIOTT INTERNATIONAL, INC. (NYSE:MAR) is a leading worldwide hospitality company with over 2,000 operating units in the United States and 58 other countries and territories. Marriott Lodging operates and franchises hotels under the Marriott, Renaissance, Residence Inn, Courtyard, TownePlace Suites, Fairfield Inn, SpringHill Suites and Ramada International brand names; develops and operates vacation ownership resorts under the Marriott, Ritz-Carlton and Horizons brands; operates Marriott Executive Apartments; provides furnished corporate housing through its ExecuStay by Marriott division; and operates conference centers. Other Marriott businesses include senior living communities and services, wholesale food distribution, procurement services, and The Ritz-Carlton Hotel Company LLC. The company is headquartered in Washington, D.C., and has approximately 151,000 employees. In fiscal year 1999, Marriott International reported systemwide sales of \$17.7 billion. For more information or reservations, please visit us at www.marriott.com.