



PEAKWORK
PARTNER CONNECT



w2m
WORLD2meet

“What do you do for living?”



1. What do you do for living?







2. Bedbank vs bedbank ...



PRODUCT

3PS / GLOBAL CHAINS

EXTRANET

CHANNEL MANAGERS

MANUAL LOADING

HOTEL

- Legal
- Hotel contracting
- Mapping
- Revenue
- Channel Manager Support
- BI
- Sourcing
- API Supplier Int. Support
- Content
- Finance

HOTEL

PRODUCT

3PS / GLOBAL CHAINS

EXTRANET

CHANNEL MANAGERS

MANUAL LOADING

BOOKING ENGINE

HOTEL DATABASE

ROOM TYPES

RATES

BUSINESS RULES

INVOICING SYSTEM

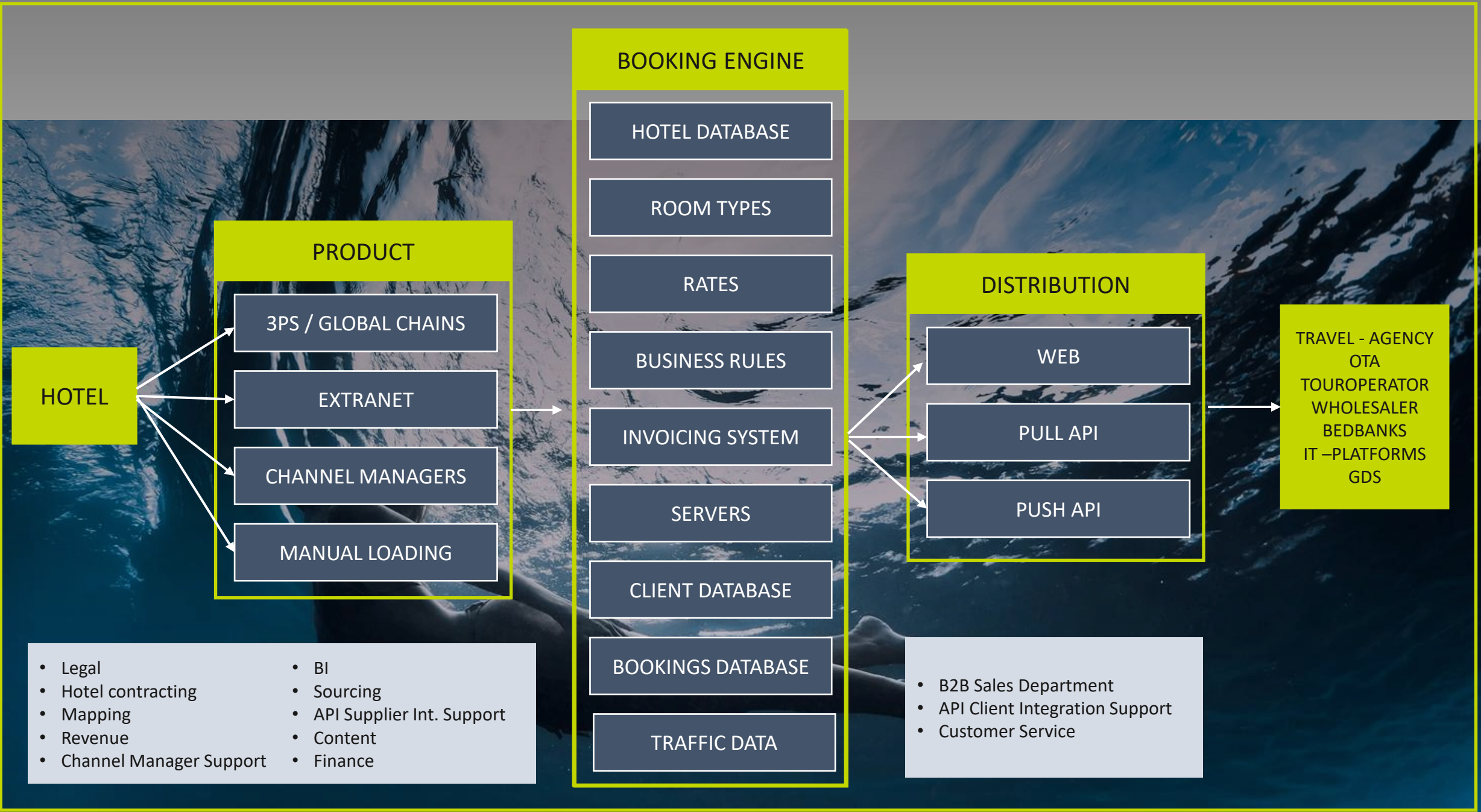
SERVERS

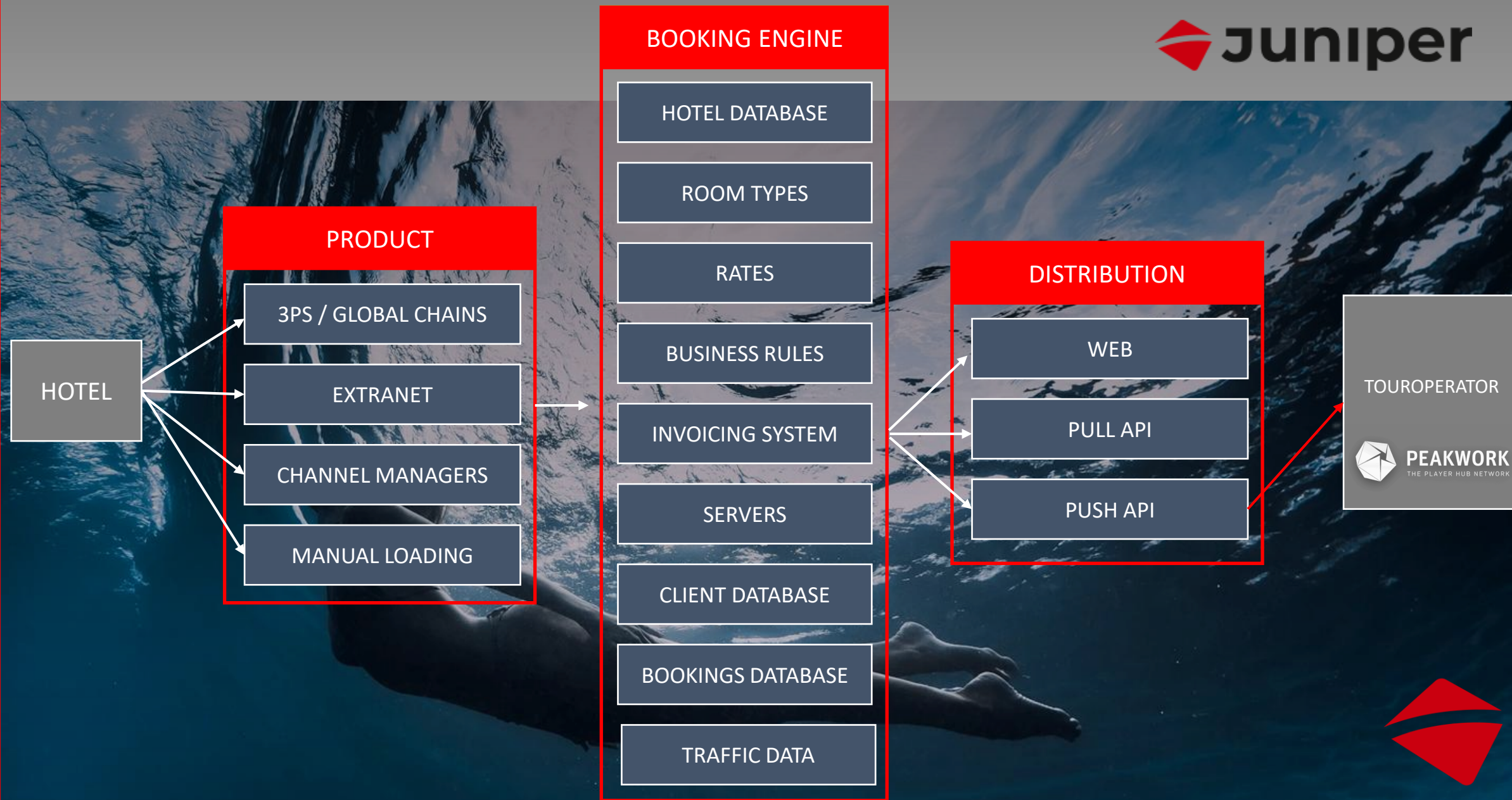
CLIENT DATABASE

BOOKINGS DATABASE

TRAFFIC DATA

- Legal
- Hotel contracting
- Mapping
- Revenue
- Channel Manager Support
- BI
- Sourcing
- API Supplier Int. Support
- Content
- Finance





You can differentiate BB by ...

Product

- **Geography**
- **Direct contracts**
- **Exclusivities**
- **Deposits & Guarantees**
- **Own hotels**
- **Competitiveness - rate / availability / room types**

Or by ...

