

SPEAKER

CLAUS SENDLINGER

FOUNDER & CEO
of Design Hotels™

9.30 AM — 10.00 AM

The New Culture of Collaboration

On a snowy Paris evening in 2008, Travis Kalanick and Garrett Camp had trouble hailing a cab. So they came up with a simple idea—tap a button, get a ride.

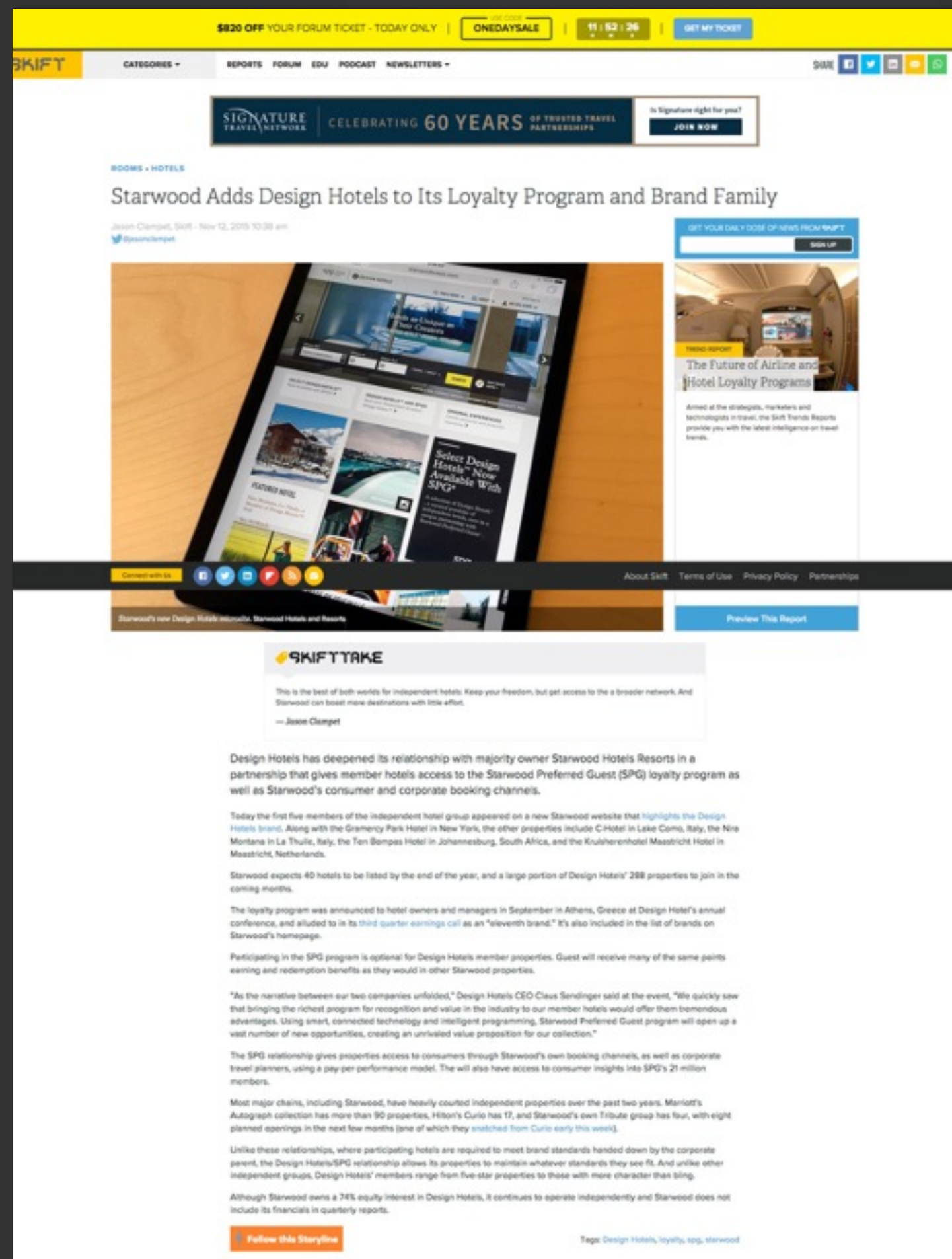
What started as an app to request premium black cars in a few metropolitan areas is now changing the logistical fabric of cities around the world. Whether it's a ride, a sandwich, or a package, we use technology to give people what they want, when they want it.

For the women and men who drive with Uber, our app represents a flexible new way to earn money. For cities, we help strengthen local economies, improve access to transportation, and make streets safer. When you make transportation as reliable as running water, everyone benefits. Especially when it's snowing outside.

