



About Bedsonline

- Formed in Spain in 2004.
- Distributes a product portfolio of more than **170,000 hotels, 12,000 activities and 21,000 transfer routes and 142,000 rental car products available from 185 different countries.**
- Leading global provider of online accommodation and ancillary products – such as excursions, tickets and transfer routes.
- **Exclusively caters to travel agencies, worldwide.**

A global footprint

- Distributes accommodation and ancillary products for **more than 30,000 agencies in 30 source markets**, including Spain, Mexico and the UK.
- **Main fast-growing markets FY 16/17:** Colombia (+42%), Turkey (+33%), Cyprus (+59%) and Israel (+119%).
- **Main source markets FY 16/17:** Spain, Mexico and UK.
- **Main destinations FY 16/17:** Spain, United States and Mexico.



Keys to success

- Exclusively for travel agents.
- Easy-to-use booking tool.
- **Portfolio of directly contracted product**
 - contracted through local teams focused on contracting globally, allowing high availability, competitive prices and a high level of client satisfaction.
- Local operation with global presence.
The commercial team and the call center are 100% local, aimed at the client's needs.
- Customer service team with more than 400 professionals with **24/7 support in 20 different languages**.
- Clear focus on distribution, with **double digit growth** outperforming the market.
- Bedsonline strategic principles are **investment in human teams, technological platforms and distribution**.



The future

Bedsonline's expansion plans for the following five years include:

- **Maintaining a clear focus on expansion into the Americas such as** the United States, Canada, Brazil, Colombia, Peru, Costa Rica and, in particular, Mexico.
- **Driving growth** in South East Asia, in particular in China, where Bedsonline plans to triple the local team over the next three years.
- Significantly **increasing the number of products** with exclusive conditions for clients.
- **Consolidating its position as a strategic provider** for travel agencies worldwide.

