

Cinven's investments

Business Services

Hotelbeds is a leading global business-to-business bedbank, offering hotel rooms to the travel industry from a network of c. 180,000 hotels across c. 185 countries. Hotelbeds' clients include tour operators, retail travel agents, airlines, and points redemption schemes.

Overview

Founded in 2001 and headquartered in Palma de Mallorca, Spain, Hotelbeds provides hotels across the globe with access to high-value, complementary distribution channels that significantly increase occupancy rates and optimise revenues per available room (RevPAR).

Cinven's Business Services, TMT and Iberia teams worked closely together on the Hotelbeds opportunity for more than 18 months prior to acquisition. Leveraging Cinven's experience from its previous successful technology-led Business Services investments, including Amadeus, the Cinven team identified Hotelbeds as an ideal platform from which to pursue further acquisitions in the sector.

In line with Cinven's strategy for the business, in 2017, the first full year of Cinven's ownership, Hotelbeds made two transformational acquisitions: Tourico Holidays in the US and GTA in the Asia Pacific region. In August 2018, Hotelbeds successfully completed the disposal of its Destination Management division, allowing Cinven and management to strategically focus on the core bedbank business, including the IT and operational integration of Tourico and GTA, and the implementation of commercial best practices across the enlarged group.



Acquired
September
2016

Executive Chairman
Joan Vilà

Cinven representatives
Peter Catterall, Partner
Jorge Quemada, Partner

Employees
c. 5,000

