SELECTION OF HOTELIERS WHO ATTEND (2011-2017)

Moran Hotels / Abbey Hotel Bath / Ellenborough Park / M by Montcalm / Tulip House AS / CitizenM Hotels / Belgraves Hotel / Bespoke Hotels / Accor Hotels / Hotel X anadu / The Montcalm / Star Hotels / The Leonard / The House Hotel / The Arch Hotel / Youngs Hotels / O'callaghan Hotels / Qbic Hotels / Euro Hotels Group / Icelandair Hotels / Powercourt Hotel / Best Western / Hotel Gotham / The Beaumont / Ruby Hotels / The Bingham / Andaz London / Rudding Park / La Suite West / The Goring / The Northcote / Carnarvon hotels / Mama Shelter / The Wellesley / Moxy Hotels / Bermondsey Square hotel / Berns hotel / Devonshire Hotels / Drakes / hotel Hilton / Standard Hotels / Great Northern hotel / Eden Hotel Collection / Flemings Mayfair / Hotel TerraVina / The Edinburgh Collection / Morgan Hotels / The Hospital Club / The Caledonian Club / Town Hall Hotel / Campbell Gray Hotels / Sands hotel / Malmaison / Hotel du Vin / Lifehouse Spa and hotel / Hotel Verta / Watergate Bay / Pelham hotel / Sanctum on the green / Eccleston Square / The Gore hotel / Hotel Football / The Stafford / St James' / London EDITION / The Hoxton / South Place hotel / Swire Hotels / Living Rooms / Bedruthan hotel / The Scarlett hotel / The Arch hotel / Red Carnation Hotels / Café Royal / CitizenM Hotels / The Beckford Arms / The Idle Rocks / The Laslett / The Draycott / Cheval Residences / Ellenborough Park / The Ritz / Georgian House / Farncombe Estate / Firmdale / Knightsbridge Hotel / The Ned London / Abel Heywood / The Mandeville Hotel / Raithwaite Hotel / Danesfield House / The Mandrake Hotel / The Cottage in the Wood / Des Lux Hotel / Zetter and Zetter Townhouse / Nobu Hotel Shoreditch / The Athenaeum Hotel / The Lalit London / Hotel Sezz Hotels / Rivonia B&B / The Imperial Hotel / Cedar Manor / The Hari Hotel and many more...

TYPICAL ATTENDEES

- Property developers and brokers
- · Lifestyle and fashion brands
- · Travel and distribution agents
- Luxury hotel amenity suppliers
- Tourist boards
- · Groups and associations
- Bloggers
- Press
- Private members clubs
- Lawyers
- Asset managers
- Spa operators
- Lifestyle and concierge companies
- PR / sales and marketing companies
- Investors
- Recruitment and executive search companies
- · Lenders / private equity/ venture capitalists
- Destination management companies
- Software and technology companies
- Designers and architects

PREVIOUS EXHIBITORS

Collection / World Hotels / Guest Amenities /
Molton Brown / Guestline / Energy Renewals /
ReviewPro / Cru Kafe / Guest Revu / Preferred
Hotels & Resorts / Nestle / Roche Bobois /
Change The Picture / Kimpton and Hotel Indigo /
SDI – Scottish Development International /
The Montcalm Luxury Hotels / Luxury Hotels
Group / Bespoke Hotels / Avvio / HVS / Elizabeth
Marsh Floral Design / Harry Specters / Digital
Hotelier / Qdos / Taplanes / Lightspeed /
Wandsworth Group and many more...

AvailPro / Bespoke Hotels / The Arch / Autograph



Contact Katie Houghton for a more detailed breakdown of our users, eshot, web advertising and event packages to suit your needs.

Katie Houghton Head of Sales +44 (0)7535 135116 Katie@internationalhospitality.media ONLINE SALES, CONFERENCE AND EXHIBITION Commercial Department +44 (0)208 340 7989 info@internationalhospitality.media



Sponsorship Prospectus Boutique and Lifestyle Hotel Summit 2018

21-22 May, 2018 The Montcalm, Marble Arch, London

NEW FOR 2018

- THE 2ND BOHO GUEST EXPERIENCE AWARDS SPONSORED BY GUESTREVU
- BESPOKE EVENT APP · INDUSTRY SENTIMENT SURVEY REPORT









EDUCATIONAL PARTNER

'INCORPORATING THE ONLY INDUSTRY **AWARDS "JUDGED" BY** THE GUESTS'





I am delighted to have spent the last five years as editor of BoutiqueHotelNews.com since launch - the hotel news, comment and information resource for boutique, lifestyle and hybrid properties.

Boutique and Lifestyle Hotels have outperformed the broader hotels industry, with REVPAR growing at an average annual rate of 5.6% over the past five years to 2016*, thanks to consumers increasingly demanding accommodations with unique offerings. Over the next five years to 2022, revenue is projected to increase further.

Take the opportunity to engage, network and do business at Europe's only business to business Boutique and Lifestyle Hotel Summit. Meet 250+ senior hotel professionals including **hotel owners, general managers, hotel managers, operators, investors, developers and suppliers**. Discover the very latest information and trends in sales, marketing, branding, owning and investing, finance, design and much more.

Join me and top industry professionals at the boutique and lifestyle hotel conference of the year!

Senje Cur

George Sell, Boutique Hotel News editor George@boutiquehotelnews.com









* Boutique Hotels Market Research Report, IBISWorld Aug 2016 Content correct on publication, subject to change

NEW FEATURES FOR 2018 INCLUDE:

- THE 2ND BOHO GUEST EXPERIENCE AWARDS SPONSORED BY GUESTREVU
- INDUSTRY SENTIMENT SURVEY REPORT
- DRAGON'S DEN PITCHES

BESPOKE EVENT APP

WHY GET INVOLVED?

As a sponsor of BLHS 2018, you will be in a privileged position to promote your services to luxury, boutique and lifestyle hotel owners, operators and managers. In addition, the audience provides access to leading hoteliers, developers, investors, bankers, advisors, service providers and other stakeholders, widening the reach of your product or service.

MAIN SPONSORSHIP PACKAGES

| Benefits | Platinum Sponsor | Gold Sponsor | Silver Sponsor |
|--|---------------------|-----------------|-------------------|
| Membership of the Boutique and Lifestyle Summit Advisory Board | ~ | ✓ | ✓ |
| Free registrations (including speakers if invited) | 6 | 3 | 2 |
| Recognition of type of Sponsor on Boutique and Lifestyle Summit website, including link to Sponsors website, prior to conference | PLATINUM | GOLD | SILVER |
| Recognition signage of type of Sponsor in General Session room | PLATINUM | GOLD | SILVER |
| Table space in Exhibit Room with priority location | 3m x 2m | 2m x 2m | 2m x 2m |
| Company name listed on all official press releases | ✓ | * | ~ |
| Advertisement in the Event Guide | FULL PAGE | FULL PAGE | HALF PAGE |
| Discount on BoutiqueHotelNews.com advertising, 3 months prior and 3 months post event | 50% | 25% | 25% |
| Logo placed on all primary marketing and promotional communications | ✓ | * | ~ |
| Recognition from podium of type of Sponsor during opening remarks | √ | √ | ✓ |
| A list of attendees (incl. emails) 2 weeks/1 week prior and full list post conference | ✓ | 4 | х |
| PR written and distributed to trade press | ✓ | * | х |
| Reserved Sponsors area at conference lunch | ✓ | х | х |
| Social Media Mentions | ✓ | ~ | 4 |
| Cost: | £12,500 | £8,500 | £6,500 |

SELECTED SPONSORS. EXHIBITORS AND SPEAKERS HAVE INCLUDED:



















ANDREW SHAW AVP Hotel Development at InterContinental Hotels Group



ANNE DOLAN Founder and owner, Clink Hostels



BRUNO HAID CEO, Roam Co-Living



EVA BACHMANN Director Acquisitions and Strategy Meininger Hotels



FRANK REEVES CEO. Avvio























JOSH LITTMAN EMEA Vice President of Development for Hotels & Casinos, Hard Rock International



MARION RUDLOFF Sr Manager, Hotel Partnerships EMEA, TripAdvisor



SIMON TAYLOR Head of Business Development. International Restaurants at Condé Nast Internationa



