

Press conference

30 years **Intercity**Hotel

13 September 2017

What are the key features of the IntercityHotel brand?

- Upper mid-range hotels
- Central location at major transport hubs such as railway stations and airports
- FreeCityTicket – guests are able to use the local public transport system free of charge during their stay.
- Subsidised RIT Ticket – the subsidised RIT Ticket offered by Deutsche Bahn provides guests with carbon-neutral travel to their IntercityHotel destination.
- Latest design generation bearing the signature of the Italian architect Matteo Thun
- A special IntercityHotel app which allows guests to check in, check out and open the door to their room as well as online-payment via smart phone
- Social and ecological responsibility

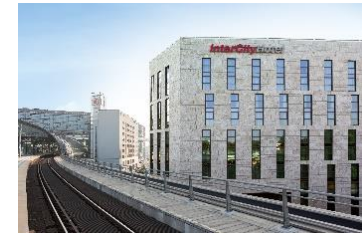
Milestones of IntercityHotel GmbH

- 1987 DSG, a subsidiary of Deutsche Bundesbahn, establishes IntercityHotel GmbH with the aim of offering rail travellers accommodation and conferencing services within the immediate vicinity of railway stations.
- 1989 Steigenberger Hotels AG acquires 49 percent of the shares in IntercityHotel GmbH.
- 1991 The first IntercityHotel opens in Frankfurt am Main.
- 2000 Opening of the first IntercityHotel outside Germany in Vienna
- 2004 Steigenberger Hotels AG acquires the remaining shares in the company and becomes sole owner of IntercityHotel GmbH.



Milestones of IntercityHotel GmbH

- 2013 The largest hotel to operate under the brand thus far opens at Berlin's Central Station (412 rooms).
- 2016 Opening of the first IntercityHotels outside Europe in Salalah (Oman) and Qingdao (China)



Opening of the IntercityHotel Brunswick together with the B&L Group – the 40th hotel in the portfolio and the first to be designed by Matteo Thun



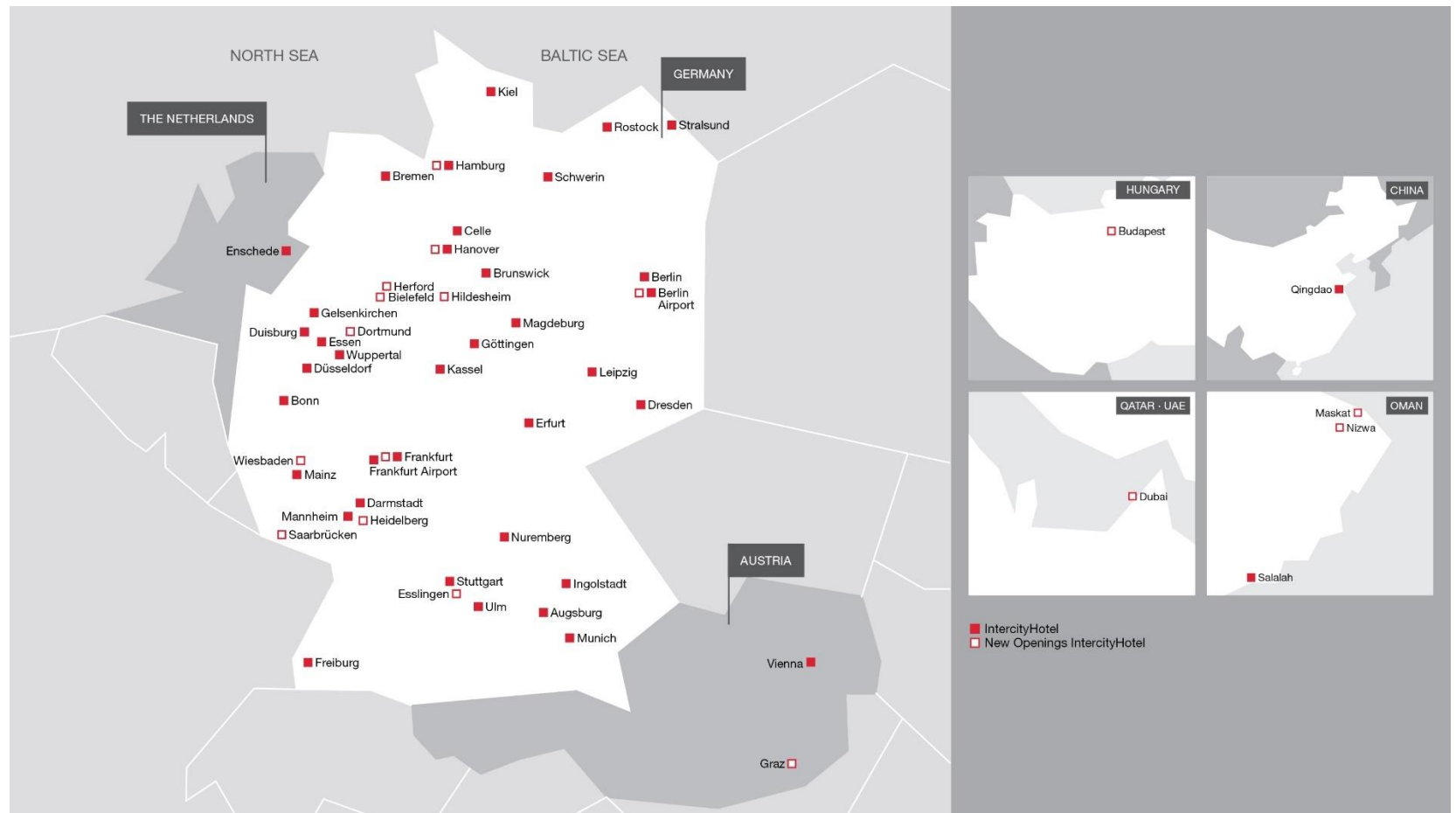
- 2017 Cooperation with GBI AG with the initial objective of developing four new IntercityHotels (Wiesbaden, Heidelberg, Bielefeld, Graz)



