

ITP PREFERRED HOTEL PROGRAMME 2023

Renewals Benefit from 25% discount

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PREFERRED HOTEL PROGRAMME

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COMPANY PROFILE

ITP-International Travel Partnership, established since 1986, is a professional partnership of leading independent corporate Travel Management Companies, DMCs, Incentive Travel and Group Travel services, globally capable and locally knowledgeable, operating in 40 countries worldwide. ITP is one of the world's most experienced networked alliances of independent travel management companies with a growing multinational portfolio of business travel clients. Our joint objective is to consistently pursue reliable, time and cost-efficient business travel services which are locally managed and globally supported.

Careful selection of our agency partners provides access and reach to a network of dedicated travel professionals globally. The TMCs have an established record of integrity and profitable growth within their markets. All ITP partners are independently owned and well-known names in their own countries specialising in all aspects of travel both at local and international level. Collective turnover is in excess of **€3.0 billion per annum** with total annual hotels sales for 2015 exceeding €320 million in gross revenue sales. The typical trading profile of an ITP partner can be averaged out to 65% corporate individual business, 25% group and incentive travel and 10% incoming and outgoing leisure related travel activities. A listing of current partners is attached for your information, but this is in constant evolution as new partners are added.

To support our partner agencies, we have built up a formidable portfolio of products and services. One such product is **ITP's Preferred Hotel Programme**. The ITP Preferred Hotel Programme is designed to meet the needs of our partner companies and their extensive corporate accounts. ITP partners are responsible for their own corporate accounts. Agip, BNP Paribas, Boehringer-Ingelheim, Deloitte, Ernst & Young, F&N Beverages, Farmaprojects, Honda, La Perla, Santander, Veolia, Vistra to name a few.

The ITP programme has become renowned over the years offering a contracted preferred programme at business destinations worldwide, ranging from deluxe to moderate hotels. Reservations are made by each individual partner under their own **TRAVEL COMPANY NAME**. Their consultants can book ITP negotiated rates in real time via their GDS system/s under our rate access codes and also via our online corporate booking engine.

The ITP programme not only maximises a hotel's exposure to TMCs and their clients it can also lead and contribute to increase revenue for the hotel. Furthermore, new agency partners joining ITP are automatically signed up to the programme further extending visibility of the hotels to new markets and opportunities.

KEY FEATURES OF THE 2023 HOTEL PROGRAMME

ITP gives hotels and chains the opportunity of increasing product awareness, sales and visibility through a very selective preferred hotel programme e-brochure, electronic directory (look and book) and access to additional marketing activities in the form of newsletter articles, e-mail broadcast and seasonal marketing promotions throughout the year.

1. Individual Corporate Business

To hotels selected to participate in our **preferred programme**, ITP offers an on-line booking solution where our partner hotels can take priority listing, presentation and reservation before any other hotels in the same destination. This is achieved by utilising the hierarchy tool enabling us to promote hotels for priority sales. This customisation is applied throughout all online applications so that all ITP business clients are presented with the same customisation for reservations directed to ITP preferred hotel selection.

2. Group and Incentive Travel (MICE)

In addition to corporate individual business, many of ITP partners specialise also in group and incentive travel. In ITP's MICE section, hotels have the opportunity of adding to the list their property to be considered by partners when choosing a destination for their group travellers.

Benefits

Subject to any other selected options, all accepted hotels benefit from the following marketing exposure:

1. **GDS loading for Preferred Rates and Special promotions**
2. **On-line bookings – participating hotels are prioritised for online selling and flagged preferred hotels.** This criterion applies to ITP central site, local country sites, clients' online self-booking sites (for example ITP partners' local corporate clients' sites).
3. **Listing entry in ITP's Preferred selection eBrochure** – hotel listing, rates offered, value added benefits.
4. **Full entry in ITP's Electronic Hotel eDirectory** – works on real time availability can look and book. Full hotel information.
5. **ITP Hotel Manual and Reservation intranet** - Full information on preferred hotels, contracted rates, booking instructions etc. for ITP sales consultants' agencies' staff.
6. **Loading of all hotel data directly at ITP agencies locations** - Hotels contractual information, rates, location details are made available to sales consultants with direct access on the agency's terminals.
7. **Enhanced highlighted entry – Optional Upgrade**
8. **Entry in MICE section of ITP website – Optional Upgrade Hotels** with conference and meeting space has the option of an entry in the MICE section of ITP's website.

Internet – www.itptravel.com

1. **Hotel Booking On-Line** - All accepted hotels in ITP Preferred Hotel Programme.
2. **Broadcasts – Optional Upgrade**
E-mail Broadcast directed to the agencies' sales consultants.
3. **Preferred Hotel Partners Programme**
ITP base their hotel selection on several criteria and work closely with selected hotel chains on a **Preferred Partner** programme. Sales are directed in the first instance to those hotels featured in ITP's preferred programme. Established co-operation, hotel location, discount level, and block space weigh in very favourably in the hotel being accepted into the programme.
4. **Newsletter** - Bi-monthly newsletter featuring reserved for articles and promotions. The newsletter is distributed electronically and posted in ITP's web portal.

