

Travel Aggregator

SEPTEMBER 2018

WebBeds APAC Newsletter



**Catch Dua Lipa,
Sam Smith and
Crazy Rich Asians
inside!**

Page
28

**Webjet celebrates
outstanding year**

~ Page 6

**Discovering Southeast
Asia's Heritage**

~ Page 8

**The 6 C's of hosting
business travellers**

~ Page 18



FOREWORD

Welcome to the September edition of Travel Aggregator, providing the latest news, travel stories and industry updates exclusively to the clients of WebBeds Asia Pacific.

This month, we step back in time to discover Southeast Asia's rich history, and find out which hotels to stay at when visiting the region's UNESCO World Heritage sites.

Back in the 21st Century, we look at the rising trend of concert tourism, including the hottest upcoming musical events in Asia; and head to the movies to see "Crazy Rich Asians", the new Hollywood blockbuster that's taking the region by storm.

WebBeds' Chief Commercial Officer for Asia, Sun Kok Sheng, reveals his top business hotels, we take a peek inside the brand new Banyan Tree Kuala Lumpur, and discover our "Featured Deals of the Month". All this and more inside!

We hope you enjoy the read.

Daryl Lee
CEO of WebBeds
Asia Pacific

ABOUT TRAVEL AGGREGATOR

Travel Aggregator is the monthly newsletter published in-house by WebBeds Asia Pacific. Created especially for our travel trade partners and clients, this informative newsletter will include the latest updates from WebBeds Asia Pacific, including our news and developments, plus exciting offers from our partners, a selection of the hottest hotel deals, and much more!

If you'd like to be featured in the next issue of Travel Aggregator, please email Travel.Aggregator@fitruums.com. Alternatively, for marketing partnerships with WebBeds Asia Pacific, please email marketing@fitruums.com.

WEBBEDS ASIA PACIFIC

DARYL LEE
CEO
Daryl.Lee@webjet.com.au

SUN KOK SHENG
CCO
KokSheng.Sun@fitruums.com

CYNDI NG
COO
Cyndi.Ng@fitruums.com

KEVIN KHOR
Vice President, Marketing
Kevin.Khor@fitruums.com

EILEEN TOK
Vice President, Commercial Technology
Eileen.Tok@fitruums.com

ABBA LEE
Vice President, Sourcing
Abba.Lee@jactravel.com

BEN WOOD
Managing Director, South East Asia
Ben.Wood@jactravel.com

VINCENT LEUNG
Managing Director, Hong Kong,
Philippines & Japan
Vincent.Leung@fitruums.com

JENNY FU
General Manager, China
Jenny.Fu@jactravel.com

LINDA KIM
General Manager, South Korea
Linda.Kim@fitruums.com

JOSEPH SHIH
General Manager, Taiwan
Joseph.Shih@fitruums.com

ASHUTOSH DOGRA
General Manager, India
Ashutosh.Dogra@fitruums.com

GRANT SUMICH
Head of Commercial, Pacific
Grant.Sumich@fitruums.com



@WebBedsAPAC



Borobudur Temple Compounds,
Central Java



INTRODUCING
WALDORF ASTORIA BANGKOK
LIVE UNFORGETTABLE



WALDORF ASTORIA[™]
BANGKOK

waldorfbangkok.waldorfastoria.com

First Look

Banyan Tree Kuala Lumpur

Banyan Tree has become a byword for Asian luxury and style, and the latest addition to its elegant portfolio is Banyan Tree Kuala Lumpur.

Rising 60 storeys from KL's vibrant Golden Triangle district, Banyan Tree Kuala Lumpur is a dramatic new landmark on the city's skyline. But despite its size, the hotel still feels intimate, with just 55 spacious "retreats" and suites positioned from the 54th upwards, all featuring glass walls and panoramic views. The Banyan Tree Suite even features a private pool.

Spectacular views can also be enjoyed from the hotel's F&B outlets, including Horizon Grill, Altitude, and Vertigo, the rooftop bar, as well as the 53rd floor infinity pool, gym and Banyan Tree Spa. These elevated facilities also present outstanding opportunities for events, such as weddings, private dinners and cocktail parties.

Having opened its doors in July 2018, Banyan Tree Kuala Lumpur has lifted the city's hotel scene to new heights.

