

Profile number

110490

Tourism Operator with High Potential, Technology, and Clients

Located in

Castile and León

Personal data

Sector

Service industry

Type of company

Travel agency

Legal entity:

Limited Company

Type of transaction

Shares

Life phase enterprise

Starting

Employees in FTE

5 - 10

Type of buyer:

- MBI candidate
- Strategic acquisition
- Investor

Financial information

Turnover last financial year

€ 1.000.000 - € 2.500.000

Asking price

€ 250.000 - € 500.000

Earnings before taxes

€ Loss - € making

Company history/background

History and Background: Hotel Distribution Hub

Founded in 2022, the company is a **B2B distribution node specialized in the accommodation sector**. It has developed a robust infrastructure with two key business lines:

- **Direct Contracting:** Exclusive agreements with 300 accommodation providers, ensuring competitive margins.

- **Global Bed Bank:** Access to more than 450,000 hotels worldwide.

From a technological standpoint, the company has **15+ clients connected via XML** who actively consume inventory, representing an **already operational sales channel**.

Reason for Sale

The owners are selling for **personal reasons** that prevent the exclusive dedication required to optimize management. As operations have been delegated to third parties, profitability has been affected, leaving the company at a **technical break-even stage**.

Opportunity

Ideal for **investors or companies in the tourism sector** seeking a **fully established hub**, with **active licenses and connections**, ready to **scale and increase profitability through direct management**.

Company Activity: B2B Hotel Distribution and Technology Hub

The company operates as a **tourism distribution hub specialized in the global commercialization of accommodation**. Its activity focuses on the intermediation of hotel inventory through two strategic channels: **direct contracting** (300 establishments with preferential margins) and a **bed bank** with access to **more than 450,000 hotels**.

Operations are **fully digitalized** thanks to an active contract with a **state-of-the-art technology platform**, enabling the simultaneous connection of **15+ clients via XML**, which automates sales and the reservation flow.

Operational Structure

The team consists of **5 specialized employees**, one of whom works **part-time (4 hours per day)**, covering the key areas required to keep the service running.

Strategic Value

This is a **“turnkey” structure**. The buyer acquires not only the inventory and contracts, but also the **entire technical architecture and the experienced team** behind the operation.

Unique selling points

Company Activity: B2B Hotel Distribution Hub

The company operates as a **technological and commercial node specialized in the intermediation of global accommodation**. Its core activity is divided into two strategic pillars:

Direct Contracting:

Management of proprietary agreements with **300 establishments**, enabling optimized margins and direct control over the inventory.

Bed Bank:

Access to a **large-scale inventory of 450,000 hotels worldwide**.

The technical operations are supported by an **active contract with a state-of-the-art technology platform**, which enables the connection of **15+ active clients via XML**, automating sales and the reservation flow.

Human Structure:

The team consists of **5 specialized employees** (one of them working **part-time, 4 hours per day**), covering daily operational management.

The sale includes a **“turnkey” infrastructure**, with **technology, contracts, and team in place**, ready for management focused on profitability.

Other

Transfer and Ideal Buyer Profile

Transition Commitment:

The current owner guarantees full support during the transition period. The seller will remain involved for as long as necessary to carry out official introductions with suppliers and clients, as well as to complete the transfer of operational and technical know-how. The objective is to ensure a smooth handover until the new ownership assumes full control with complete confidence.

Buyer Profile:

This opportunity is aimed at:

- **Companies or entrepreneurs** seeking immediate entry into the hotel distribution sector with an added-value proposition and an already operational technology hub.
- **Tourism groups** looking for a **“turnkey” project** with licenses, direct contracts (**300 hotels**) and **XML connectivity (15+ clients)** already established, saving years of development and negotiation.