



Press Release



From left to right: Peter Vermeulen (Vice President Product, Purchase & Destination Management, LuxairTours), Christophe Van Damme (WebBeds - Regional Director of Sales France & Belux), Thomas Fischer (Chief Commercial Officer, Luxair), Daryl Lee (WebBeds - CEO), Pepita Borrajo (WebBeds - Regional Director of Sales, Central Europe), Anders Kjong (WebBeds - President, Europe)

WebBeds announce partnership with Luxair and LuxairTours.

9th March 2023

WebBeds, the global marketplace providing accommodation and ground product distribution services to the travel industry, has announced a partnership with tour operator, LuxairTours.

WebBeds has signed an agreement with Luxembourg-based LuxairTours, the tour operator division of Luxair, the country's national airline, providing the operator with access to a selection of its 31,000+ directly contracted hotels in the 92 destinations served by the airline.

LuxairTours customers will benefit from a huge choice of properties located in beach destinations and cities around the world. The accommodation provided by WebBeds caters for any need a LuxairTours customer may have; ranging from affordable independent hotels to beach resorts, to international five-star hotel chains and much, much more.

The deal was formalised at ITB Berlin where WebBeds and LuxairTours senior management met to discuss maximising opportunities off the back of the aggressive growth both WebBeds and LuxairTours were achieving in 2022 and 2023.

Commenting on the partnership, Pepita Borrajo, WebBeds' Regional Director of Sales Central Europe said, "We are pleased to be working with LuxairTours. The depth and breadth of our accommodation inventory means that whatever holiday a LuxairTours customer wants, it can be supplied through WebBeds."

Peter Vermeulen, Vice President Product, Purchase & Destination Management at LuxairTours said, "We are extremely excited with the multiple opportunities this WebBeds partnership will bring us. It will enable us to further develop our growth on all destinations offered by the tour operator LuxairTours and also to provide our esteemed customers, flying to the many European cities offered by our airline Luxair, with the best choice of accommodations."

Ends.

About WebBeds

Launched in 2013, WebBeds is a global marketplace for the travel trade, providing powerful distribution solutions that make selling and buying travel products easier. It sources accommodation and destination services from travel suppliers, aggregates and merchandises that content in the WebBeds platform, then distributes it to its global network of travel trade buyers, who sell to the travelling public.

Hotels and other suppliers - global and regional hotel chains, independent hotels, apartments, resorts, attractions, transfer and sightseeing companies and more - can sell their products to a global network of online and offline travel buyers through cutting edge solutions that provide greater inventory control to simplify distribution, and leverage WebBeds enhanced analytics to inform inventory optimisation choices – saving costs and increasing revenue.

Travel buyers - online travel agencies, retail travel agents, corporate travel managers, tour operators, wholesalers, tourism boards, super apps, DMC's, group providers, airlines and more - can integrate the hundreds of thousands of hotels and ground services in the WebBeds marketplace through simple and seamless API connectivity, or they can search, shop and book online through one of WebBeds trade only booking sites.

WebBeds operates globally through four geographic regions – Europe, Asia Pacific, MEA (Middle East and Africa) and Americas - with over 1,500 travel professionals working in 120 cities across 50 countries worldwide. WebBeds also operates specialist brands JacTravel DMC and Umrah Holidays International. **JacTravel**

DMC provides tailor-made travel arrangements for offline FIT and groups traveling to the UK, Ireland and key mainland European destinations to the international travel trade. **Umrah Holidays International** is a genuine pioneer, providing online pilgrimage travel services to travel agencies worldwide.

Find out more about the WebBeds business at www.webbeds.com

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

About Webjet Limited

Webjet Limited, an ASX 200 listed company (ASX: WEB), is a global travel business that enables travel the world over through our market leading travel brands supported by our travel technology businesses.

Our digital travel brands, spanning both wholesale and retail markets, include; **WebBeds** - is a global marketplace for the travel trade, providing powerful distribution solutions that make selling and buying travel easier, **Webjet** - the market leading Online Travel Agency in Australia and New Zealand, and **GoSee** - a global motorhome and car rental ecommerce site.

Our travel business are supported by smart technology we build and invest in that differentiates our offerings and make booking and transacting travel better, including; **Trip Ninja** - providing complex travel itinerary automation technology to digital travel businesses globally and **Rezchain** - the travel industry's first blockchain-based hotel booking verification technology, along with investments in **ROOMDEX** and **LockTrip**.

Find out more about Webjet Limited at: www.webjetlimited.com

About Luxair

Founded in 1961, **Luxair** is a key player in the economy of the Grand Duchy of Luxembourg and the surrounding Greater Region.

Passenger air transport is probably the most well-known activity to the general public. **Luxair** offers fast air service to most of Europe's largest cities, business centers and international hubs. The airline prides itself upon providing maximum flexibility to its business clients and quality travel to its leisure customers.

Luxair's tour operating division, **LuxairTours**, offers a wide range of package deals and thematic holidays. Products are tailored to suit a great variety of vacation desires and all budgets, always in line with highest quality and safety standards.

As the airport service provider at Luxembourg airport, **LuxairServices** takes care of Passenger Assistance and all tasks relating to fast and efficient servicing of landed aircraft. Luxair's Catering division is responsible for preparing appetizing inflight meals and loading them on-time in the best freshness conditions.

Luxair's air freight division, **LuxairCARGO**, handles every kind of merchandise with ease and efficiency and is considered one of the largest freight distribution centers in Europe.

Find out more about Luxair and LuxairTours at: www.luxair.lu and www.luxairtours.lu