



# JW MARRIOTT®

## BRAND FACT SHEET

<b>Brand Overview:</b>	<p><b>JW Marriott</b> is part of Marriott International’s luxury portfolio and consists of beautiful properties and resort locations around the world. These stunning hotels cater to sophisticated, self-assured travelers seeking <b>The JW Treatment™</b> – the brand’s philosophy that true luxury is created by people who are passionate about what they do. JW hotels offer crafted experiences that bring to life the brand’s commitment to highly choreographed, anticipatory service and modern residential design, allowing guests to pursue their passions and leave even more fulfilled than when they arrived. Today there are more than 75 JW Marriott hotels in over 25 countries; by 2020 the portfolio is expected to encompass more than 120 properties in over 35 countries.</p>
<b>History:</b>	<p>The first JW hotel opened in February 1984 on Pennsylvania Avenue in Washington, D.C., as a tribute to Marriott International founder and namesake J.W. Marriott Senior, from his family. The first JW Marriott properties in other regions of the world are:</p> <ul style="list-style-type: none"><li>● Asia—JW Marriott Hotel Hong Kong, 1989</li><li>● Middle East—JW Marriott Hotel Dubai, 1993</li><li>● Latin America—JW Marriott Hotel Mexico City, 1996</li><li>● Europe—JW Marriott Hotel Bucharest, 2000</li></ul>
<b>Target Guest:</b>	<p><b>JW properties</b> cater to sophisticated, self-assured global travelers who are seeking classic luxury and are passionate about culinary, culture and well-being. JW properties appeal to travelers who crave inspiration, the thrill of exploration and connectivity to culture. They seek out experiences and meaningful connections that leave them even more fulfilled than when they arrived.</p>
<b>Competitive Frame:</b>	<p><b>JW Marriott</b> competes with other luxury hotel brands such as Fairmont, Park Hyatt, Shangri-La and Conrad and high-end independent properties.</p>
<b>Development Strategy:</b>	<p><b>JW Marriott</b> hotels are continually and selectively expanding into distinctive city and resort locations throughout the world. Recent landmark openings include JW Marriott Venice Resort &amp; Spa (2015) and JW Marriott Los Cabos Beach Resort &amp; Spa (2016). The brand has a milestone year ahead with more than 10 openings in 2017 in destinations including Singapore, Morocco, Marco Island, FL, and Vancouver. JW is committed to finding new and differentiated ways to engage the luxury traveler through the development of global partnerships, programming, and amenities.</p>
<b>Hotel Attributes</b>	<p><b>The JW brand</b> is highly attuned to the value of intuitive service, providing guests with enriching hotel and resort experiences across the globe. Brand-wide attributes include:</p>

- **Sophisticated design** anchored by awe-inspiring architecture with a highly refined, modern and residential feel.
- **Elevated culinary offerings** ranging from dining destinations helmed by Michelin-starred and James Beard Award-winning chefs to an immersive cooking school in Venice to a world-champion chocolatier in Hong Kong.
- **Luxury wellness offerings** including Spa by JW, brand-wide spa concept that is luxurious yet purposeful with treatments and products designed to address four core benefit states: Calm, Indulge, Renew, and Invigorate.
- **Brand partnerships** with leaders and tastemakers in culinary, culture and well-being, including The Joffrey Ballet, Christie's, and Illy Coffee, to inform various elements of the guest experience

