

Hotelbeds Group will contract 10,000 additional hotels and create over 200 new jobs

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- Target to directly contract 10,000 additional hotels over coming three years
- Creation of over 200 new jobs for Contracting and Yield teams over coming months
- Plan forms part of the ongoing successful integration of Tourico Holidays and GTA

Palma, 13 December 2017. Hotelbeds Group, the world's leading bedbank and provider of B2B services to the global travel industry, has announced today an ambitious plan to increase the number of directly contracted hotels available across its bedbank platform.

The objective of the program is to increase by 10,000 the number of hotels directly contracted over the next three years. Such exclusive deals aim to gain the best prices, under the best terms & conditions, for the sole benefit of the Group's 60,000 plus travel intermediary clients globally.

This initiative follows Tourico Holidays and GTA joining Hotelbeds Group and forms part of the Group's commitment to provide its online travel agency (OTA), tour operator, wholesaler and airline clients with a continually evolving portfolio of the best possible hotel content.

Already the recruitment process has begun and will last until around April of next year. In total around 200 of the best candidates will be given roles in the respective Contracting and Yield teams, to be based across many of the 200 plus offices that the Group has globally. The new roles are already published on LinkedIn and candidates interested can also apply directly via the [Hotelbeds Group recruitment website](#).

Sam Turner, Director of Sales and Sourcing at Hotelbeds Group commented: *"Already we have over 170,000 hotels globally, a great many of which are directly contracted, making us the B2B leader by a considerable margin – but we're committed to growing that further and today's news is proof of that commitment."*

"Between our existing Hotelbeds brand and Tourico Holidays together with GTA, both of whom have just joined us, we already have the best sourcing professionals in the industry. So in order to fill these profiles we're thinking outside of the box, including considering dynamic business people from outside the travel sector who we can quickly convert into talent."

This news forms part of the announcements earlier in the year of both Tourico Holidays and GTA becoming part of Hotelbeds Group. Whilst they currently remain independent businesses within the Group's portfolio, already their integration is well underway. Cross selling of hotel content between Tourico Holidays and Hotelbeds to their respective clients began in the autumn; and in December the hotel content of GTA also started to become available to the rest of the Group.

Already teams from the different companies have begun to move into shared office spaces, including following the opening of a new Group office location in Singapore, the regional hub for the Group. At World Travel Market in London recently Hotelbeds, Tourico Holidays and GTA together shared a combined stand during the show and announced that collectively they now have over 170,000 unique hotels globally.

About Hotelbeds Group

Hotelbeds Group is a business-to-business provider of services to the travel industry globally and the world's leading bedbank.

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, Bedsonline, Tourico Holidays and GTA brands, the company connects over 60,000 travel intermediaries across more than 135 source markets globally with travel providers in over 200 countries representing more than 170,000 hotels, 21,000 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) and more.

In September 2016 the company became independent under the ownership of Cinven and the Canadian Pension Plan Investment Board (CPPIB). In June 2017 Tourico Holidays became part of Hotelbeds Group, followed by GTA also joining the Group in October; both companies remain independent brands whilst they are being integrated into the Group.

The Group is headquartered in Palma de Mallorca, Spain and has 8,300 employees globally (including Tourico Holidays and GTA).

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