

MANDARIN ORIENTAL ENTERS GLOBAL PARTNERSHIP WITH UNIONPAY INTERNATIONAL

Hong Kong, 4 June 2013 -- [Mandarin Oriental Hotel Group](http://www.mandarinoriental.com) and UnionPay International entered into a Global Partnership Agreement today, which will allow for closer cooperation on distribution and joint promotions. UnionPay International promotes the international issuance and usage of the UnionPay Credit Card. Attending the signing ceremony at the newly-opened Mandarin Oriental Pudong, Shanghai were Mr. Michael Hobson, Chief Marketing Officer of Mandarin Oriental Hotel Group, and Mr. Lixin Wang, Chief Business Development Officer of UnionPay International.

“We are very pleased to be partnering with UnionPay International,” said Michael Hobson. “China is already Mandarin Oriental Hotel Group’s second largest market, and we predict that it will become our largest market within the next five years. UnionPay cards is the most important credit card system in China and one with a rapid global expansion plan. As such, UnionPay International is an important long term strategic partner.

The UnionPay card is currently already accepted at almost all of the Group’s hotels in Asia and Europe, and the rest of the Group’s properties are scheduled to accept the card within the next twelve months. Mandarin Oriental is also one of the first international hotel groups to offer UnionPay as an option for guaranteeing online bookings via its website at www.mandarinoriental.com.

UnionPay International will also support the Group’s continued growth on the mainland. Mandarin Oriental, Sanya opened in 2009 and has been joined by Mandarin Oriental, Guangzhou and Mandarin Oriental Pudong, Shanghai, both of which opened earlier this year. Hotels in Beijing and Chengdu are also scheduled to open within the next few years.

UnionPay’s convenient and efficient payment service has been welcomed by both merchants and cardholders in mainland China and abroad – its acceptance network has already expanded to over 140 countries. In addition, UnionPay cards are now issued in over 30



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countries. The partnership between UnionPay International and Mandarin Oriental Hotel Group will offer UnionPay cardholders the opportunity to enjoy special benefits and UnionPay payment at 17 luxury hotels around the world, as well as providing an opportunity to cooperate on distribution, reservations and promotions.

"UnionPay International is expanding its cooperation with industries at home and abroad, providing convenient and preferential payment in travelling and consumption abroad for UnionPay cardholders. Mandarin Oriental Hotel Group is one of the world's leading hotel groups with the advantage of brand influence and service, which fits with UnionPay's network. This partnership enhances the experience for our cardholders when booking at Mandarin Oriental hotels." said Mr. Lixin Wang, Chief Business Development Officer of UnionPay International.

To celebrate the partnership, holders of the UnionPay card can enjoy the following benefits at participating Mandarin Oriental hotels when booking a room at Mandarin Oriental's Best Available Rate:

- Upgrade to next available room category
- Exclusive welcome amenity
- Special VIP status
- Valid until 31 December 2013, and subject to availability

In addition, Platinum and Diamond UnionPay cardholders can take advantage of additional luxury privileges when booking Mandarin Oriental's Best Available Rate:

- Complimentary daily continental breakfast for two
- Free Internet access
- USD 50 food and beverage or spa credit for suite bookings (once per stay)
- Upgrade to next available room category

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- Exclusive welcome amenity
- Special VIP status
- Valid until 31 December 2013, and subject to availability

To enjoy this offer, please call the Mandarin Oriental reservations hotline on 4001 203 323 (China toll-free) or +852 2881 1288, or logon to www.mandarinoriental.com. Please request the UnionPay package at time of booking, and pay with any UnionPay card at check-out. Participating Mandarin Oriental hotels currently include:

Asia

- Mandarin Oriental, Bangkok
- Mandarin Oriental, Guangzhou
- Mandarin Oriental, Hong Kong
- The Landmark Mandarin Oriental, Hong Kong
- The Excelsior, Hong Kong
- Mandarin Oriental, Macau
- Grand Lapa, Macau
- Mandarin Oriental, Manila
- Mandarin Oriental, Sanya
- Mandarin Oriental Pudong, Shanghai
- Mandarin Oriental, Singapore
- Mandarin Oriental, Tokyo

Europe

- Mandarin Oriental, Barcelona
- Mandarin Oriental, Geneva
- Mandarin Oriental, London
- Mandarin Oriental, Paris

Americas

- Mandarin Oriental, Las Vegas

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About UnionPay International

UnionPay International promotes the international issuance and usage of the UnionPay Card as well as other innovative payment solutions to enhance the international brand position of UnionPay. By cooperation with over 200 associations worldwide, the UnionPay international network has enabled the UnionPay Card acceptance in over 140 countries and regions to date. UnionPay cards have been issued in above 30 countries and regions. UnionPay International provides quality, efficient and secure cross-border payment services to the world's largest cardholder group; and provides convenient and localized service to the increasing numbers of overseas UnionPay cardholders.

About Mandarin Oriental Hotel Group

Mandarin Oriental Hotel Group is the award-winning owner and operator of some of the world's most prestigious hotels and resorts. The Group now operates, or has under development, 45 hotels representing over 11,000 rooms in 27 countries, with 19 hotels in Asia, 12 in The Americas and 14 in Europe, Middle East and North Africa. In addition, the Group operates, or has under development, 14 *Residences at Mandarin Oriental* connected to its properties.

Photography of Mandarin Oriental is available to download, in high and low resolution, in the [Photo Library](#) of our *Media* section, at www.mandarinoriental.com. Please join us on Facebook (www.facebook.com/MandarinOriental) and Twitter (www.twitter.com/mo_hotels).

Visit [Destination MO](http://www.destinationMO.info) (www.destinationMO.info), the online version of [Mandarin Oriental Hotel Group](#)'s bespoke publication, *MO*. News about our award-winning hotels, the best dining experiences, spa treatments, travel retreats and interviews with the Group's celebrity fans is now just a click away.

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