Product Point Of Sale

- **Reach / Source market**
- **Type of distribution – B2B, B2C, B2Retail**
- **Partners / Clients**
- **Exclusive POS**
- **Own POS**
- **Own Product / Packages**

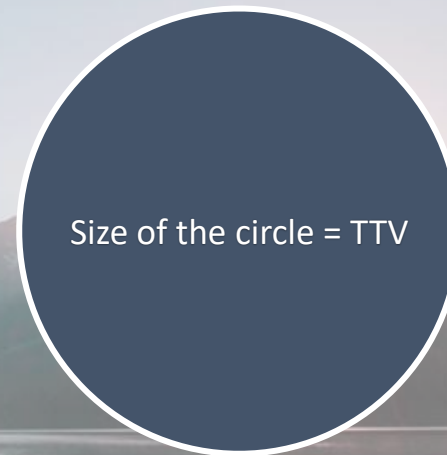
And also by ...

An underwater photograph of a person swimming horizontally, viewed from below. The water is dark blue with light reflecting off the surface, creating a textured, wavy pattern. The person is in the lower half of the frame, with their head and arms extended forward.

**Product
Point Of Sale
Technology
Ownership
Size
Credit**

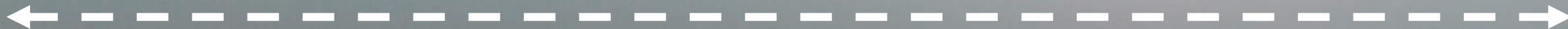


TOTAL INVENTORY
(higher more inventory)



Size of the circle = TTV

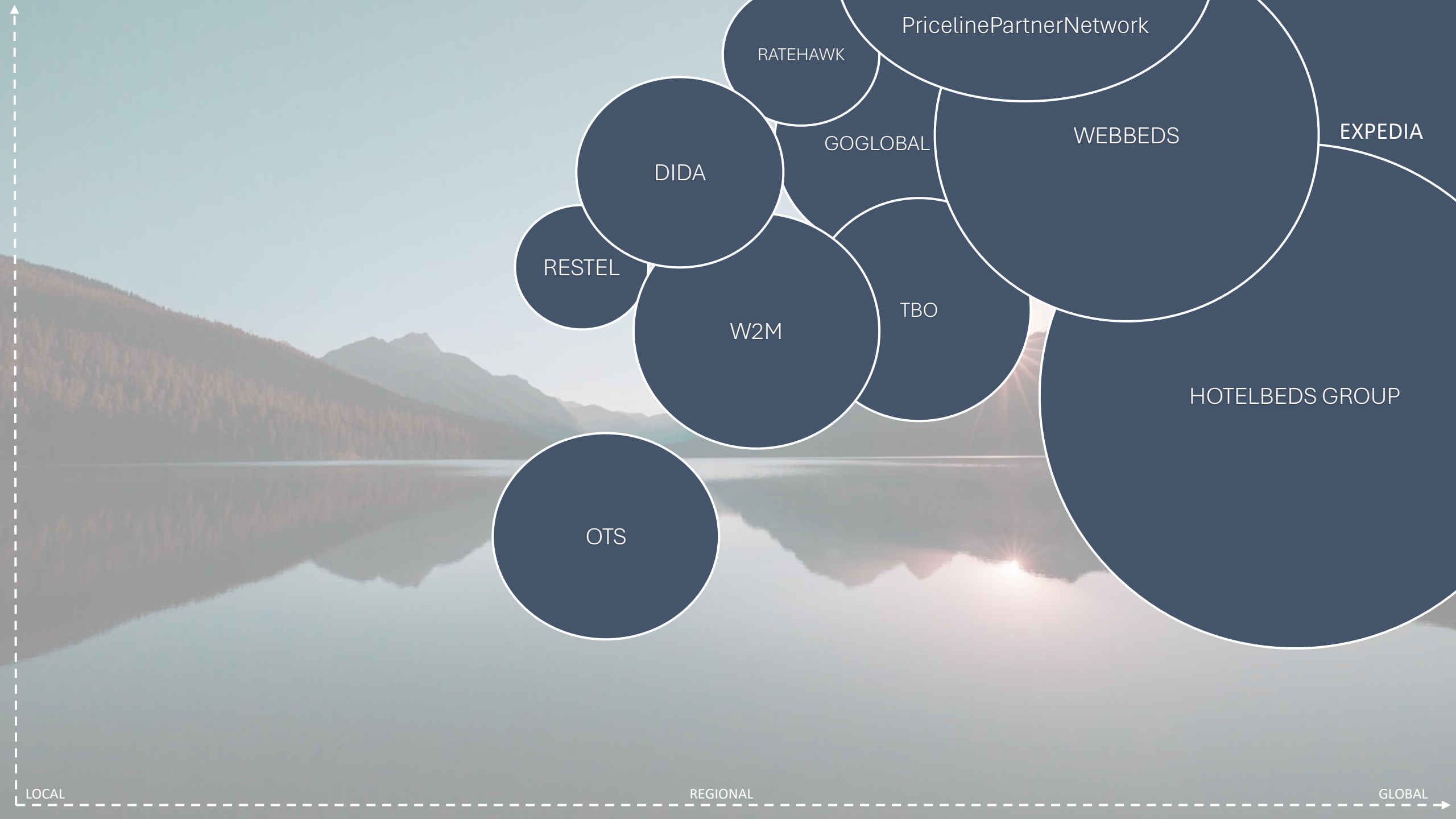
DISTRIBUTION REACH & PRESENCE, FROM LOCAL OVER REGIONAL TO GLOBAL



LOCAL

REGIONAL