A woman is walking from left to right across a room. The floor is covered in a black and white checkered tile pattern. In the background, a light-colored wall is densely decorated with numerous small, black-and-white framed photographs of various subjects, including people and buildings. A long, dark wooden bench is positioned against the wall. On either side of the bench, there is a tall, ornate, dark metal candelabra with multiple candle holders. The woman is wearing a dark top and dark pants, and her motion is blurred.

 **DESIGN HOTELS™**

starwood
Hotels and
Resorts



„This is the best of both worlds for independent hotels: Keep your freedom, but get access to the a broader network. And Starwood can boast more destinations with little effort.“

— JASON CLAMPET



To create an unrivaled global COMMUNITY for DESIGN,
ARCHITECTURE and CULTURE and become the DEFINITE SOURCE OF
ORIGINAL HOSPITALITY EXPERIENCES.

221

PARTICIPANTS

168

HOTELS

111

DESTINATIONS



New Arrivals

26 NEW MEMBER HOTELS
WORLDWIDE

AMERICAS



NEW IN USA

THE ROBEY Chicago



NEW IN USA

THE ROBEY

69 Rooms



NEW IN USA

THE DWELL Chattanooga



NEW IN USA



THE DWELL

16 Rooms

NEW IN USA

SCRIBNER'S CATSKILL LODGE

Hunter



NEW IN USA

SCRIBNER'S CATSKILL LODGE

38 Rooms



NEW IN MEXICO

DOS CASAS HOTEL

San Miguel de Allende



NEW IN MEXICO

DOS CASAS HOTEL

12 Rooms



NEW IN BOLIVIA

ATIX HOTEL

La Paz



NEW IN BOLIVIA

ATIX HOTEL

53 Rooms



EUROPE



COPENHAGEN

MANCHESTER

VILNIUS

PARIS

GSTAAD

ASCONA

SAINT-RAPHAËL

PIENZA

LISBON

MONFORTE

IBIZA

PALMA DE MALLORCA

SANTIAGO DO CACÉM

PONTA DELGADA

MONCARAPACHO

SERIFOS

NEW IN DENMARK

NOBIS KPH Copenhagen



NEW IN DENMARK

NOBIS KPH 75 Rooms



NEW IN UK

ODDFELLOWS ON THE PARK Manchester



NEW IN UK

ODDFELLOWS ON THE PARK 22 Rooms



NEW IN LITHUANIA



ARCHER HOTEL

Vilnius

NEW IN LITHUANIA

ARCHER HOTEL

105 Rooms



NEW IN FRANCE

LE ROCH HOTEL & SPA

Paris



NEW IN FRANCE



LE ROCH HOTEL & SPA

37 Rooms

NEW IN FRANCE

LES ROCHES ROUGES

Saint-Raphaël



NEW IN FRANCE

LES ROCHES ROUGES

50 Rooms



NEW IN SWITZERLAND



HUUS GSTAAD

Gstaad

NEW IN SWITZERLAND

HUUS GSTAAD

136 Rooms



NEW IN SWITZERLAND



GIARDINO ASCONA

Ascona

NEW IN SWITZERLAND

GIARDINO ASCONA

77 Rooms



NEW IN SPAIN

NAKAR HOTEL

Palma de Mallorca



NEW IN SPAIN

NAKAR HOTEL

57 Rooms



NEW IN SPAIN

LA GRANJA IBIZA

Ibiza



NEW IN SPAIN

LA GRANJA IBIZA

10 Rooms



NEW IN PORTUGAL

TORRE DE PALMA

Monforte



NEW IN PORTUGAL

TORRE DE PALMA

18 Rooms



NEW IN PORTUGAL

MEMMO PRINCIPE REAL

Lisbon



NEW IN PORTUGAL

MEMMO PRINCIPE REAL

41 Rooms



NEW IN PORTUGAL

ALTIS BELÉM

Lisbon



NEW IN PORTUGAL

ALTIS BELÉM

50 Rooms



NEW IN PORTUGAL

CAMINHOS DE SANTIAGO

Santiago do Cacém



NEW IN PORTUGAL

CAMINHOS DE SANTIAGO

35 Rooms



NEW IN PORTUGAL

VILA MONTE Moncarapacho



NEW IN PORTUGAL

VILA MONTE

55 Rooms



NEW IN PORTUGAL

AZOR Ponta Delgada



NEW IN PORTUGAL

AZOR 123 Rooms



NEW IN ITALY



LA BANDITA TOWNHOUSE

Pienza

NEW IN ITALY

LA BANDITA TOWNHOUSE

12 Rooms



NEW IN GREECE

COCO-MAT ECO RESIDENCES SERIFOS Serifos



NEW IN GREECE

COCO-MAT ECO RESIDENCES SERIFOS 10 Rooms



AFRICA



NEW IN TANZANIA

ZURI ZANZIBAR

Zanzibar



NEW IN TANZANIA

ZURI ZANZIBAR

65 Rooms



NEW IN MAURITIUS

SHANTI MAURICE

Chemin Grenier



NEW IN MAURITIUS

SHANTI MAURICE

61 Rooms

अज्ञान' में रहने से ससार
'चार्ज' होता है और 'ज्ञान' में
रहने से 'डिस्चार्ज' हो जाता है
सिद्धि की 'मज्जा' उठाना तो भयंकर
की मज्जा उठाने से कामान है, फिर
चाहे वह गधा ही क्यों न हो मगर
'आफ्टरऑल' क्या है ? 'भगवान' है
मनुष्यगति में आने के बाद स्व-स्वभाव
में रहकर 'विसर्जन' (डिस्चार्ज) में
दखल न दें तो मोक्ष ही मिलता है
अन्य था दूसरी गति मिलती है

Life
isn't about
Waiting
for the storm
to pass,
it's about
learning
to dance
in the rain

