

Hotelbeds Group continues to grow and outperform in UK

Submitted by AnnaMonreal on Mon, 07/11/2016 - 11:57

- Strong growth in sales, despite local market shrinking
- UK remains company's most important outbound market worldwide
- Spain top inbound country for UK travellers, followed by the USA, Greece, Italy and Portugal

London, November 7, 2016 - Hotelbeds Group, the business-to-business provider of services to the travel industry globally, today announces that it recorded strong sales growth during 2015 / 16 from its UK source market. Additionally, this growth maintained the company's track record for outperforming the local market, which overall during 2015 / 16 experienced a moderate decrease[\[1\]](#).

The UK remained unchanged as the most important source market worldwide for Hotelbeds Group, where the company offers UK intermediaries access to over 100,000 hotels, 19,000 transfers and 12,000 activities available in over 180 destinations globally.

Carlos Muñoz, Bedbank Managing Director at Hotelbeds Group commented: *"Despite fierce competition in a market that shrunk this year, it gives me great pleasure to confirm that once again we have both grown significantly and outperformed in our most important outbound market. First of all I'd like to thank our partners in the market for their faith, loyalty and partnership this last year to make this happen. Second of all I'd like to thank the UK team for their tireless hard work in providing best in class service delivery. In 2017 we'll be even more committed to our investment in cost-effective technology that generates additional revenues for our partners."*

As a destination for UK travellers, Spain was the top country during the 2015 / 2016 financial year, followed by the USA, Greece, Italy and Portugal. The fastest growing destinations for UK travellers were Spain, USA, Portugal, UAE and Mexico. By contrast, Turkey, France and Morocco were the destinations that experienced the greatest decrease compared to the previous year.

The company aims to further grow its leading position with a focus on driving the development of its differentiated product offer as well as continuing to invest in technology and innovation, with special efforts on data and analytics in order to better predict and react to changes in customer demand while optimising client service.

About Hotelbeds Group

Hotelbeds Group is a business-to-business provider of services to the travel industry globally.

The Group's proprietary technology helps providers of travel services distribute their offering to travel sellers globally via an easy-to-use, advanced technology platform that increases reach, revenue and yield for both the provider and the seller.

Operating mainly under the Hotelbeds and Bedsonline brands, the company connects 35,000 travel intermediaries across more than 120 source markets globally with travel providers in over 180 countries representing more than 100,000 hotels, 19,000 transfer routes and 12,000 activities.

Additionally the Group also operates a Destination Services division offering in-bound destination services, such as tours or transfers, in around 40 countries. The Group also owns several other B2B travel brands such as Pacific World (focusing on the MICE area), Intercruises (shore side cruise

solutions), TT Services (visa outsourcing) and more.

In September 2016 the company became independent under the ownership of Cinven and the Canadian Pension Plan Investment Board (CPPIB).

The company is headquartered in Palma de Mallorca, Spain and has 6,150 employees working across over 150 offices globally.

In the financial calendar year of 2014 / 15 Hotelbeds Group sold around 26 million room nights and achieved a Total Transaction Value (TTV) of €3.8 billion.

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[\[1\]](#) Source: Euromonitor International

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