



TOP INTERNATIONAL
HOTELS & CORPORATE PARTNERS



TOP
PROFILE
2024

WELCOME TO TOP INTERNATIONAL HOTELS & CORPORATE PARTNERS

NEW IN 2024

DATES TO REMEMBER

05. – 07. March

ITB Berlin, DEU / CENDYN stand number TBA

06. – 09. May

ATM Dubai, UAE / stand number TT3300

05. – 07. November

WTM London, GBR / stand number S2-200

10. – 12. November

VCH General Assembly · Leipzig, DEU

CONTRACT WITH THE AMADEUS VALUE HOTELS PROGRAM SIGNED

An exclusive deal was signed off shortly after the World Travel market 2023. This new program is concentrating on AMADEUS travel agents working on a selling net/merchant business model. No commission will be charged to the hotels. The agent makes his money with marking-up the given net-rate and selling to the end user or B2B partners. Over 10K agents are working with this highly efficient program of the most important GDS AMADEUS.

LAUNCH OF NEW IBE FROM CENDYN

Finally in December the new IBE from CENDYN was implemented in every hotel, the topinternational.com and wellnessfinder.com platforms. This new technology was developed the past three years and has the sophisticated backend system available in the world of electronic distribution.

OUR CONCEPT

TOP counts to the leading electronic providers worldwide and ensures that its hotels are represented and bookable in thousands of booking channels and portals. Hotels profit from excellent technology and distribution funnels, connecting its rooms to professional travel bookers and individual travelers.

OUR EXPERIENCE

With more than 40 years of experience in the hotel business, The Signum TOP united all the exemplary hotels, which offer a wide range of particularly friendly services. In their place, they rank among the best of the respective category. They are all represented and are marketing partners of one of the largest hotel cooperations in Europe: TOP INTERNATIONAL Hotels.

OUR NETWORK

TOP INTERNATIONAL and TOP City&CountryLine hotels together with conferencefinder, wellnessfinder, Embrace Hotels and VCH-Hotels represent over 400 hotels all over Europe.



THE SALES

Turnover TOP INTERNATIONAL EUR 15.000 000.-

THE POSITION

Market position Germany No.1 (200 hotels within the consolidated company)

MARKET POSITION

No.17 worldwide (Source Hotels)

THE SALES

In accordance to the TOP Marketingplan 2023 and the activities of the individual partners, Framework agreements with companies, consortia, travel organizers, industry and commerce. Contracting/ RFP handling through TOP Head Office. Advisory and assistance for individual hotel sale activities. Own conference desk: conferencefinder.com

