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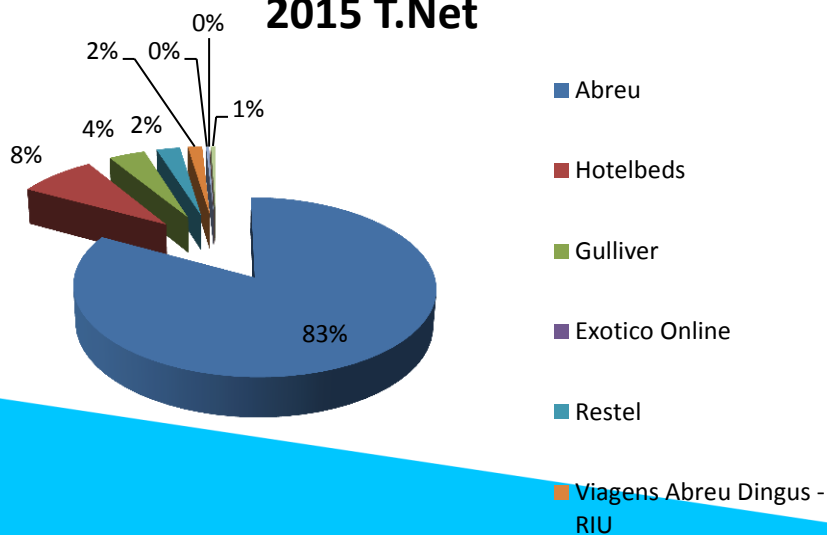
REUNIÃO ANUAL 2017

Produto Portugal

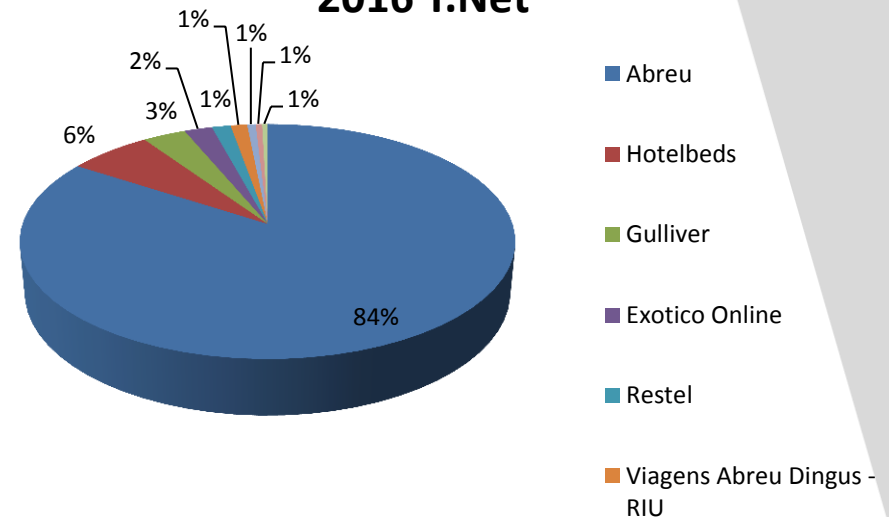
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Fornecedores	2015			2016			2017			Crescimento 15/16	
	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	Net	Nights
Abreu	17.278.401 €	194.634	82%	18.554.782 €	203.476	83%	1.398.798 €	16.950	79%	↑ 7%	↑ 5%
Hotelbeds	1.727.243 €	19.664	8%	1.383.552 €	15.857	6%	112.499 €	1.077	6%	↓ -20%	↓ -19%
Gulliver	810.650 €	12.295	4%	715.927 €	9.927	3%	76.523 €	1.041	4%	↓ -12%	↓ -19%
Exotico Online			0%	462.946 €	4.817	2%	62.517 €	822	4%		
Restel	524.038 €	6.832	2%	313.317 €	4.117	1%	23.947 €	299	1%	↓ -40%	↓ -40%
Viagens Abreu Dingus - RIU	317.440 €	1.780	2%	274.793 €	1.451	1%			0%	↓ -13%	↓ -18%
Em Viagem	68.228 €	736	0%	139.505 €	1.383	1%	2.264 €	21	0%	↑ 104%	↑ 88%
Viagens Abreu Idiso	5.042 €	70	0%	106.399 €	1.198	0%	9.819 €	99	1%	↑ 2010%	↑ 1611%
TotalStay	107.460 €	1.493	1%	95.260 €	1.407	0%	8.777 €	129	0%	↓ -11%	↓ -6%
Total Geral	21.050.237 €	239.813	100%	22.467.012 €	248.845	100%	1.778.388 €	21.379	100%	7%	4%