CONTRACTING

ITP accepts submission directly from hotels and chains in various formats:

- Electronic submission from **Cvent (Lanyon)**
- On MS Excel formatted file via e-mail. Please e-mail Kristel@itptravel.net to obtain the file specifications.
- Hardcopy contract – by e-mail

For ITP to consider your hotel for selection and participation to the preferred programme, hotels must comply with the following conditions:

Terms and Conditions

- **Rates must be submitted no later than 21 October 2022.**
- Hotel will be invoiced upon ITP acceptance for the full amount.
- Hotel agrees to pay in full upon receipt of the invoice the applicable fee as selected upon receipt of the invoice, irrespective of a change/s in
1. Ownership - 2. Management - 3. Affiliation - 4. Executing Agent
- Hotel agrees to pay participation fee within the stipulated payment deadline:
Payments overdue by 60 days are subject to late penalty charges of 10% per month.

Rate stipulations

- Rates offered must be **valid from 01 January 2023 to 31 December 2023.**
- Preferred rates stated in the contract must be guaranteed not to increase for the specified period/s.
- Preferred rates must be available for last room availability.
- Preferred rates and **Best Available Rates to be discounted a minimum of 5%** off public market rates when possible.
- Rates must have parity to rates offered to other major business travel agencies and consortia.
- Rates must be quoted in local currency unless required to conform to local government regulations.
- Rate types: Rack and ITP Preferred Rates Commissionable must be submitted to qualify for consideration unless a Best Available Rate scheme is in place.
- When a hotel operates a Best Available Rate scheme a rate guideline must be submitted with a valid minimum to maximum rate range for the year where possible.
- All rates must be commissionable, except for the Nett Preferred Rates.
- **Hotel guarantees that preferred rates are not undersold via other web booking sources.**
- Restriction dates on preferred rates must be clearly stated. Exclusions such as "rates may not be applicable during trade fair or similar" are not accepted unless accompanied by blackout periods and reasons why contracted rates cannot be honoured.
- Hotel agrees not to hold ITP liable for errors which may arise from copying, printing or publishing any of its information.

Block Space / Room Allocation

An optional allocation (block space), year-round, will be given a high priority in the hotel being accepted into the programme. Sales of rooms on allocation are done automatically via ITP internet application.

Added Value Benefits to ITP Guests

Hotels may include in their offer, amenities and benefits to clients these will be included in the hotel's eBrochure listing. Special offers are promoted by ITP in their communication to ITP partners.

PARTICIPATION FEES – 2023

The annual participation fee is linked to the size of the hotel. We believe this is a fairer contribution since the larger the hotel the more business is booked at the property. This fee is applicable to all submitting properties. Hotels may choose upgrades to this option as outlined below. Applicable fees are as stated in the following table.

STANDARD PARTICIPATION LEVEL

Participation to the ITP Preferred programme includes:

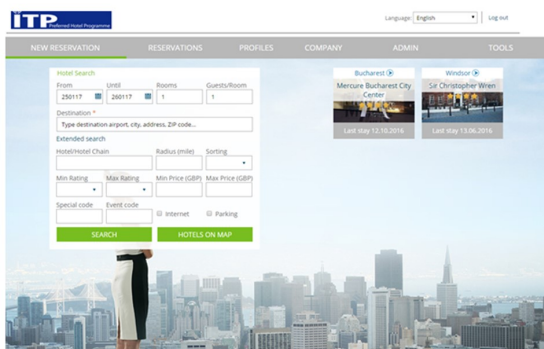
1. **GDS loading: Abacus, Amadeus, Travelport, Sabre, Worldspan**

2. **Priority online booking engines (OBEs) including cytric**
Participating hotels are prioritised for online selling. This criterion applies to both ITP central site and clients online self-booking sites.

3. **Entry in ITP's Preferred selection eDirectory Brochure listing** – provides country information. Hotel details include classification, location, distances, taxes etc. Comparison of ITP rates to normal hotel rates with saving, discount off Best Available Rate, as well listing of added value benefits. Distributed in-house and to corporate clients. Password protected.

