

OPODO SIGNS HOTEL DISTRIBUTION DEAL WITH ANDBOOK

London, 15th May 2002. Opodo, the online travel portal, announced today that it has signed a unique deal with Andbook to provide hotel services on its sites across Europe.

Since it launched in Germany in November 2001 and in the UK in January of this year, Opodo has quickly established itself as one of the leading travel portals with a reputation for delivering quality products at a good price. The roll out across Europe continued with the launch of www.opodo.fr in France on 17th April.

This new deal will give Opodo customers access to 30,000 branded and independent hotels worldwide including Andbook's network of 14 'preferred partner' chains as well as the hotels of its three founders, Accor, Hilton International and Le Méridien.

To launch the new partnership Opodo customers in the UK, Germany and France are being offered up to 50% off selected hotel prices. The discount is available on bookings made between 13th May until 2nd June 2002 on www.opodo.co.uk, between 13th May until 9th June on www.opodo.de and 27th May until 9th June on www.opodo.fr and offers free room upgrade, breakfast and more with Hilton, Le Méridien and Accor's Mercure, Novotel and Sofitel hotels. *

Opodo's UK Country Manager, Jenny Taylor, said:

"As part of its commitment to its customers, Opodo is always looking for ways to make its service even better. We have negotiated this deal

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to bring an exceptional range of quality hotels and hotel services to Opodo customers. As a champion of consumer choice we believe that internet travellers should have access to the widest range of products possible.

“At the same time we are keen to develop a low cost distribution channel for hotel suppliers in the same way we have done for the airlines.”

The partnership with Andbook has already gone live on the existing Opodo sites in Germany, the UK and France and will feature on its other sites as they are launched across Europe.

Michael Madison, Andbook’s Chief Executive, said:

“This is a very exciting time in Opodo’s development and we are delighted that Andbook is going to be a part of it. The hotel industry has been one of the most receptive to on-line booking and as one of the leading hotel services providers we believe Andbook can help Opodo to achieve its objective to be the market leader in Europe by 2004.

“The hotel industry is keen to develop new cost effective distribution channels and Opodo and Andbook will be working closely to find innovative ways to attract customers to buy on line.”

Using Worldres technology, the partnership between Opodo and Andbook is establishing a platform that provides customers with a first class product offering and a choice of all major branded and independent hotels.

ENDS

- *NB: Seasonal terms and conditions apply.

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Notes to editors**About Opodo**

- Opodo is a new online travel service created by nine of Europe's leading airlines - Aer Lingus, Air France, Alitalia, Austrian Airlines, British Airways, Finnair, Iberia, KLM and Lufthansa.
- Opodo addresses the real needs of today's traveller by offering an unbiased and competitively priced online travel service for world travel, with flights from over 480 airlines, 30,000 hotel properties and car rental with access to over 750,000 cars, as well as travel insurance.
- Headquartered in London, Opodo aims to become a leading provider of online travel and operates independently from its airline shareholders.
- Leading research company NOP confirms that Opodo.co.uk is cheaper than the UK average online fare for 85% of top destinations from the UK (Source: NOP January 2002)
- Leading research company, TNS EMNID confirms that Opodo.de beats the average Internet fares, to 20 of the most popular destinations, 90% of the time (Source: TNS EMNID February 2002)
- Further information about Opodo is available at www.opodo.com

About Andbook

- Andbook is a joint venture between Accor, Le Méridien and Hilton International and was launched in May 2000
- Andbook's focus is on creating distribution partnerships for its preferred partner hotel chains that deliver high booking volumes and low distribution costs.

For further information about Andbook, please contact:

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