

## Ctrip signs China-focused Distribution Agreement with Millennium Hotels and Resorts



*From Left: Jim Chung: Director Global Hotel Chains/Ctrip, Ray Chen: CEO/Ctrip, David Zhou: CBO/Ctrip, Nayan Peshkar: SVP. Digital, Distribution & Revenue Strategy/MHR, Jun Lai: General, Manager/Ctrip, Hana Chlebna: Global Online Distribution Manager/MHR*

LONDON, 12 March 2019 – Ctrip.com International, Ltd. (Nasdaq: CTRP), one of China’s largest integrated travel services companies (“Ctrip”), today signed an agreement with upscale global hoteliers Millennium Hotels and Resorts (MHR) to develop a global distribution strategy promoting MHR properties to Ctrip’s 300 million strong customer base.

The agreement was announced jointly at ITB Berlin by David Zhou, Chief Business Officer for Accommodation Business Unit of Ctrip and Nayan Peshkar, MHR Senior Vice President – Digital, Distribution & Revenue Strategy.

It marks the start of an alliance enabling Ctrip to offer MHR’s iconic portfolio of hotels in the USA, Europe, the Middle East, Asia and Australasia to its China-based business and leisure travel clients. Through the aegis of a strategic collaboration agreement, MHR will partner with Ctrip’s membership program, which will certify its properties as “Chinese Friendly Hotels” and enable them to benefit from Ctrip’s influential ranking system. MHR and Ctrip will also work towards customer initiatives such as the launching of a flagship store on Ctrip’s digital platforms, joint marketing campaigns as well as knowledge sharing and cross exposure programmes for team members.

Ctrip is the number one platform for Chinese nationals travelling overseas. About one in four Chinese citizens use Ctrip to book and search for outbound flight tickets, making it the world’s largest outbound travel platform. According to Ctrip’s 2018 Travel Report, its customers’ top destinations are England, France, Germany, Thailand, Japan, Hong Kong, South Korea, Indonesia, and USA, all of which are home to hotels owned or operated by MHR and its associates.

MHR parent company Millennium & Copthorne Hotels Plc was listed on the London Stock Exchange in 1996. At the end of 2018, it operated or branded a portfolio of 139 properties with over 40,000 rooms. Its respected brands are present in 28 nations around the world, including China where it owns and operates the iconic Grand Millennium Hotel Beijing, as well as operating properties in Hong Kong,



Xiamen and other major Chinese destinations. The Group has always had a strong Asian franchise, thanks to its majority ownership by City Developments Limited, one of Singapore's leading corporations. This, combined with its unique range of iconic properties in popular destinations will make it a valuable addition to Ctrip's customer offering.

David Zhou of Ctrip said, "We are so grateful to be enhancing our relationship with MHR. Chinese outbound tourists reached nearly 150 million in 2018, and the growth for this year remains strong. By signing this China-focused distribution agreement with MHR, we are continuing to offer 300 million members the best hotel experience worldwide whilst enhancing MHR's presence and boosting new business opportunities for them in the China Market."

Nayan Peshkar of MHR said, "We are delighted to be joining forces with Ctrip and thus raising the profile of our hotel offering in the large and fast-growing China travel market. Asia is our second biggest region of operations, so we already have a deep and embedded experience of what it takes to meet the high demands of business and leisure travelers from China. With hotels located in some of the world's most attractive destinations, we look forward to welcoming more of Ctrip's customers in the coming year."

#### **About Ctrip.com International, Ltd.**

Ctrip.com International, Ltd. is a leading provider of online travel and related services, including accommodation reservation, transportation ticketing, package tour and in-destination services, corporate travel management, and other travel related services. It enables business and leisure travellers to make informed and cost-effective bookings by aggregating comprehensive travel related information and offering its services through an advanced transaction and service platform consisting of its mobile apps, Internet websites and centralized, toll-free, 24-hour customer service center. The family of travel brands mainly includes: Ctrip, the largest online travel agency in terms of gross merchandise value and the best-known travel brand in China; Qunar, a leading online travel agency in China; Trip.com, an online travel agency for global consumers; and Skyscanner, a leading global travel search site. Since its inception in 1999, Ctrip Group has experienced substantial growth and become one of the largest travel service providers in the world.

#### **About Millennium & Copthorne Hotels Plc**

Millennium Hotels and Resorts is the umbrella brand of Millennium & Copthorne Hotels plc, a global hospitality management and real estate group, listed on the London Stock Exchange (LSE: MLC).

The company owns and/or manages a worldwide portfolio of more than 136 hotels, offering over 40,000 rooms in business and leisure destinations in Asia, Australasia, Europe, the Middle East and North America. Millennium Hotels and Resorts consist of 4 brand collections: Leng's Collection, M Collection, Millennium Collection and Copthorne Collection.

MHR is a dynamic hospitality group with an outstanding reputation for excellence and taking pride in exceeding the needs of business and leisure travellers. Its properties are well located in the world's most attractive destinations, including New York, Los Angeles, London, Paris, Dubai, Abu Dhabi, Singapore,



Auckland and Beijing. Millennium Hotels and Resorts offer its guests the perfect address for business and leisure alike.

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