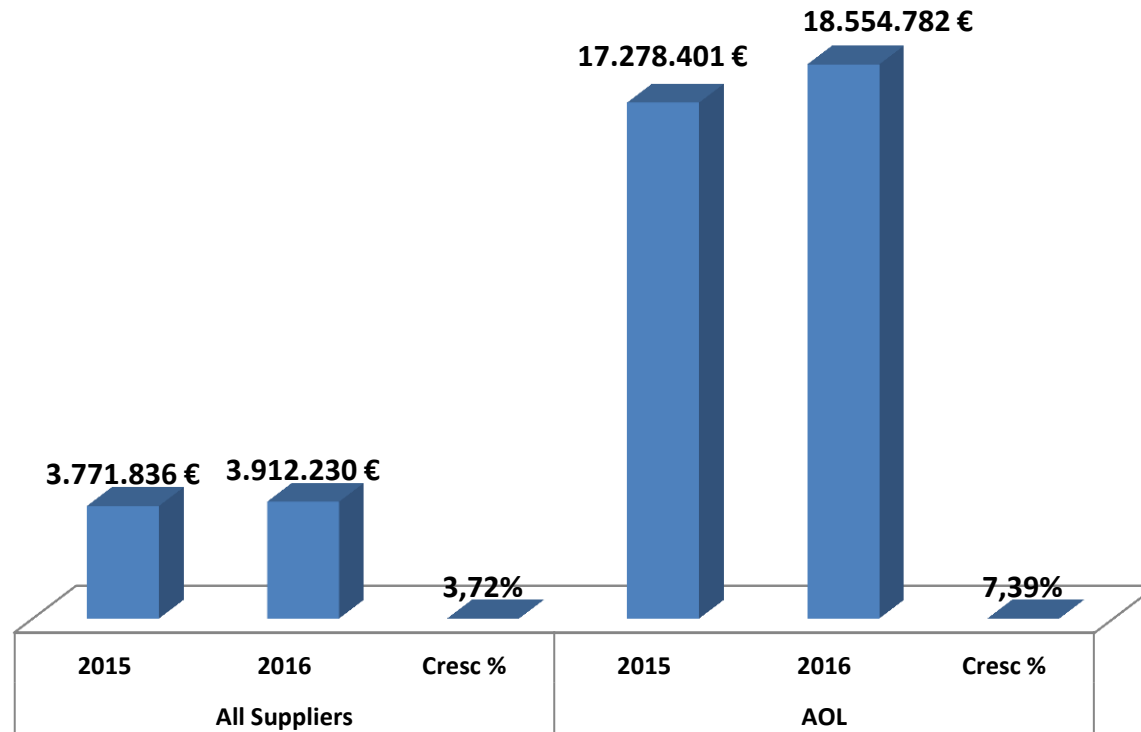
2015 T.Net



2016 T.Net



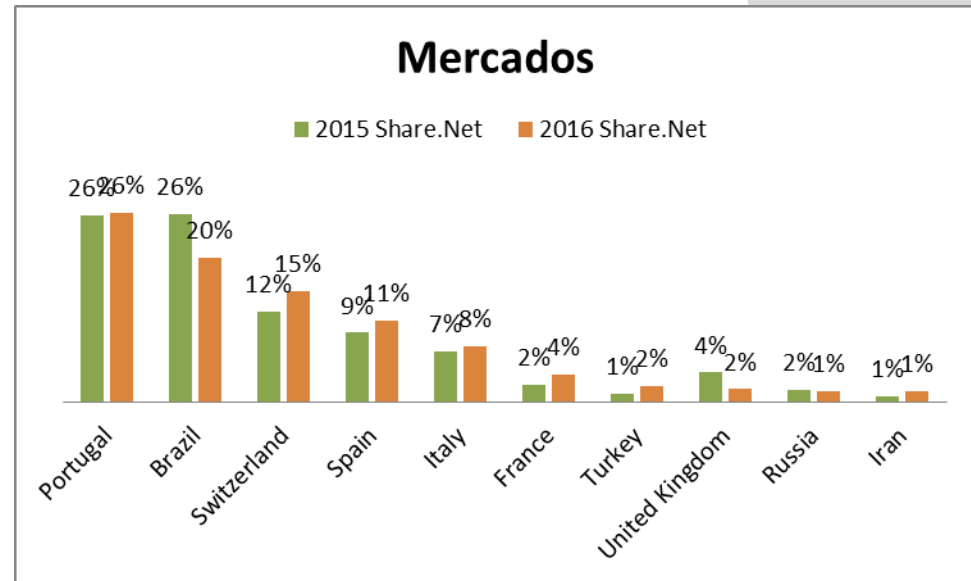
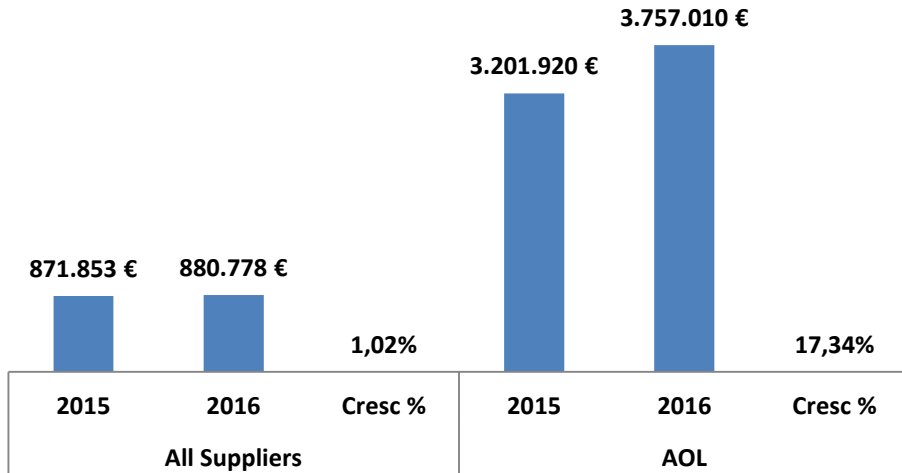
Portugal / Valores Net e Crescimento



Cidades	2015			2016			2017			Crescimento 15/16			
	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	Net	Nights		
Lisbon	4.073.774 €	53.047	19%	4.637.788 €	56.679	21%	639.146 €	8.234	36%	↑	14%	↑	7%
Albufeira	3.852.425 €	27.817	18%	3.278.191 €	22.606	15%	167.465 €	1.195	9%	↓	-15%	↓	-19%
Madeira Island - Funchal	1.437.306 €	19.781	7%	1.726.817 €	22.903	8%	188.664 €	2.456	11%	↑	20%	↑	16%
Oporto	993.051 €	14.501	5%	1.444.732 €	19.282	6%	194.724 €	2.526	11%	↑	45%	↑	33%
Vilamoura	925.869 €	6.380	4%	1.103.227 €	6.861	5%	29.694 €	200	2%	↑	19%	↑	8%
Azores - Sao Miguel Island - Ponta Delgada	943.834 €	14.417	4%	1.082.075 €	15.787	5%	103.916 €	1.610	6%	↑	15%	↑	10%
Alvor	871.359 €	6.529	4%	687.791 €	5.024	3%	12.961 €	159	1%	↓	-21%	↓	-23%
Monte Gordo	605.095 €	5.803	3%	578.723 €	5.333	3%	52.161 €	486	3%	↓	-4%	↓	-8%
Praia da Rocha (Portimao)	412.593 €	4.422	2%	445.221 €	4.280	2%	7.837 €	76	0%	↑	8%	↓	-3%
Troia	339.291 €	2.398	2%	325.093 €	2.228	1%	6.682 €	44	0%	↓	-4%	↓	-7%
Cascais	349.630 €	2.760	2%	324.974 €	2.389	1%	25.297 €	186	1%	↓	-7%	↓	-13%
Lagos	244.851 €	2.183	1%	324.769 €	2.671	1%	6.085 €	59	0%	↑	33%	↑	22%
Madeira Island - Porto Santo	281.497 €	1.993	1%	310.075 €	2.423	1%	9.735 €	113	1%	↑	10%	↑	22%
Azores - Terceira Island - Angra do Heroismo	195.668 €	3.123	1%	253.657 €	3.903	1%	24.964 €	336	1%	↑	30%	↑	25%
Tavira	230.306 €	2.084	1%	220.019 €	2.048	1%	3.792 €	55	0%	↓	-4%	↓	-2%
Evora	190.399 €	2.615	1%	193.308 €	2.476	1%	12.732 €	166	1%	↑	2%	↓	-5%
Altura	256.700 €	1.711	1%	190.137 €	1.261	1%	3.550 €	35	0%	↓	-26%	↓	-26%
Quarteira	135.063 €	1.743	1%	181.144 €	2.336	1%	8.982 €	170	1%	↑	34%	↑	34%
Estoril	151.937 €	2.185	1%	174.147 €	2.201	1%	11.634 €	140	1%	↑	15%	↑	1%
Carvoeiro	139.168 €	1.219	1%	169.618 €	1.419	1%	6.692 €	86	0%	↑	22%	↑	16%
Coimbra	124.792 €	2.241	1%	154.386 €	2.636	1%	21.642 €	286	1%	↑	24%	↑	18%