YES
I'VE
MADE
MISTAKES
LIFE
DIDN'T
COME
WITH
INSTRUCTIONS



ASIA



TAIPEI

NIIGATA

NEW IN JAPAN

SATOYAMA JUJO

Niigata



NEW IN JAPAN

SATOYAMA JUJO

12 Rooms



NEW IN TAIWAN

HOTEL PROVERBS TAIPEI

Taipei

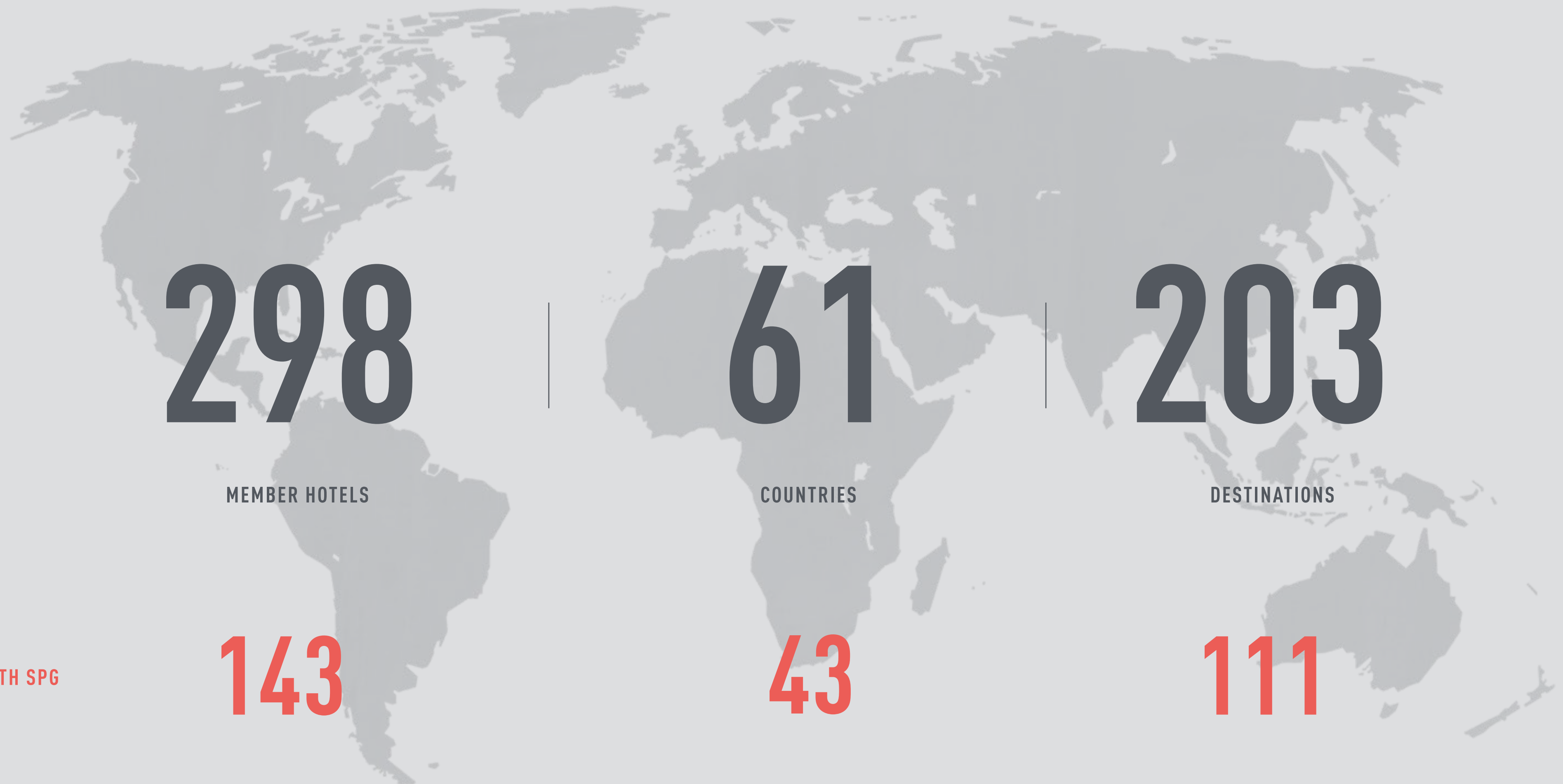


NEW IN TAIWAN

HOTEL PROVERBS TAIPEI

42 Rooms





298

MEMBER HOTELS

61

COUNTRIES

203

DESTINATIONS

143

43

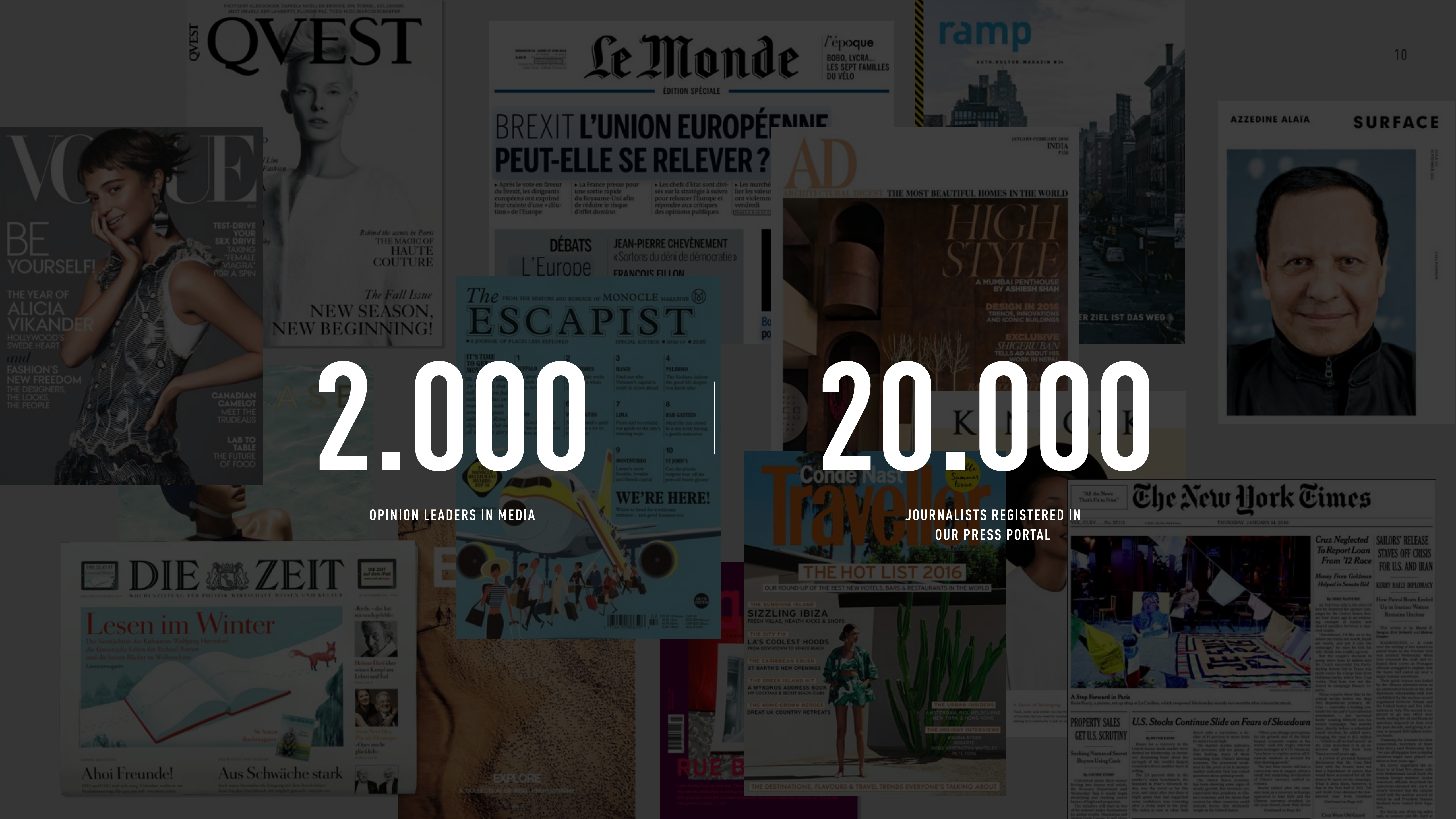
111

SIGNED WITH SPG



2000