[Read more](#)



Webjet Ltd celebrates outstanding year

**\$3 BN
TTV**
▲ Up 54%

**\$291 M
Revenue**
▲ Up 54%

**\$87.4 M
EBITDA**
▲ Up 71%

**\$55.7 M
NPAT
(before AA)**
▲ Up 63%

Webjet Limited has revealed a positive set of results for 2017-18 financial year, including strong double-digit growth in terms of revenue and profits.

The year ended 30 June 2018 was highly significant for Webjet, as it included the acquisition of JacTravel in August 2017. This helped the company achieve impressive growth in many key areas, including total transaction volume (TTV), which rose 54% to \$3 billion; revenue, which climbed 54% to \$291.0 million; NPAT (before AA), which grew 63% to \$55.7million; and EBITDA, which jumped 71% to \$87.4 million.

John Guscic, Webjet Ltd's Managing Director, said that 2017-18 had been "another outstanding year for the company".

WebBeds, Webjet's global B2B powerhouse, also experienced sharp growth during the year. Total bookings rose by 214% to 2.27 million; TTV surged 181% to \$1.35 billion; revenue increased 203% to \$114 million; and EBITDA saw a stunning 7,649% jump to \$27.2 million.

"WebBeds remains the fastest growing B2B hotels business globally, significantly outperforming the market in all regions," Mr Guscic added. "We now have direct contracts with more than 21,000 hotels. These are now delivering more than 50% of WebBeds sales, helping increase underlying TTV margins to over 9%."

Discovering Southeast Asia's Heritage

In the 21st Century, Southeast Asia is one of the world's most dynamic and rapidly developing regions.

Amazing new buildings are rising all across ASEAN, creating a vibrant collection of modern mega-cities, supported by world-class infrastructure. But how many of the projects we see emerging in the region today will still be attracting visitors in 100, or even 1,000 years' time?

It takes a very special structure to stand the test of time - only the strongest and most important buildings survive. And this rarity creates wonderful opportunities for visitors who want to learn about the region's rich history. All across Southeast Asia, modern marvels are juxtaposed with ancient edifices as visitors flock to exquisite heritage sites.

In this edition of Travel Aggregator, we focus on Southeast Asia's leading historical destinations, including the UNESCO-listed wonders of Angkor in Cambodia, Ayutthaya in Thailand, Borobudur in Indonesia, and Hue in Vietnam.

With many exciting new hotels being developed to fulfil traveller demand for these sites, guests can now enjoy the perfect blend of ancient charm and modern convenience. And who knows? Maybe some of these excellent 21st Century hotels will still be attracting guests centuries from now.



Angkor Archaeological Park

Angkor is simply breath-taking. In a vast area of about 400 square kilometres, visitors can explore the remains of the ancient Khmer Empire that once ruled over swathes of Indochina. These remarkably well-preserved ruins include the main temple of Angkor Wat, the Buddhist heads of Angkor Thom, and Ta Prohm, which featured in the movie "Tomb Raider". It's no wonder that this spectacular site attracted 2.5 million visitors last year.

WHERE

Siem Reap, Cambodia

WHAT

The former capitals of the Khmer Empire

WHEN

From 9th to the 15th centuries



WHERE TO STAY

Angkor Palace Resort & Spa

As the only international five-star resort designed by a Cambodian architect, Angkor Palace Resort & Spa is a genuine reflection of local culture. Just 15 minutes from Angkor Wat, this resort features more than 250 rooms, suites and villas in an 11-hectare estate. When guests are not exploring the local history, they can enjoy facilities including a tennis court, golf driving range, spa, fitness centre, outdoor pools and six F&B outlets.