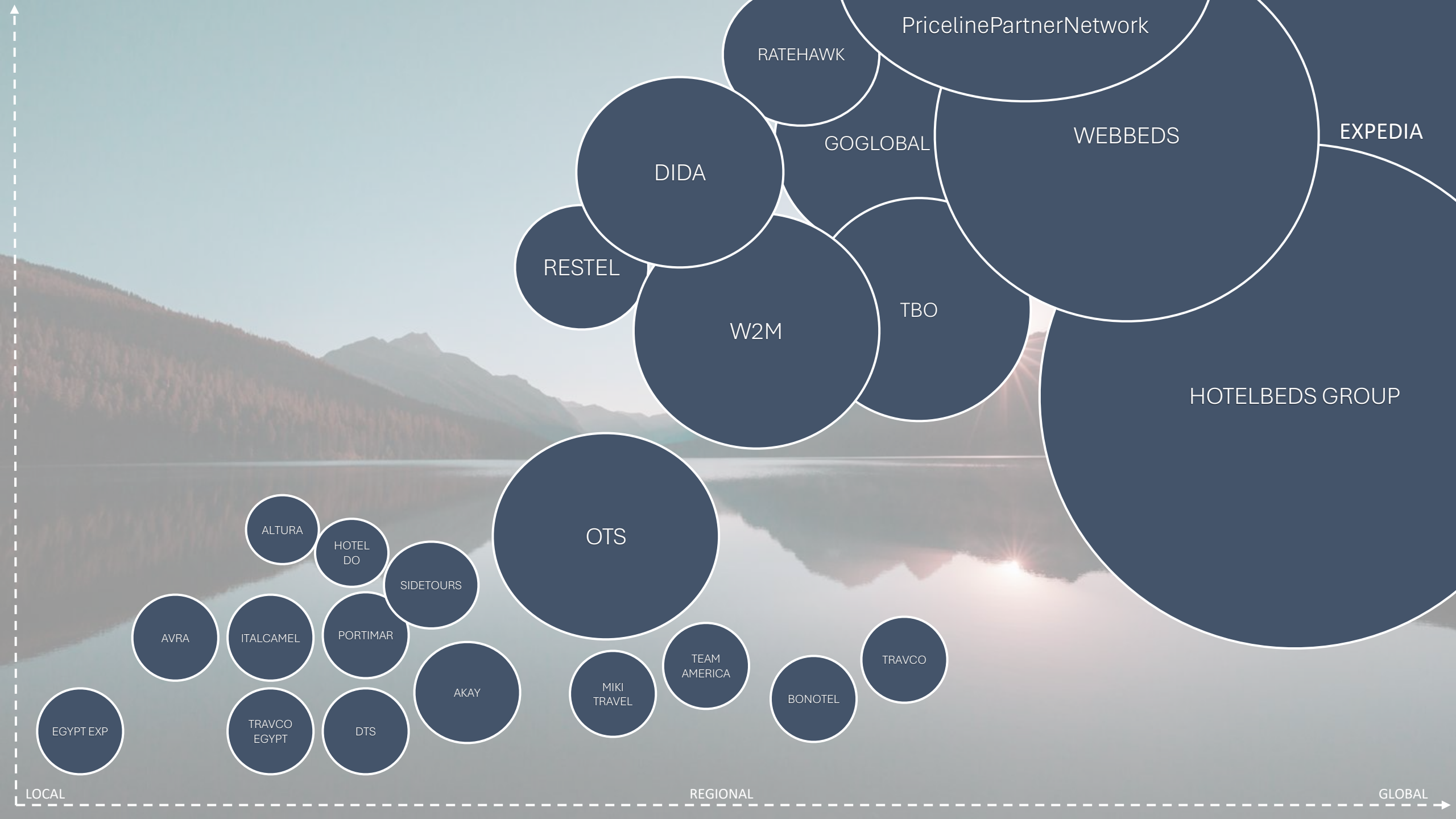
GLOBAL

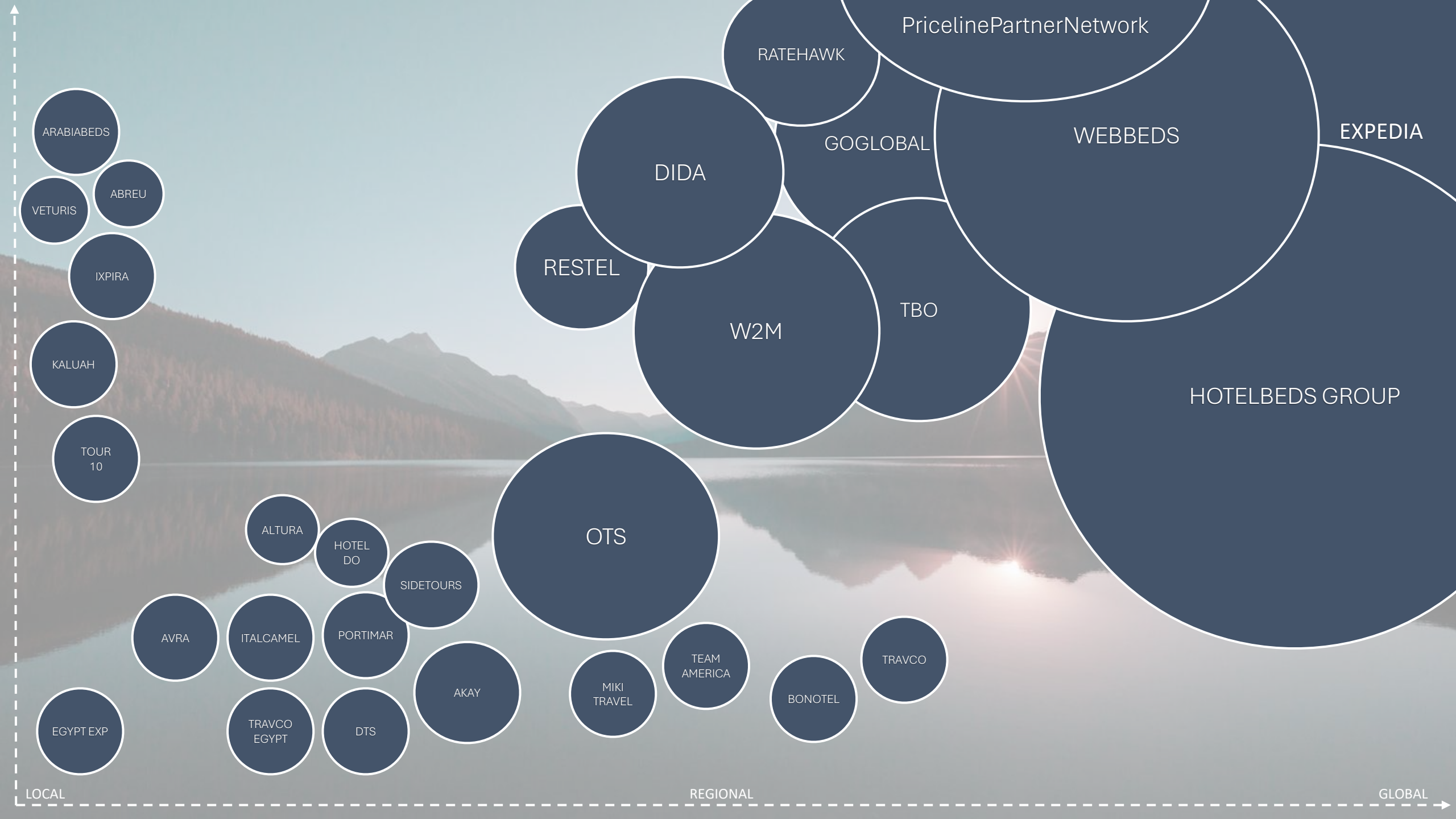


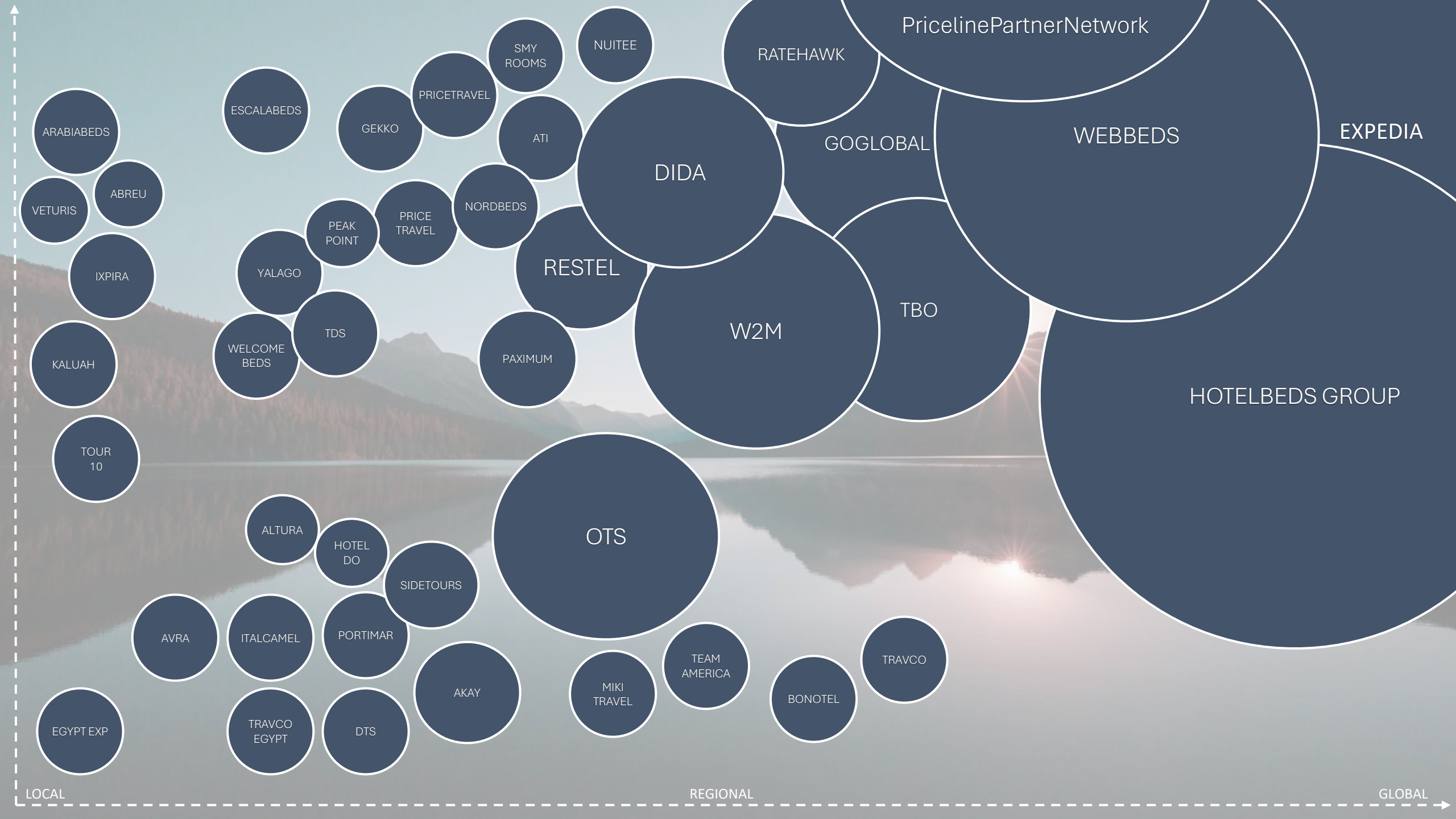
LOCAL