ZHONG XU Director of Hospitality Product at Lightspeed

















TESTIMONIALS

- "I'm amazed. Every single speaker has been phenomenal. Meeting other hotel owners to share tips, and having access to service providers I wouldn't normally meet has been really good for me." - Nikki Swart, co-owner, Rivonia B&B
- "The conference has been great, really enjoyable, and I've learned a lot."
- Neeraj Handa, director, The Cairn Group
- "It's been great to network with other people within the industry. The tours were really interesting and the conference gives you a great opportunity to find out what's going on in the sector. After our New Owners panel, the three of us sat down for an hour and discussed how we can help each other." - Nick Davies, co-owner, The Cottage in the Wood
- "The Summit provided valuable insight into the hotel industry and the challenges faced by operators. It also provided a forum to exchange ideas and engage with operators you might not get the chance to see day to day." - Alison Sawyer, co-founder SALT Restaurant Marketing Ltd
- "The event was a great opportunity to build relationships with other attendees within the industry over the two days, something you rarely find at larger events." - Chris Zair, Business Development Manager EMEA, Local Measure

WHY GET INVOLVED?

Building Brand Awareness

Access to the attendee list prior to the event

Face to Face engagement with key decision makers, allows you to develop quality business relationships with potential purchasers.

Opportunity to demonstrate thought leadership as a speaker

Exclusive video interview on the day

Pre event exposure in all marketing material with inclusion on website, email notifications to database of sponsorship status and press releases

> Promotion of your brand during the event through the delegate pack and within the exhibition area to a highly targeted audience

Exposure to opt-in database of 16,500+ subscribers

Network with your industry

Developing Sales Leads

Build your database -BLHS provides a highly targeted sales arena to sell and promote your brand and services with budget responsible potential purchasers.

Editorial coverage on market leading BoutiqueHotelNews.com

Invite to sponsors dinner

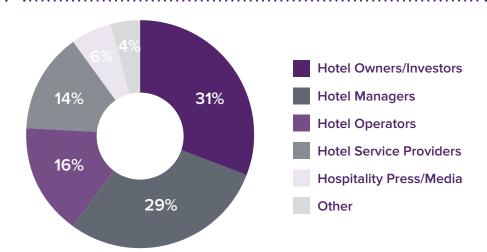
SOCIAL:

11,600+

@BOHONEWS **#BOHOSUMMIT #BOHOAWARDS**

in 10,000+

AUDIENCE PROFILE:



EVENT BROUGHT TO YOU BY:

OUR OTHER EVENTS:















SPONSORSHIP BOOKING FORM

| Company Name: | Telephone: | | |
|---|---|--|--|
| Contact Name: | Email: | | |
| Position in Company: | Invoice Contact: | | |
| Address: | | | |
| | Postcode: | | |
| SPONSORSHIP PACKAGES | ADDITIONAL SPONSORSHIP OPPORTUNITIES | | |
| Platinum Sponsor - £12,500 | Cocktail Reception Sponsor - £4,000 (inclusive of drinks) | | |
| Gold Sponsor - £8,500 | VIP / Press Blogger Lounge Sponsor - £3,000 Sponsors Session (exclusive) - £3,000 Seat Back Covers Sponsor (Exclusive – up to 250) £3,000 (excludes production costs) | | |
| Silver Sponsor - £6,500 | | | |
| Attached are our terms and conditions. Please read and tick box to accept them. | Business Card Swap Sponsor - £2,500 Coffee Area Sponsor - £2,500 Delegate Note Pads Sponsor - £2,500 (excludes production cost) Delegate Material Bags Sponsor - £2,500 (excludes production cost) | | |
| I confirm that I am authorized by my company to sign this contract. | | | |
| Signed: | Hotel Amenities Sponsor - £2,500 New Media Sponsor - £2,500 | | |
| Dated: | New Media and Twitter feed Sponsor - £2,500 Delegate List Sponsor - £2,500 Delegate Badges Sponsor - £2,500 Breakfast Sponsor - £1,500 | | |

Please return this form via email to: info@boutiquehotelnews.com Please also include company logo in high definition, a brief company profile, website URL and Twitter handle.

