

## **Hotelbeds named by IHG Hotels & Resorts as a preferred provider of wholesale rates for B2B travel buyers**

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**Palma, Spain, 2<sup>nd</sup> March 2022** – Hotelbeds is pleased to announce that it is one of IHG Hotels & Resorts’ preferred partners for distribution of wholesale rates from IHG hotels in Europe and Greater China.

As a result, travel buyers working with Hotelbeds will continue to enjoy access to wholesale rates from IHG hotels. Hotelbeds’ network reaches thousands of B2B travel buyers, such as offline tour operators, retail travel agents, airlines and company employee loyalty programs, across more than 140 source markets worldwide.

Hotelbeds’ portfolio of B2B travel buyers offers IHG’s hotels incremental, high-value bookings from both domestic and international travelers.

**Carlos Muñoz, Chief Commercial Officer at Hotelbeds**, commented: “This partnership demonstrates our shared confidence in the future growth of the B2B industry. Thanks to this collaboration, our client partners worldwide will have access to a leading product portfolio which is fantastic news coming off the back of some very challenging years.”

**George Turner, Chief Commercial & Technology Officer at IHG Hotels & Resorts**, commented: “Partnering with Hotelbeds in Europe and Greater China will enable us to more seamlessly manage our wholesale distribution.”

IHG Hotels & Resorts has 17 brands including InterContinental Hotels & Resorts, Crowne Plaza Hotels & Resorts and Holiday Inn Express and last year joined Hotelbeds’ Green Hotel Programme to further strengthen its commitment to sustainable tourism.

The Green Hotels Programme is a turn-key solution to bring Hotelbeds and its partners into the green economy and accelerate the transition of the travel industry towards sustainability – a topic whose importance has increased dramatically in light of the COVID pandemic.

### **About IHG®**

[IHG Hotels & Resorts](#) [LON:IHG, NYSE:IHG (ADRs)] is a global hospitality company, with a purpose to provide True Hospitality for Good.

With a family of 17 hotel brands and [IHG Rewards](#), one of the world’s largest hotel loyalty programmes, IHG has nearly 6,000 open hotels in more than 100 countries, and a further 1,800 in the development pipeline.

- Luxury & Lifestyle: [Six Senses Hotels Resorts Spas](#), [Regent Hotels & Resorts](#), [InterContinental Hotels & Resorts](#), [Vignette Collection](#), [Kimpton Hotels & Restaurants](#), [Hotel Indigo](#)
- Premium: [voco Hotels](#), [HUALUXE Hotels & Resorts](#), [Crowne Plaza Hotels & Resorts](#), [EVEN Hotels](#)
- Essentials: [Holiday Inn Hotels & Resorts](#), [Holiday Inn Express](#), [avid hotels](#)
- Suites: [Atwell Suites](#), [Staybridge Suites](#), [Holiday Inn Club Vacations](#), [Candlewood Suites](#)

InterContinental Hotels Group PLC is the Group’s holding company and is incorporated and registered in England and Wales. Approximately 325,000 people work across IHG’s hotels and

corporate offices globally.

Visit us online for more about our [hotels and reservations](#) and [IHG Rewards](#). For our latest news, visit our [Newsroom](#) and follow us on [LinkedIn](#), [Facebook](#) and [Twitter](#).

## 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 25,000 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.

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