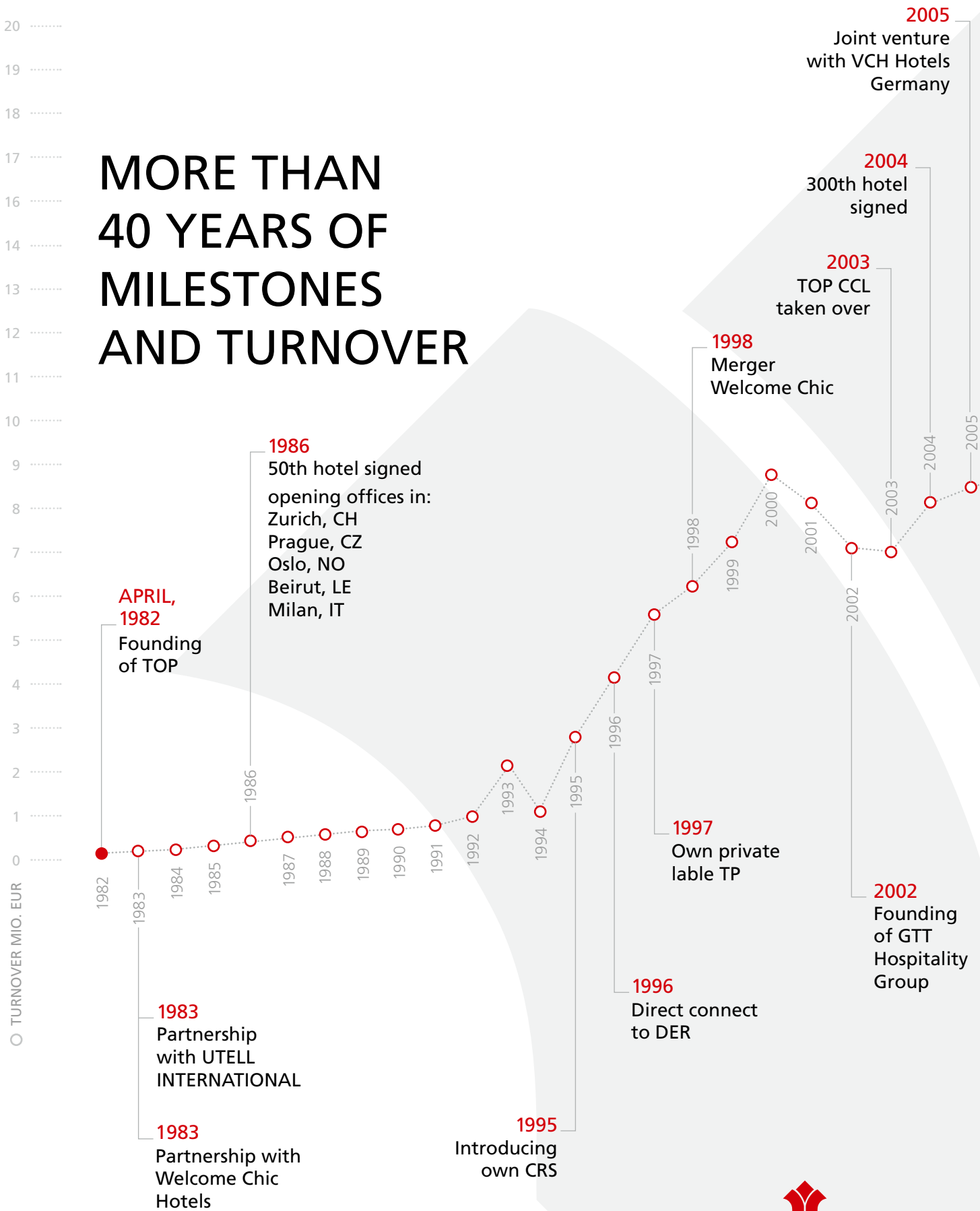
THE SYSTEM

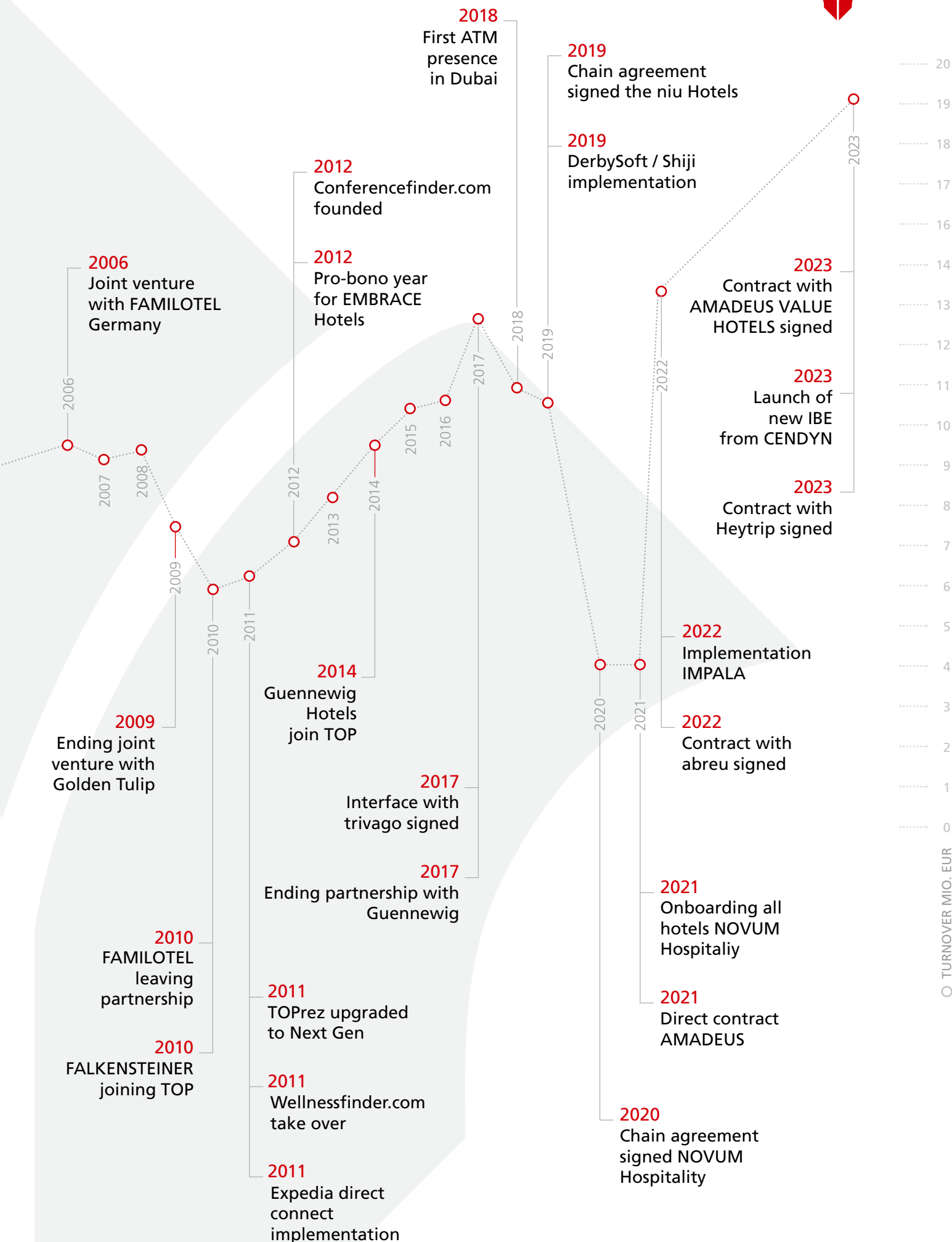
TOP's own reservation system named **TOPREZ** with own chain code: TP. Implementation of TOPREZ NG (next generation) with an invest of EUR 250.000,-. Own marketing and control of the TOP database via CENDYN. All GDS systems such as Amadeus, Galileo, Sabre and Worldspan are interfaced on highest connectivity level (next generation seamless). Next to the GDS connectivity the TOPREZ system is interfaced with hundreds of ADS distribution channels through the DHISCO switch.