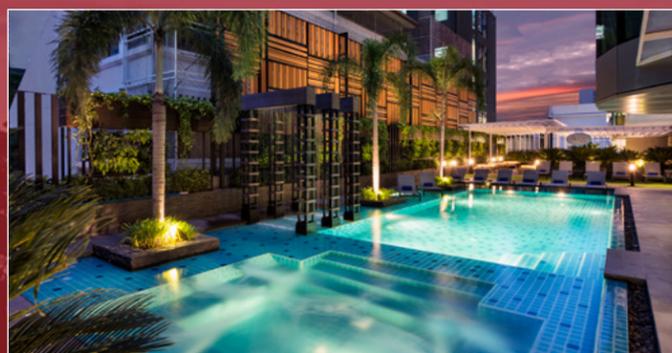
Angkor Palace Resort & Spa is currently offering up to 25% off its published rates. **Find out more here.**



 WHERE TO STAY

Solitaire Bangkok

Visitors to Ayutthaya can combine two Thai capital cities in one trip with a stay at Solitaire Bangkok. The ancient capital of Ayutthaya is just an hour's drive from Bangkok, and its ancient charm provides a wonderful contrast to the present day capital's bustling street life. Perfectly positioned on Sukhumvit Soi 11 in downtown Bangkok, Solitaire Bangkok features 319 rooms, a club lounge, four F&B outlets and health and fitness facilities, including a tropical outdoor pool.



 WHERE

Ayutthaya, Thailand

 WHAT

The second capital of the Siamese Kingdom

 WHEN

From 14th to the 18th centuries

Historic City of Ayutthaya

While Bangkok is Thailand's modern capital city and a glittering global metropolis, visitors who want to discover the country's rich heritage only need to travel 80km north to Ayutthaya. The second capital of the Siamese Kingdom, Ayutthaya thrived from the 14th to 18th centuries. This UNESCO World Heritage site is now a wonderfully preserved landscape of temples, stupas and other ancient buildings, nestled on the banks of the Chao Praya River.



Borobudur Temple Compounds

The volcanic hills of Central Java are perhaps not the place you'd expect to find the world's largest Buddhist temple. But rising out of the mist, Borobudur is one of the most impressive manmade monuments in Southeast Asia. Dating back to the 8th and 9th centuries, this vast structure is topped with 72 stunning stupas. Visitors can follow a network of corridors and stairways to the top and enjoy spectacular views of the surrounding landscape.

📍 WHERE

Central Java, Indonesia

💡 WHAT

World's largest Buddhist temple from the Syailendra Dynasty

🕒 WHEN

From the 8th and 9th centuries



WHERE TO STAY

Grand Keisha Yogyakarta by Horison

Visitors to Borobudur can base their trip in the cultural city of Yogyakarta, just an hour's drive from the ancient temple. Grand Keisha Yogyakarta by Horison is an elegant upscale hotel that provides the perfect introduction to Central Java's rich heritage. The 177 rooms and suites blend modern amenities with classical charm, including traditional motifs and images of old Yogyakarta. Guests can unwind by the outdoor pool or enjoy exquisite cuisine at the Sri Manganti restaurant.



 WHERE TO STAY

Angsana Lang Co

Just 60km from Hue, Angsana Lang Co is a spectacular seafront resort where guests can relax with luxurious amenities – including an award-winning spa and a golf course designed by Sir Nick Faldo. This blissful beach resort features a choice of rooms and suites, including options with private pools, plus four fantastic restaurants and a chilled-out rooftop bar. The Angsana Spa is perfect for pampering, while the Laguna Water Sports Centre offers adrenalin-fuelled activities on the ocean waves.



 WHERE

Hue, Vietnam

 WHAT

The former capital of Vietnam under the Nguyen Dynasty

 WHEN

From the 19th and early 20th centuries

Complex of Hue Monuments

The city of Hue, Vietnam's former capital, may not be as ancient as other UNESCO World Heritage sites, but that does not make it any less significant. The seat of the Nguyen Dynasty, which ruled Vietnam until 1945, Hue Citadel houses an extraordinary collection of temples, tombs, palaces and royal residences, including the so-called "Forbidden City" - similar to the complex in Beijing. The citadel is nestled alongside the Perfume River.





Sun Kok Sheng
CCO of WebBeds
Asia Pacific

The "Six Cs" of Hosting Business Travellers

Kok Sheng (a.k.a. KS) is a frequent business traveller who spends long periods of time on the road. In this edition of Travel Aggregator, he reveals what he looks for in a business hotel.

"It's important for a business hotel to have a great location, making it easy to travel around the city. Due to the nature of my business trips, commuting is often a key requirement. Public transport is a

great way to get around, so hotels need to be close to subway or skytrain stations.

"I also believe that it's important for hotels to have good dining choices. I like to discover local places to eat, so it's ideal if I'm positioned close to shopping malls, cafés and restaurants. And of course, a hotel needs to provide a great breakfast spread to start the day.



Morning view of Tokyo Station from Hotel Metropolitan Tokyo Marunouchi

"Finally, the hotel room is very important. Rooms must be highly functional, with good quality Wi-Fi, a writing desk and a good amount of sunlight so that I feel energised for the day ahead.

For regular road warriors, the one thing that makes business travel more enjoyable is staying in a hotel that understands their needs. But in this fast-changing world, what do corporate guests really want?

Here's our "Six Cs" of successfully hosting business travellers...



Scrumptious "TENQOO Premium Breakfast" at Hotel Metropolitan Tokyo Marunouchi

Cuisine: Business travellers often find it difficult to eat well, so providing a good breakfast is essential. Many hotels are also now providing flexible F&B options – including 24-hour "grab & go" outlets – so that guests can refuel at their convenience.



Siam Kempinski Hotel Bangkok Premier Room

Comfort: Business travellers who are not well-rested will not be able to perform to the best of their ability. Hotels need to provide a comfortable bed, blackout curtains and even a choice of pillows, allowing guests to sleep well and overcome their jetlag.



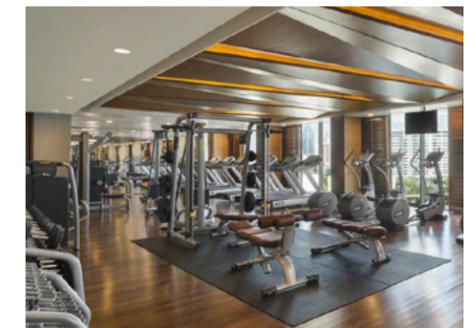
Functional and spacious Boardroom at Siam Kempinski Hotel Bangkok

Conference Space: Business travellers can spend many hours in meeting rooms, so it's important to make sure they are comfortable. Conference spaces that are well-lit and equipped with technology will make meetings more productive and pleasurable.

Connectivity: In the 21st Century, connectivity is the key to success. Business travellers need to be

connected to the internet from the instant they check-in to the moment they leave. Also, positioning international plug sockets next to working areas is vital.

Convenience: No business traveller wants to spend ages stuck in traffic, so location is crucial. Hotels need to be in the heart of the action – whether that's in the central business district, close to a major convention centre, at a business park or even a transport hub.



Well equipped Fitness Centre at Siam Kempinski Hotel Bangkok

Cardio: A major grumble of business travellers is that they cannot maintain their fitness routines when on the road. Fitness centres, pools and spas are important, but hotels without these facilities could provide information about local gyms or jogging routes.

"Every business traveller is different, but if hotels focus on the things that really matter – the Six Cs – corporate guests will keep coming back."

KS's Pick of Top Business Hotels



Siam Kempinski Bangkok

This stunning luxury hotel is perfectly positioned in the heart of Bangkok, next to the skytrain station and Siam Paragon mall. It has a resort-style ambience which helps guests to relax, plus an amazing array of business and leisure facilities. Being just eight years old, the hotel is also tailored to the modern traveller, with intuitive rooms, excellent amenities and great connectivity.

Hotel Metropolitan Tokyo Marunouchi

Directly connected to Tokyo Station, this hotel could not be more conveniently located. But as soon as guests step inside they are elevated above the hustle and bustle, into a world of high-rise luxury. Panoramic windows in the guest rooms frame spectacular and inspiring views of Tokyo, while the "TENQOO Premium Breakfast" is a great way to kick-start your day, 120 metres above the city.

The Rise of Concert Travel in Asia

With an increasing number of people now travelling abroad to watch live concerts, the music event sector is becoming too significant for the travel industry to ignore.

Many fans can wait years for their favourite star to visit their home country, so instead they simply jump on a plane and fly away for a musical city break. This type of travel also allows visitors to experience new destinations, meet like-minded people, and feel the energy of the concert itself, which changes from night to night, from crowd to crowd and from venue to venue.

With a rising number of budget airlines and convenience of automobiles to get us there, why not start planning your travel around tour schedules? In this edition of Travel Aggregator we're introducing the latest top concerts in Asia Pacific...



Dua Lipa Live in China

The rising star of British electro-pop, Dua Lipa was named as the Best British Solo Artist in 2017 and her song "New Rules" has reached more than a billion views on YouTube, which makes her the youngest female artist in the world to attain this amazing achievement. Now she is back to wow the crowds in Shanghai and Guangzhou.

~ 11 Sept ~

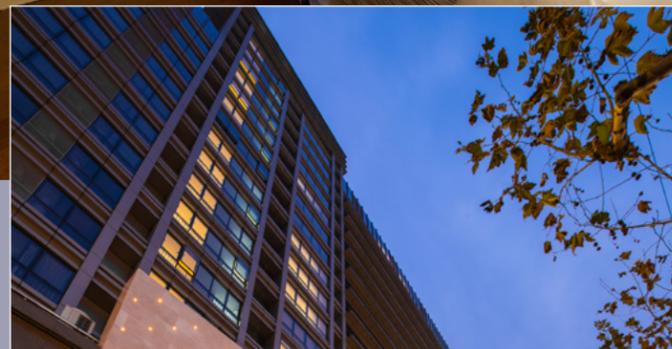
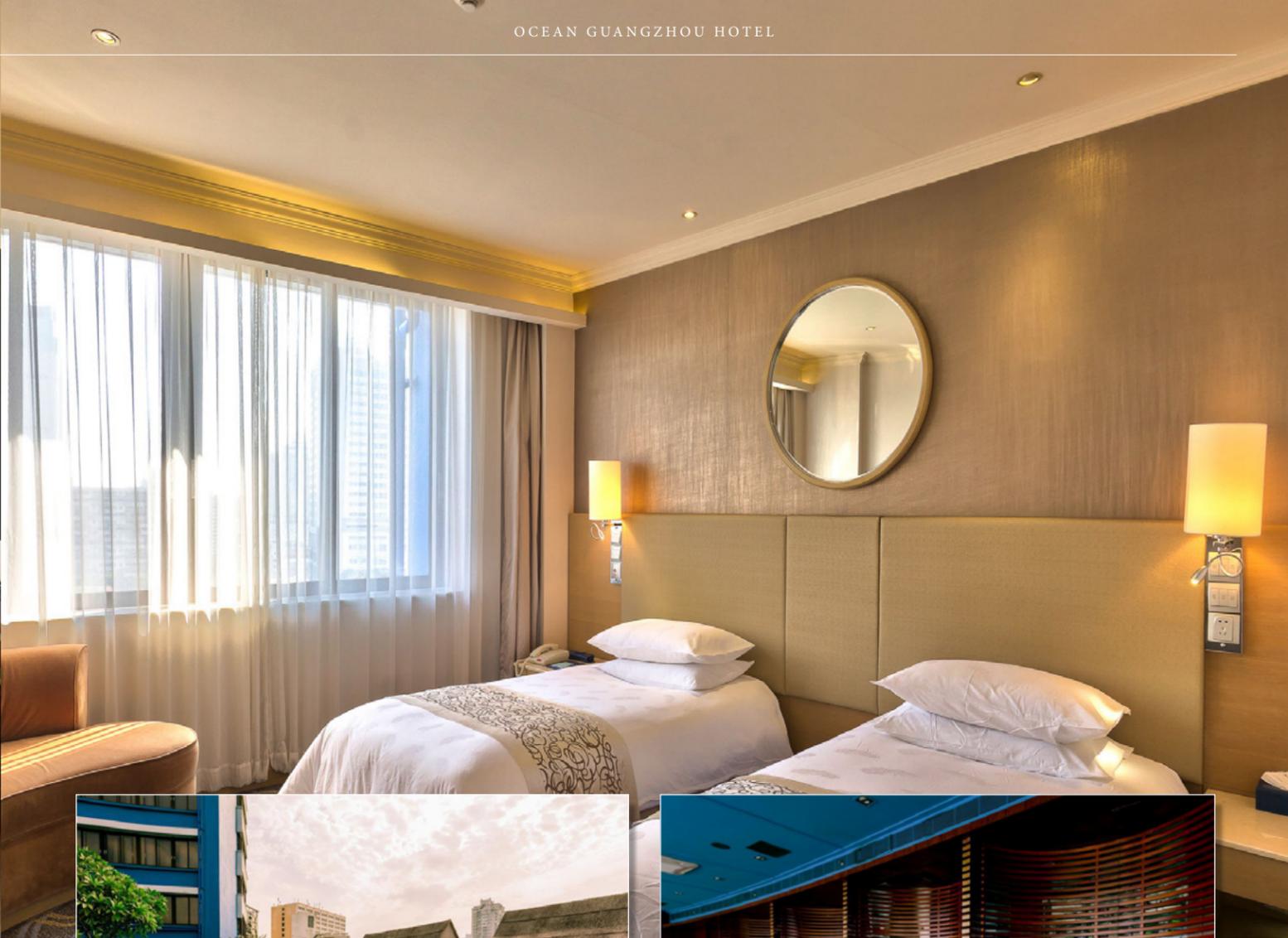
Guangzhou, Dr Sun Yat-sen's Memorial Hall