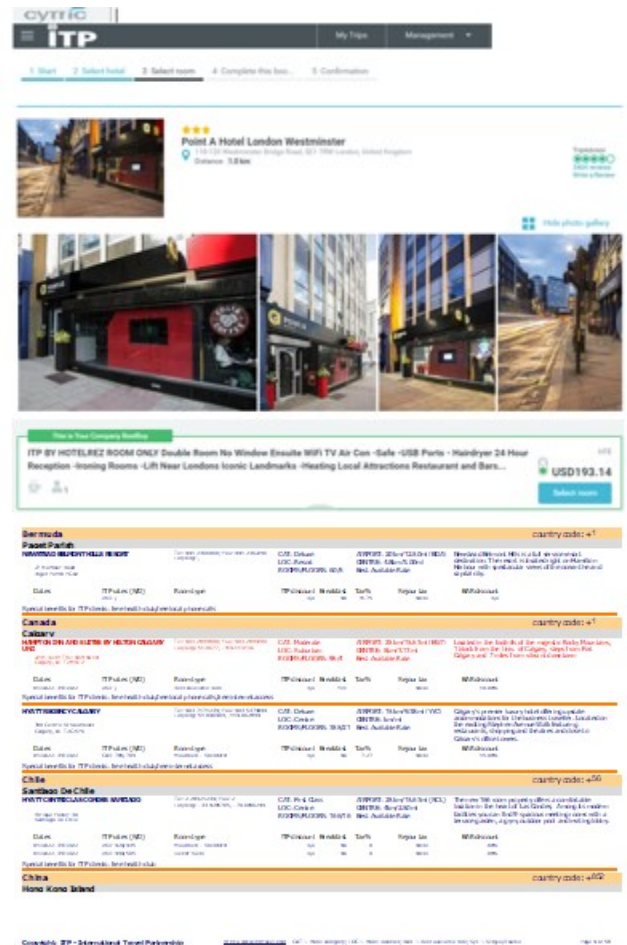


5. **Electronic eDirectory** - built using the Hotelzon platform system, works on a real time environment so that full rate information is in line with availability. Full hotel information and graphics. **Can look and book.**



5. ITP Hotel Manual and Reservation intranet

Produced specifically for the ITP partners to be used by their agency staff for product information, hotel rates and agreements, benefits and how to book for specific hotels and chains. Used by the agency for product information training, full information on preferred hotels.



Note: Participation fee is applicable per hotel
All prices are quoted subject to VAT tax where applicable

Fee charge is based on total room count

Rooms:

- from 1 to 50
- from 51 to 100
- from 101 to 150
- from 151 to 250
- from 251 to 350
- from 351 to 450
- from 451 to 650
- OVER 650**

US Dollar
\$

Select
Option

\$285
\$335
\$395
\$455
\$495
\$545
\$575
\$595

☐
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Optional Upgrades to Standard Participation level

The following fees for selected upgrade/s are in addition to the applicable standard fee level

| | Additional fee | Select Option |
|---|----------------|--------------------------|
| 1. Highlighted entry: hotel highlighted in ebrochure | \$180 | <input type="checkbox"/> |
| 2. MICE - Entry in MICE section of ITP's website. | \$180 | <input type="checkbox"/> |
| 3. "ITP Preferred Hotel Programme" Broadcast communications Email broadcast with images and message supplied by you for promotional offering. This is communicated to all ITP partners key sales consultant of over 500 contacts. Five email broadcasts during the course of the year on dates of your choosing. | \$330 | <input type="checkbox"/> |

MARKETING AND ADVERTISING CHANNELS AND CHARGES

News

Let us help you share your news!

Our prices are very affordable for a circulation to all our agency partners via the ITP hub.



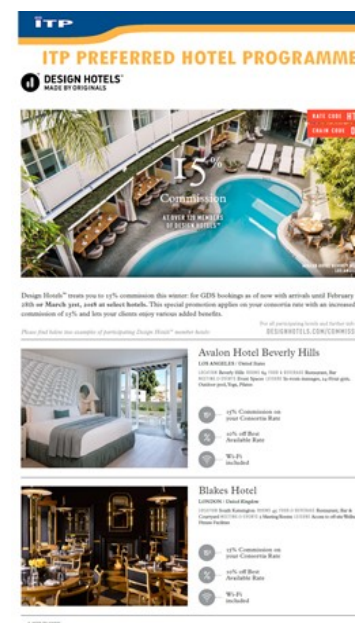
News article - USD 350

Email broadcast - USD110

5 broadcast messages - USD330

Restricted to participating hotels only.

Directly distributed to the sales consultants



Space is limited and allocation is on a first-come, first-serve basis only

Please call to discuss your future marketing plans.

Tel: +44 1753 832033

E-mail: ITPenquiries@itptravel.net

ITP - International Travel Partnership Preferred Hotel Programme Contract - 2023

IMPORTANT: Details in this contract must be clearly written in order to be accepted. The contract must be returned **21 October 2022** in order for your hotel to be included in ITP's Preferred Hotel Programme.

HOTEL NAME: _____
 Address: _____
 TOWN: _____
 Postcode: _____
 Country: _____
 Phone: _____
 Fax: _____
 e-mail: _____
 Web _____
 hotel description/comments: (50 words max.)

| Location (tick one) | Category (tick one) |
|--|--|
| airport <input type="checkbox"/> | superior first <input type="checkbox"/> |
| centre <input type="checkbox"/> | first <input type="checkbox"/> |
| suburb <input type="checkbox"/> | moderate First <input type="checkbox"/> |
| business <input type="checkbox"/> | superior deluxe <input type="checkbox"/> |
| resort <input type="checkbox"/> | deluxe <input type="checkbox"/> |
| meeting space <input type="checkbox"/> | moderate deluxe <input type="checkbox"/> |
| theatre style capacity _____ | moderate <input type="checkbox"/> |
| | economy <input type="checkbox"/> |
| Features (provide all relevant information) | |
| built | Distance to centre (km)..... |
| floors | Distance to airport 1 (km)..... |
| rooms | Distance to airport 2 (km)..... |
| Management (Mr/Mrs etc. first name surname for all posts) | |
| Gen. Manager | |
| Sales Manager | |
| Reservations Manager | |
| ITP contact | |
| e-mail address: | |

2023 Rates Agreement

GUARANTEE: ITP Preferred Rates stated herein are to be valid from 01 January 2023 through to 31 March 2024 for rooms from general inventory.