Lisboa	2015			2016			2017			Crescimento 15/16	
	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	Net	Nights
Abreu	3.201.920 €	41.805	79%	3.757.010 €	45.694	81%	508.026 €	6.695	79%	↑ 17%	↑ 9%
Gulliver	311.338 €	4.712	8%	255.443 €	3.701	6%	32.030 €	432	5%	↓ -18%	↓ -21%
Hotelbeds	170.369 €	1.860	4%	220.754 €	2.601	5%	27.768 €	301	4%	↑ 30%	↑ 40%
Restel	290.133 €	3.353	7%	162.097 €	1.960	3%	14.889 €	177	2%	↓ -44%	↓ -42%
TotalStay	83.267 €	1.111	2%	63.897 €	854	1%	5.054 €	67	1%	↓ -23%	↓ -23%
Viagens Abreu Idiso	2.294 €	22	0%	45.385 €	426	1%	2.268 €	21	0%	↑ 1878%	↑ 1836%
Hotelspro			0%	35.337 €	382	1%	1.014 €	9	0%		
Exotico Online			0%	25.999 €	300	1%	13.827 €	163	2%		
Em Viagem			0%	17.638 €	155	0%	1.622 €	13	0%		
W2M	745 €	8	0%	9.612 €	125	0%	6.130 €	90	1%	↑ 1191%	↑ 1463%
Viagens Abreu DHISCO			0%	9.017 €	86	0%	4.644 €	46	1%		
AIC			0%	6.809 €	59	0%	755 €	7	0%		
DOTW			0%	6.286 €	55	0%	1.491 €	26	0%		
Miki			0%	4.937 €	77	0%	4.528 €	62	1%		
Viagens Abreu Dingus - H10	353 €	3	0%	3.979 €	29	0%	1.055 €	8	0%	↑ 1028%	↑ 867%
Goglobal	2.449 €	28	0%	3.267 €	48	0%			0%	↑ 33%	↑ 71%
Tourico	43 €	2	0%	2.143 €	21	0%			0%	↑ 4910%	↑ 950%
Destinos	3.377 €	63	0%	2.138 €	43	0%			0%	↓ -37%	↓ -32%
TravelTino			0%	1.918 €	28	0%	5.483 €	56	1%		
SunHotels			0%	1.598 €	12	0%	7.101 €	46	1%		
Albatravel			0%	1.115 €	13	0%	660 €	5	0%		
BookoHotel			0%	796 €	5	0%	140 €	2	0%		
LowcostBeds	6.773 €	74	0%	526 €	4	0%			0%	↓ -92%	↓ -95%
GetaBed			0%	85 €	1	0%	664 €	8	0%		
Hotusa	612 €	5	0%						0%		
Rhodosol	100 €	1	0%						0%		
Total Geral	4.073.774 €	53.047	100%	4.637.788 €	56.679	100%	639.146 €	8.234	100%	↑ 14%	↑ 7%

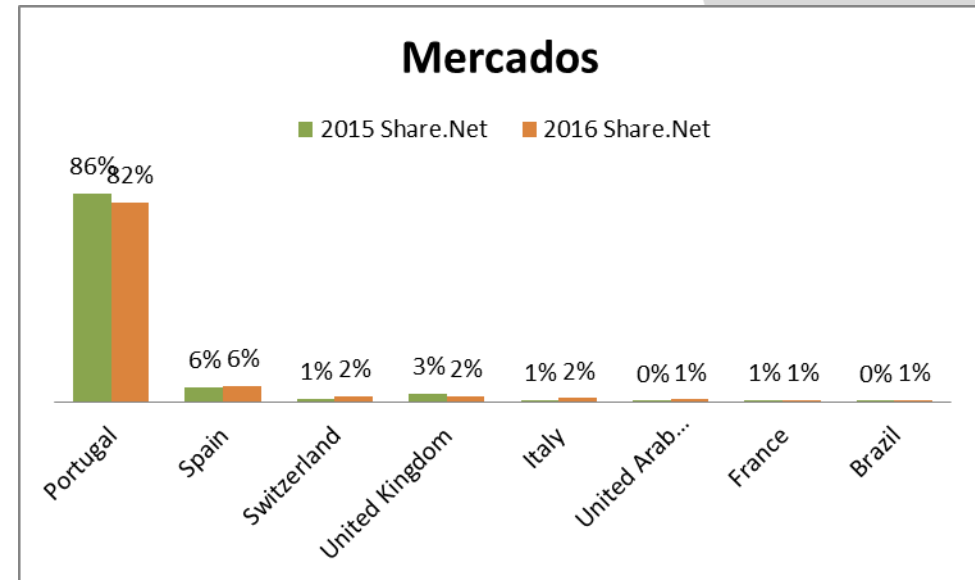
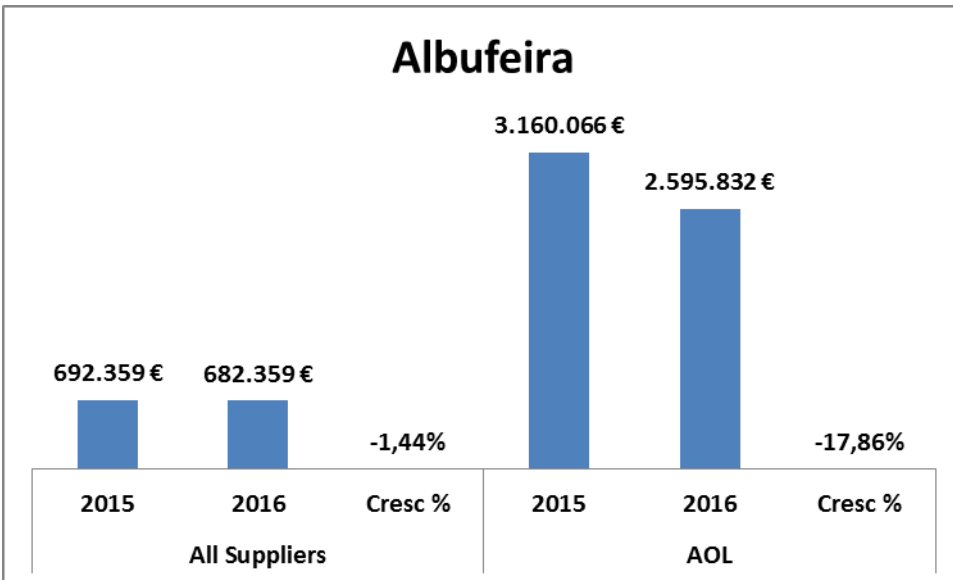
Lisboa