~ 12 Sept ~

Shanghai, NECC Hong Arena

[Book now](#)





WHERE TO STAY

Starr Hotel Shanghai

Starr Hotel Shanghai is located at May Flower Plaza, just three minutes' walk from Metro Line 1, providing easy access to the entire city - including the NECC. The property has a total of 239 rooms and suites, all featuring modern amenities including kitchenettes. For pre-concert pampering, Spa Vanda offers a choice of massages and treatments, while the Starr Light Café & Lounge is perfect for casual dining.



WHERE TO STAY

Ocean Guangzhou Hotel

This smart upscale hotel is just a short distance from Dr Sun Yat-sen's Memorial Hall, where Dua Lipa's concert takes place. Accommodation ranges from standard rooms to executive and presidential suites, so guests can choose their level of luxury. All rooms feature international satellite TV and Wi-Fi. Before the event, guests can dine at a choice of Chinese or international restaurants.



Photo Credit: Universal Music Pte Ltd.

Sam Smith in Singapore

The Oscar- and Grammy-winning British pop star Sam Smith has added a second night in Singapore on 3 October, after his initial single-night concert received an overwhelming response. His international smash hit "Stay With Me" won the Grammy for Song of the Year, while his James Bond theme song, "Writing's On The Wall", secured a Golden Globe Award. His latest album, *The Thrill Of It All*, is now available on all digital platforms.

~ 2 & 3 Oct ~
Singapore Indoor Stadium

[Book now](#)



WHERE TO STAY

Shangri-La Hotel, Singapore

Stay in an oasis of luxurious tranquillity during your concert break, with three wings of world-class accommodation and facilities nestled in six hectares of tropical gardens. The hotel is close to Orchard Road and the SMRT subway network, putting the venue and city within easy reach. Before or after the concert, guests can unwind in Singapore's first Chi, The Spa, plunge into the tropical outdoor pool, or dine at Waterfall Ristorante Italiano, The Line or Shang Palace.



WHERE TO STAY

Park Regis Singapore

Concert travellers can enjoy sleek and stylish stays at Park Regis Singapore. Just a short hop from Singapore Indoor Stadium, this contemporary upscale hotel features studio concept rooms with the latest amenities, including IPTV and free Wi-Fi. Before the concert, guests can unwind in the stunning 25-metre pool with waterfall, work out in the gym or dine in a choice of international and Chinese restaurants. The vibrant bars of Clarke Quay are also within easy reach.

Crazy Rich Asians: First Class to Singapore

"Crazy Rich Asians" is a contemporary romantic comedy based on the acclaimed worldwide bestseller by Kevin Kwan.

Set in Singapore and featuring the first all-Asian cast in a contemporary Hollywood film in 25 years, the story mines humour from the idiosyncrasies of family life in a way that people everywhere can relate to – no matter who they are, how much money they have, or where they call home.

Singapore plays a starring role, bursting with vibrant colour, heat and dynamism. Filming locations include Esplanade Park, Marina Bay Sands and the Gardens by the Bay, while the wedding was shot at historic CHIJMES. Parts of the film also showcase the popular Malaysian destinations of Langkawi, Penang and Kuala Lumpur.

The filmmakers agreed that capturing this story anywhere but Southeast Asia would not have done it justice. "The texture of our movie, its escapism, comes from the fact that we really shot in these places. Everywhere we pointed the camera we found something special. It's a unique blend of cultures," says the movie's director, Jon M. Chu.