COMMISSION: All rates stated (except ITP-NETT PREFERRED RATES) are commissionable to ITP Agencies at _____%.

Extending Preferred Best Available Rate Scheme: Yes / No

If "Yes" state minimum Guaranteed % Discount Level from daily BAR rate _____%.

| Validity | PUBLISHED RACK RATES / BENCHMARK RATES | | ITP-NETT PREFERRED RATES | | ITP- PREFERRED RATES COMMISSIONABLE | | PREFERRED BEST AVAILABLE RATES SCHEME CEILING RATE | |
|-----------|--|--------------------|--------------------------|--------------------|-------------------------------------|--------------------|--|--------------------|
| Period: | From: ____/____/____ | To: ____/____/____ | From: ____/____/____ | To: ____/____/____ | From: ____/____/____ | To: ____/____/____ | From: ____/____/____ | To: ____/____/____ |
| | dd / mm / yyyy | dd / mm / yyyy | dd / mm / yyyy | dd / mm / yyyy | dd / mm / yyyy | dd / mm / yyyy | dd / mm / yyyy | dd / mm / yyyy |
| Room Type | 1 Pax | 2 Pax | 1 Pax | 2 Pax | 1 Pax | 2 Pax | 1 Pax | 2 Pax |
| | | | | | | | | |
| | | | | | | | | |
| | | | | | | | | |
| Period: | From: ____/____/____ | To: ____/____/____ | From: ____/____/____ | To: ____/____/____ | From: ____/____/____ | To: ____/____/____ | From: ____/____/____ | To: ____/____/____ |
| | dd/mm/yyyy | dd/mm/yyyy | dd/mm/yyyy | dd/mm/yyyy | dd/mm/yyyy | dd/mm/yyyy | dd/mm/yyyy | dd/mm/yyyy |
| Room Type | 1 Pax | 2 Pax | 1 Pax | 2 Pax | 1 Pax | 2 Pax | 1 Pax | 2 Pax |
| | | | | | | | | |
| | | | | | | | | |
| | | | | | | | | |
| Period: | From: ____/____/____ | To: ____/____/____ | From: ____/____/____ | To: ____/____/____ | From: ____/____/____ | To: ____/____/____ | From: ____/____/____ | To: ____/____/____ |
| | dd/mm/yyyy | dd/mm/yyyy | dd/mm/yyyy | dd/mm/yyyy | dd/mm/yyyy | dd/mm/yyyy | dd/mm/yyyy | dd/mm/yyyy |
| Room Type | 1 Pax | 2 Pax | 1 Pax | 2 Pax | 1 Pax | 2 Pax | 1 Pax | 2 Pax |
| | | | | | | | | |
| | | | | | | | | |
| | | | | | | | | |
| Period: | From: ____/____/____ | To: ____/____/____ | From: ____/____/____ | To: ____/____/____ | From: ____/____/____ | To: ____/____/____ | From: ____/____/____ | To: ____/____/____ |
| | dd/mm/yyyy | dd/mm/yyyy | dd/mm/yyyy | dd/mm/yyyy | dd/mm/yyyy | dd/mm/yyyy | dd/mm/yyyy | dd/mm/yyyy |
| Room Type | 1 Pax | 2 Pax | 1 Pax | 2 Pax | 1 Pax | 2 Pax | 1 Pax | 2 Pax |
| | | | | | | | | |
| | | | | | | | | |
| | | | | | | | | |

Are above rates on parity to rates quoted to other business travel agencies and other major consortia? YES ☐

Currency: Rates are quoted in _____ (If NO your hotel may not be accepted in the programme) NO ☐

Tax: ☐ Included

☐ If excluded-Percentage _____% amount _____

Service: ☐ Included

☐ If excluded-Percentage _____%

Breakfast: ☐ Excluded

☐ If included - type _____

Additional comment/remarks concerning rates*

***Note: For Preferred Best Available Rate please indicate a minimum and maximum rate range if possible**

Optional block space/room allocation agreement

In accordance with this programme, a nightly room allocation/block of _____ rooms per night, seven days a week, on a _____ hours release will be set aside for the term of the contract. Should the block allotment be discontinued for any reason, the hotel will honour all reservations already confirmed to the booking agency. Any request for waiving the block allotment must be presented in writing, 60 days in advance to ITP - International Travel Partnership at the address below.