Turn the page to complement your sponsorship



- Seat Back Covers Sponsor (Non-Exclusive up to 50)
- £1,500 (excludes production costs)
- Delegate Lanyards Sponsor £1,500 (excludes production cost)
- Delegate Pens Sponsor £1,000 (excludes production cost)
- Panel Session Sponsor £1,000
- Seat drop literature £1,000
- Delegate bag insert £500

(All Sponsorships of £3,000 or more include the option of 2m x 2m exhibitor space)



Contact Katie Houghton for a more detailed breakdown of our users, eshot, web advertising and event packages to suit your needs. Katie Houghton Head of Sales +44 (0)7535 135116 Katie@internationalhospitality.media

ONLINE SALES, CONFERENCE AND EXHIBITION **Commercial Department** +44 (0)208 340 7989 info@internationalhospitality.media International Hospitality Media teamed up with GuestRevu and Glion Institute of Higher Education to launch "the BoHos" - the Boutique Hotel Guest Experience Awards. The inaugural ceremony took place on the first evening of the 2017 Boutique and Lifestyle Hotel Summit, attracting 150+ entries from around the world.

The BoHos reward the boutique, lifestyle and hybrid hotels who provide the very best in guest experiences. The **no cost to enter awards** are unique in that the winners are decided, not by judges, but by **the hotels' guests**, using a combination of aggregated verified guest feedback from review sites and booking engines worldwide, and direct guest feedback via questionnaires. Each has a 50 per cent weighting in a hotel's overall score to give a true picture of the guest experience provided.



SPONSOR

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Join us as a 2018 sponsor at this unique event, packages available from £2,500

SPONSORSHIP PACKAGES

Package 1 – In Partnership with £20.000

Platinum Sponsor at Boutique and Lifestyle Hotel Summit (worth £12,500)

8 x tickets to Boho Awards

Branding throughout awards and on screen

Pre, during and post event marketing

Sponsor representative to hand out award

Promo gifting (additional cost) at event

Speed Networking participation

Social media support

Full contact details supplied of award entrants and Summit attendees

4 x e-blast to all attendees (2 x pre and 2 x post event)

Package 2 – In Partnership with £15.000

Gold Sponsor at Boutique and Lifestyle Hotel Summit (worth £8.500)

6 x tickets to Boho Awards

Branding throughout awards and on screen

Pre, during and post event marketing

Sponsor representative to hand out award

Promo gifting (additional cost) at event

Speed Networking participation

Social media support

Full contact details supplied of award entrants and Summit attendees

 $2 \times e$ -blast to all attendees ($1 \times pre$ and $1 \times post$ event)



Package 3 – In Partnership with £10,000

Silver Sponsor at Boutique and Lifestyle Hotel Summit (worth £6,500)

6 x tickets to Boho Awards

Branding throughout awards and on screen

Pre, during and post event marketing

Sponsor representative to hand out award

Promo gifting (additional cost) at event

Speed Networking participation

Social media support

1 x e-blast to all attendees

Package 4 – Sponsors of **£5.000**

2 x tickets to Boutique and Lifestyle Hotel Summit

4 x tickets to Boho Awards

Branding throughout awards and on screen

Pre, during and post event marketing

Sponsor representative to hand out award

Promo gifting (additional cost) at event

Speed Networking participation

Social media support

1x e-blast to all attendees post event

Package 5 – Supported by £2,500

1 ticket to Boutique and Lifestyle Hotel Summit 2 x tickets to Boho Awards
Branding throughout awards and on screen
Pre, during and post event marketing
Sponsor representative to hand out award
Promo gifting option (additional cost)
Speed Networking participation
Social media support