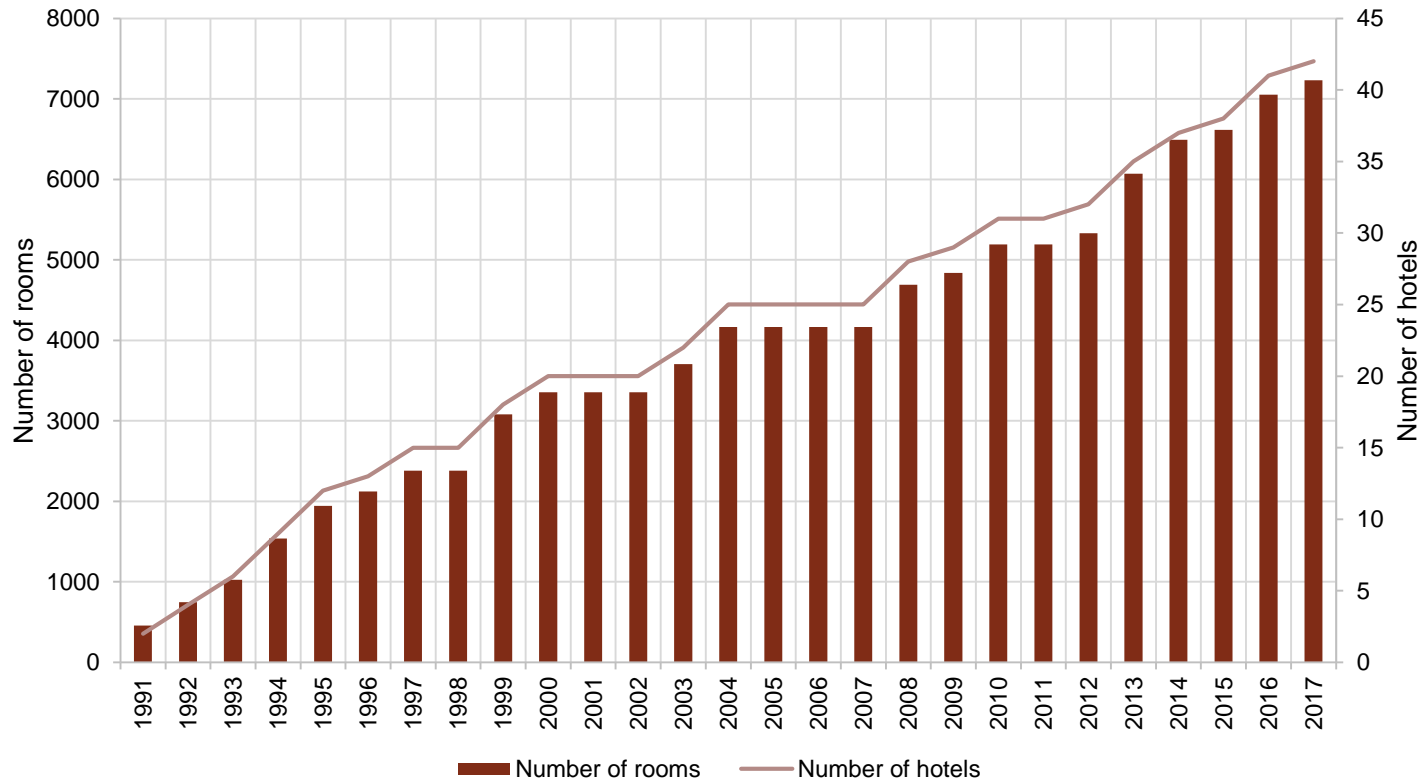
30th anniversary of IntercityHotel GmbH and opening of the IntercityHotel Duisburg, the most recent addition to the brand's portfolio

