

# **Hotelbeds Group confirms Ancillary Bank structure**

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- Leadership team confirmed with Javier Arévalo appointed Director of Ancillary Bank
- Dedicated regional Sales & Sourcing roles will ensure cross-selling to the 60,000 travel intermediaries using the Group's bedbank platform
- Completion of integration of Tourico Holidays and GTA ancillary units into Group expands number of products available and adds cruise offering

**Palma, 24 May 2018.** - [Hotelbeds Group](#), the world's leading bedbank, has today confirmed the structure of its Ancillary Bank business and provided a product update following the integration of Tourico Holidays and GTA into the Group last year.

The leadership team has been confirmed with Javier Arévalo as the Director of Ancillary Bank. Senior leadership positions and the departmental structure have also been confirmed, combining the best talent from Tourico Holidays, GTA and Hotelbeds.

In line with Hotelbeds Group's ambitious plans for growth, three dedicated regional Sales & Sourcing roles for Ancillary Bank have been introduced to ensure the company is optimising cross-selling opportunities generated through its diverse and global bedbank client base of more than 60,000 travel intermediaries. This will ensure that Ancillary Bank product sourcing efforts are aligned to both the needs of Hotelbeds Group's clients and markets dynamics. The company is also reshaping its brand HotelExtras, which provides in-destination and in-origin distribution of ancillary products to hospitality industry partners, mainly accommodation suppliers, cruise lines, activity providers, tourism boards and other in-destination points of sale.

Following the completion of the integration of the Tourico Holidays and GTA ancillary product range into the Group's Ancillary Bank, the Group now offers an expanded offering - now adding cruise products from over 16 different cruise companies. In total over 18,000 activities and 24,000 transfer routes worldwide are now available on the platform, including attractions such as City Pass, Big Bus Hop on Hop off, Broadway shows, Merlin Entertainments, Papillon and Liberty Helicopters (NY City tours); 400 theme and water parks like Disney Parks, Universal Parks & Resorts, SeaWorld Parks & Entertainment®, LEGOLAND® , Port Aventura World and Parques Reunidos; 230 roundtrips and car rentals from the Group's B2B car rental specialist brand Carnect, which offers 500+ car rental companies.

**Carlos Muñoz, Bedbank Managing Director at Hotelbeds Group** states, "I would like to congratulate Javier and his senior team for taking on their new roles in our new Ancillary Bank structure. This fast growing area for our Group forms a core part of our strategy for growth via offering the 60,000+ travel intermediaries around the world who use our platform the opportunity to upsell their customers with the full range of travel needs and experiences."

**Javier Arévalo, Director of Ancillary Bank**, said "It gives me great pleasure to be chosen to lead the Ancillary Bank area and I am looking forward to working with my senior leadership team, some of whom we welcome from both Tourico Holidays and GTA. Following a significant amount of analysis, preparation and strategic planning behind the scenes, I am pleased to confirm that the integration of the Tourico Holidays and GTA offering into our Ancillary Bank is now complete."

**Ancillary Bank** is responsible for the distribution of in-destination and in-origin ancillary products (excursions, attraction tickets, theme parks & resorts, cruises, rent-a-car products) for the independent traveller through online platforms to retail travel agents, wholesalers, tour operators,

airlines, OTAs and hospitality industry partners such as tourism boards and other in-destination points of sale. Ancillary Bank provides a global portfolio to travel industry players aiming to leverage their customer base to gain additional revenues from cross-selling ancillary products; it also distributes through two sub-brands: [Carnect](#), the car rental distribution specialist that offers 500+ car rental suppliers, and [Isango!](#), a leading B2C tours and activities website.

## **About Hotelbeds Group**

Hotelbeds Group is the world's leading bedbank and 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, Bedsonline, Tourico Holidays and GTA brands, the company connects over 60,000 travel intermediaries across more than 185 source markets globally with travel providers in over 200 countries representing more than 170,000 hotels, 22,000 transfer routes and 16,000 activities.

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.

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