Independent, crosslinked websites for all four companies with online booking facility. The online booking tool may also be implemented on already existing hotel websites. Implementing the Derby-Soft and Shiji technology in 2019 was a milestone in the past years extensive development and enhancements.

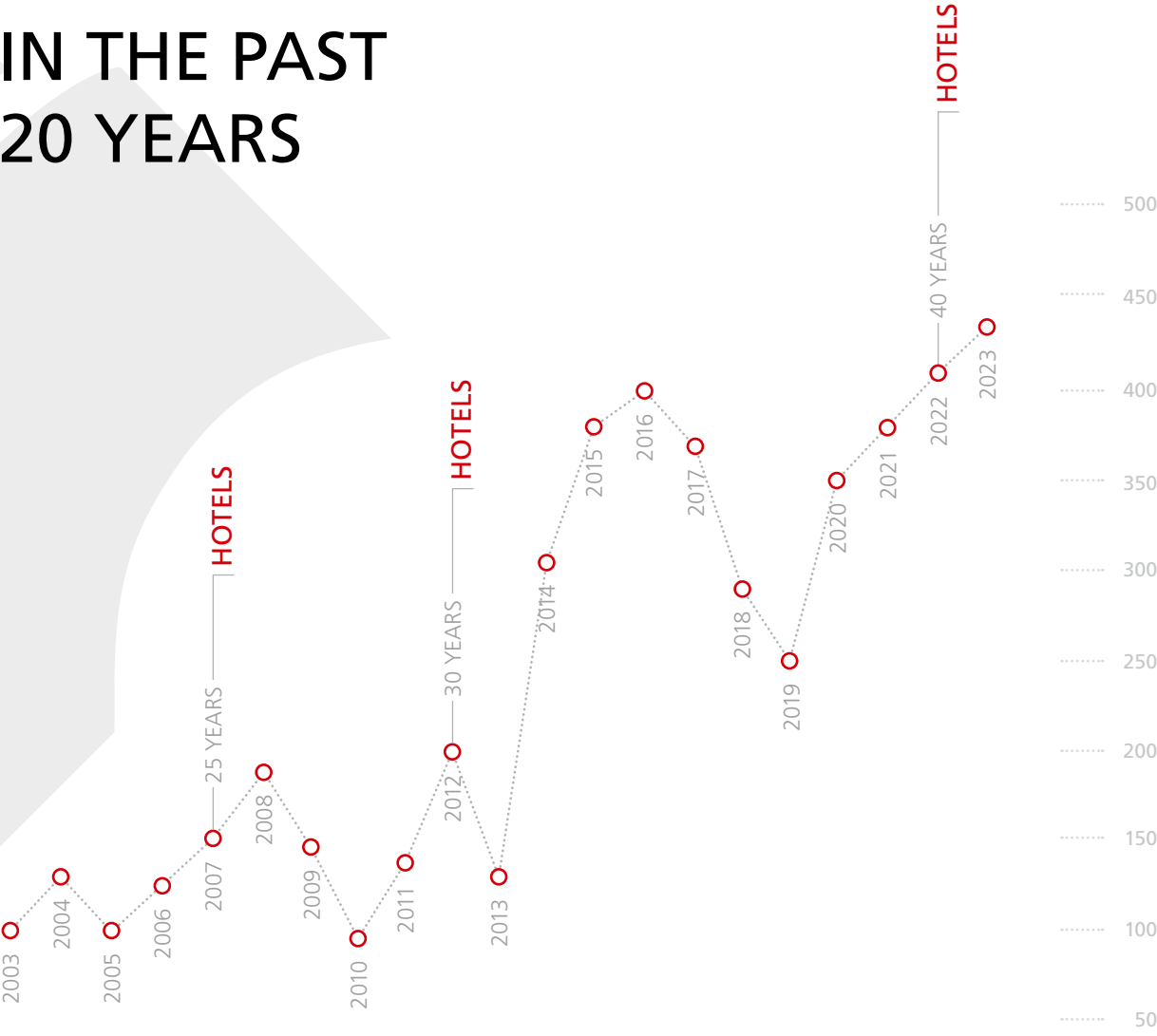
In January 2021 the switch from the umbrella agreement and technical connectivity to the GDSs (Global Solution System) AMADEUS through our partner CENDYN to a direct agreement with AMADEUS itself was a big task. This enhanced partnership with our most important travel agency booking system will give us much more freedom to individualize our presence and appearance in this system, thus bring us more revenue and bookings. The long lasting partner CENDYN will still be supporting TOP for all other distribution channels.