- 2019 Planned opening of the IntercityHotel Frankfurt Hauptbahnhof Süd in conjunction with CA Immo, earmarked to become the new flagship of the IntercityHotel brand

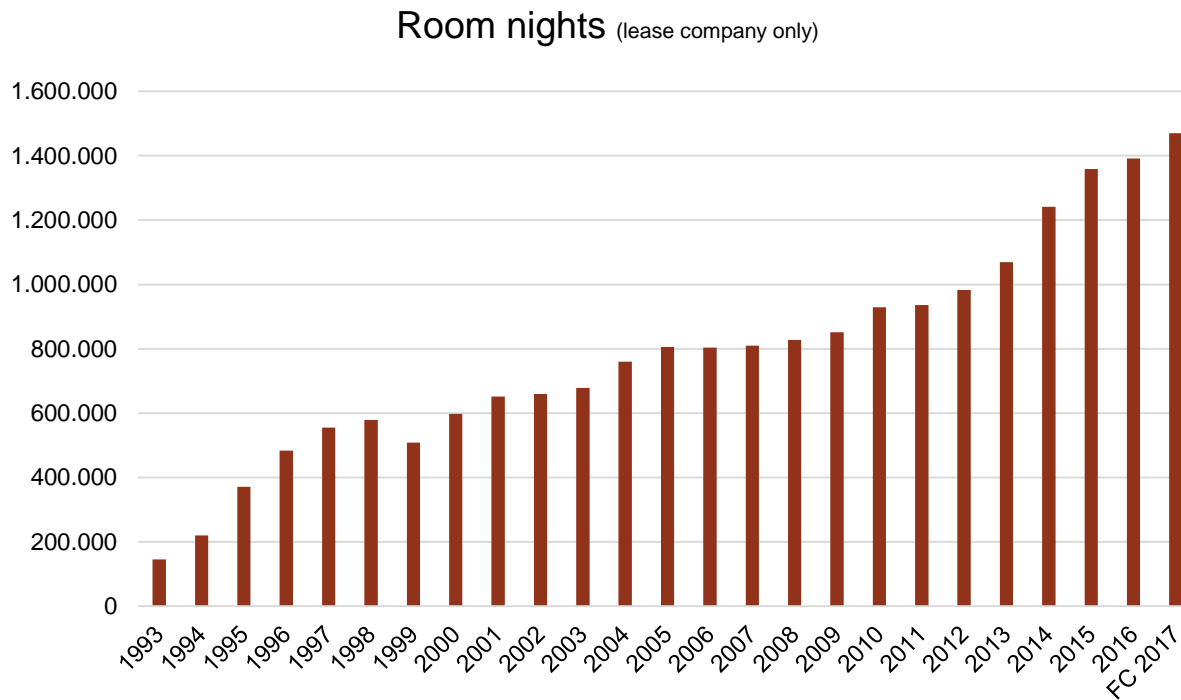
Current locations



Development of the portfolio over the course of time



Development of room nights over the course of time



Design generations

1st generation



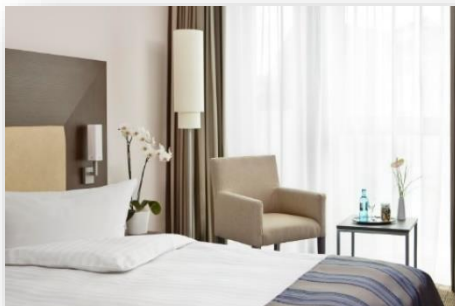
Room at the IntercityHotel Magdeburg

2nd generation



Room at the IntercityHotel Hamburg Main Station

3rd generation



Room at the IntercityHotel Bonn



Bistro Lounge at the IntercityHotel Berlin Main Station

- The public areas in first and second generation hotels are modernised during the following years and brought up to the standard and design of the third generation.