Clientes	2015			2016			2017			Crescimento 15/16	
	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	Net	Nights
TripOnline (Amoma) Olotels - XML - EUR	444.374 €	6.171	11%	507.495 €	6.675	11%	27.816 €	409	4%	↑ 14%	↑ 8%
Viagens Abreu, SA	447.562 €	6.857	11%	473.051 €	6.390	10%	17.809 €	248	3%	↑ 6%	↓ -7%
Abreutur - EUR (cxl. aut)	434.671 €	4.543	11%	355.247 €	3.454	8%	118.687 €	1.281	19%	↓ -18%	↓ -24%
Clube Bancorbras - EUR - XML	168.671 €	2.450	4%	151.873 €	2.200	3%	40.329 €	557	6%	↓ -10%	↓ -10%
TREND OPERADORA - Juniper - XML - USD	47.207 €	602	1%	148.507 €	1.744	3%	52.327 €	728	8%	↑ 215%	↑ 190%
Teldar Travel (Gekko) - XML	77.790 €	846	2%	143.780 €	1.486	3%	16.354 €	191	3%	↑ 85%	↑ 76%
Restel-Hotusa - XML	62.045 €	859	2%	109.696 €	1.501	2%	8.812 €	73	1%	↑ 77%	↑ 75%
NT INCOMING S.L. - Juniper - XML	78.462 €	1.069	2%	94.714 €	1.111	2%	23.620 €	406	4%	↑ 21%	↑ 4%
Viagens Abreu - Corporate NET	81.562 €	1.317	2%	91.250 €	1.439	2%	1.496 €	24	0%	↑ 12%	↑ 9%
Olympia Viaggi - Parsec - XML	135.107 €	1.697	3%	90.192 €	1.076	2%	12.337 €	164	2%	↓ -33%	↓ -37%
Abreutur - EUR	140.324 €	1.451	3%	70.559 €	685	2%	8.608 €	85	1%	↓ -50%	↓ -53%
Viagens Abreu - Corporate PVP	49.710 €	789	1%	65.207 €	896	1%	734 €	14	0%	↑ 31%	↑ 14%

Hotéis	2015			2016			2017			Crescimento 15/16	
	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	Net	Nights
Hotel Mundial	224.507 €	2.408	6%	230.658 €	2.406	5%	55.505 €	588	9%	↑ 3%	↓ 0%
Sheraton Lisboa Hotel and Spa	150.925 €	1.162	4%	129.447 €	866	3%	18.409 €	125	3%	↓ -14%	↓ -25%
TIVOLI LISBOA	77.054 €	474	2%	123.623 €	744	3%	7.466 €	40	1%	↑ 60%	↑ 57%
Hotel Roma	77.536 €	1.269	2%	121.878 €	2.050	3%	31.228 €	618	5%	↑ 57%	↑ 62%
Dom Pedro Palace	117.875 €	986	3%	106.591 €	838	2%	16.162 €	113	3%	↓ -10%	↓ -15%
Hotel Eduardo VII	87.798 €	1.892	2%	93.171 €	2.171	2%	19.431 €	531	3%	↑ 6%	↑ 15%
Porto Bay Liberdade	27.734 €	229	1%	91.470 €	688	2%	6.093 €	47	1%	↑ 230%	↑ 200%
EPIC SANA Lisboa	104.879 €	816	3%	91.237 €	657	2%	8.768 €	61	1%	↓ -13%	↓ -19%
Hotel Marques de Pombal	79.492 €	875	2%	89.938 €	1.055	2%	22.304 €	297	3%	↑ 13%	↑ 21%
HF FENIX LISBOA HOTEL	100.884 €	1.289	2%	85.802 €	1.001	2%	23.601 €	298	4%	↓ -15%	↓ -22%
Hotel Florida	40.358 €	576	1%	80.465 €	1.038	2%	20.594 €	298	3%	↑ 99%	↑ 80%
Hotel 3K Barcelona	25.569 €	531	1%	79.376 €	1.692	2%	1.653 €	29	0%	↑ 210%	↑ 219%
Lisbon Marriott Hotel	49.220 €	646	1%	74.976 €	930	2%	4.644 €	46	1%	↑ 52%	↑ 44%
Four Seasons Hotel Ritz Lisbon	35.467 €	131	1%	72.165 €	253	2%	5.460 €	20	1%	↑ 103%	↑ 93%
Lutecia Smart Design Hotel	60.535 €	890	1%	61.820 €	940	1%	2.681 €	40	0%	↑ 2%	↑ 6%
VIP Executive Arts	48.781 €	807	1%	57.491 €	780	1%	15.425 €	237	2%	↑ 18%	↓ -3%
VIP Inn Berna	33.123 €	667	1%	54.934 €	1.040	1%	2.352 €	51	0%	↑ 66%	↑ 56%
TURIM Av Liberdade Hotel	102.856 €	1.567	3%	53.133 €	619	1%	11.265 €	117	2%	↓ -48%	↓ -60%
HOTEL BORGES CHIADO	36.483 €	538	1%	52.367 €	831	1%	13.460 €	222	2%	↑ 44%	↑ 54%
HF FENIX URBAN	62.026 €	864	2%	49.221 €	644	1%	6.941 €	102	1%	↓ -21%	↓ -25%
Tivoli Oriente	50.511 €	571	1%	49.134 €	458	1%	3.114 €	36	0%	↓ -3%	↓ -20%
Altis Grand Hotel	24.394 €	190	1%	46.655 €	365	1%	6.192 €	50	1%	↑ 91%	↑ 92%
Evolution Lisboa Hotel	11.157 €	147	0%	45.441 €	549	1%	934 €	14	0%	↑ 307%	↑ 273%