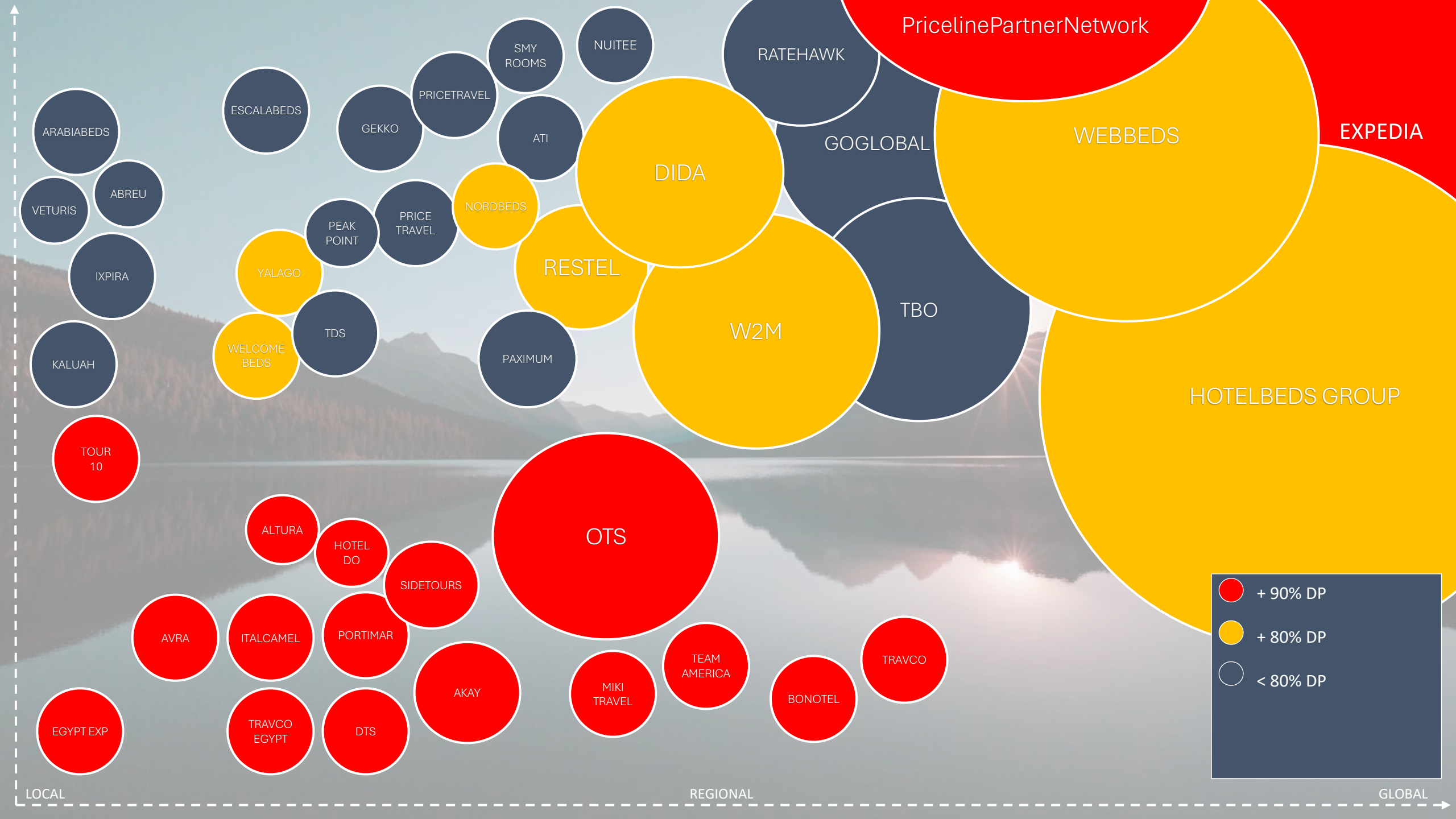
REGIONAL

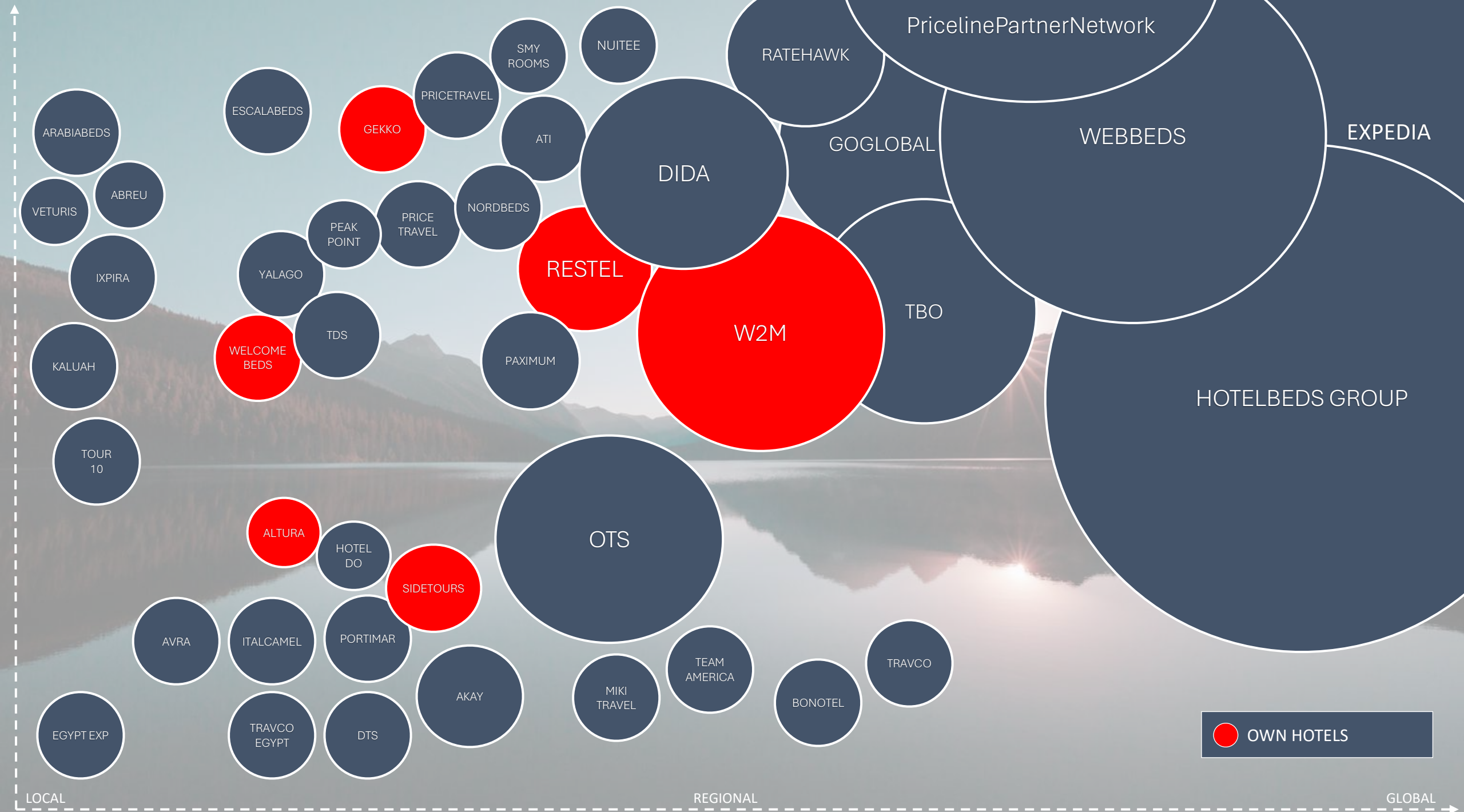
GLOBAL

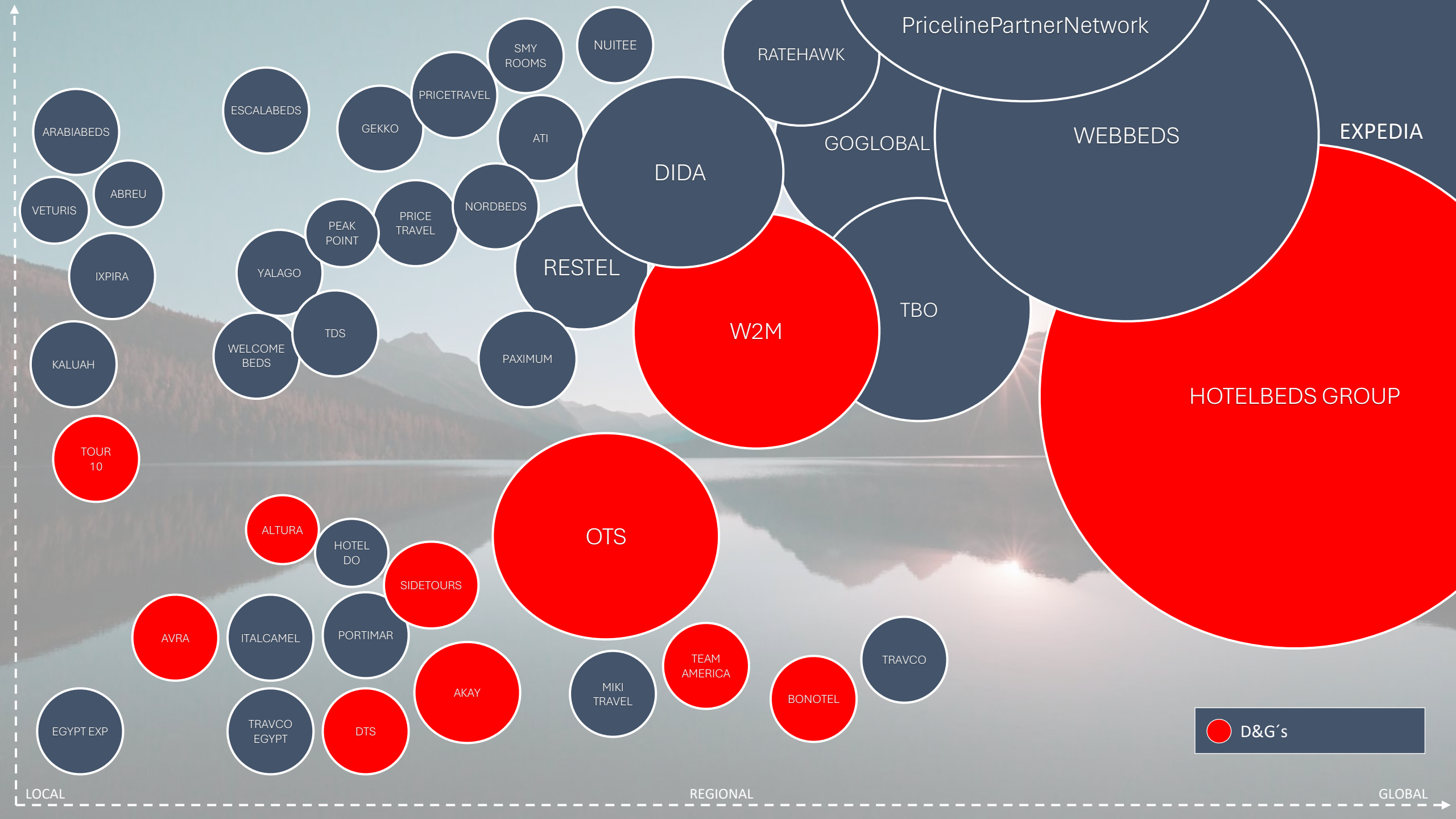