- Hotel rooms are updated to the latest status as the opportunity presents itself.
- IntercityHotel achieves its brand recognition effect via the look and feel of the public areas.

Design generations

4th generation by Matteo Thun



External view of the IntercityHotel Brunswick



Lobby at the IntercityHotel Brunswick



Bar at the IntercityHotel Brunswick



Restaurant at the IntercityHotel Duisburg



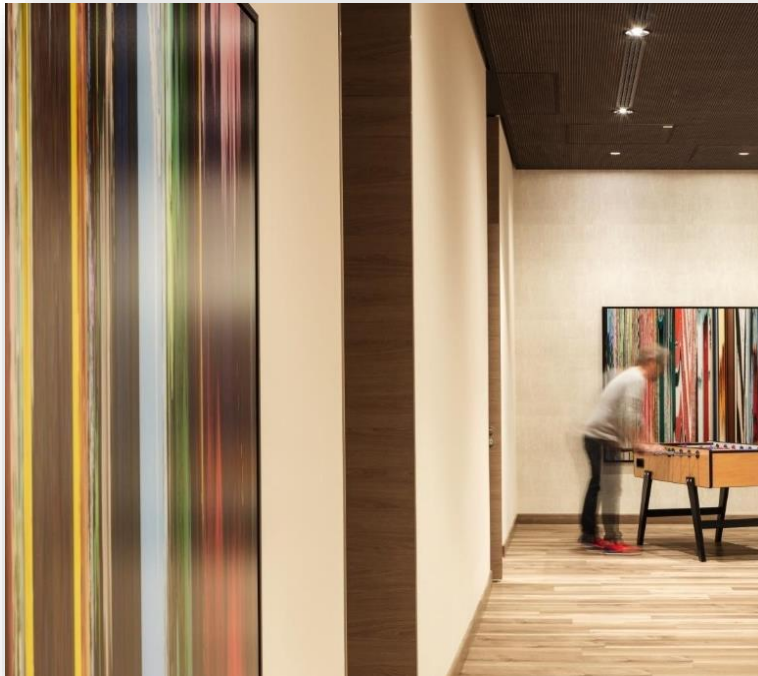
Room at the IntercityHotel Duisburg



Conference room at the IntercityHotel Duisburg

Individual photographic art at the hotels

Cooperation between IntercityHotel and the Bielefeld University of Applied Sciences