ARTICLES



20.000

OPINION LEADERS IN MEDIA

JOURNALISTS REGISTERED IN
OUR PRESS PORTAL





EXCHANGE EVENTS

12

INTELLECTUAL DISCOURSE

*Carlos Magdalena,
aka “the Plant Messiah”*

CULINARY

*British canapés concept by
Caroline Gardiner & Alan Lucas*

PERFORMANCE

280 clients & 40 Hotels

LOCATION

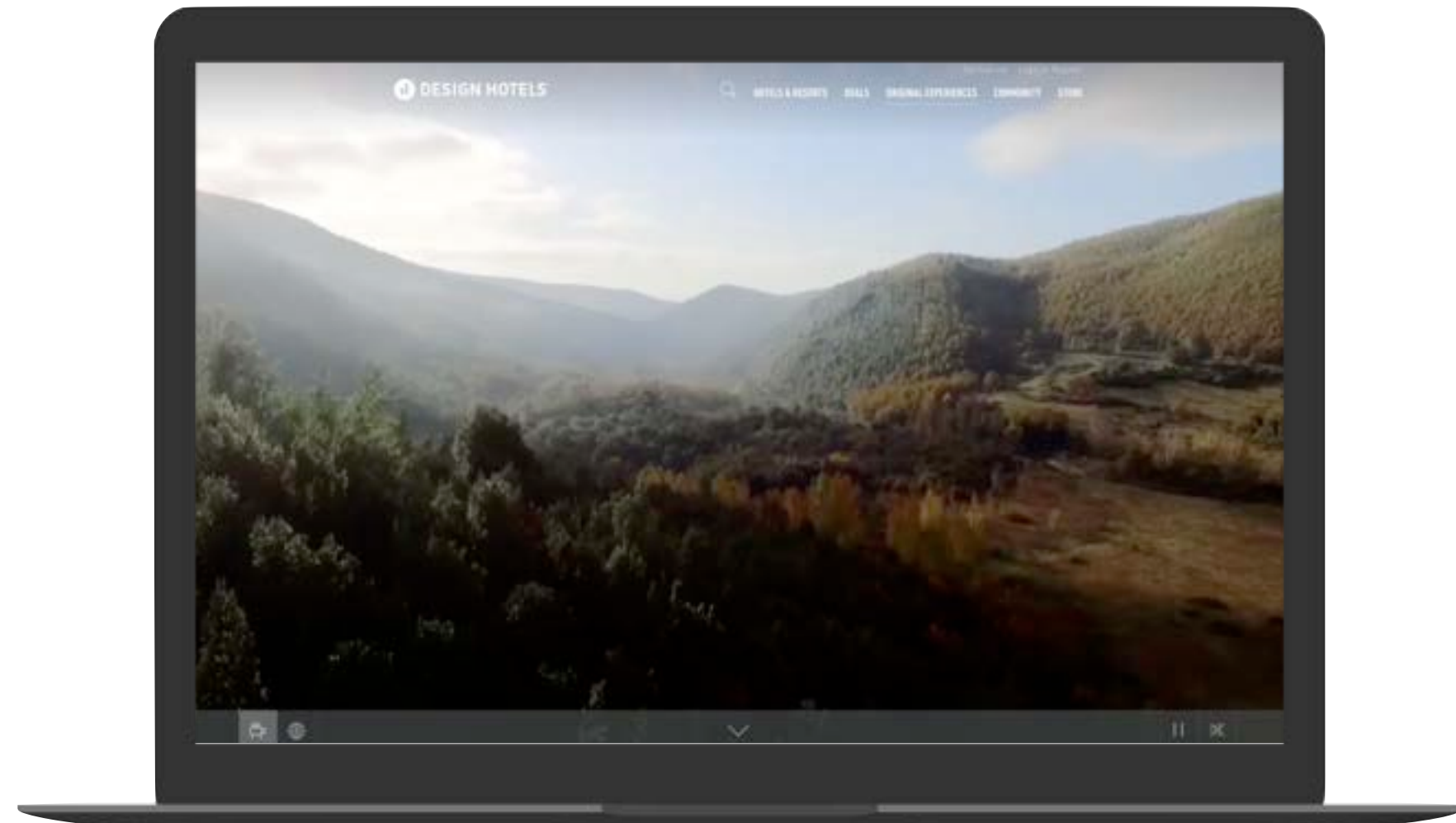
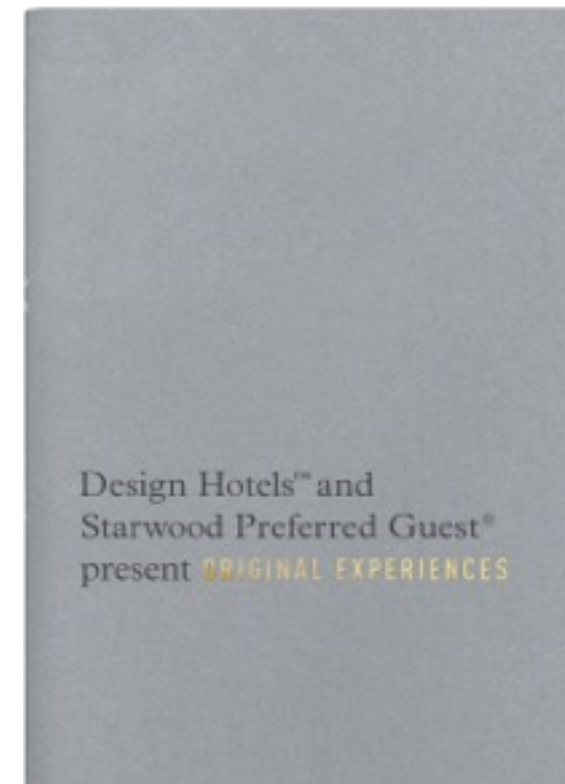
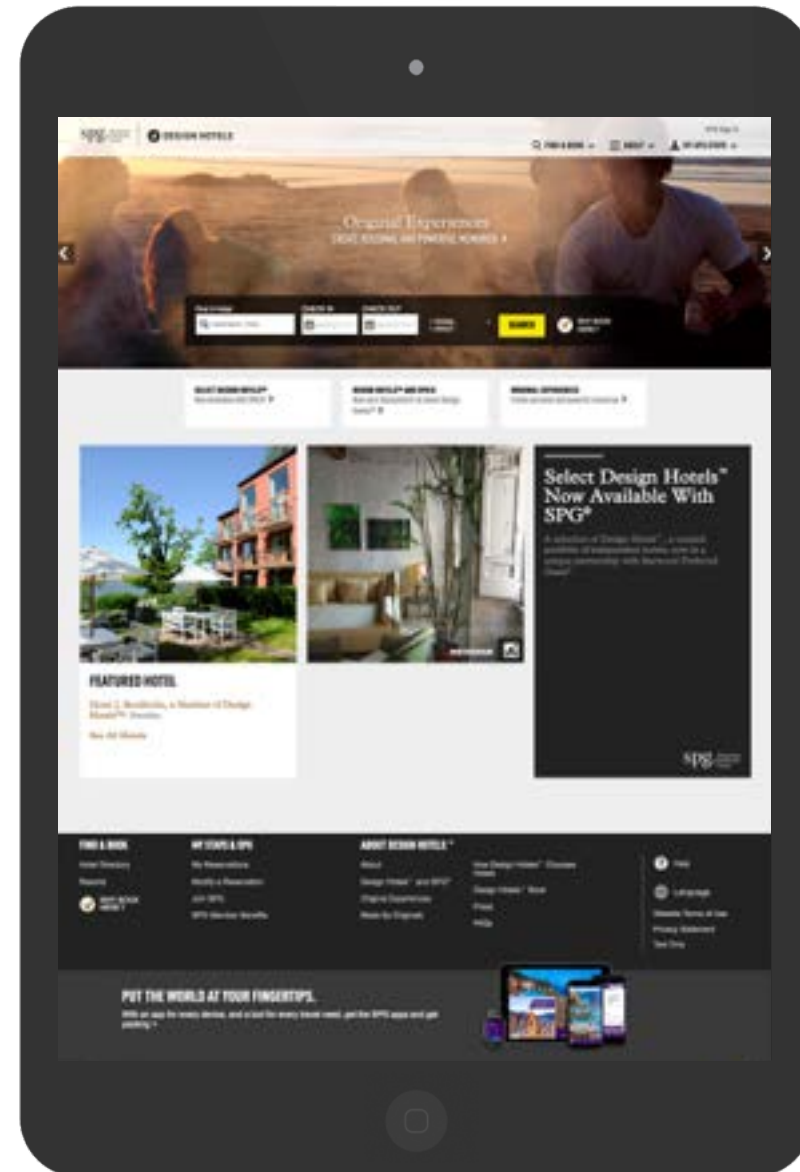
*Banking Hall,
London, UK*

