



Welcomebeds/Globalia

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 welcomebeds.com

Globalia comprises a group of independent companies that compete successfully in their corresponding sectors. Welcomebeds is part of Globalia Corporation, Spain's leading tourism group with more than 40 years' experience. We are synonymous with Sense, Strength and Stability. The various companies work together, providing mutual support and guaranteeing our customers optimum quality and the widest possible range of services. We optimize our business in order to secure the best solutions in the industry, enabling our partners to offer and sell the best products and services to their customers. The experience and enthusiasm of our professionals are key factors underlying our success. Welcome Beds offers availability for top quality accommodation, excursions, transfers, and incoming services around the world. Our high purchasing power and global network of local buyers allow us to cover a wide range of products tailored to meet our customers' expectations. Our dedicated 24/7 Customer Service & Multilingual Call Centre is always on hand to cater to your every need.

How would you classify your business?

Bed Bank, Wholesaler

Type of Business:

FIT

Types of Travel:

Leisure: Vacation/Holiday

Leisure: Special Events/Sports

Leisure: Other (Educational, Health Treatment, Religion)

Average Size of Booking:

FIT - 1 to 9 pax

Percentage of business that is

Business-to-Business: 100%

Annual Sales Revenue:

236,000,000.00

Percentage of business that is international inbound to the U.S.:

11%

Number of Annual USA Travelers Generated:

6,000 pax & up

Estimated Average Revenue per USA Traveler:

USD \$1,000 to \$2,999

Number of Years conducting international inbound travel to the USA: 4

Two Highest Performing Quarters:

Q2 Apr to Jun, Q3 Jul to Sep

Types of Products Purchased:

Accommodations

How are you working with hotels/suppliers?

Static and Connectivity

Types of Packages Offered:

Cultural/Historical Tours

Custom Tours (Shopping, Sports,

Luxury, Culinary)

Entertainment/Special Events

Medical/Wellness Travel

Adventure/Outdoor Tours

USA Destinations Served:

Entire United States

Top 5 Markets Served:

Spain, UK, Brazil, Italy, UAE

Languages Offered:

Spanish, English

What is Trending in 2020?

N/A

What are you looking for at the 2020 Summit?

To connect with new hotel partners and catch up with existing partners

NOTES: