

Hotelbeds announces strategic partnership with Minor Hotels Australia and New Zealand as Pacific regions ramps up

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Palma, Spain, 5 May 2022 – After some very positive signs over recent weeks for bookings in the Pacific region for 2022, Hotelbeds is pleased to announce a new strategic partnership with Minor Hotels Australia and New Zealand, encompassing their Oaks Hotels, Resorts & Suites and Avani Residences properties.

This latest agreement provides Hotelbeds' network of 60,000+ travel advisors access to rates at more than 60 properties throughout Australia and New Zealand.

"With its great portfolio offering broad coverage across Australia and New Zealand, Minor Hotels Australia and New Zealand is the perfect strategic partner for us now that these countries are reopening their borders," said **Colm Flanagan, Regional Manager of APAC Chains at Hotelbeds**. He added that "We are delighted to continue to link our journey with such an experienced partner and look forward to further strengthening our ties and supporting recovery as new demand for travel starts to ramp up."

Daniel Csorban, Group Director of Sales for Minor Hotels Australia and New Zealand, said "We are very pleased to have launched our new strategic partnership with Hotelbeds, for the Australian and New Zealand arm of Minor Hotels. As confidence in corporate and leisure travel continues to increase, it will be invaluable to have access to their high-value distribution channels to reach a broader market of travel buyers."

About Hotelbeds

Hotelbeds is the world's leading bedbank.

In a fragmented and complex travel landscape, Hotelbeds provides over 300,000 hotel properties across the globe with access to high-value, complementary distribution channels that significantly increase occupancy rates- 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.

In addition to accommodation, Hotelbeds is also the world's largest B2B seller of travel ancillaries, offering worldwide coverage of transfer routes and 18,000 activities, as well as experiences and car rental suppliers. 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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About Minor Hotels Australia and New Zealand

Minor Hotels Australia and New Zealand forms part of the Minor Hotels brand which is an international hotel owner, operator and investor currently with more than 520 hotels in operation. The Australian and New Zealand arm of the business has over 60 properties in operation across both countries.

Minor Hotels Australia and New Zealand passionately explores new possibilities in hospitality with a diverse portfolio of properties designed intelligently to appeal to different kinds of travellers, serving new passions as well as personal needs.

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