MORE THAN 40 YEARS OF MILESTONES AND TURNOVER





OUR HOTEL DEVELOPMENT IN THE PAST 20 YEARS



OUR DEVELOPMENT

Hotel development and acquisition of potential new partners is a task, which needs full attention and high efforts to achieve. TOP's focus lies on one hand on individual unbranded and privately owned properties and on the other hand on strategic partnerships with smaller and mid-sized hotel groups. It is needless to say, that the success

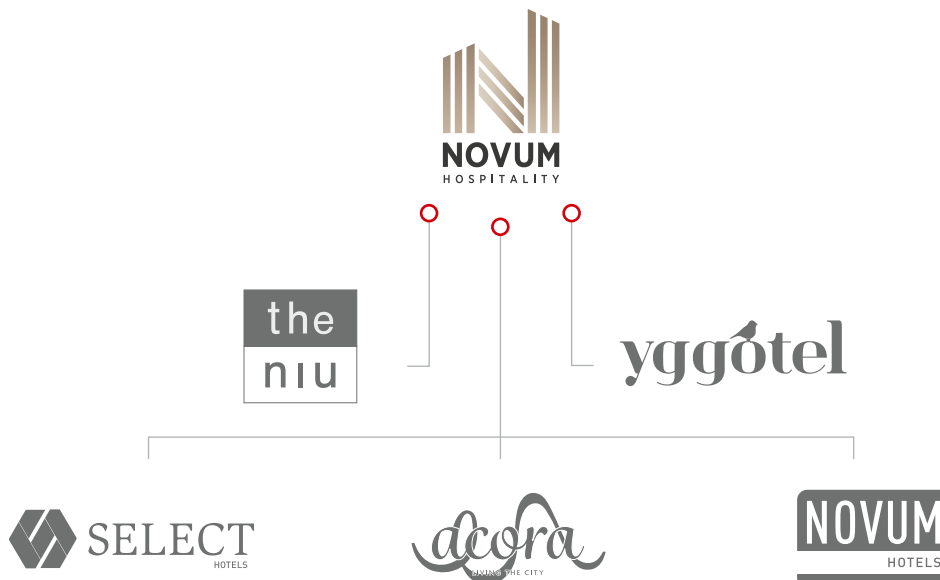
of hotel acquisition is closely connected with the current local market situation. In periods with low travel demand, it is sometimes easier to sign hotels, since they see the need for additional marketing and sales support. New and till this time unused distribution channels, offer a good chance to receive more market share and thus profit.



TOP INTERNATIONAL

With more than 40 years of hospitality experience and more than 400 hotel worldwide, we are proud to present you our corporate partners. Our hotel cooperation features a scope of brands ranging from traditional hotels to conference hotels and

long-stay accommodation. Each establishment radiates its own special atmosphere and is full of charm and character. Whether you visit us for business or for pleasure, we provide you with the best service and a wide range of great hotels!