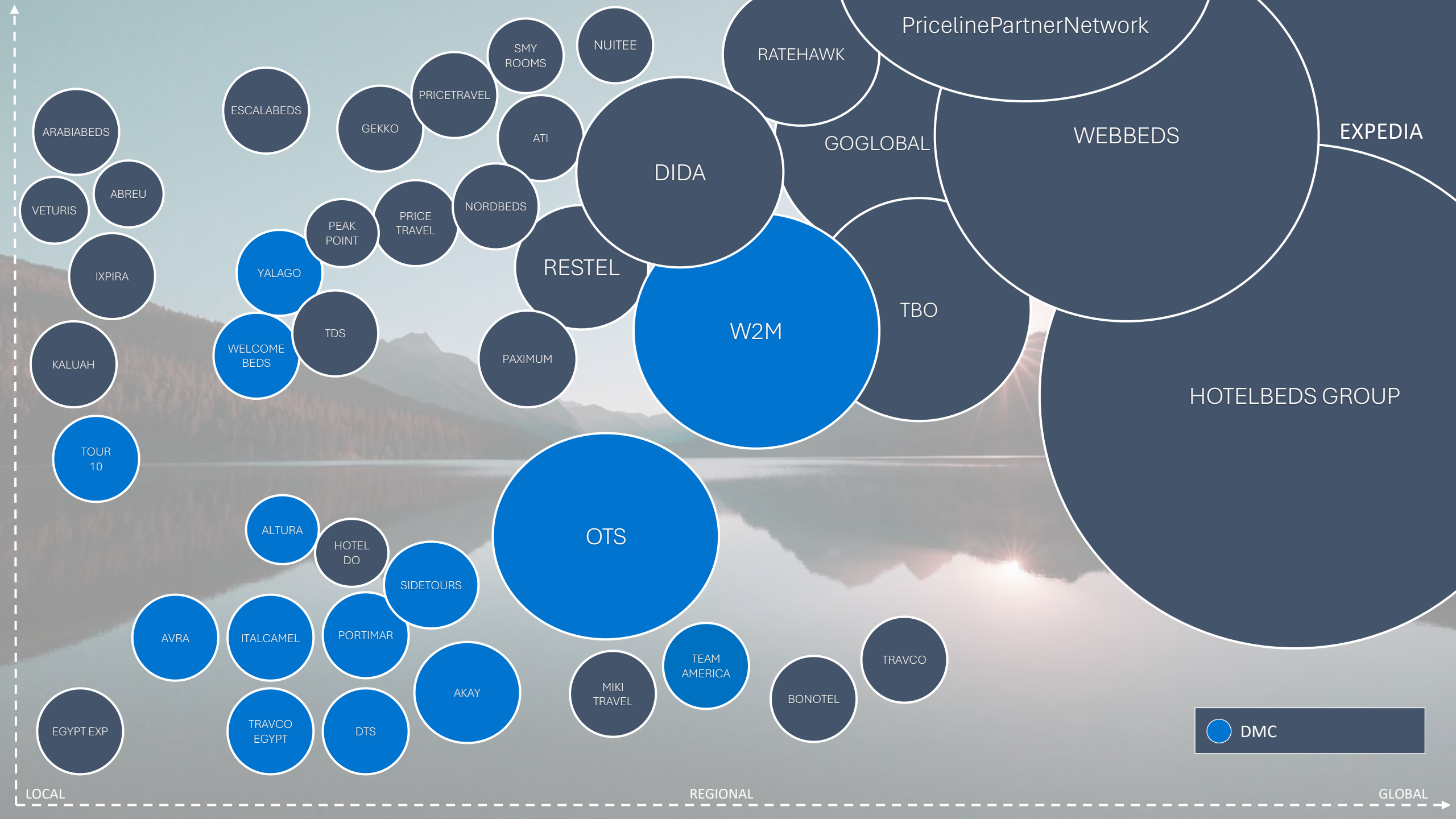


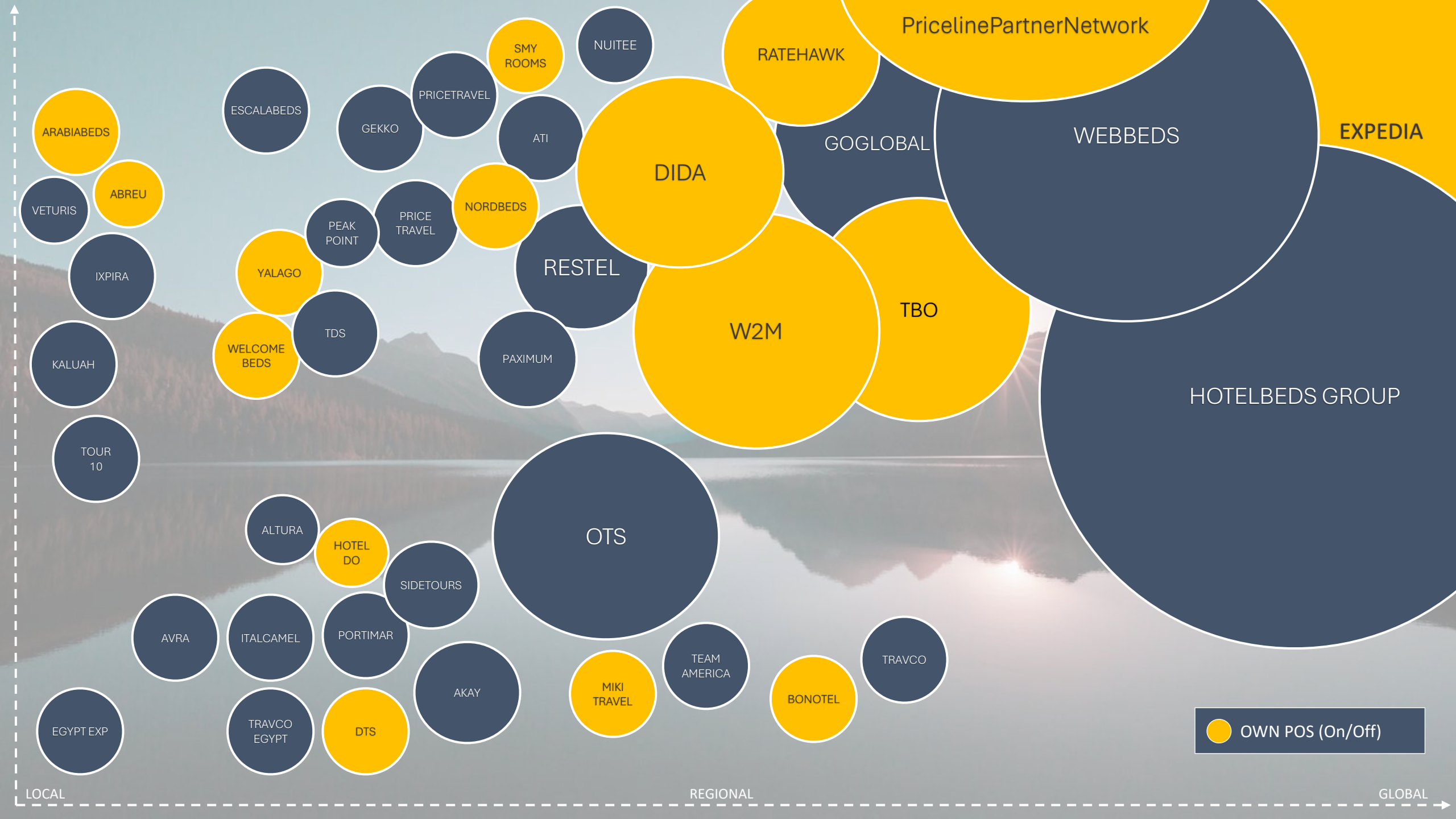


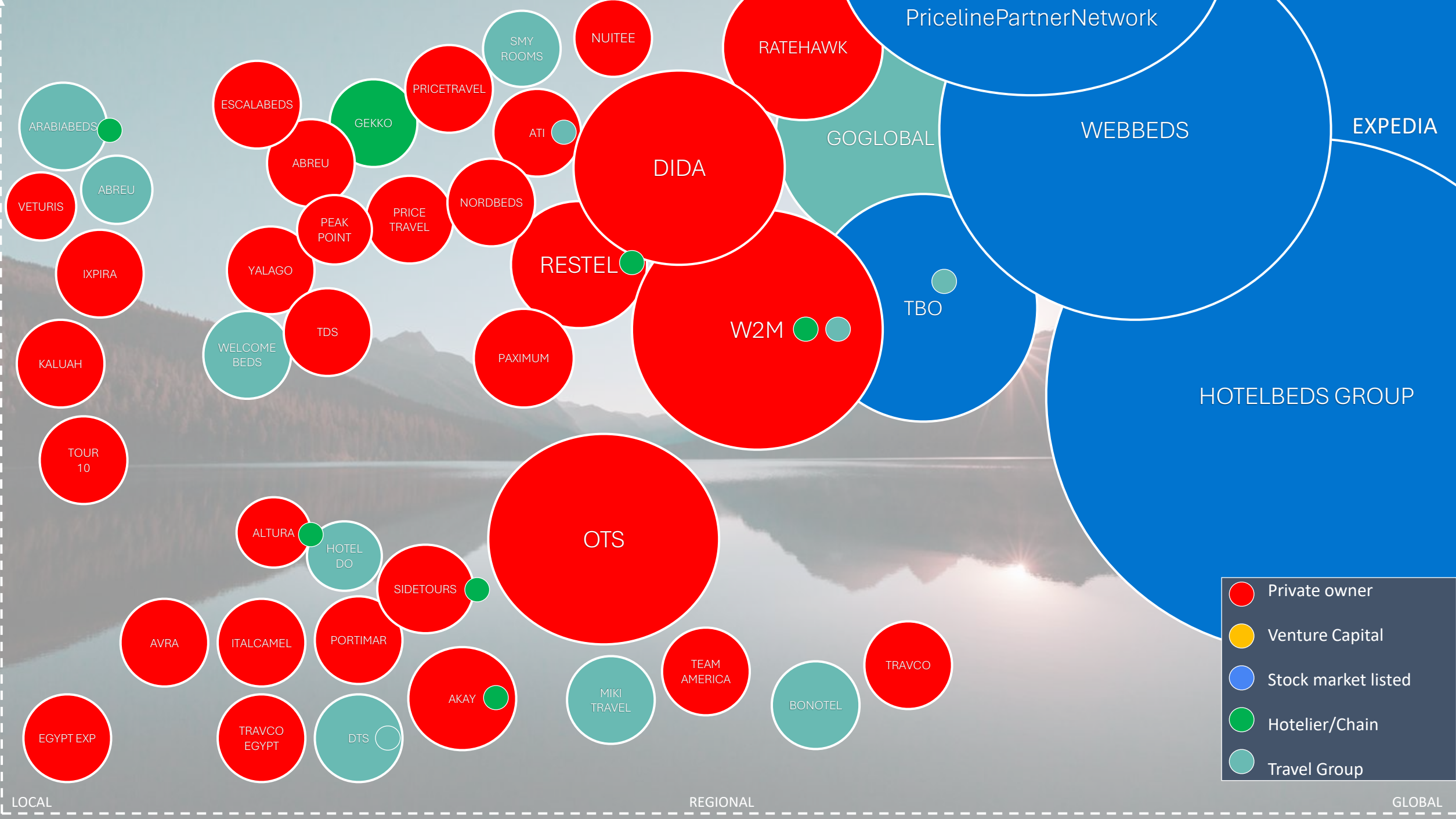
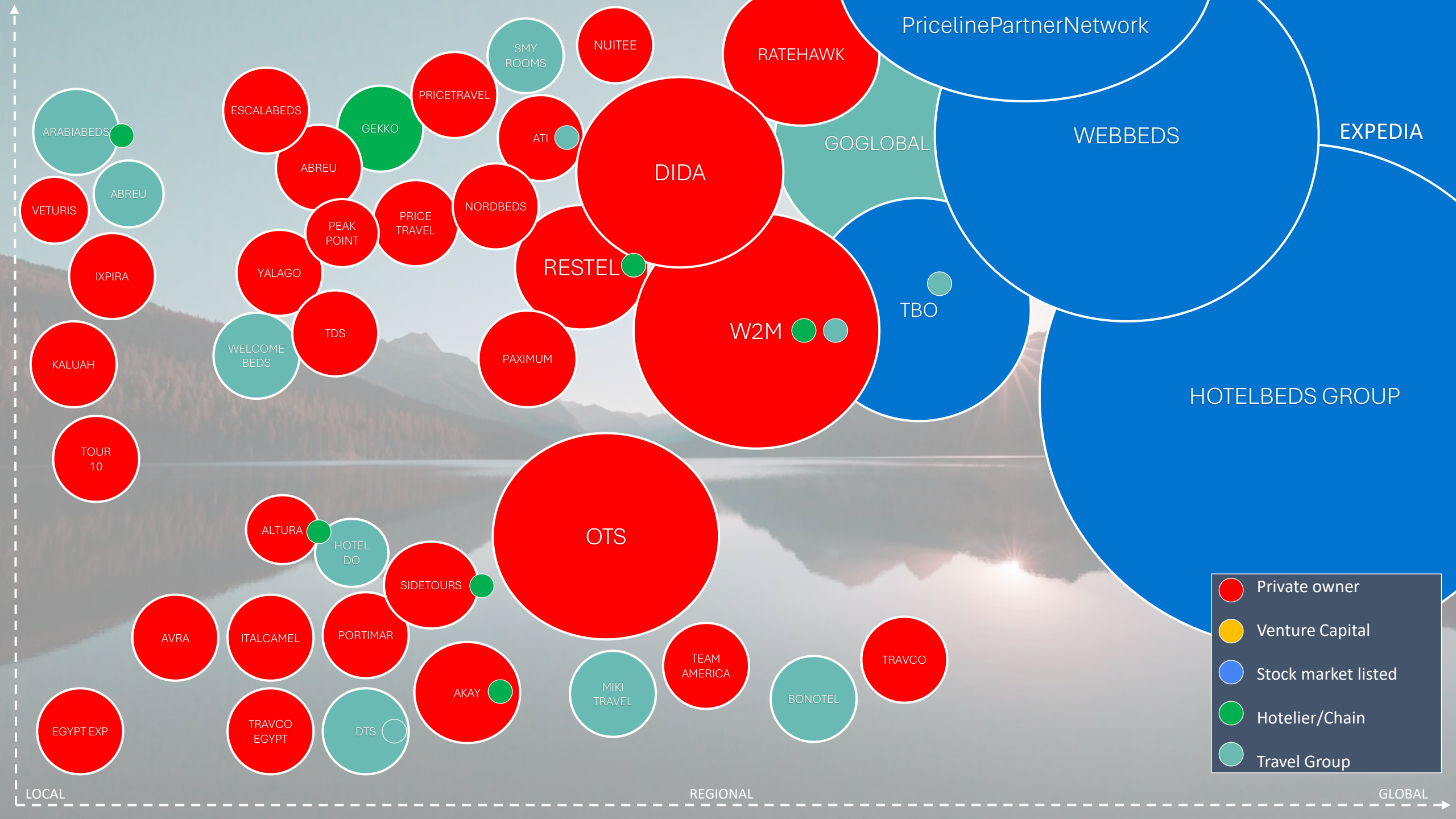