UK COUNTRY AND COASTAL 1 - 20 ROOMS

Cedar Manor Hotel, Windermere, Cumbria

WINNER

Forest Side Hotel, Grasmere, Cumbria

Hipping Hall, Kirby Lonsdale, Cumbria

The Old Quay House Hotel, Fowey, Cornwall

Sweeney Hall Hotel, Oswestry, Shropshire

UK COUNTRY AND COASTAL 21 - 50 ROOMS

Coed-Y-Mwstwr Hotel, Bridgend, Vale of Glamorgan

> Glenesk Hotel, Edzell, Angus

WINNER

Hogarths Hotel, Dorridge, West Midlands

> Oak Royal Hotel, Chorley, Lancashire

The Valley, Truro, Cornwall

UK COUNTRY AND COASTAL 51+ ROOMS

The Imperial Hotel, Llandudno, Conwy

Old Thorns Manor, Liphook, Hampshire

Raithwaite Estate, Whitby, Yorkshire

WINNER

UK CITY 1 - 20 ROOMS

The Abel Heywood, Manchester

WINNER

Hotel Bosco, Surbiton

UK CITY 21 - 50 ROOMS

B&B Belgravia

B&B Edinburgh

B&B York

The Draycott, London

WINNER

The Royal Park, London

UK CITY 51+ ROOMS

The Georgian House, London
Hotel Indigo York
INNSIDE by Melia, Manchester

The Lalit London

WINNER

The Montcalm Marble Arch, London

INTERNATIONAL 1 - 20 ROOMS

Derwent House, South Africa

Leopard Mountain Safari Lodge, South Africa

Klaserie Sands River Camp, South Africa

WINNER

Scale Suites Luxury Apartments, Greece

Tongabezi Lodge, Zambia

INTERNATIONAL 21 - 50 ROOMS

Anta Boga Hotel, South Africa

De Hoek Country Hotel, South Africa

Ghost Mountain Inn, South Africa

Rivonia Bed & Breakfast, South Africa

WINNER

Villa Samadhi Kuala Lumpur, Malaysia

INTERNATIONAL 51+ ROOMS

Anantara Hua Hin Resort, Thailand

Hotel Indigo Krakow, Poland

Hotel Indigo Rome, Italy

Hotel Indigo St Petersburg, Russia

WINNER

Treasury on Collins, Melbourne, Australia

OVERALL WINNERS

UK Cedar Manor **International** Hotel Indigo St Petersburg



SPONSORSHIP BOOKING FORM

| Company Name: | Telephone: |
|--|--|
| Contact Name: | Email: |
| Position in Company: | Invoice Contact: |
| Address: | |
| | Postcode: |
| SPONSORSHIP PACKAGES | |
| Package 1 – In Partnership with - £20,000 Package 2 – In Partnership with - £15,000 | Attached are our terms and conditions. Please read and tick box to accept them. I confirm that I am authorized by my |
| Package 3 – In Partnership with - £10,000 Package 4 – Sponsors of - £5,000 | company to sign this contract. Signed: |
| Package 5 – Supported by - £2,500 | Dated: |

Please return this form via email to: info@boutiquehotelnews.com
Please also include company logo in high definition, a brief company profile, website URL and Twitter handle.



SPONSORSHIP TERMS AND CONDITIONS

1. Definitions

For these terms and conditions the conference organisers, International Hospitality Media (IHM), will be referred to as "The Organisers". The term "Summit" means the event detailed online at http://www.boutiquehotelsummit.com, the term 'Awards' refers to the event detailed online at http://www.boutiquehotelsummit.com/awards/ about-bohos/ and the term "Sponsor" means the company, firm or person described in these Terms & Conditions who have signed the Sponsorship Agreement "Contract".

2. General Terms and Conditions

The person or persons signing the Contract shall be deemed to have full authority to do so on behalf of the Sponsor. The Contract and these Terms and Conditions shall be construed in accordance with English law and the Parties hereby submit to thejurisdiction of the English Courts.

3. Cancellation of Conference

3.1 The Organisers reserve the right to postpone or cancel the Summit/ Awards. In the event of a decision to postpone the Summit/Awards, the Organisers will immediately contact the Sponsor with the new date and will agree with the Sponsor that the Organiser should hold the Sponsorship money against a future event. The Organisers reserve the right to relocate the Summit/Awards to another venue without changing the terms of Sponsorship. The Sponsor does not have the authority to demand cancellation of the event. In the event of cancellation with no new date rescheduled, the Organisers will return Sponsorship money.

3.2 If the Summit/Awards attracts fewer delegates than anticipated by either the Organisers or the Sponsor, no refund will be given. Similarly, if the event attracts more delegates than anticipated by either the Organisers or the Sponsor, there will be no additional charge incurred by the Sponsor.