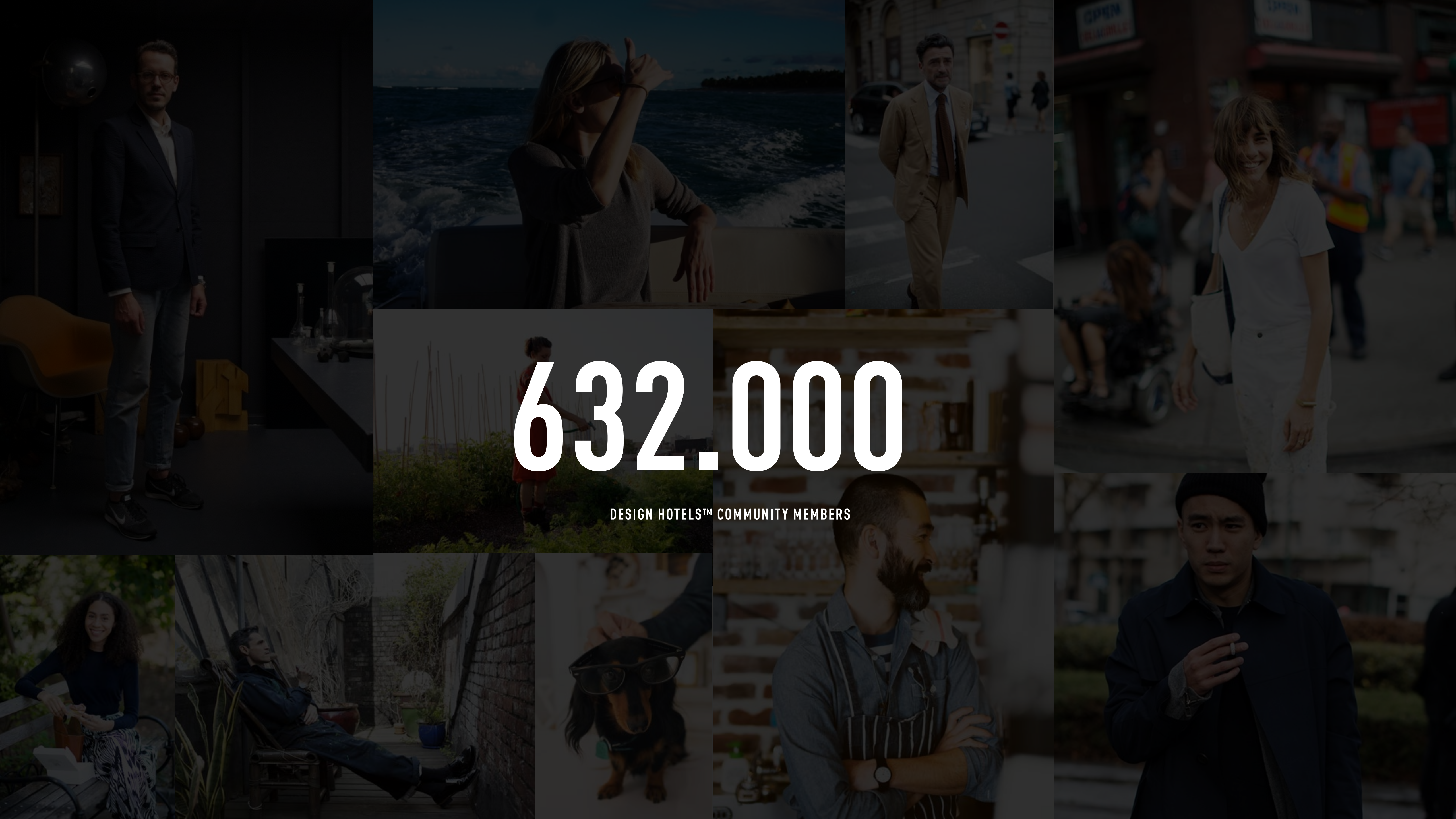


18.000 | 33.000

TRAVEL AGENCIES

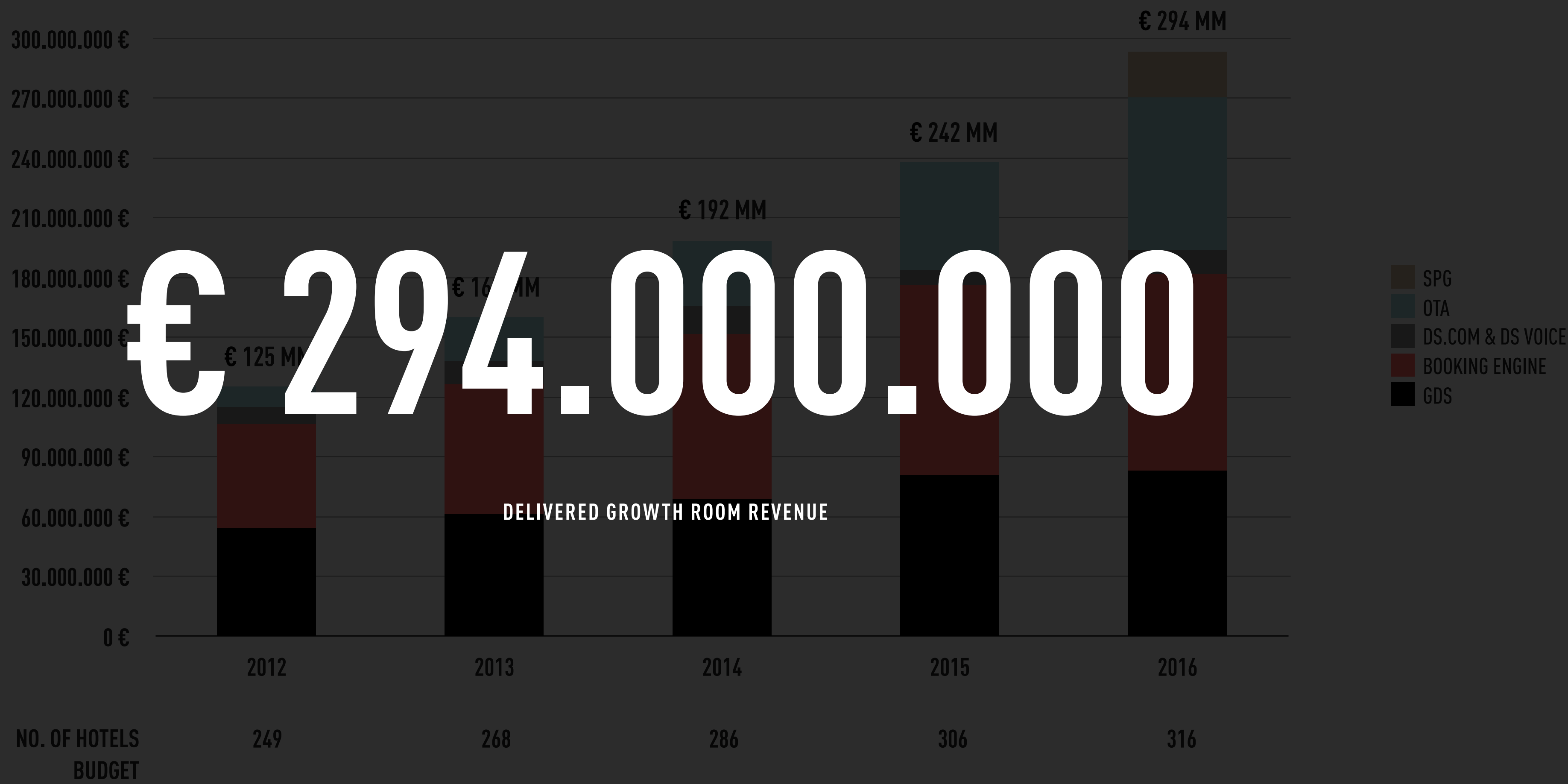
TRAVEL AGENTS





632.000

DESIGN HOTELS™ COMMUNITY MEMBERS



In an ever changing distribution landscape

VOICE
(CCC & PROPERTY)

Revenue \$230B+
Growth (-4%)

GDS
CORPORATE

Revenue \$120B
Growth 3-5%

ONLINE OTA'S

Revenue \$45B
Growth 10-15%

SEARCH
META SEARCH
NEW ENTRANT

Revenue Initiating
Growth ??

LEISURE
FIT & MASS MARKET

Revenue \$80B
Growth 1-3%

BRAND OR HOTEL
BOOKING ENGINE

Revenue \$115B
Growth 20%

MOBILE

Revenue \$15B
Growth 100%