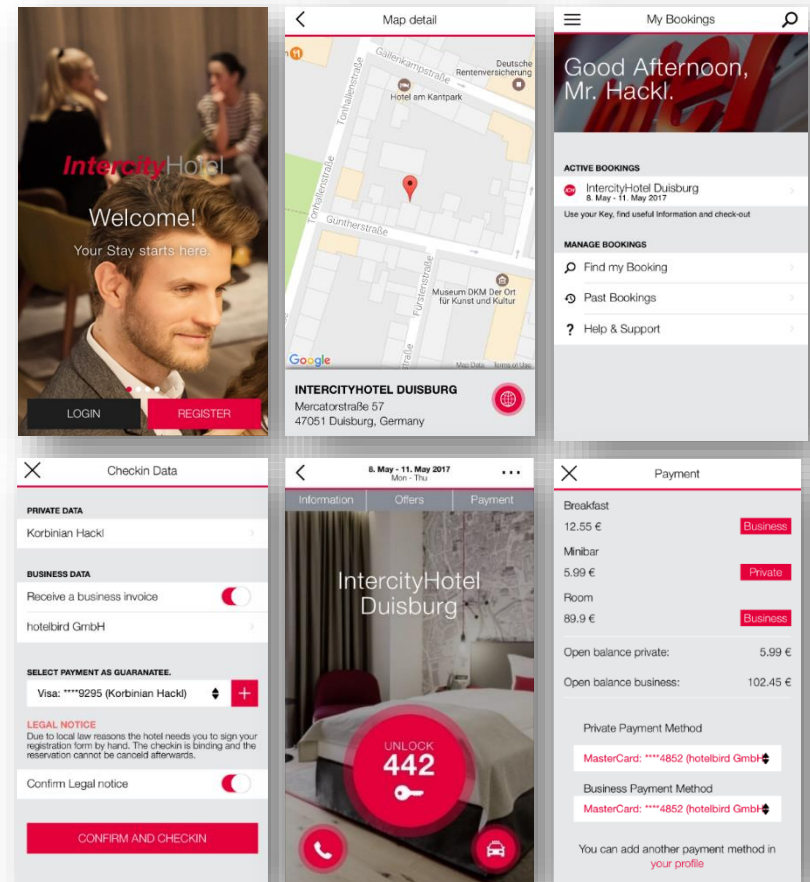


IntercityHotel Brunswick

- Art students create individual photographic works which emphasise the particular characteristics of the city and the hotels.
- These works are displayed in public areas and in some cases in the guest rooms themselves.
- The project is realised for all conversion schemes and new builds. 21 hotels have participated thus far.

IntercityHotel app

- Allows guests to check in, check out, pay their bill and open the door to their room via smart phone.
- Offers clear and intuitive navigation.
- Currently available for the IntercityHotels in Brunswick, Duisburg, Mainz and Darmstadt.
- The IntercityHotel app will be in place for 50 percent of the brand's hotels by the end of 2017. It will be rolled out for all IntercityHotels by the end of 2018.



New catering concept



- IntercityHotel has joined forces with the restaurant and trends expert Pierre Nierhaus to revise its culinary offerings.
- Menus comprise a mixture of light modern dishes such as wraps and salads as well as retaining classic options including schnitzel and burgers.

Social responsibility

- Deutsche Hospitality 1x1
The hotel company makes a charitable donation of €1 for every booking made via the brand websites. One use to which the money has been put is the financing of a drinking water treatment plant in Egypt via a cooperation agreement with the climate protection organisation atmosfair. IntercityHotel also marked its 30th anniversary by making a donation of €30,000 to the Christoph Metzelder Foundation to be spent on integration and social projects.
- Fly & Help Foundation
IntercityHotel helps the Fly & Help Foundation to raise funds to support the construction of schools in the Third World. IntercityHotel has already financed the building of a school in Rwanda.



Social responsibility

- “Wir geHÖREN dazu” project
The IntercityHotel Nuremberg is helping disabled persons enter the world of work by employing deaf staff.
- Staff initiatives
 - Numerous employees are involved in social projects as volunteers.
 - The “Social Day” scheme gives all members of staff the opportunity to take a special extra day of paid leave, which they can use to support a charitable project of their choice.



Sustainability

- Green Meeting
 - Offsetting the carbon footprint of conferences
 - Conferencing equipment made from recycled raw materials
 - Focus on the use of regional and seasonal ingredients and locally filtered and bottled mineral water
 - State-of-the art energy management
 - Sustainable waste management
 - CO₂ emissions produced by conferences and overnight stays are offset by our partner atmosfair via UN-certified climate protection projects



Sustainability

- Sustainable travel

- FreeCityTicket

Guests are able to use local public transport free of charge during their stay. This helps to create a climate-friendly and stress-free trip.

- Subsidised RIT Ticket

The subsidised RIT Ticket (Rail Inclusive Tours) offered by Deutsche Bahn provides guests with carbon-neutral travel to their IntercityHotel destination. The RIT Ticket enables guests to use mainline trains which are operated via electricity from 100% regenerative energy sources.