Blackout dates: _____

ITP – International Travel Partnership Ltd
 120-124 Peascod Street, Windsor
 Berkshire, SL4 1DP United Kingdom
 Tel: +44 1753 832033
 E-mail: Kristol@itptravel.net



Special Benefits/ Amenities included in ITP's Preferred Rates

- | | |
|--|---|
| <input type="checkbox"/> Room upgrade <input type="checkbox"/> Complimentary Airport Transfer <input type="checkbox"/> Courtesy transportation to downtown/business district <input type="checkbox"/> Newspaper <input type="checkbox"/> Free early Check-in <input type="checkbox"/> Free late Check-out <input type="checkbox"/> Free use of Health /leisure club <input type="checkbox"/> Free in-house movies | <input type="checkbox"/> Complimentary Breakfast <input type="checkbox"/> Discount on restaurant meals <input type="checkbox"/> Welcome drink/coffee <input type="checkbox"/> Welcome gift <input type="checkbox"/> No extra charge on room rate for spouse <input type="checkbox"/> Free local telephone calls <input type="checkbox"/> Free internet access |
|--|---|

Booking Instructions

To be considered for participation in ITP's Preferred Rate Hotel Programme, the hotel must be available for reservations via GDS systems.

IMPORTANT: It is the responsibility of the Hotel to have ITP negotiated rates loaded in GDS systems.

Note instruction for rate loading:

ITP-Preferred Commissionable Rates:

ITP Nett Preferred Rates:

ITP Promotional Rates:

Group code: HTE – Access code: HTE - Rate code: HTE

Group code: HTX – Access code: HTX - Rate code: HTX

Group code: HTD – Access code: HTX - Rate code: HTD

GDS Code Listing

(Please also state the 2 letter chain code and tick the box of GDS system in which the hotel is available) **GDS chain code:** _____

GALILEO/APOLLO ☐ **AMADEUS** ☐ **SABRE** ☐ **WORLDSPAN** ☐ **ABACUS** ☐

Important: ITP Identifier number _____ required to be quoted when making reservations at ITP Negotiated Rates (if applicable)

Black-out or restricted dates for Preferred/Corporate Rates must be listed separately and attached to this contract.

| | | | |
|-------------------------|--|-------------------------|--|
| Nearest airport or city | | Guaranteed Late Arrival | |
| GDS Representation | | Problem Solver at Hotel | |
| Check-in Time | | Walk Policy | |
| Check out Time | | Cancellation Policy | |

Hotel Facilities and Services

GENERAL:

- ☐ A01 Airport Shuttle – free
- ☐ A02 Airport Shuttle – at a charge
- ☐ A03 Bar(s)
- ☐ A04 Banqueting Rooms
No Meeting Pax _____ Theatre Style
- ☐ A05 Business Centre
- ☐ A06 Car Hire
- ☐ A07 Car Parking – free
- ☐ A08 Car Parking – at a charge
- ☐ A09 Coffee Shop
- ☐ A10 Concierge
- ☐ A11 Conference Rooms
- ☐ A12 Credit Cards accepted
- ☐ A13 Foreign Currency Exchange

- ☐ A14 Laundry/Valet Service
- ☐ A15 Lobby Shop/Boutique
- ☐ A16 Restaurant(s)
- ☐ A17 Wireless Internet access in public areas
- ☐ A18 Room Service
- ☐ A19 Safe Deposit Boxes
- ☐ A20 Shoeshine Service/Machine
- ☐ A21 Express Check-out

HEALTH & SPORT & ENTERTAINMENT:

- ☐ B01 Hairdresser/Beauty Salon
- ☐ B02 Dancing/Disco/Night-club
- ☐ B03 Golf
- ☐ B04 Facilities for Disabled

- ☐ B05 Health Club/Gymnasium
- ☐ B06 Jogging Track
- ☐ B07 Solarium
- ☐ B08 Squash
- ☐ B09 Swimming Pool
- ☐ B10 Sauna/Steam Room
- ☐ B11 Tennis
- ☐ B12 Whirlpool/Jacuzzi

GUEST ROOMS:

- ☐ C01 Air-conditioning
- ☐ C02 Hairdryer
- ☐ C03 In House Movies
- ☐ C04 Mini Bar
- ☐ C05 Non-smoking Rooms

- ☐ C06 Data LAN/PC Connection Point
- ☐ C07 Telephone Direct Line
- ☐ C08 Wired High Speed internet access
- ☐ C09 Wireless High-Speed internet access

HEALTH & SAFETY:

- ☐ D01 24 Hour security on premises
- ☐ D02 Property meets fire safety standards
- ☐ D03 Exit Maps posted in room

ENVIRONMENTAL POLICIES:

- ☐ Eco-friendly practises in place
- ☐ Accreditations/Awards
Name: _____
- ☐ Carbon Offset Programme