**The JW Marriott portfolio currently includes over 77 properties offering 33,000+ rooms in more than 25 countries.**

### **North America**

- 371-room JW Marriott Atlanta Buckhead, Georgia
- 610-room JW Marriott Hotel Chicago, Illinois
- 296-room JW Marriott Miami, Florida
- 357-room JW Marriott Marquis Miami, Florida
- 494-room JW Marriott New Orleans, Louisiana
- 998-room JW Marriott Orlando Grande Lakes, Florida
- 340-room JW Marriott Grand Rapids, Michigan
- 1,005-room JW Marriott Indianapolis, Indiana
- 772-room JW Marriott Hotel Washington, District of Columbia
- 453-room Camelback Inn, A JW Marriott Resort & Spa, Scottsdale, Arizona
- 884-room Desert Springs, A JW Marriott Resort & Spa, Palm Desert, California
- 514-room JW Marriott Hotel Houston, Texas
- 175-room Le Merigot, A JW Marriott Beach Hotel & Spa, Santa Monica, California
- 545-room JW Marriott Las Vegas Resort & Spa, Nevada
- 950-room JW Marriott Desert Ridge Resort & Spa, Phoenix, Arizona
- 196-room JW Marriott Denver at Cherry Creek, Colorado
- 509-room JW Marriott Essex House New York, New York
- 575-room JW Marriott Starr Pass Resort & Spa, Tucson, Arizona
- 338-room JW Marriott Hotel San Francisco, California
- 221-room JW Marriott The Rosseau Resort & Spa, Toronto, Canada
- 1,002-room JW Marriott San Antonio Hill Country, Texas
- 877-room JW Marriott L.A. LIVE, California
- 298-room JW Marriott Houston Downtown, Texas
- 1,012-room JW Marriott Austin, Texas
- 342-room JW Marriott Minneapolis Mall of America, Minnesota

### **Caribbean & Latin America**

- 312-room JW Marriott Hotel Mexico City, Polanco, Mexico
- 300-room JW Marriott Hotel Lima, Peru
- 150-room JW Marriott Hotel Cusco, Peru
- 448-room JW Marriott Cancun Resort & Spa, Mexico
- 245-room JW Marriott Hotel Rio de Janeiro, Brazil
- 269-room JW Marriott Hotel Caracas, Venezuela
- 310-room JW Marriott Guanacaste Resort & Spa, Costa Rica

- 246-room JW Marriott Bogota, Colombia
- 221-room JW Marriott Mexico City, Santa Fe, Mexico
- 122-room JW Marriott Panama Golf & Beach Resort
- 150-room JW Marriott Hotel Santo Domingo
- 299-room JW Marriott Los Cabos Beach Resort & Spa, Mexico

### **Asia-Pacific**

- 602-room JW Marriott Hong Kong, China
- 320-room JW Marriott Hotel Hangzhou, China
- 561-room JW Marriott Hotel Kuala Lumpur, Malaysia
- 441-room JW Marriott Hotel Bangkok, Thailand
- 496-room JW Marriott Hotel Seoul, South Korea
- 333-room JW Marriott Hotel Jakarta, Indonesia
- 265-room JW Marriott Phuket Resort & Spa, Thailand
- 355-room JW Marriott Hotel Mumbai, India
- 412-room JW Marriott Hotel Surabaya, Indonesia
- 342-room JW Marriott Hotel Shanghai at Tomorrow Square, China
- 588-room JW Marriott Hotel Beijing, China
- 287-room JW Marriott Hotel Medan, Indonesia
- 411-room JW Marriott Hotel Shenzhen, China
- 298-room JW Marriott Khao Lak Resort & Spa, Thailand
- 160-room JW Marriott Chandigarh, India
- 416-room JW Marriott Hotel Pune, India
- 297-room JW Marriott Hotel Bengaluru, India
- 523-room JW Marriott Hotel New Delhi Aerocity, India
- 450-room JW Marriott Hotel Hanoi, Vietnam
- 177-room JW Marriott Dongdaemun Square Seoul, South Korea
- 407-room JW Marriott Hotel Beijing Central, China
- 416-room JW Marriott Hotel Zhengzhou, China
- 115-room JW Marriott Mussoorie, India
- 466-room JW Marriott Chongqing City Centre, China
- 501-room JW Marriott Changfeng Shanghai Park, China
- 353-room JW Marriott Hotel Bao'an, China
- 550-room JW Marriott Mumbai Sahar, India
- 228-room JW Marriott Zhejiang Anji, China
- 1,015-room JW Marriott Macau Galaxy, China
- 300-room JW Marriott Hotel Kolkata, India
- 320-room JW Marriott Hotel Chengdu, China
- 634-room JW Marriott Hotel Singapore South Beach
- 250-room JW Marriott Phu Quoc Emerald Bay Resort & Spa, Vietnam

### **Europe**

- 402-room JW Marriott Bucharest Grand Hotel, Romania
- 494-room Grosvenor House, A JW Marriott Hotel, London, England
- 261-room JW Marriott Cannes, France
- 416-room JW Marriott Hotel Ankara, Turkey
- 243-room JW Marriott Baku, Azerbaijan
- 266-room JW Marriott Venice Resort & Spa, Italy

### **Middle East & Africa**

- 351-room JW Marriott Hotel Dubai, United Arab Emirates
- 1,484-room JW Marriott Marquis Hotel Dubai, UAE
- 313-room JW Marriott Kuwait City, Kuwait
- 428-room JW Marriott Hotel Cairo, Egypt

### **Future Openings:**

**By 2021, the JW Marriott portfolio is expected to increase by 50 hotels, bringing the brand total to over 120 properties in 35 countries.**

### **North America**

- 350-room JW Marriott parq Vancouver, British Columbia, Canada (2017)
- 726-room JW Marriott Marco Island Beach Resort Golf Club & Spa, Florida (2017)
- 166-room JW Marriott Tampa Clearwater Beach, Florida (2018)
- 533-room JW Marriott Nashville Downtown, Tennessee (2018)
- 422-room JW Marriott Savannah Downtown, Georgia (2018)
- 466-room JW Marriott Anaheim Downtown, California (2018)
- 400-room JW Marriott Hotel Dorado Beach, Puerto Rico (2018)
- 250-room JW Marriott Dallas Northpark Center, Texas (2018)
- 250-room JW Marriott Monterrey Colonia del Valle, Mexico (2018)
- 225-room JW Marriott Calgary Downtown, Canada (2019)
- 516-room JW Marriott Orlando Bonnet Creek, Florida (2019)
- 66-residence JW Marriott Residences Escazu, Costa Rica (2020)

### **Asia-Pacific**

- 275-room JW Marriott Jakarta Kemang Village, Indonesia (2017)
- 313-room JW Marriott Dalian, China (2017)
- 345-room JW Marriott Shenyang, China (2017)
- 204-room JW Marriott Jaipur, India (2017)
- 455-room JW Marriott Hotel Guangzhou, China (2017)
- 332-room JW Marriott Xi'an, China (2017)
- 801-room JW Marriott Danang Resort, Vietnam (2018)
- 328-room JW Marriott Xiamen East, China (2018)
- 220-room JW Marriott Palawan Puerto Princesa Resort & Spa, Philippines (2018)
- 300-room JW Marriott Hainan Clear Water Bay Resort & Spa, China (2018)
- 345-room JW Marriott Resort & Spa Kunming Yangzonghai Lake, China (2018)
- 340-room JW Marriott Jakarta West St. Moritz, Indonesia (2018)
- 276-room JW Marriott Yinchuan Genyuan, China (2018)
- 309-room JW Marriott Taiyuan, China (2019)
- 495-room JW Marriott Marquis Shanghai Pudong, China (2019)
- 700-room JW Marriott Dhaka, Bangladesh (2019)
- 305-room JW Marriott Hotel Suzhou, China (2020)
- 189-room JW Marriott Phuket Resort & Spa Chalong Bay, Thailand (2020)
- 320-room JW Marriott Vinh Hoi Bay Resort & Spa, Vietnam (2020)
- 150-room JW Marriott Nara, Japan (2020)
- 344-room JW Marriott Nanjing, China (2020)
- 250-room JW Marriott Colombo, Sri Lanka (2020)
- 130-room JW Marriott Hangzhou Xianghu Lake Resort & Spa, China (2020)
- 300-room JW Marriott Changsha Riverside, China (2021)
- 300-room JW Marriott Hotel Ji'nan, China (2021)
- 349-room JW Marriott Foshan, China (2021)

- 350-room JW Marriott Chengdu South, China (2021)
- 350-room JW Marriott Xi'an South, China (2021)

#### **Middle East & Africa**

- 176-room Tamuda Bay Resort, Morocco (2017)
- 320-room JW Marriott Hotel Jeddah, Saudi Arabia (2018)
- 400-room JW Marriott Cairo Mena House, Egypt (2018)
- 299-room JW Marriott Doha, Qatar (2019)
- 113-residence JW Marriott Serviced Apartments Doha (2019)
- 305-room JW Marriott Muscat Convention Center, Oman (2019)
- 307-room JW Marriott Casablanca Marina, Morocco (2020)
- 376-room JW Marriott Manama, Bahrain (2020)
- 50-residence JW Marriott Serviced Apartments Jeddah, Saudi Arabia (2020)

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