



## Company profile

Hotelbeds, 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, Hotelbeds are uniquely placed to drive growth for their partners without competing for the end customer. Their 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. Their unique blend of technology, data, and passionate people serves as a catalyst for B2B travel players aiming to unlock their full potential.

Hotelbeds is shaping the future of the travel sector through its program of open innovation promoting disruptive ideas in the travel industry innovation ecosystems as a key travel tech player

## Our global reach



Selling to  
**140**  
**markets**  
and operating in  
**180 countries**



**3100**  
**employees**  
and  
**60 offices**  
worldwide



**+60k B2B**  
hard-to-reach  
travel distributors  
(Tour operators, travel  
agencies, airlines)  
**+200k** travel agents in  
**65 countries**



**+300k**  
hotel partners  
worldwide

## Our tech profile



**258 Terabytes**  
of data-lake



**4 billion**  
Searches  
per day



**55,000**  
Availability  
Requests per second



Integrated with  
**+50**  
Channel Managers

## Our company brands



**Hotelbeds,**  
for tour  
operators



**Bedsonline**  
for Travel  
agencies



**Beyond The Bed**  
for services & ancillaries  
in destination  
(Transfer, car-rental,  
excursions, concerts, theme  
parks, activities etc)



**Roi-back,**  
direct channel solution  
for optimise Hotels  
direct business



## Hotelbeds in USA



### Our team

- Office in Orlando, FL
- 186 Hotelbeds group staff working in United States- 85 Office based 101 Home based



### Our footprint

- 20.475 direct hotels partners
- 13.014 in-direct hotel partners
- +747 Hotel preferred partners
- +\$184M investment in preferred hotel partners
- +1.558 destinations
- 7.1M pax arrivals in 2022

### Pax Arrivals 2022

1.		USA	4.7M
2.		ISRAEL	348K
3.		UK	301K
4.		CANADA	212K
5.		SPAIN	204K
6.		SINGAPORE	184K
7.		CHINA	134K
8.		ITALY	124K
9.		MEXICO	113K
10.		UAE	109K



### What we offer

- We want to invest in USA and develop local business relationships
- We are developing new ESG sustainability initiatives in USA destinations
- Destination marketing campaigns to promote USA and its destinations to worldwide markets.
- Global platform to attract and promote additional air traffic and tourists into airports and destinations from 180 source markets into USA
- Speaking & promotion opportunities in our Market Hubs in front of +500 travel agents (Market Hubs in Americas, Europe and Asia <https://www.themarkethub.com/>)
- Tech & Tourism Innovation programs to support USA destinations
- Support local & young talent generations through our Hotelbeds Campus



### Company representatives traveling to New York

- **Chairman of Hotelbeds Advisory Committee, Richard Solomons:** Richard Solomons holds a vast executive board experience having worked in KPMG, in investment banking with Hill Samuel Bank for seven years, including two years in New York; and as CEO of InterContinental Hotels Group until 2017.
- **CEO of Hotelbeds Nicolas Huss:** Nicolas is an experienced board level executive and CEO with a strong reputation in the payment, financial services and travel industries, having held the role of CEO at both Visa Europe and Ingenico Group.
- **CCO of Hotelbeds Carlos Muñoz:** With over 20 years in the travel industry, Carlos is a well-respected, highly experienced commercial leader and a true advocate for the value of the bedbank as an independent aggregator.
- **President North America & corporate development Director, César Concepción:** Highly experienced in the mergers & acquisitions and investment banking fields in Europe and North American markets.
- **HPO & Innovation Director Jose María Pestaña:** Highly experienced in HR & Communications, José María is a high respected leader in building high performance teams and innovation ecosystems having held positions in the pharma sector with Sanofi & telecommunications with Telefónica.