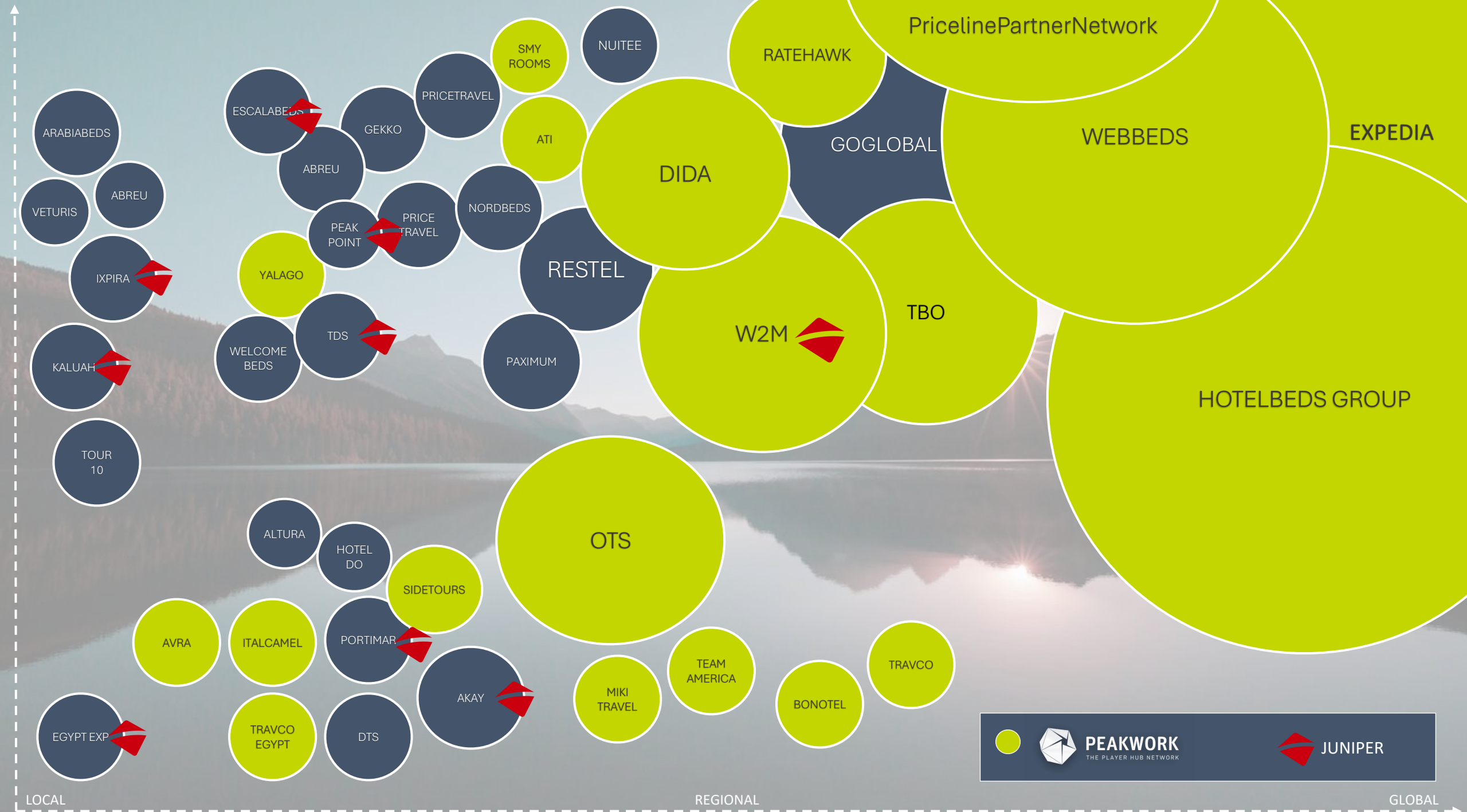














3. W2M Group ... what WE do for living:





Privately owned & part of the travel industry since 1958, when the Fluxà family acquired Viajes Iberia, 8 travel agencies in Mallorca.

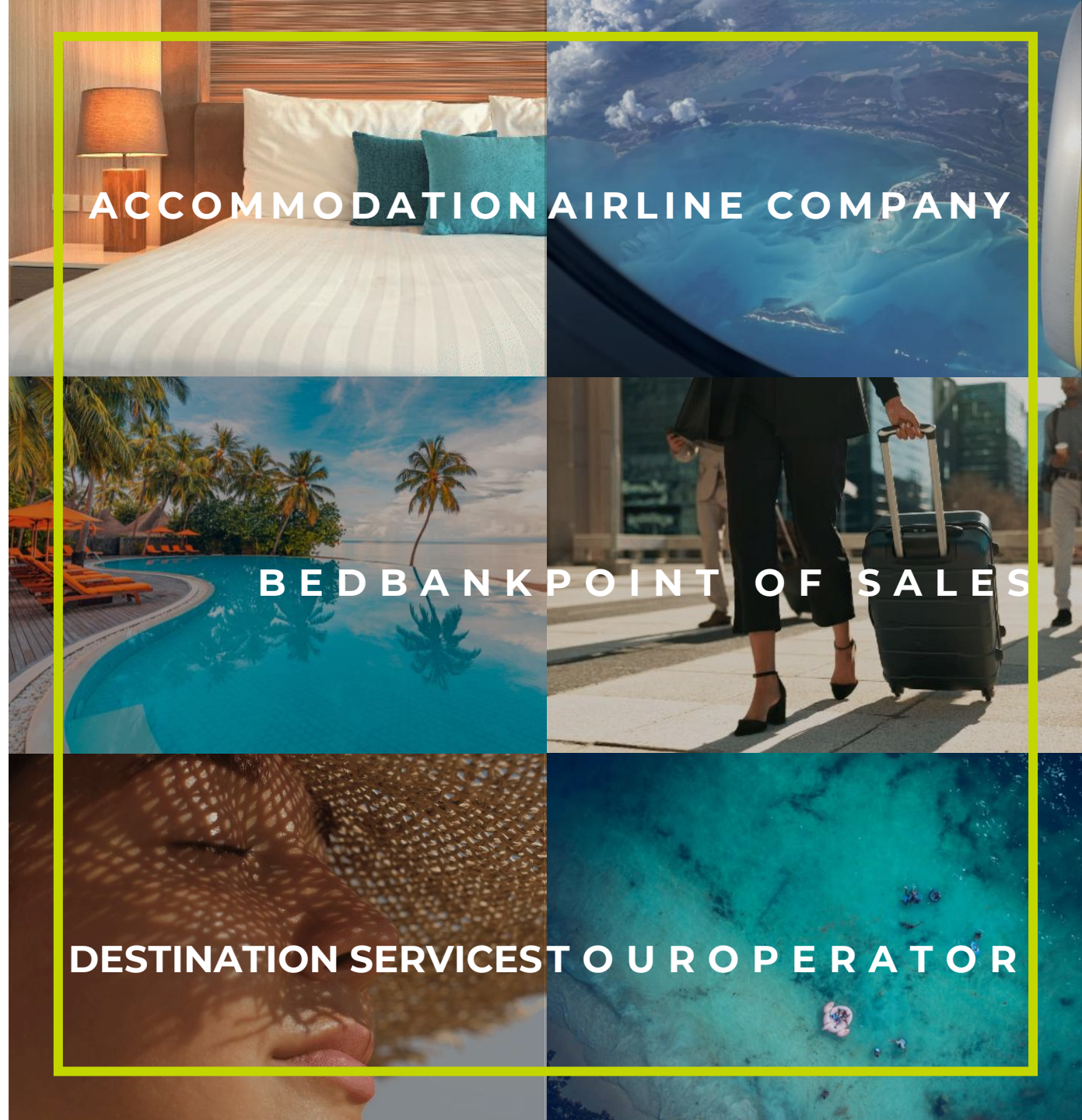
100% Travel **DNA.**

W2M born in 2016





As a vertically integrated operator, our objective is to satisfy the needs of the new traveller and to meet the totality of market demand, with a vocation for leadership in **VOLUME, PROFITABILITY AND QUALITY.**