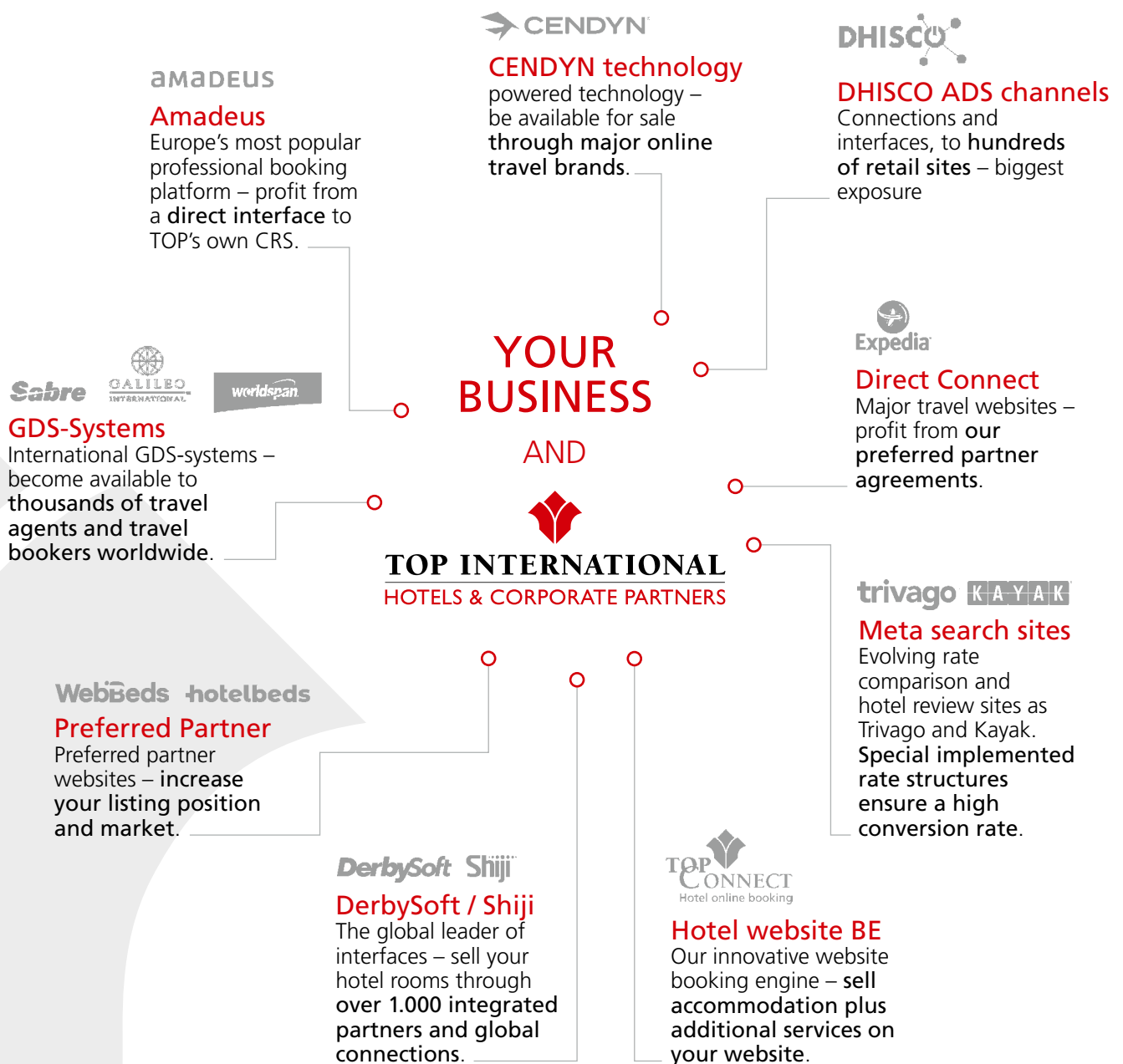


NOVUM HOSPITALITY

The recipe for success of our dynamically growing pan-European hotel group is four of our own hotel brands, traditional host mentality combined with forward-looking thinking, a high level of digitalization and courageous industry experts. Are you

looking for a hotel in Berlin, Hamburg, Frankfurt or Vienna? In the hotels of NOVUM Hospitality you are guaranteed to find an affordable and central overnight stay.

TOP CONNECTS YOU TO THE WORLD





SAVE FEES WITH OUR SYSTEMS

YOUR BENEFITS WITH THE TOPREZ SYSTEM

The hotel market is as big and differing as nothing else in the world. Hotel size, star rating, destination, feeder markets and market segments as well as average rate and occupancy vary from hotel to hotel. Nothing is standardized and requires a wide

range of tools, possibilities and contractual models to make it attractive for both sides. TOP will always calculate a tailor-made customized offer to suit the needs of both sides and make the cooperation a successful one.

THE COSTS

(Sample calculation 4**** hotel, 75 rooms, A-destination Berlin)

Entry charge	EUR 5.000.-
Annual charge	EUR 12.000.-
Room charge	EUR 30.- / per room

RESERVATION SYSTEM / TRANSACTION FEE

Source	Percentage	Explanation
GDS bookings	8.0%	+ USD 4.50 per booking
Internet bookings	8.0%	without GDS transaction fee

RESERVATION SYSTEM / COMMISSION

Source	Percentage	Explanation
Travel agents	10.0%	handled between hotel vs. travel agent
Conferencefinder.com	10.0%	handled between hotel vs. Conferencefinder.com

CONTRACT AND TERMS

Contract term 24 months with annual extension.
Hotel affiliations in current year possible.