See the movie, see the country. "Crazy Rich Asians" is now playing in cinemas.



Photos by Warner Bros.



Marina Bay Sands, Singapore



CHIJMES



CHIJMES



Ann Siang Hill

Featured Hotel Deals of the Month

In the heart of Seoul, AccorHotels has created a unique multi-branded property that allows guests to choose from a range of accommodation types and a wealth of facilities – all under one roof.

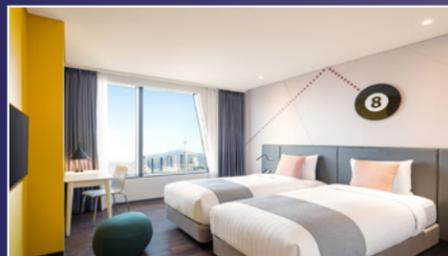
The Seoul Dragon City “hotel-plex” comprises the Novotel Ambassador Seoul Yongsan and ibis Styles Ambassador Seoul Yongsan, plus Novotel Suites and Grand Mercure-branded serviced residences, overlooking the Han River and within walking distance of Yongsan railway station. Incheon International Airport is less than an hour’s drive away.

Guests can also enjoy plenty of shopping opportunities at the adjacent I’Park Mall and HDC Shilla duty free store, or take in a movie at the Lotte and CGV cinemas.



Novotel Ambassador Seoul Yongsan

Enjoy a 5% discount when booking three or more nights at Novotel Ambassador Seoul Yongsan, plus an additional 10% “Early Bird Discount” if the booking is made two weeks prior to check-in.



ibis Styles Ambassador Seoul Yongsan

Receive a 5% discount when booking stays of three or more nights, plus an additional 5% discount for bookings made two weeks in advance.

[Find out more](#)





Travel in Comfort
on Germany's modern trains and
immerse yourself in the varied terrain
and multi-faceted charms.

German Rail Pass Flexi		First Class		Second Class	
		Adult	Youth	Adult	Youth
3 days within 1 Month	Regular (1 Traveller)	270 €	215 €	200 €	160 €
3 days within 1 Month	Twin (2 Travellers)	200 €	NA	150 €	NA
4 days within 1 Month	Regular (1 Traveller)	290 €	230 €	215 €	170 €
4 days within 1 Month	Twin (2 Travellers)	215 €	NA	160 €	NA
5 days within 1 Month	Regular (1 Traveller)	310 €	245 €	230 €	185 €
5 days within 1 Month	Twin (2 Travellers)	230 €	NA	170 €	NA
7 days within 1 Month	Regular (1 Traveller)	380 €	310 €	280 €	225 €
7 days within 1 Month	Twin (2 Travellers)	285 €	NA	212,50 €	NA
10 days within 1 Month	Regular (1 Traveller)	490 €	390 €	360 €	290 €
10 days within 1 Month	Twin (2 Travellers)	365 €	NA	270 €	NA
15 days within 1 Month	Regular (1 Traveller)	690 €	550 €	500 €	410 €
15 days within 1 Month	Twin (2 Travellers)	515 €	NA	375 €	NA

Prices are quoted in Euros. Up to two children age 0-11 can travel with one adult German rail pass. Children below 6 do not require a pass to travel. Children aged 6-11 will require a free Child Pass. Children under 4 is not entitled to a seat and during busy times the child may be required to sit on the accompanied adult's lap. Youth is between age of 12 and 27 and there is no twin pass available for youth.

For booking and enquiry, please email to rail@fitruums.com.



FIT REWARDS

SEPTEMBER SPECIAL

TRTL TRAVEL PILLOW



Voted by Travel + Leisure magazine as the **'Ultimate Travel Essential'**, the **Trtl Pillow** is scientifically proven to keep your head in a better position to sleep upright - perfect for frequent travellers!

Redeem now at FIT Rewards stores for just **5,800 Points** (U.P. 7,800 FIT Points). Only in September. While stocks last.

[Redeem now](#)

Stand a chance to win this ergonomic **travel pillow** when you take part in a simple survey!

[Participate now](#)

Not a FIT Rewards member? Sign up now at rewards.fitruums.com



BANYAN TREE



ANGSANA



CASSIA



DHAWA

Angsana Lăng Cô, Central Vietnam