W2M

NEW TRAVEL PHILOSOPHY

HOUELS



ACCOMMODATION



W2M
New TRAVEL PHILOSOPHY

world2fly

AIRLINE COMPANY



W2M

NEW TRAVEL PHILOSOPHY

newblue

ICARION

Kan·na·X

W2M·NEXT

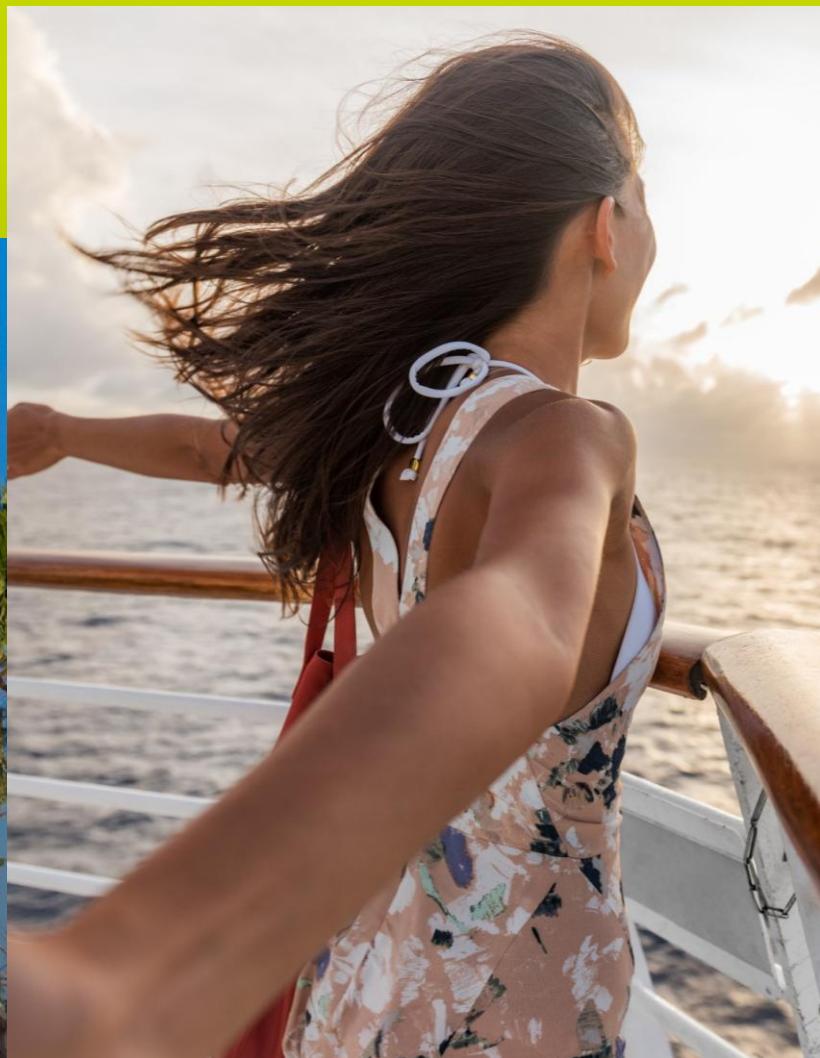
NewTravellers
UPPERS

Cibeles

TOUR OPERATOR - PRODUCT

W2M

NEW TRAVEL PHILOSOPHY



azulmarino



GRAND
azulmarino

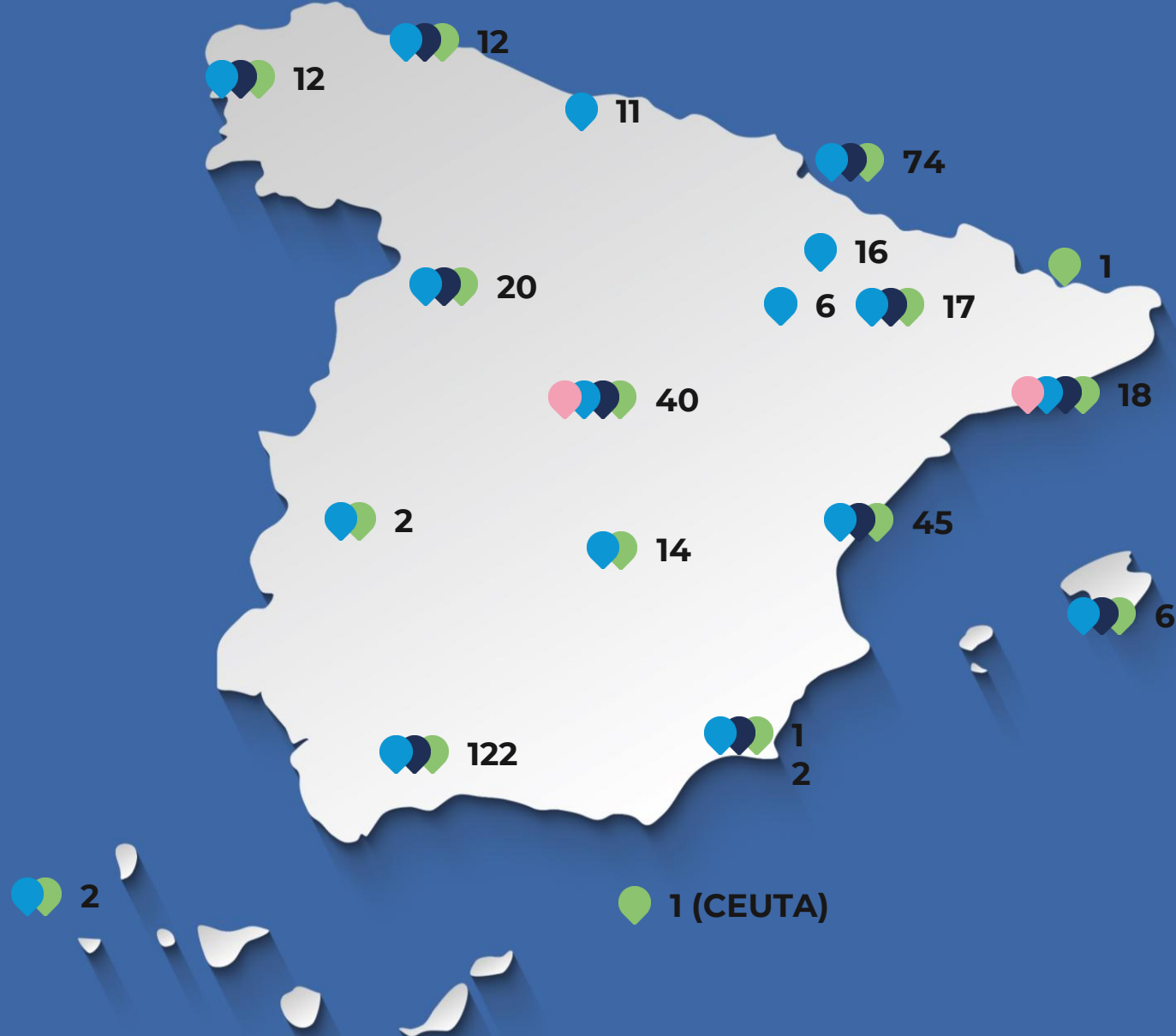
bytour ➤

THE SPHERE
PRIVATE TRAVEL

flowo

úbico

POINT OF SALE - DISTRIBUTION





W2M
New TRAVEL PHILOSOPHY

W2M • DMC

DESTINATION TRAVEL PARTNER

BDX
BDXPERIENCE

DESTINATION SERVICES



W2M

NEW TRAVEL PHILOSOPHY

W2M · BB

— BED BANK FOR PROFESSIONALS

BEDBANK

Point of Sale (ESP / POR)

azulmarino



úbico

azulmarino VIAJES

GRAND azulmarino



THE SPHERE
PRIVATE TRAVEL

Club
viajeros
BY W2M

flowo



Club
Marco Polo

Tour Operator / Own Product

W2M·NEXT

newblue

NewTravellers
UPPERS

ICÁRION

Cibeles

Kan·na

DAKARI
BRAND EXPERIENCE

Accommodation

HOTELS
BY W2M

ESCAPE
HOME

W2M·DMC
DESTINATION TRAVEL PARTNER

BDXPERIENCE

Airline

world2fly

Bedbank / Aggregator

W2M·BB
BED BANK FOR PROFESSIONALS

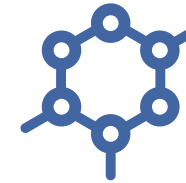
FIGURES 2024



BILLING
2.800 M €



EMPLOYEES
2.875



30 OFFICES
16 COUNTRIES



PASSENGERS
7,1 M



175 MARKETS
OF ORIGIN



B2B, WEB & XML
CUSTOMERS
+6.000



HOTELS (DIRECT AND
THIRD PARTIES)
+500.000



W2F SEATS
+658.000
OCCUPANCY: 91%



4. W2M BB & DMC



Point of Sale (ESP / POR)



Tour Operator / Own Product



Quality & competitiveness for our family





‘Technological innovation,
exclusive product and our
commitment to sustainability
are our differentiating
objectives’.

W2M·DMC
DESTINATION TRAVEL PARTNER

BDX
BDXPERIENCE

- Independent
- All destination services
- Cutting edge technology & white labels
- Own coach fleet
- Hotel reservations, transfers and car hire, excursion and ticket sales, incentive groups and circuits and representation at the destination, among others.

W2M·DMC#CRUISES
DESTINATION TRAVEL PARTNER

W2M·DMC#CITIES
DESTINATION TRAVEL PARTNER

W2M·DMC#SPORTS
DESTINATION TRAVEL PARTNER

W2M·DMC#MICE
DESTINATION TRAVEL PARTNER

‘+ 40 traditional
Touroperating
partners in
+ 30 destinations’.

W2M·DMC
DESTINATION TRAVEL PARTNER

BDX
BDXPERIENCE

Jet2holidays
Package holidays you can trust

NOVATURAS

**AIR CANADA
VACATIONS**

vtours

Sunweb

Hotelplan

Heimsferðir

VIA
TRAVEL SERVICES

Eurowings
Holidays

corendon

BOOSTEN REIZEN

easyJet
holidays

PROMOSÉJOURS
VOYAGEZ PLUS, DÉPENSEZ MOINS

alltours

**schauinsland
reisen**



DESPEGAR

condor | Holidays

decolar despegar BestDay viajes Reizella viajet HotelDO koin stays

More than 30 offices in 16 countries.

W2M • DMC
DESTINATION TRAVEL PARTNER

BDX
BDXPERIENCE





‘One of the leading
bed banks in the
market’.

+ 35.000 directly contracted
hotels

+ 500.000 hotel global inventory

+ 50 3PS suppliers

+ 100 contract managers in
destination

Down-payments, exclusivities and
strategic partnerships

Own hotels: Iberostar & HOTELS

24/7 hotel deals hunting

+ 4.800 clients

API-XML / WEB / Offline

81% direct contract - 19% 3PS



ORIGIN +175 COUNTRIES

ES
UK
DE
US
AR
NL
PT

76%



4. W2M Group - video







w2m

new TRAVEL PHILOSOPHY