Albufeira	2015			2016			2017			Crescimento 15/16	
	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	Net	Nights
Abreu	3.160.066 €	22.357	82%	2.595.832 €	17.804	79%	133.499 €	970	79,72%	↓ -18%	↓ -20%
Viagens Abreu Dingus - RIU	317.440 €	1.780	8%	274.793 €	1.451	8%			0,00%	↓ -13%	↓ -18%
Hotelbeds	300.455 €	2.806	8%	202.712 €	1.700	6%	23.286 €	127	13,90%	↓ -33%	↓ -39%
Exotico Online			0%	112.069 €	711	3%	3.105 €	19	1,85%		
SunHotels			0%	34.243 €	206	1%			0,00%		
Gulliver	35.483 €	480	1%	13.300 €	123	0%	568 €	11	0,34%	↓ -63%	↓ -74%
Destinos	1.264 €	16	0%	12.922 €	103	0%			0,00%	↑ 923%	↑ 544%
LowcostBeds	18.019 €	140	0%	12.724 €	212	0%			0,00%	↓ -29%	↑ 51%
Em Viagem	2.364 €	24	0%	10.560 €	76	0%	66 €	1	0,04%	↑ 347%	↑ 217%
Restel	5.828 €	119	0%	3.927 €	76	0%			0,00%	↓ -33%	↓ -36%
Rhodosol			0%	2.447 €	116	0%	2.614 €	22	1,56%		
Marsol	8.405 €	59	0%	1.127 €	7	0%			0,00%	↓ -87%	↓ -88%
Hotelspro			0%	1.034 €	11	0%	800 €	6	0,48%		
TotalStay	769 €	7	0%	320 €	5	0%			0,00%	↓ -58%	↓ -29%
TravelTino			0%	133 €	3	0%	560 €	7	0,33%		
W2M			0%	49 €	2	0%	2.968 €	32	1,77%		
Hotusa	2.331 €	29	0%			0%			0,00%		
Total Geral	3.852.425 €	27.817	100%	3.278.191 €	22.606	100%	167.465 €	1.195	100,00%	↓ -15%	↓ -19%

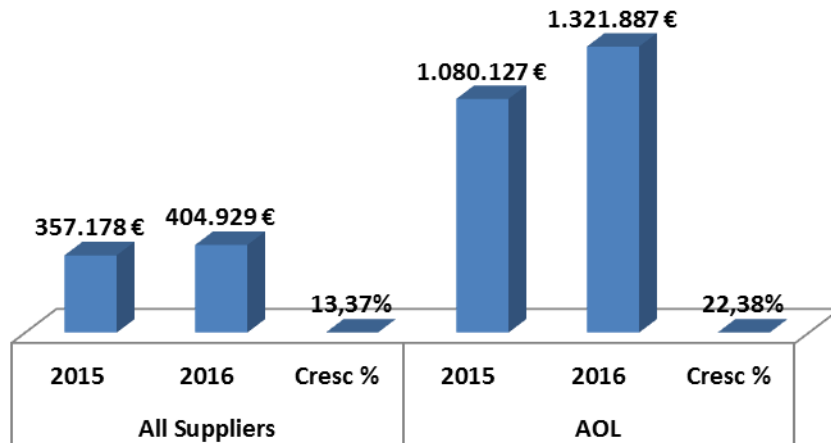


Clientes	2015			2016			2017			Crescimento 15/16	
	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	Net	Nights
Viagens Abreu, SA	2.872.424 €	19.117	75%	2.296.153 €	14.542	70%	117.875 €	561	70%	↓ -20%	↓ -24%
GEOSTAR - XML - RASO	69.869 €	490	2%	60.687 €	449	2%			0%	↓ -13%	↓ -8%
TravelTool SP (Logitravel) - Travelgate - XML	94.381 €	717	2%	55.572 €	409	2%			0%	↓ -41%	↓ -43%
Viagens Abreu B2C (Abreu Directo - XML)	10.968 €	103	0%	48.116 €	281	1%	1.680 €	7	1%	↑ 339%	↑ 173%
NT INCOMING S.L. - Juniper - XML	21.543 €	157	1%	44.917 €	406	1%	3.434 €	28	2%	↑ 109%	↑ 159%
Interpass - XML - Via tecla	21.684 €	198	1%	40.595 €	387	1%			0%	↑ 87%	↑ 95%
EM VIAGEM - Parsec - XML	24.568 €	155	1%	39.963 €	188	1%			0%	↑ 63%	↑ 21%
TripOnline (Amoma) Olotels - XML - EUR	24.472 €	280	1%	33.475 €	342	1%	91 €	4	0%	↑ 37%	↑ 22%
Abreu Directo	91.506 €	769	2%	28.470 €	175	1%	1.365 €	7	1%	↓ -69%	↓ -77%
Marsol - Rotas Ibericas Unipessoal - XML - ES	3.565 €	26	0%	27.996 €	160	1%	2.318 €	35	1%	↑ 685%	↑ 515%
Exotico - Destinos - Via Tecla - XML	48.829 €	318	1%	26.806 €	182	1%			0%	↓ -45%	↓ -43%

