



GEKKO GROUP, THE LEADING BTOB HOTEL BOOKING COMPANY, TAKES ITS INTERNATIONAL DEVELOPMENT TO A NEW LEVEL AS IT WELCOMES NEW INVESTOR ACCORHOTELS



Olivier DELOUIS
Co-founder, GEKKO Group



Stéphane de LAFORCADE
Co-founder, GEKKO Group

Valued at €100 million, GEKKO Group – founded and managed by Olivier Delouis and Stéphane de Laforcade (HCorpo, Teldar Travel, Infinite Hotel and Miles Attack)– has enjoyed sustained revenue growth since its creation in 2010 and has now reached a new milestone in its ambitious international expansion plan as it joins the AccorHotels family.

For GEKKO Group, the agreement with AccorHotels will allow for the development of strong synergies and paves the way for the creation of a new global leader.

For AccorHotels, the deal is in line with its strategy of strengthening its leadership across the entire customer experience by enhancing its range of services for business travellers, its key customer segment.

Innovation is part of GEKKO Group's own DNA: the company has developed proprietary technology solutions, which are interconnected with all players across the leisure and corporate travel ecosystem. GEKKO Group is the leading hotel distribution channel: via its various entities, it operates in the leisure (Teldar Travel and Miles Attack) and corporate travel markets (HCorpo and Infinite Hotel) in France, Belgium, Luxembourg, Spain, Portugal and Switzerland.

GEKKO Group serves more than 300 corporate customers and 14,000 travel agencies and has more than 180 employees.

Co-founders Stéphane de Laforcade and Olivier Delouis remain key shareholders and will continue to steer GEKKO Group as an independent entity towards its global leadership.

"We are particularly proud to be joining a leading French group that is renowned for its offering, the quality of its portfolio of hotels and its global footprint and that is strongly aware of the needs of today's business travellers," said Olivier Delouis, co-founder of GEKKO Group. *"The deal is perfectly in line with our global growth ambitions."*

"Today, speed and agility are the key drivers of success for companies," said Stéphane de Laforcade, co-founder of GEKKO Group. *"In a market where distribution channels are indispensable and set the rules, teaming up with AccorHotels will enable us to seize growth opportunities and become the global leader in BtoB hotel distribution."*

The deal, which values GEKKO Group at €100 million, is subject to the approval of the competition authorities and will have an accretive effect on AccorHotels' financial performance in 2018.

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ABOUT GEKKO GROUP

Founded in 2010 by Olivier Delouis and Stéphane de Laforcade, GEKKO Group is France's leading BtoB hotel booking company. Through its different brands, GEKKO Group brings innovative solutions in corporate travel (HCorpo, Teldar Biz), leisure (Teldar Travel, Miles Attack) and hotel company contracting (Infinite Hotel). Backed by its partner AccorHotels, GEKKO Group employs more than 180 people in France, Belgium, Luxembourg, United States, Spain, Portugal and Switzerland.

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