TOP HOTELS

ABU DHABI TOP Grand Continental Flamingo Hotel · **AL AIN** TOP Ayla Bawadi Hotel and Mall · TOP Ayla Grand
PEN TOP CityLine Hotel Hyllit · **ASCHAFFENBURG** Novum Hotel Post · **ASCHHEIM** the niu Fury · **AUGSBURG**
Spa Hotel & Resort · **BAD FÜSSING** Holzapfel Hotels · Johannesbad Hotel Königshof · Johannesbad Thermen
AktiVital Hotel · **BAD KISSINGEN** Dappers Hotel | Spa | Genuss · TOP Hotel Rhönkitz · **BAD LEONFELDEN** Fa
BADENWEILER TOP CountryLine Hotel Ritter · **BASEL** DASBREITEHOTEL · TOP HOTEL ODELYA · **BERLIN** acora
Hotel Kronprinz · Select Hotel Berlin Checkpoint Charlie · Select Hotel Berlin Gendarmenmarkt · Select Hotel
Hide · TOP EMBRACE Hotel Grenzfall · TOP martas Hotel Albrechtshof · TOP martas Hotel Allegra · TOP mar
Dietrich Bonhoeffer Haus · VCH Hotel Morgenland · Yggotel Ravn · Yggotel Spurv · **BERLIN/RANGSDORF** TOP
acora Bochum Living the City · Hotel Claudius · **BONN** acora Bonn Living the City · **BREMEN** Novum Hotel
BUTJADINGEN awotel Burhave · **BUTZBACH/NIEDER-WEISEL** VCH Hotel Johanniter · **CHEMNITZ** TOP Hotel C
Seegraben · **DAVOS DORF** TOP ALPINE INN · **DETMOLD** Elisabeth Hotel · **DORTMUND** Hotel NeuHaus · TOP
Central Hotel · TOP First Central Hotel Suites · **DÜSSELDORF** acora Duesseldorf City Nord Living the City · No
· TOP Das Carls Hotel · **EHRENBURG/KIENS** Falkensteiner Hotel Lido · **EISENACH** VCH Hotel Haus Hainstein
ERESING VCH Hofgut Algertshausen · **ERISKIRCH** VCH Gästehaus St. Theresia · **ERLANGEN** Select Hotel Erla
BRACE Hotel Franz · VCH Hotel Essener Hof · Yggotel Solsort · **ESSLINGEN** the niu Timber · **FICHTENAU** Vit
Messe · **FRANKFURT AM MAIN** Novum Hotel Continental · the niu Air · the niu Charly · the niu Coin · **FRAU**
Hotel Teuchelwald · **FRIEDRICHSHAFEN** Select Hotel Friedrichshafen · **FÜRTH** acora Fuerth Living the City · th
GAIENHOFEN-HORN Seehörnle · **GARS AM KAMP** la pura womens health resort · **GELSENKIRCHEN** TOP s
NEMEROW Hotel Bornmühle · **GUMPOLDSKIRCHEN** VCH Hotel Schloss · **GÜTERSLOH** Flussbett Hotel · **HAAR**
acora Hamburg City Apart Living the City · Novum Hotel Alster · Novum Hotel City Nord · Novum Hotel Conti
· Novum Hotel Holstenwall · Novum Hotel Kronprinz · Novum Hotel Norddeutscher Hof · Select Hotel Tiefen
TOP CityLine Hotel Panorama Billstedt · TOP CityLine Hotel Panorama Harburg · TOP Hotel Panorama Inn T
chaelis Hof · **HEIDELBERG** acora Heidelberg Living the City · **HERINGSDORF** VCH Hotel Strandvillen · **HERM**
Naturmed Hotel Carbona · **HÖCHENSCHWAND** Bio und Wellnesshotel Alpenblick · **HOFGEISMAR** VCH Evang
Town Hotel · TOP Rosemond Al-Hamra Hotel · **KAPRUN** TAUERN SPA Zell am See · **KARLSRUHE** acora Karlsr
RENNWEG AM KATSCHBERG Falkensteiner Club Funimation · Falkensteiner Hotel Cristallo · **KEMPTEN** TOP E
· **KITZBÜHEL** Q Hotel Maria Theresia · **KLAGENFURT** Select Hotel Moser Verdino · **KLEINBLITTERSDORF** Land
KÖLN Novum Hotel Ahl Meerkatzen · Novum Hotel Leonet Altstadt · Novum Hotel Mariella Airport · Novum
Novum Hotel Strohgäu · **LAA AN DER THAYA** Therme Laa – Hotel & Silent Spa · **LÄNGENFELD** AQUA DOME T
· Hotel Philippus · Novum Hotel Aviva · TOP VCH Hotel Michaelis · **LIDO DI JESOLO** Falkensteiner Hotel & Spa
Gardens Hotel · VCH Lancaster Hall Hotel · **LÜBECK** the niu Rig · TOP CityLine Klassik Altstadt Hotel · **LUTH**
Maastricht · **MAINZ** Select Hotel · the niu Mood · **MANCHESTER** the niu Loom · **MANNHEIM** Novum Hotel C
CountryLine Esplanade Spa & Golf Resort · **MARKTHEIDENFELD** TOP VCH Hotel Anker · **MEINHARD-GREBEN**
· **MONCHIQUE** Monchique Resort und Spa · **MONIGA DEL GARDA** Apartments Lake Garda · **MUCH** Hotel F
Haus vom Guten Hirten · Hotel am Wasserturm · Johanniter-Gästehaus · TOP KHR Stadthotel · **MUSCAT** TO
City · Select Hotel Augsburg · **NORDHORN** moveinn Hostel · **NORFOLK** VCH Sherbourne House · **NÜRNBERG**
DORF Hotel Oberstdorf · **OSNABRÜCK** Select Hotel Osnabrueck · **OSTSEEBAD BOLTENHAGEN** TOP CountryLin
chen · **PETRÇANE** Falkensteiner Hotel & Spa ladera · Premium Apartments Senia · **PETRÇANE - ZADAR** Falken
Hotel Garni Chesa Mulin · **POTSDAM** acora Potsdam Living the City · the niu Amity · **PRAG** TOP Hotel Ambass
St. Bernhard · **REGENSBURG** Hotel INCLUDiO · the niu Sparrow · **REYKJAVIK** TOP CityLine Fosshotel · TOP C
Casa Valdese · **ROSTOCK** TOP Hotel Sportforum · **RÜDESHEIM** TOP Hotel Jagdschloss Niederwald · **RÜSSELS**
Restaurant Anders · **SHARM EL SHEIKH** TOP Domina Coral Bay Resort, Diving, Spa & Casino Red Sea · **SINDE**
ST. MORITZ TOP Sport & Wellnesshotel San Gian · **STEGERSBACH** Falkensteiner Balance Resort · **STRALSUND** Ho
Novum Hotel Boulevard · Novum Hotel Bruy · Novum Hotel Rega · the niu Form · the niu Mesh · TOP VCH
TASHKENT TOP Europe Hotel · TOP Shamsan Airport Hotel · **TERENTEN** Falkensteiner Hotel & Spa Sonne
Notschreipass · **TREZZANO** TOP Hotel Tiffany · **UNTERÄGERI** TOP Hotel Freihof · TOP SeminarHotel am Aegeris
VIA ISRAEL VCH Talitha Kumi Gästehaus Beit Jala · **VOGTSBURG-BURKHEIM** Kreuz-Post Hotel-Restaurant-Spa
Neumühle Resort & Spa · **WEGGIS** TOP Roessli Gourmet and SPA · **WENNIGSEN** VCH Johanniterhaus Kloster
Novum Hotel Prinz Eugen · the niu Franz · TOP CityLine Hotel Kaiserin Elisabeth · **WIENHAUSEN** Hotel am Kl
WÖRLITZ Ringhotel Zum Stein · **WÜRZBURG** TOP Hotel Amberger · **ZADAR** Falkensteiner Club Funimation Bo