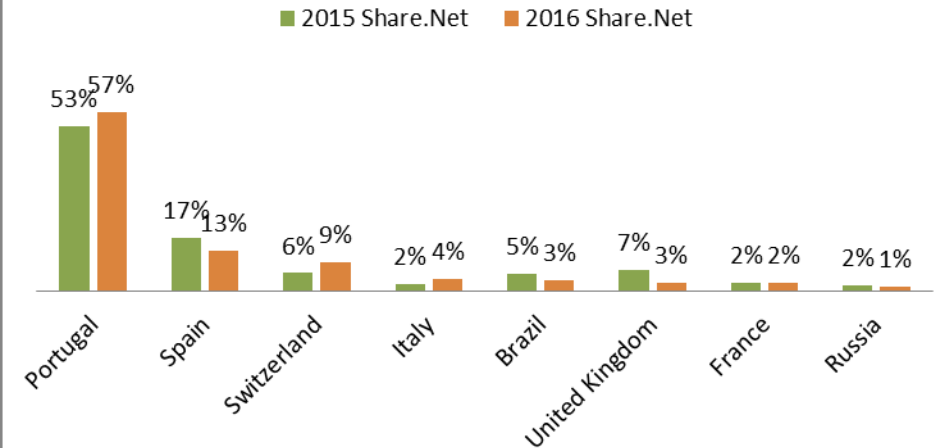
Hotéis	2015			2016			2017			Crescimento 15/16	
	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	Net	Nights
ClubHotel Riu Guarana	330.721 €	1.867	9%	274.793 €	1.451	8%			0,00%	↓ -17%	↓ -22%
Pine Cliffs Resort	59.255 €	338	2%	178.818 €	484	5%	18.466 €	44	11,03%	↑ 202%	↑ 43%
Salgados Palace	89.851 €	711	2%	177.962 €	718	5%	11.661 €	62	6,96%	↑ 98%	↑ 1%
Alfamar Beach And Sport Resort - Mundo Abreu 2016			0%	170.102 €	1.567	5%			0,00%		
Vidamar Resort Algarve - Mundo Abreu 2016			0%	132.733 €	673	4%			0,00%		
EPIC SANA ALGARVE	106.074 €	410	3%	108.442 €	408	3%	2.303 €	8	1,37%	↑ 2%	↓ 0%
Salgados Palm Village	69.885 €	206	2%	107.523 €	292	3%	15.939 €	58	9,52%	↑ 54%	↑ 42%
Vidamar Resort Algarve	167.036 €	763	4%	106.206 €	578	3%	8.132 €	52	4,86%	↓ -36%	↓ -24%
ALPINUS HOTEL ALGARVE	83.740 €	654	2%	106.197 €	817	3%			0,00%	↑ 27%	↑ 25%
GRANDE REAL SANTA EULALIA RESORT AND HOTEL SPA	88.733 €	447	2%	102.643 €	489	3%	3.598 €	16	2,15%	↑ 16%	↑ 9%
Apartamentos Turisticos Algarve Gardens - Mundo Abreu 2016			0%	101.718 €	1.246	3%			0,00%		
Salgados Palace - Mundo Abreu 2016			0%	96.846 €	410	3%			0,00%		
Salgados Dunas Suites Hotel	71.202 €	318	2%	93.826 €	378	3%	10.717 €	48	6,40%	↑ 32%	↑ 19%
Luna Falesia Mar	75.973 €	625	2%	90.742 €	609	3%			0,00%	↑ 19%	↓ -3%
Alfamar Beach And Sport Resort	97.434 €	861	3%	76.472 €	712	2%	3.666 €	35	2,19%	↓ -22%	↓ -17%
Salgados Vila das Lagoas Apartments	34.632 €	203	1%	75.812 €	411	2%	5.090 €	26	3,04%	↑ 119%	↑ 102%
Sao Rafael Suites	153.514 €	563	4%	60.605 €	180	2%	2.261 €	7	1,35%	↓ -61%	↓ -68%
ADRIANA BEACH CLUB HOTEL RESORT - ALL INCLUSIVE	80.220 €	528	2%	58.016 €	356	2%	32.632 €	183	19,49%	↓ -28%	↓ -33%
Apartamentos Turisticos Algarve Gardens	33.039 €	416	1%	53.126 €	660	2%	5.425 €	56	3,24%	↑ 61%	↑ 59%
SAO RAFAEL ATLANTICO	25.523 €	176	1%	49.488 €	277	2%	637 €	6	0,38%	↑ 94%	↑ 57%
Vila Gale Atlantico	39.915 €	360	1%	48.253 €	349	1%	1.215 €	12	0,73%	↑ 21%	↓ -3%

Madeira - Funchal	2015			2016			2017			Crescimento 15/16	
	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	Net	Nights
Abreu	1.080.127 €	14.498	75%	1.321.887 €	17.133	77%	138.154 €	1.759	73%	↑ 22%	↑ 18%
Hotelbeds	194.938 €	2.588	14%	135.912 €	1.747	8%	10.054 €	128	5%	↓ -30%	↓ -32%
Gulliver	138.318 €	2.350	10%	113.104 €	1.862	7%	14.082 €	233	7%	↓ -18%	↓ -21%
Exotico Online			0%	97.893 €	1.410	6%	11.918 €	190	6%		
Viagens Abreu Idiso			0%	18.486 €	129	1%	3.383 €	23	2%		
Em Viagem			0%	12.028 €	89	1%			0%		
LowcostBeds	17.054 €	286	1%	10.019 €	325	1%			0%	↓ -41%	↑ 14%
Hotelspro			0%	6.871 €	80	0%	314 €	3	0%		
W2M	1.799 €	15	0%	4.926 €	33	0%	5.616 €	75	3%	↑ 174%	↑ 120%
Restel			0%	2.283 €	56	0%			0%		
Destinos			0%	1.343 €	19	0%			0%		
DOTW			0%	751 €	7	0%	64 €	1	0%		
Goglobal	1.149 €	4	0%	706 €	3	0%			0%	↓ -39%	↓ -25%
TravelTino			0%	314 €	6	0%	1.071 €	8	1%		
SunHotels			0%	292 €	4	0%	3.558 €	32	2%		
TotalStay	3.921 €	40	0%			0%	450 €	4	0%		
Total Geral	1.437.306 €	19.781	100%	1.726.817 €	22.903	100%	188.664 €	2.456	100%	↑ 20%	↑ 16%