Agreement – Terms and Conditions

The undersigned is an authorised agent of the hotel identified at the above address, and is empowered to enter said hotel into the terms and conditions of this contract with ITP - International Travel Partnership, has read the terms of the agreement as stated on the attached "Participation Conditions". It is understood by the hotel that the term of this contract is for a minimum period of **01 January - 31 December 2023**, and that the rates contained herein will not increase in the event of a change/s in: **1. Ownership - 2. Management - 3. Affiliation - 4. Executing Agent**. Hotel agrees to pay the applicable fee as selected upon receipt of the invoice irrespective of a change/s in: **1. Ownership - 2. Management - 3. Affiliation - 4. Executing Agent**. This contract is subject to acceptance by ITP - International Travel Partnership subject to the terms and conditions stated below:

PARTICIPATION OPTIONS *Fees subject to tax where applicable*

| Total bedroom count in hotel | Fee based on total bedroom count in hotel | Please tick option |
|---|---|---------------------------|
| 0-50 | \$285 | <input type="checkbox"/> |
| 51-100 | \$335 | <input type="checkbox"/> |
| 101-150 | \$395 | <input type="checkbox"/> |
| 151-250 | \$455 | <input type="checkbox"/> |
| 251-350 | \$495 | <input type="checkbox"/> |
| 351-450 | \$545 | <input type="checkbox"/> |
| 451-650 | \$575 | <input type="checkbox"/> |
| Over 651 | \$595 | <input type="checkbox"/> |
| Additional options | Additional fee cost | Please tick option |
| - Highlighted entry | PLUS \$180 | <input type="checkbox"/> |
| - Email Broadcasts – 5 broadcasts in the year | PLUS \$330 | <input type="checkbox"/> |
| - Entry in MICE section of ITP Web site | PLUS \$180 | <input type="checkbox"/> |

Please select currency preference for invoicing purposes: **GBP £** ☐ or **USD \$** ☐ or **EURO €** ☐

I have read and agree with the conditions stated herewith: SIGNED FOR THE HOTEL MANAGEMENT

Name: _____

Title: _____

Signature: _____

Date: _____

VAT/Tax Company registration No: _____

ITP- International Travel Partnership Ltd - a subsidiary of Hickory S.A, Geneva, (Switzerland)
Registered in England number 2024270

In order to be considered for acceptance in ITP's Preferred Hotel Programme, ITP must have your guarantee that rates offered are equal to rates offered to any other major agency group and consortia or below. Preferred rates must be available for last room availability and rates must be available for sales via GDS until **31 December 2023**. A yearly fee, according to participation option/s, will be charged at contract acceptance to be paid upon receipt of the invoice. Payments overdue by 60 days are subject to a late penalty of 10% per month overdue. The fee will ensure that the hotel is featured in accordance to the option/s selected by the undersigned.

ITP AGENCY LISTING – ACCESS TO HOTEL PROGRAMME

| ITP- TMC COMPANY HQ | COUNTRY | NUMBER OF OFFICES |
|----------------------------|----------------------|-------------------|
| Acharya Travel Agencies | Kenya | 1 |
| Aktina Travel Group | Greece | 3 |
| Al Jaber Travel | United Arab Emirates | 3 |
| Ali Bin Ali Travel & Cargo | Qatar | 4 |
| Arjaa Travel | Saudi Arabia | 7 |
| Capital Connect | Cote D'Ivoire | 1 |
| Click2Travel | Romania | 1 |
| Delta Voyages | Switzerland | 2 |
| Star Travel | Malaysia | 1 |
| East Express Travel | Iran | 1 |
| Easy Travel & Tourism | Oman | 4 |
| Emslies Travel | Tanzania | 2 |
| ENTAS Tourism | Turkey | 1 |
| eTravel Tours | Oman | 1 |
| Executive Travel SA (CH) | Switzerland | 2 |
| Fert Voyages SA | Switzerland | 2 |
| FIRST Business Travel | Germany | 84 |
| Fly High Agency | Kenya | 2 |
| Golden Tours | Egypt | 3 |
| VB Group | Spain | 5 |
| Hana Travel Group | Indonesia | 3 |
| Reschefen Rejsecenter | Denmark | 1 |
| Lupus Travel Kft | Hungary | 2 |
| Mangaard Rejsecenter A/S | Denmark | 1 |

ITP AGENCY LISTING – ACCESS TO HOTEL PROGRAMME

| ITP-PARTNER COMPANY HQ | COUNTRY | NUMBER OF OFFICES |
|---|-----------------|-------------------|
| Maritime Travel Service | The Netherlands | 1 |
| Maxims Travel Pty Ltd | Australia | 2 |
| Medhyhaf Travel & Tourism | Kuwait | 1 |
| ABC Affiliates | United States | 3 |
| Passage Gold Travel Agency Ltd | Nigeria | 2 |
| Regent International Srl | Italy | 4 |
| RS Travel & Logistics. | Ghana | 1 |
| Safe2Travel | Singapore | 2 |
| Sun Spree Travel Partner | Bulgaria | 3 |
| Swiss Andina Turismo | Columbia | 6 |
| Top Rejser A/S | Denmark | 1 |
| TQ Viagens | Portugal | 4 |
| Transcontinental | Switzerland | 4 |
| Travex Voyages | Belgium | 1 |
| Trends TravelMart International | Philippines | 1 |
| Union Tours | Peru | 1 |
| Viajabien Corporate | Mexico | 1 |
| XL Turners Travel / Turners Conferences | South Africa | 3 |
| Yatra | India | 6 |

