

Wholesale Sales team confirmed for Hotelbeds Group APAC

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- Hui-Wan Chua appointed to lead Wholesale Sales for Asia Pacific (APAC)
- Regional management team reporting to Hui-Wan Chua also confirmed
- Hotelbeds Group increasing focus on APAC region in line with expansion plans

Shanghai, China - September 26, 2018 - [Hotelbeds Group](#), the world's leading bedbank, has today provided another update on the senior management appointments across its Group in Asia Pacific (APAC).

Hui-Wan Chua has been confirmed as the Regional Director for Wholesale Sales for the APAC market. In this role, Chua will be responsible for growing the Group's business in the APAC region across the three different bedbank brands - Hotelbeds, Tourico Holidays and GTA - reporting directly to Sam Turner, the Wholesale Sales & Sourcing Director with global responsibility.

Previously Chua joined GTA in 2017, before it joined Hotelbeds Group in 2017, and was most recently the Vice President of Asia Sales & Marketing. Before joining Hotelbeds Group she was the CEO at ZUJI, a leading online travel agent in Asia. Chua has also held a number of senior roles in Asia at leading travel companies such as Travelport and Abacus International.

Additionally, the regional management positions that will report to Chua have been confirmed, combining the best of existing internal talent from across the three bedbanks.

In the Regional Manager roles, Chan Tze Yuan has been appointed to cover Southeast Asia, Hong Kong and Taiwan; Isabelle Kim will cover East Asia; Richard Styles will be in charge of Pacific and Indochina; and Laura Wang and Joy Huang will lead China.

Sam Turner, Wholesale Sales & Sourcing Director at Hotelbeds Group, said, "I am delighted to see Hui-Wan take on this role as Regional Director for Wholesale Sales in APAC to help us realise the vast potential that the region holds. As a seasoned leader with 20 plus years of experience and together with a talented team, I am confident that she will solidify our leadership position in the region."

Hui-Wan Chua, APAC Regional Director for Wholesale Sales at Hotelbeds Group, said, "It is exciting to take on this expanded role overseeing the Group's growth regions, identifying the huge opportunities within the industry, maintaining long term commercial partnerships, and strategically growing the Group's regional presence. The result of the integration of our three bedbanks is equally exciting; this will allow us to offer best in class products, service and solutions to our customers, driving more value in our partnership and continue the positive trajectory of our success story in the APAC region. "

For Hotelbeds Group, growing the business in the APAC region is a top priority. China remains the number one source market in the wholesale channel for Hotelbeds Group in Asia Pacific and is now the 4th biggest for the Group globally, up from 5th place only last year.

Since January, the Group has been identifying top employee profiles from the three companies, at both senior management and management levels, in order to better respond to the needs of the

Group's expanded operations following the integration of Tourico Holidays and GTA. So far 350 appointments have been made to date.

About Hotelbeds Group

Hotelbeds Group is 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 140 source markets globally with travel providers in over 185 countries representing more than 170,000 hotels, 24,000 transfer routes and 18,000 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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