

Hotelbeds and Air Canada Vacations strengthen partnership to fuel Canadian domestic recovery

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Palma, Spain, 3 November 2020 – [Hotelbeds](#), the world's leading bedbank, has announced today an extension of its existing agreement to provide curated accommodation inventory to [Air Canada Vacations](#), a leading Canadian vacation expert offering a wide selection of vacation packages across Canada.

Building on over ten years of working together, the significantly expanded partnership will provide Air Canada Vacations with a one-stop shop for customers to browse and book vacation packages – with a domestic accommodation inventory covering the entire country and more than 1,200 hotels throughout Canada.

This collaboration allows Air Canada Vacations to enhance its product for travellers by using Hotelbeds' proprietary dynamic packaging platform to enable customers to build their own holiday packages and tours, with real-time selection of flights for Canadian escapes.

Hotelbeds and Air Canada Vacations' new extended partnership adds to the over 40 airlines that currently partner with Hotelbeds, reinforcing its position as an ideal strategic partner for airlines to fulfil their non-air ancillary revenues strategy. This partnership also reinforces both companies' efforts and commitment to help rebuild and restore the Canadian tourism industry.

León Herce, Sales Director at Hotelbeds, commented: "We are delighted to partner with Air Canada Vacations to grow our business together. We look forward to providing Air Canada Vacations' domestic passengers with a choice selection of the most exclusive and best-priced hotels across Canada. This partnership further reinforces our commitment to our hotel partners in the region by giving them privileged access to Air Canada Vacations' valued travellers right at the moment in the buying process that they are choosing their destination."

Nino Montagnese, Managing Director at Air Canada Vacations, added: "We are seeing that Canadians are still interested in travel, with more and more people looking to book their next getaway domestically. We're very excited to expand our partnership with Hotelbeds to enhance our existing vacation package offering in Canada and provide our customers with a vast selection of accommodation options."

This news follows Hotelbeds' recent announcement of a focussed strategy [to respond to the strong demand for domestic hotels](#) in the aftermath of COVID-19, with plans to add an additional 10,000 new properties to its global portfolio of hotels by the end of the year.

As part of that plan Hotelbeds is expanding its hotel portfolio in secondary destinations to cover new leisure properties relevant for domestic travellers; and it is also adding additional property types that are currently more sought after, for example resorts and rural hotels.

About Hotelbeds

Hotelbeds is the world's leading bedbank.

In a fragmented and complex travel landscape, Hotelbeds provides over 180,000 hotel properties

across the globe with access to high-value, complementary distribution channels that significantly increase occupancy rates and optimise RevPAR – whilst not competing with the hotelier’s direct distribution strategy.

Hotelbeds does this by offering hoteliers access to a network of over 60,000 hard-to-access B2B travel buyers such as tour operators, retail travel agents, airline websites, and loyalty schemes in over 140 source markets worldwide. These channels provide hotel partners with returning guests that book further in advance, cancel less, spend more in-destination and stay longer.

In addition to accommodation, Hotelbeds is also the world’s largest B2B seller of travel ancillaries, offering 24,000 transfer routes and 18,000 activities, as well as attractions, tickets and car hire. Operating under the ‘Beyond the Bed’ product line, it provides both hoteliers and travel distribution partners with an efficient platform and powerful tools to easily integrate and commercialise its leading portfolio of high-margin products.

The company is headquartered in Palma, Spain and employs around 5,000 employees across over 60 offices globally.

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About Air Canada Vacations

Air Canada Vacations is a leading Canadian vacation expert offering a wide selection of vacation packages and cruises to destinations across Mexico and the Caribbean, Central and South America, Europe, Canada and the USA and is a repeat recipient of the Consumer's Choice Award. Air Canada Vacations offers convenient connectors from 54 Canadian cities, web and mobile check-in and Aeroplan® Miles. Air Canada Vacations packages include flights on board Air Canada and Air Canada Rouge. For more information visit: aircanadavacations.com

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