



News Release



Celia Rojas, Director of Supplier Connectivity, WebBeds Europe

WebBeds strengthens connectivity team with further key strategic appointment in Europe

25th September 2018

WebBeds, the world's fastest growing and second largest B2B accommodation provider (comprising the JacTravel, Sunhotels, Lots of Hotels, totalstay and FITRuums brands) has today announced Celia Rojas as Director of Supplier Connectivity for WebBeds in Europe following last month's appointments of Noemi Gomez and Joaquin Cheto as Director of Revenue Management and Head of Business Intelligence respectively.

The move is a further indication of the company's intention to continue to out-perform the market significantly by investing in experienced and senior industry professionals. As Director of Supplier Connectivity (Europe), Celia will assume responsibility for maximizing and optimizing potential growth opportunities with third party suppliers, destination management companies and hotel chains, whilst implementing a technical contracting and supply strategy that will support the company's ambitious growth plans.

Celia has many years' experience in the B2B accommodation environment, most recently as Director of Sales for UAE based DMC, Darina Holidays. Of the opportunity, she says: "In my first few days here at WebBeds I have already seen the potential that we have here. It's phenomenal to be part of an organization that is already growing globally at around 80% year on year. I'm really looking forward to building relationships with our team of buyers and of course with our supply partners to ensure that next year our growth story is even stronger still."

Bruno Trathaug, Chief Operating Officer of WebBeds in Europe adds: "Bringing somebody with the experience and enthusiasm that Celia has is a great coup for WebBeds. We have really high expectations to grow all areas of the business and whilst we are continuing to develop our directly contracted range of hotels (now at over 21,000 hotels globally), there is still huge opportunity to further optimize the connections with our hotel chains and third party providers whilst continuing to look at potential new supply partners that can add value for our client base and benefit from our unique global distribution network."

Celia will be based at the company's offices in Palma de Mallorca.

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About WebBeds:

WebBeds is the world's fastest growing and second largest accommodation supplier to the travel industry operating its B2B travel business through; Sunhotels, JacTravel and Totalstay (Global & Europe), FIT Ruums (Asia) and Lots of Hotels (Americas, Middle East and Africa).

WebBeds provides our global network of travel trade partners with the choice of 250,000 hotels in nearly 10,000 destinations. Customers can access this huge choice of inventory, ranging from city-centre international chain hotels to independent beach properties, via market-leading booking websites or an API. Clients can also access transfer services in 950 destinations, and thousands of tour guide excursions and attraction tickets.

WebBeds also provides tailor-made travel arrangements for groups of all sizes covering leisure, special interest, education and MICE.

WebBeds is a subsidiary of Webjet Limited (ASX: WEB) - an ASX 200 listed company operating a digital travel business with over AUD\$3 billion in total annual turnover. (As of June 2018)

For further information, please contact: David Tarsh, Tarsh Consulting, David@Tarsh.com, +44 (0) 20 7602 5262.