

# Our sectors – Accommodation & Destinations

## Accommodation & Destinations

**Joan Vilà**  
Managing Director  
Accommodation & Destinations



### Colleagues

10,000

After developing his professional career in the destination Services Division of the Barceló Travel Group, Joan Vilà was appointed Managing Director of the Division in 1999, which was integrated into First Choice Holidays PLC (First Choice) in 2000. In November 2002, he became a member of First Choice's Group Management Board. Joan is currently the Managing Director of the Accommodation & Destinations Sector of TUI Travel PLC and is also on the Group Management Board. He has an MBA from IESE, a degree in Economics from the University of Barcelona and has completed international business school programmes with Columbia Business School and IMD.

### Top selling brands



### Number of port calls

10,324

### Market presence

An unrivalled presence selling products and services in over 150 countries. Our accommodation wholesaler has a database of over 60,000 hotels worldwide. Our global DMC network operates in 50 countries and our cruise handling business services over 300 ports worldwide.

### Customers/roomnights

Offline inbound passengers:

12.8m

Roomnights:

25m

### Number of brands

42

### Top three destinations\*

Spain  
USA  
Italy

### Sustainable Development Initiatives

The **A & D Sector** is working with The Nature Conservancy in Dominican Republic to help preserve and manage Del Este National Park. Following a decline in the quality of coral reefs, beaches, mangroves and ecosystems in the area, the A & D Sector has been working with excursion suppliers to ensure they are using cleaner engines, avoiding reef damage and managing tourism waste effectively.

**Ultramar Transport**, our largest ground transport company, has installed satellite navigation in all vehicles to monitor fuel consumption, distances travelled, driver performance and route optimisation.

\*Top bedbank destinations by customer numbers

# Our sectors – Accommodation & Destinations

Global provider  
of travel  
services

Key  
brands

Global reach

Total transaction  
value

Expertise

Market position  
of leading  
brands

## Accommodation

**AsiaRooms**.com



**MalaPronta**.com

**LateRooms**.com



**bedsonline**



**hotelbeds**



activities

## Inbound services

**INTERCRUISES**  
SHORESIDE & PORT SERVICES



**destination**  
services

**worldcome**  
destination specialists

Only accommodation & inbound services provider with global reach

€3.7bn in 2013, €3.3bn in 2012

Accommodation online travel agent (OTA), accommodation wholesaler, visa outsourcing, inbound services, cruise handling and meeting and events

**LateRooms**

#2

**Hotelbeds**

#1

**Intercruises**

#1