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TOP CITIES

Estimated total annual sales including Individual Travel, MICE, Incoming and Outgoing: USD 400.000.000

| | hotcity | Avgrate\$ | % | | hotcity | Avgrate\$ | % |
|----|------------------|-----------|-------|-----|------------------|-----------|------|
| 1 | LONDON | 405.96 | 22.86 | 76 | AMMAN | 178.45 | 0.26 |
| 2 | NEW YORK | 328.98 | 4.36 | 77 | ROTTERDAM | 235.42 | 0.26 |
| 3 | PARIS | 337.14 | 4.05 | 78 | SEATTLE | 242.23 | 0.26 |
| 4 | FRANKFURT | 214.01 | 2.23 | 79 | WARSAW | 193.95 | 0.25 |
| 5 | AMSTERDAM | 228.99 | 2.19 | 80 | ACCRA | 268.71 | 0.25 |
| 6 | MUNICH | 257.40 | 2.16 | 81 | NUREMBERG | 162.00 | 0.25 |
| 7 | SINGAPORE | 494.95 | 1.78 | 82 | PORTLAND | 201.12 | 0.25 |
| 8 | DUBAI | 447.87 | 1.61 | 83 | ABERDEEN | 129.21 | 0.25 |
| 9 | ABU DHABI | 376.61 | 1.61 | 84 | NOTTINGHAM | 161.78 | 0.25 |
| 10 | BRUSSELS | 199.68 | 1.48 | 85 | ORLANDO | 181.12 | 0.25 |
| 11 | HONG KONG | 289.79 | 1.48 | 86 | BENGALURU | 139.76 | 0.24 |
| 12 | BERLIN | 246.38 | 1.44 | 87 | LIVERPOOL | 153.19 | 0.24 |
| 13 | CHICAGO | 221.81 | 1.35 | 88 | SAN JOSE | 214.51 | 0.24 |
| 14 | DUSSELDORF | 303.25 | 1.33 | 89 | SANTA ANA | 159.41 | 0.24 |
| 15 | SAN FRANCISCO | 285.28 | 1.32 | 90 | GUANGZHOU | 142.27 | 0.24 |
| 16 | BARCELONA | 269.49 | 1.27 | 91 | MIAMI BEACH | 269.89 | 0.24 |
| 17 | COLOGNE | 241.81 | 1.24 | 92 | CARDIFF | 116.34 | 0.24 |
| 18 | MADRID | 245.91 | 1.23 | 93 | PHILADELPHIA | 309.82 | 0.24 |
| 19 | BRISTOL | 114.43 | 1.20 | 94 | BALTIMORE | 161.03 | 0.23 |
| 20 | BEIJING | 216.70 | 1.13 | 95 | VIENNA | 245.22 | 0.23 |
| 21 | HANNOVER | 179.90 | 1.10 | 96 | MEXICO CITY | 208.41 | 0.23 |
| 22 | WASHINGTON | 475.76 | 1.09 | 97 | MISSISSAUGA | 208.71 | 0.22 |
| 23 | SHANGHAI | 264.57 | 1.02 | 98 | MELBOURNE | 186.54 | 0.21 |
| 24 | MILAN | 289.54 | 1.01 | 99 | TEL AVIV | 558.14 | 0.21 |
| 25 | COPENHAGEN | 265.88 | 0.99 | 100 | REYKJAVIK | 220.01 | 0.21 |
| 26 | BIRMINGHAM | 239.04 | 0.96 | 101 | LEIPZIG/HALLE | 46.56 | 0.20 |
| 27 | LOS ANGELES | 329.89 | 0.93 | 102 | BIEL | 191.96 | 0.20 |
| 28 | HAMBURG | 203.21 | 0.85 | 103 | TALLINN | 193.35 | 0.20 |
| 29 | HOUSTON | 290.31 | 0.83 | 104 | SEOUL | 135.72 | 0.19 |
| 30 | ROME | 252.32 | 0.79 | 105 | NEW ORLEANS | 218.50 | 0.19 |
| 31 | BANGKOK | 205.33 | 0.76 | 106 | BKK SUVARNABHUMI | 193.47 | 0.19 |
| 32 | MANCHESTER | 203.17 | 0.71 | 107 | TAIPEI | 170.87 | 0.18 |
| 33 | ZURICH | 322.68 | 0.67 | 108 | RIO DE JANEIRO | 367.32 | 0.18 |
| 34 | ISTANBUL | 291.25 | 0.67 | 109 | SALT LAKE CITY | 181.58 | 0.18 |
| 35 | KUALA LUMPUR | 154.67 | 0.65 | 110 | VENICE | 248.79 | 0.18 |