and Hotel · TOP Ayla Hotel · **AL KHOR** TOP Al Sultan Beach Resort · **AMSTERDAM** the niu Fender · **ANTWERP** Hotel einsmehr · **BAD BOCKLET** Kunzmanns Hotel Spa Medical Care · **BAD DÜBEN** TOP CountryLine HEIDE Malhotel Ludwig Thoma · Thermal Spa & Romantik Hotel „Am Mühlbach“ · **BAD GRIESBACH IN ROTTAL** Falkensteiner Hotel & Spa · **BAD SÄCKINGEN** Hotel St. Fridolin · **BAD URACH** VCH Stift Urach Einkehrhaus · Berlin Living the City · Hotel Rossi · Novum Hotel Aldea · Novum Hotel City B · Novum Hotel Gates · Novum Hotel Berlin Spiegelturm · Select Hotel Berlin The Wall · Select Hotel Style · the niu Dwarf · the niu Flash · the niu Atlas Hotel Berlin Mitte · VCH Ev. Bildungsstätte auf Schwanenwerder · VCH Hotel Christophorus · VCH Hotel CountryLine Seehotel · **BERNKASTEL-KUES** LifeStyle Resort Zum Kurfürsten · **BIELEFELD** Lindenhof · **BOCHUM** Bremer Haus · Novum Hotel Garden · Select Hotel City · the niu Crusoe · **BUDAPEST** Aquaworld Resort · Chemnitzer Hof · **CONSTANTA** TOP CountryLine Zenith Hotel Conference & Spa · **COTTBUS** Novum Hotel am Park Hotel Esplanade · **DRESDEN** VCH Hotel Martha · **DUBAI** TOP Blue Beach Tower The Walk JBR · TOP Canal Hotel Madison · the niu Hub Hotel · the niu Seven Hotel · acora Duesseldorf Living the City · the niu Tab · **EL QUSEIR** TOP Flamenco Beach & Resort · **ELMSHORN** Select Hotel Elmshorn · **ERBENDORF** ARIBO Hotel · Engen · the niu Cure · **ESCHBORN** the niu Belt · **ESSEN** Select Hotel Handelshof · the niu Cobbles · TOP EM- mal-Hotel Meiser · **FORCHHEIM** the niu Hop · **FRANKFURT** Hoffmanns Höfe · Novum Hotel Imperial Frankfurt · **ENKIRCHEN** St. Martins Therme und Lodge · **FREIBURG** Green City Hotel Vauban · **FREUDENSTADT** TOP VCH the niu Saddle · **FULDA** TOP CityLine Hotel Platzhirsch · TOP KHR Parkhotel · **FÜSSEN** TOP Luitpoldpark-Hotel · stays by friends Arena · **GOTHA** TOP Hotel am Schlosspark · **GREIFSWALD** VCH Hotel Greifswald · **GROSS** Novum Hotel Seidlhof · **HAARLEM** the niu Dairy · **HAIDMÜHLE** Witikohof · **HALLE** the niu Ridge · **HAMBURG** mental · Novum Hotel Eleazar · Novum Hotel Graf Moltke · Novum Hotel Hagemann · Novum Hotel Hamburg Thal · Stadthaushotel · the niu Bricks · the niu Keg · the niu Quay · the niu Yen · TOP CityLine Hotel Eggers · TOP Palais-Esplanade · TOP VCH Hotel Baseler Hof · TOP VCH Hotel Mellingburger Schleuse · VCH Hotel Mi- **AGOR** Falkensteiner Hotel & Spa Carinzia · **HERRNHUT** VCH KOMENSKY - Gäste-und Tagungshaus · **HEVIZ** Relische Tagungsstätte · **HOFHEIM** Vital Hotel Frankfurt · **IBRI** TOP Ayla Ibri Hotel an Mall · **JEDDAH** TOP Crown Ruhe Zentrum Living the City · acora Karlsruhe Oststadt Living the City · the niu Wave · **KATSCHBERGHÖHE -** **EMBRACE** Allgaeu Art Hotel · **KIEL** Novum Akademiehotel · the niu Welly · **KIRCHZARTEN** Hofgut Himmelreich Gasthaus Wintringer Hof · **KLINGENMÜNSTER** Stiftungsgut Keysermühle · **KOBLENZ** TOP Hotel Hohenstaufen · Hotel Silence Garden · the niu Mill · TOP The Ascot · **KONSTANZ** the niu Flower · **KORNTAL-MÜNCHINGEN** Tirol Therme · **LANTSCHLENZ** TOP Hotel Sarain Active Mountain Resort · **LEIPZIG** acora Leipzig Living the City · **LINDAU** Hotel Bad Schachen · **LINDAU - BAD SCHACHEN** Schachen Bad & Spa · **LONDON** TOP Kensington · **HERSTADT WITTENBERG** TOP martas Luther Hotel · **LUZERN** TOP Hotel Rothaus · **MAASTRICHT** Select Hotel City · the niu Square · **MARBURG** Hotel im Kornspeicher · **MARIENBAD** Falkensteiner Hotel & Grand Spa · TOP **DORF** Kochsberg Europa Akademie · **MÖNCHENGLADBACH** Select Hotel Crown · Novum Freiraum Statthotel **IT** · **MÜNCHEN** the niu Loco · the niu Brass · TOP Hotel an der Oper · **MÜNSTER** DRK Tagungshotel Dunant · **P** Be Inn Hotel Al Khoud · **NASSFELD** Falkensteiner Hotel Sonnenalpe · **NEUSAESS** acora Augsburg Living the **TOP** Hotel Duerer · the niu Leo · **OBERHAUSEN** Select Hotel Oberhausen · **OBERORKE** Hotel Freund · **OBERST-** Seehotel Großherzog von Mecklenburg · **OSTSEEBAD PREROW** Best Western Plus Ostseehotel Waldschlöss- steiner Family Hotel Diadora · **PFORZHEIM** Novum Hotel Ruf · TOP Hotel Hohenwart Forum · **PONTRESINA** TOP **ador - Zlatá Husa** · **RASEN / ANTHOLZ** Falkensteiner Hotel & Spa Alpenresidenz · **RASTATT** VCH Bildungshaus **CityLine Grand Hotel** · TOP CityLine Hotel Centrum · **RÖHRNBACH** Wellnesshotel Jagdhof · **ROM** VCH Hotel **SHEIM AM MAIN** Select Hotel Ruesselsheim · **SCHLADMING** Falkensteiner Hotel · **SCHWARZENBRUCK** Hotel **ELFINGEN** the niu Star · **SOLINGEN** Select Hotel Solingen · **ST. GALLENKIRCH** BergSPA& Hotel Zamangspitze · Hotel Rügenblick · **STROMBERG** Land & Golf Hotel Stromberg · **STUHR** Select Hotel A1 Bremen-Stuhr · **STUTTGART** Hotel Wartburg · **STUTTGART-KORNTAL** VCH Hotel Landschloss · **STUTTGART-VAIHINGEN** the niu Kettle · **enparadies** · **TITISEE-NEUSTADT** Treschers Schwarzwald Romantikhotel am See · **TODTNAU** Waldhotel am **See** · **VALS** Falkensteiner Hotel & Spa Falkensteinerhof · **VELDEN AM WÖRTHERSEE** Falkensteiner Schlosshotel · **WALDKIRCHEN AM WESEN** Wesenufer Hotel & Seminarkultur · **WAREN** Hotel Amsee · **WARTMANNSTROTH** er · **WESTERLAND/SYLT** TOP Apartments Roth am Strande · TOP CountryLine Hotel Roth am Strande · **WIEN** **oster** · **WIESBADEN** Select Hotel Wiesbaden City · TOP Hotel Hansa · **WOLFSBURG** Novum Hotel Strijewski · **rik** · Falkensteiner Hotel Adriana · **ZINGST** Hotel Meerlust · **ZWEISIMMEN** TOP Rinderberg Swiss Alpine Lodge



**OUR TOP EXPERTISE
FOR YOUR BUSINESS.**



TOP INTERNATIONAL
HOTELS & CORPORATE PARTNERS

TOP INTERNATIONAL Hotels GmbH
Neuer Zollhof 3 · 40221 Düsseldorf
T +49 (0)211-55 98 55 55
F +49 (0)211-55 98 55 54
info@topinternational.com
www.topinternational.com