Sustainability

- Sustainable travel
 - Charging points
Electric vehicle recharging points are available at the IntercityHotels Frankfurt Airport, Berlin-Brandenburg Airport, Duisburg, Leipzig and Essen. The plan is for these charging points to be gradually rolled out to all IntercityHotels in the future.
 - Information on public transport, cycle hire and car sharing schemes is available at the hotel receptions.



Sustainability

- Sustainable guest items
 - Shoe horns, toothbrushes and disposable razors are made from corn starch and are thus bio-degradable.
 - Laundry bags are manufactured using compostable materials and will disintegrate within 36 months.
 - Shower gel is ecologically certified and does not contain any toxins or environmental pollutants. The refillable soap dispensers installed in the hotels are made from recycled materials.
- Efficient use is made of bio-degradable cleaning agents.
- Waste is separated into 17 different types.



Sustainability

- Certified environmental and energy management system
 - Water flow limiters and pressure stabilisers reduce water consumption.
 - LED bulbs and movement sensors
 - Emphasis on the use of regenerative sources of energy
 - Intelligent electricity management systems
 - Voltage optimisation



Cooperation with Intercity Hotels Brazil

The Brazilian brand Intercity Hotels and the German IntercityHotels have concluded a cooperation agreement that will enter into force in 2018. The following measures will be implemented on a stage-by-stage basis.



- Linking of partner hotels on the websites
- Translation of homepages into the respective national language of the cooperation partner (German or Portuguese)
- Joint marketing activities
- Joint trade fair appearances
- Joint sales via the Sales Teams

InterCity Hotels Brazil

- 35 hotels in Brazil and Uruguay
- Upper mid-range hotels
- Brands:   
- Standard largely in line with that of the German IntercityHotels

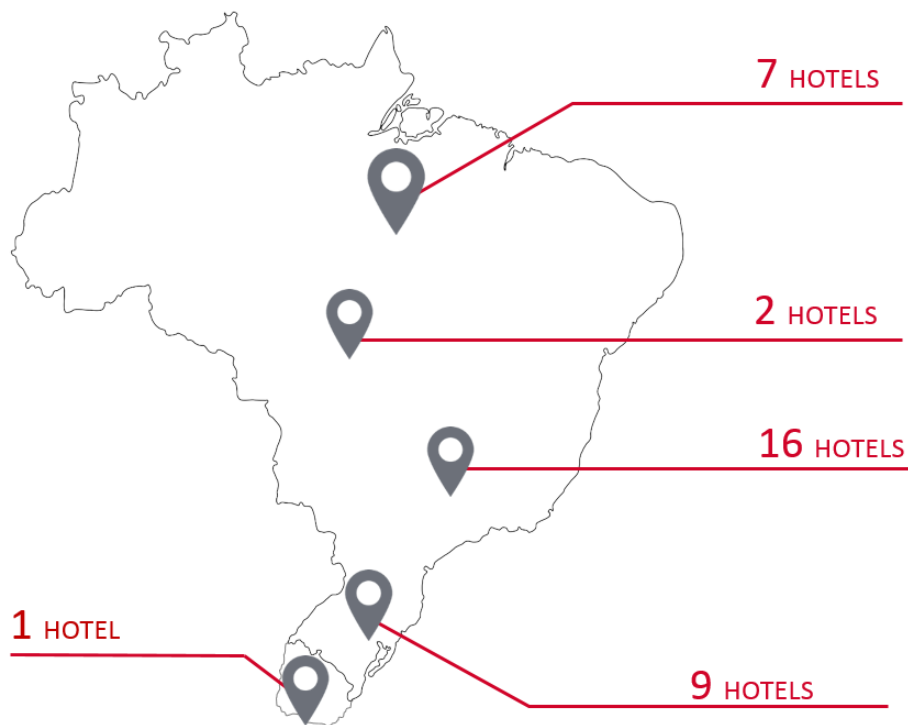


InterCity Hotels Brazil

OVERVIEW REGIONS



35
HOTELS



34 hotels – Intercity | 01 hotel - Yoo2 by Intercity