Madeira -- Funchal



Mercados

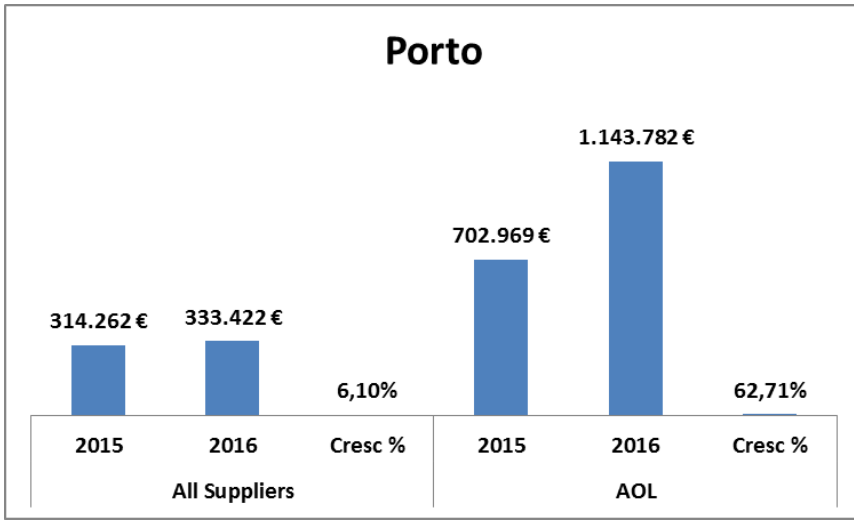


Clientes	2015			2016			2017			Crescimento 15/16	
	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	Net	Nights
Viagens Abreu, SA	556.311 €	7.773	39%	695.356 €	9.768	40%	45.414 €	640	24%	↑ 25%	↑ 26%
TripOnline (Amoma) Olotels - XML - EUR	31.390 €	380	2%	76.489 €	1.008	4%	15.502 €	211	8%	↑ 144%	↑ 165%
TravelTool SP (Logitravel) - Travelgate - XML	95.115 €	1.687	7%	63.937 €	980	4%	2.924 €	62	2%	↓ -33%	↓ -42%
Viagens Abreu B2C (Abreu Directo - XML)	39.993 €	740	3%	61.655 €	985	4%	5.244 €	96	3%	↑ 54%	↑ 33%
NT INCOMING S.L. - Juniper - XML	27.797 €	402	2%	37.309 €	586	2%	4.688 €	53	2%	↑ 34%	↑ 46%
Teldar Travel (Gekko) - XML	27.041 €	175	2%	36.900 €	266	2%	1.622 €	22	1%	↑ 36%	↑ 52%
Abreutur - EUR (cxl. aut)	50.697 €	536	4%	34.151 €	319	2%	16.189 €	158	9%	↓ -33%	↓ -40%
Restel-Hotusa - XML	22.618 €	308	2%	33.404 €	402	2%	2.511 €	27	1%	↑ 48%	↑ 31%

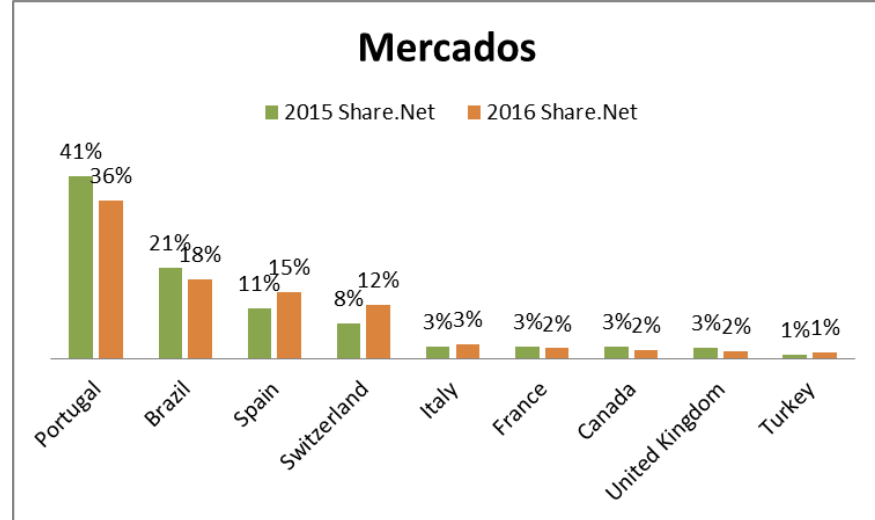
Hotéis	2015			2016			2017			Crescimento 15/16	
	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	Net	Nights
Pestana Carlton Madeira	164.330 €	1.456	11%	170.019 €	1.387	10%	11.812 €	126	6%	↑ 3%	↓ -5%
Hotel Alto Lido	170.941 €	3.133	12%	150.235 €	2.641	9%	8.998 €	171	5%	↓ -12%	↓ -16%
Pestana Casino Park	160.714 €	1.680	11%	145.969 €	1.516	8%	16.019 €	165	8%	↓ -9%	↓ -10%
Four Views Baia	41.771 €	608	3%	97.980 €	1.376	6%	11.297 €	163	6%	↑ 135%	↑ 126%
BELMOND REIDS PALACE	73.878 €	215	5%	60.275 €	201	3%	12.914 €	45	7%	↓ -18%	↓ -7%
The Cliff Bay Funchal	33.445 €	182	2%	60.092 €	308	3%	4.565 €	28	2%	↑ 80%	↑ 69%
Hotel Raga	42.981 €	725	3%	51.277 €	838	3%	5.467 €	93	3%	↑ 19%	↑ 16%
Enotel Quinta do Sol	25.394 €	414	2%	49.370 €	576	3%	3.566 €	58	2%	↑ 94%	↑ 39%
HOTEL DO CARMO	36.414 €	702	3%	47.077 €	933	3%	7.194 €	133	4%	↑ 29%	↑ 33%
Hotel Windsor	19.382 €	415	1%	39.327 €	905	2%	5.155 €	126	3%	↑ 103%	↑ 118%
PESTANA BAY OCEAN APARTHOTEL	25.793 €	234	2%	36.355 €	318	2%	2.029 €	19	1%	↑ 41%	↑ 36%
The Lince Madeira Lido Atlantic Great Hotel	24.715 €	501	2%	35.544 €	649	2%	10.552 €	223	6%	↑ 44%	↑ 30%
MADEIRA REGENCY CLUB	7.426 €	106	1%	35.287 €	448	2%	1.429 €	24	1%	↑ 375%	↑ 323%
Four Views Monumental Lido	15.257 €	241	1%	32.840 €	551	2%	1.464 €	19	1%	↑ 115%	↑ 129%
VIDAMAR RESORTS MADEIRA	53.415 €	281	4%	31.024 €	141	2%	3.147 €	19	2%	↓ -42%	↓ -50%
ENOTEL LIDO RESORT CONFERENCE AND SPA	25.347 €	154	2%	30.262 €	159	2%	5.849 €	27	3%	↑ 19%	↑ 3%
Hotel Porto Mare	20.266 €	161	1%	29.353 €	209	2%	874 €	7	0%	↑ 45%	↑ 30%
Melia Madeira Mare Resort and SPA	23.515 €	240	2%	28.599 €	230	2%	8.486 €	73	4%	↑ 22%	↓ -4%
Suite Hotel Jardins Da Ajuda	19.579 €	305	1%	27.417 €	469	2%	933 €	18	0%	↑ 40%	↑ 54%
QUINTA DAS VISTAS PALACE GARDENS	8.455 €	74	1%	24.997 €	296	1%			0%	↑ 196%	↑ 300%

