

## Press Release

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# WebBeds signs strategic hotel partnerships in Australia and New Zealand, boosting domestic offering.

New agreements with Minor Hotels, StayWell Holdings, The Crystalbrook Collection, and The Rees Hotel, Luxury Apartments and Lakeside Residences, Queenstown bring additional benefits to more than 70 hotels and resorts across the Pacific region.

Leading global B2B bedbank, WebBeds, a division of Webjet Limited (ASX: WEB), has signed distribution partnership agreements with a series of important hotel partners in Australia and New Zealand.

The company has penned new key contracts with Minor Hotels, StayWell Holdings and The Crystalbrook Collection, which together operate more than 70 properties, under multiple brands, in attractive locations across Australia. It has also sealed a new partnership with The Rees Hotel, Luxury Apartments and Lakeside Residences, Queenstown, one of the most prestigious places to stay in New Zealand. This demonstrates WebBeds' focus on supporting its hotel partners and providing the best possible coverage to the travel trade in the Pacific region.

"These partnerships are significant for us in terms of their geographical coverage and popularity and will provide WebBeds' travel agent network with access to all inventory, year-round rates and tactical campaigns - dynamically delivered through the WebBeds trade platforms and customer APIs," said Grant Sumich, Head of Commercial, WebBeds Pacific.

"With restrictions starting to lift across Australia and New Zealand, and the inability to travel abroad demand has shifted to domestic markets. WebBeds is focused on ensuring we have all of our key hotel partners connected, and available for our travel agent customers to book as lockdowns ease, and in preparation for the travel rebound to occur," Mr Sumich added.

**Minor Hotels currently has 55 hotels and resorts in Australia, under its famous Oaks Hotels & Resorts brand and up-and-coming Avani concept.**

"Our successful partnership with WebBeds has allowed us to connect with a wide range of travel trade partners and generate new business from international markets into all of our properties across Australia and New Zealand. We are looking forward to continuing a fruitful working relationship into the future," said John Thompson, Head of Commercial - Minor Hotels, Australia and New Zealand.

**StayWell Holdings has built a portfolio 15 hotels in Australia and New Zealand, operating under its popular Park Regis and Leisure Inn brands.**

“We work to distribute the Park Regis and Leisure Inn hotels in Australia to global markets, so we are pleased to be in partnership with WebBeds, targeting tailor-made itineraries with the right fit for our properties and destinations,” commented Melanie Ranoa, Regional Director of Sales & Marketing – Australia.

**The Crystalbrook Collection now operates an exclusive selection of boutique hotels in Sydney, Byron Bay and Cairns.**

“Crystalbrook Collection are delighted to have partnered with WebBeds. The alliance allows us to pursue market share and revenue growth in key source markets supported by WebBeds’ responsible distribution strategy. The team are attentive and attuned to our needs. Connection to their distribution network is quick and effective with bookings coming through almost immediately,” said Sara Coughlan, Account Director, Leisure, Crystalbrook Collection.

**The Rees Hotel, Luxury Apartments and Lakeside Residences, Queenstown is an attractive retreat overlooking Lake Wakatipu and The Remarkables in New Zealand’s South Island.**

“Working with WebBeds has been a very efficient and seamless connection process. Any queries we had were dealt with quickly and the team were extremely responsive to our needs. Once the connection was switched on, bookings were received almost immediately, and we have been really pleased with the results so far,” stated Mark Rose, CE / Kaihautū.

WebBeds is the world’s second largest B2B accommodation provider. For more information, please visit [www.webbeds.com](http://www.webbeds.com).

## About WebBeds

Launched in 2013, WebBeds is the world's fastest growing bedbank. A B2B business, WebBeds supplies accommodation and services to the travel industry, providing global coverage through three regions - Europe, Asia Pacific and AMEA (America, Middle East and Africa) with over 1,600 travel professionals working in 50 offices worldwide.

WebBeds provides a global distribution network of travel trade partners with the choice of more than 368,000 hotels around the world, comprising 30,000+ direct contracts, 70+ integrated third-party providers and 60+ major hotel chain groups. WebBeds sells to over 190 destination countries through clients in more than 130 source markets worldwide.

Clients can access this huge choice of inventory, (ranging from affordable guesthouses to luxury hotels and including international chain hotels, city-centre and resort properties) via market-leading, trade-only websites or simple and seamless platform to platform API connectivity. Clients can also book over 5,500 transfer services in 1,200 destinations along with thousands of guided excursions and tickets for attractions.

WebBeds also provides tailor-made travel arrangements for groups of all sizes covering corporate and leisure, special interest, education and MICE via its dedicated and award-winning DMC division, and operates specialist travel brand Umrah Holidays International, a genuine pioneer in providing online pilgrimage travel services to travel agencies worldwide.

Find out more about the WebBeds business at [www.webbeds.com](http://www.webbeds.com)

WebBeds is a subsidiary of Webjet Limited (ASX: WEB).

## About Webjet Limited

Webjet Limited (ASX: WEB) is an ASX 200 listed company operating a digital travel business spanning both wholesale markets (through B2B) and consumer (through B2C).

The B2B travel business, WebBeds, is the world's second largest and fastest growing accommodation supplier in the wholesale travel market. It operates global coverage through three regional divisions - Europe, Asia Pacific and AMEA (America, Middle East and Africa). The B2C travel business operates Webjet, the market leading OTA brand in Australia and New Zealand, and Online Republic, which specialises in the provision of online cars, motorhome and cruise bookings.

Find out more about Webjet Limited at: [www.webjetlimited.com](http://www.webjetlimited.com)