

# [Hotelbeds signs global distribution partnership with Hopper](#)

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*New agreement connects Hopper customers with Hotelbeds 300,000 hotels*

**Palma, Spain, 27 September 2023** – Leading TravelTech company [Hotelbeds](#) has signed a new strategic partnership to provide [Hopper](#) with access to its portfolio of 300,000 hotels across 195 countries.

The agreement enables Hotelbeds to continue growing its business in the U.S. while opening up new markets for Hopper, which is North America's third largest online travel marketplace and number one downloaded travel app. Data from the U.S. International Trade Administration reports that total travel and tourism output was valued at \$1.7 trillion in 2021.

"This new partnership will help us expand our footprint further in the dynamic U.S. market," said Carlos Muñoz, Hotelbeds Chief Commercial Officer. "Joining forces with Hopper – the world's fastest growing travel app – will also help us reach new client sectors, across both trade and consumer segments."

As a global B2B travel ecosystem player, Hotelbeds will enable Hopper to source more diverse inventory for its customers. Hotelbeds' booking platforms provide fast and reliable access to properties across the world, including those in the luxury sector and more than 37,000 sustainable hotels.

Hopper, meanwhile, is a travel agency, fintech provider, and e-commerce platform, powering the Hopper app and partners' direct channels. The Hopper app has more than 100 million downloads and is predominantly used by Gen Z and millennials, with 70% of Hopper customers made up of travellers under the age of 35.

"We're proud to partner with Hotelbeds – a global, hotel contracting powerhouse," said Dakota Smith, President and Co-Founder of Hopper. "Ensuring that travellers have transparency and optionality has always been at the core of Hopper's offerings. Partnering with Hotelbeds will allow us to supercharge our efforts in building a best-in-class global hotel supply network."

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## **About Hotelbeds**

Hotelbeds are global leaders in the TravelTech space, connecting and empowering businesses by facilitating bridges in the ever-changing and expanding travel ecosystem. Our cloud-based technology platforms offer fast and simple access to a global network of travel products, from accommodation to ancillaries and payments, while rich data and intelligence helps to generate demand. By operating exclusively in the B2B arena, we are uniquely placed to drive growth for our partners without competing for the end customer. Our teams of 3000+ experts on the ground provide local expertise and support to boost trading even further, even in the most hard-to-reach spaces. Our unique blend of technology, data and passionate people serves as a catalyst for B2B travel players aiming to unlock their full potential.

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## About Hopper

Hopper is a leading travel platform which powers Hopper's mobile app and HTS partners' direct channels. Hopper uses data to bring transparency, optionality and cost-savings to travelers globally. The company has also developed several unique fintech solutions that address everything from pricing volatility to trip disruptions. The Hopper platform serves hundreds of millions of travelers and continues to capture market share around the world. Through HTS, Hopper supercharges its partners' direct channels with its travel agency, fintech, and e-commerce offerings. To find out more about Hopper, visit [Hopper.com](https://hopper.com).

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