4. Payment Terms

Upon acceptance of the Contract an invoice for the full amount will be issued and is payable immediately. Under no circumstances will a Sponsor be allowed to participate in the Summit/Awards and the benefits outlined in the Contract will be withdrawn, if any Summit/Awards invoice payment is outstanding. Please be advised that upon receipt of this contract an invoice from IHM for the appropriate amount will be sent to you with detailed instructions of payment terms and conditions.

5. Exhibition Display Items

5.1 In the event the Sponsor provides articles, products and materials, ("the Exhibition/Display Items"), unless otherwise approved by the Organisers, the movement of such items in and out of the venue must be handled by nominated contractors.

The Exhibition/Display Items will not be allowed in or out of the venue without official clearance. All Exhibition/Display Items must at all times abide by the health and safety standards set out and monitored by the venue. The Sponsor shall make its own arrangements for transportation of the Exhibition/Display Items including packaging material. The Organisers cannot accept or sign for Exhibition/Display items on behalf of the Sponsor.

5.2 All displays shall be removed and cleared from the exhibition space and the Sponsor shall ensure that vacant possession of the exhibition space is delivered in good order and clean condition. The Sponsor will pay the cost of making good any damage caused to the venue, whether by themselves and /or their contractors. Exhibition / Display items may not be moved by the Sponsor from the Summit venue before the exhibition portion of the Summit ends unless otherwise agreed.

6. Delegate Lists

In the event that the Organisers provide delegate lists to Sponsors, use of any such delegate lists will be at the Sponsor's sole risk and Sponsors must comply with all applicable laws, rules and regulations. Use of the delegate list is for Sponsor's sole use and they may not provide the delegate list to any third party, nor should it be copied or reproduced in any way for other uses. The Sponsor acknowledges and agrees that such delegate lists are the proprietary and confidential information of the Organisers.

7. Compliance with local legislation

The Sponsor must comply at all times with all relevant legislation and regulations of the country where the Conference is held.

8. Video rights, Licences and Electronic messages

8.1 From time to time, photographs and video recordings may be made at the Summit/Awards or in the venue, which may include images of Sponsor, its employees, agents and related merchandise and displays. Sponsor may not hinder, obstruct or interfere in any way with such photography or recordings whether by the Organisers, its agents, attendees, or other

exhibitors, and hereby consent to the Organisers' use of such recordings for commercial purposes.

- **8.2** To the extent necessary to fulfil Boutique and Lifestyle Hotel Summit's express obligations hereunder, the Sponsor hereby grants the Organisers a nonexclusive, royalty-free, revocable, non-transferable worldwide licence (without the right to sub-licence) to use the Sponsor's trademarks, service marks, logos, trade names, copyrighted content, hypertext links, domain names, icons, buttons, banners, graphic files and images.
- **8.3** By providing the Organisers with the e-mail addresses set forth on the Contract, Sponsor hereby consents to receiving unsolicited commercial e-mail messages from the Organisers, its affiliates and partners, as well as third parties licensed to send such messages to Sponsor by any of the foregoing. By providing the data herein, Sponsor agrees that such data may be used by the Organisers and its subsidiaries and their affiliates.

9. Insurance

The Sponsor shall take out and maintain at all times public liability and employee liability insurance against personal injury, death and loss of property.

10. Liability

The Sponsor shall indemnify and keep indemnified The Organisers, their affiliates and their respective officers, directors, shareholders, employees and agents against all claims, liabilities, losses, suits, damages, judgements, expenses, reasonable costs (including reasonable legal costs) and charges of any kind arising ("Loss") out of the wilful default or negligence of the Sponsor or its employees, servants or agents provided only that any such Loss was reasonably foreseeable at the time this Contract was made and that the Organisers shall take reasonable steps to mitigate the same.

All items or property that are brought to, displayed at, and removed from, the Summit/Awards venue are at the Sponsor's own risk.



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"

The only industry awards judged by the people who really matter – the guests. The BoHos reward the boutique, lifestyle and hybrid hotels who provide the very best in guest experiences.

Date: 21st May 2018 boutiquehotelsummit.com/awards



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