| 36 | GENEVA | 229.19 | 0.63 | 111 | KARLSRUHE | 161.41 | 0.17 |
| 37 | DUBLIN | 262.47 | 0.62 | 112 | OSLO | 240.10 | 0.17 |
| 38 | CAPE TOWN | 563.06 | 0.60 | 113 | GENOVA | 191.95 | 0.17 |
| 39 | MIAMI | 255.38 | 0.60 | 114 | ADDIS ABABA | 249.65 | 0.16 |
| 40 | LISBON | 303.53 | 0.58 | 115 | PITTSBURGH PIT | 95.42 | 0.16 |
| 41 | CHARLOTTESVILLE | 129.99 | 0.54 | 116 | CASABLANCA | 199.30 | 0.15 |
| 42 | JOHANNESBURG | 331.93 | 0.52 | 117 | BRISBANE | 138.74 | 0.15 |
| 43 | TORONTO | 250.16 | 0.52 | 118 | BUENOS AIRES | 195.06 | 0.15 |
| 44 | VANCOUVER | 374.02 | 0.51 | 119 | ADELAIDE | 154.75 | 0.15 |
| 45 | TOKYO | 282.31 | 0.50 | 120 | CAMBRIDGE | 171.80 | 0.15 |
| 46 | STUTTGART | 217.68 | 0.49 | 121 | GRAZ | 158.84 | 0.15 |
| 47 | EDINBURGH | 195.63 | 0.47 | 122 | BUDAPEST | 190.78 | 0.15 |
| 48 | SAN DIEGO | 255.12 | 0.46 | 123 | HEIDELBERG | 139.51 | 0.14 |
| 49 | DALLAS | 309.14 | 0.46 | 124 | CALGARY | 115.13 | 0.14 |
| 50 | ATLANTA | 204.39 | 0.45 | 125 | SAO PAULO | 228.38 | 0.14 |
| 51 | STOCKHOLM | 287.23 | 0.45 | 126 | BUCHAREST | 196.49 | 0.14 |
| 52 | DELHI | 212.92 | 0.44 | 127 | PRAGUE | 209.43 | 0.13 |
| 53 | SYDNEY | 233.65 | 0.42 | 128 | AUSTIN | 204.80 | 0.13 |
| 54 | MINNEAPOLIS | 187.18 | 0.40 | 129 | BASEL | 298.69 | 0.13 |
| 55 | HONG KONG | 585.97 | 0.39 | 130 | FORT LAUDERDALE | 207.49 | 0.12 |
| 56 | ATHENS | 195.77 | 0.37 | 131 | ST. ALBANS | 84.00 | 0.12 |
| 57 | MUMBAI | 173.92 | 0.36 | 132 | KOLKATA | 230.31 | 0.12 |
| 58 | MOSCOW | 483.15 | 0.36 | 133 | ANTWERP | 201.93 | 0.12 |
| 59 | INDIANAPOLIS | 203.57 | 0.36 | 134 | DRESDEN | 127.47 | 0.12 |
| 60 | LAS VEGAS | 610.90 | 0.35 | 135 | XI AN | 130.70 | 0.12 |
| 61 | PORTO | 187.03 | 0.35 | 136 | SHENYANG | 113.32 | 0.12 |
| 62 | HELSINKI | 256.16 | 0.34 | 137 | HUA HIN | 215.32 | 0.12 |
| 63 | GLASGOW | 171.69 | 0.34 | 138 | SHENZHEN | 192.22 | 0.12 |
| 64 | DENVER | 209.48 | 0.33 | 139 | LEEDS | 101.86 | 0.11 |
| 65 | NAIROBI | 164.71 | 0.33 | 140 | HANOI | 174.51 | 0.11 |
| 66 | LUXEMBOURG | 279.45 | 0.32 | 141 | RIYADH | 152.87 | 0.11 |
| 67 | TAMPA | 189.64 | 0.32 | 142 | CAIRO | 195.93 | 0.11 |
| 68 | GOTHENBURG | 286.08 | 0.32 | 143 | NANJING | 185.29 | 0.11 |
| 69 | CHENNAI | 94.29 | 0.32 | 144 | AACHEN | 126.38 | 0.11 |
| 70 | PHOENIX | 301.64 | 0.31 | 145 | ALGIERS | 195.64 | 0.10 |
| 71 | JAKARTA | 273.69 | 0.31 | 146 | CHENGDU | 171.32 | 0.10 |
| 72 | FLORENCE | 211.20 | 0.29 | 147 | SALZBURG | 114.43 | 0.10 |
| 73 | HO CHI MINH CITY | 213.86 | 0.28 | 148 | LYON | 148.54 | 0.10 |
| 74 | SAN ANTONIO | 245.31 | 0.28 | 149 | CAMBRIDGE | 347.22 | 0.10 |
| 75 | OTTAWA | 193.00 | 0.27 | 150 | LAGOS | 223.78 | 0.10 |

Source: iBank
2019 data