Porto	2015			2016			2017			Crescimento 15/16	
	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	Net	Nights
Abreu	702.969 €	10.401	69%	1.143.782 €	15.392	77%	140.292 €	1.889	72%	↑ 63%	↑ 48%
Gulliver	124.905 €	1.956	12%	109.274 €	1.586	7%	16.872 €	208	9%	↓ -13%	↓ -19%
Hotelbeds	83.265 €	1.164	8%	99.182 €	1.140	7%	12.783 €	121	7%	↑ 19%	↓ -2%
Restel	89.037 €	1.184	9%	53.260 €	713	4%	3.341 €	50	2%	↓ -40%	↓ -40%
TotalStay	13.567 €	238	1%	25.059 €	434	2%	3.273 €	58	2%	↑ 85%	↑ 82%
Hotelspro			0%	8.372 €	90	1%	1.228 €	22	1%		
Viagens Abreu Idiso	257 €	5	0%	7.212 €	101	0%	1.312 €	20	1%	↑ 2704%	↑ 1920%
Exotico Online			0%	6.315 €	121	0%	4.800 €	58	2%		
Em Viagem			0%	4.298 €	27	0%			0%		
Goglobal	578 €	8	0%	4.092 €	26	0%			0%	↑ 608%	↑ 225%
DOTW			0%	3.730 €	50	0%	519 €	8	0%		
Tourico	1.053 €	21	0%	3.702 €	66	0%	93 €	2	0%	↑ 252%	↑ 214%
Destinos	1.600 €	43	0%	3.229 €	74	0%			0%	↑ 102%	↑ 72%
W2M			0%	1.821 €	26	0%	2.567 €	28	1%		
AIC			0%	1.284 €	6	0%	2.568 €	9	1%		
Viagens Abreu DHISCO			0%	1.237 €	18	0%	429 €	6	0%		
Miki			0%	790 €	19	0%	2.681 €	40	1%		
SunHotels			0%	564 €	3	0%	2.402 €	18	1%		
TravelTino			0%			0%	45 €	1	0%		
BookoHotel			0%			0%	640 €	11	0%		
Total Geral	1.017.231 €	15.020	100%	1.477.204 €	19.892	100%	195.844 €	2.549	100%	↑ 45%	↑ 32%

Porto



Mercados

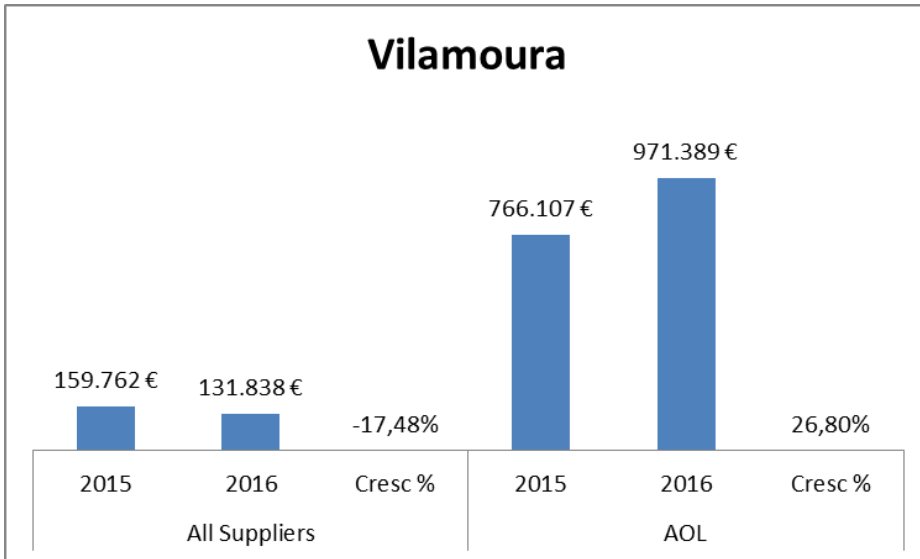


Clientes	2015			2016			2017			Crescimento 15/16	
	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	Net	Nights
Viagens Abreu, SA	183.637 €	2.875	18%	221.606 €	3.118	15%	5.808 €	101	3%	↑ 21%	↑ 8%
TripOnline (Amoma) Olotels - XML - EUR	62.269 €	998	6%	121.575 €	1.899	8%	9.338 €	138	5%	↑ 95%	↑ 90%
Abreuteur - EUR (cxl. aut)	64.333 €	765	6%	94.703 €	1.020	6%	25.984 €	276	13%	↑ 47%	↑ 33%
NT INCOMING S.L. - Juniper - XML	21.455 €	330	2%	51.095 €	682	3%	7.186 €	129	4%	↑ 138%	↑ 107%
Clube Bancorbras - EUR - XML	41.434 €	667	4%	46.605 €	714	3%	7.843 €	123	4%	↑ 12%	↑ 7%
Restel-Hotusa - XML	19.483 €	331	2%	38.584 €	527	3%	3.307 €	35	2%	↑ 98%	↑ 59%
TREND OPERADORA - Juniper - XML - USD	13.217 €	157	1%	36.437 €	448	2%	15.963 €	217	8%	↑ 176%	↑ 185%
TravelTool SP (Logitravel) - Travelgate - XML	25.750 €	442	3%	36.141 €	584	2%	598 €	7	0%	↑ 40%	↑ 32%
Viagens Abreu - Corporate NET	30.030 €	542	3%	30.894 €	483	2%	50 €	1	0%	↑ 3%	↓ -11%
Teldar Travel (Gekko) - XML	24.041 €	357	2%	24.758 €	311	2%	4.528 €	60	2%	↑ 3%	↓ -13%
Viagens Abreu Transaccional - NET	15.336 €	269	2%	23.651 €	384	2%	178 €	2	0%	↑ 54%	↑ 43%
Viagens Abreu - Corporate PVP	18.520 €	338	2%	23.452 €	320	2%	94 €	1	0%	↑ 27%	↓ -5%
Jolivac Inc. - In-House - XML	19.420 €	198	2%	23.135 €	241	2%	2.031 €	29	1%	↑ 19%	↑ 22%

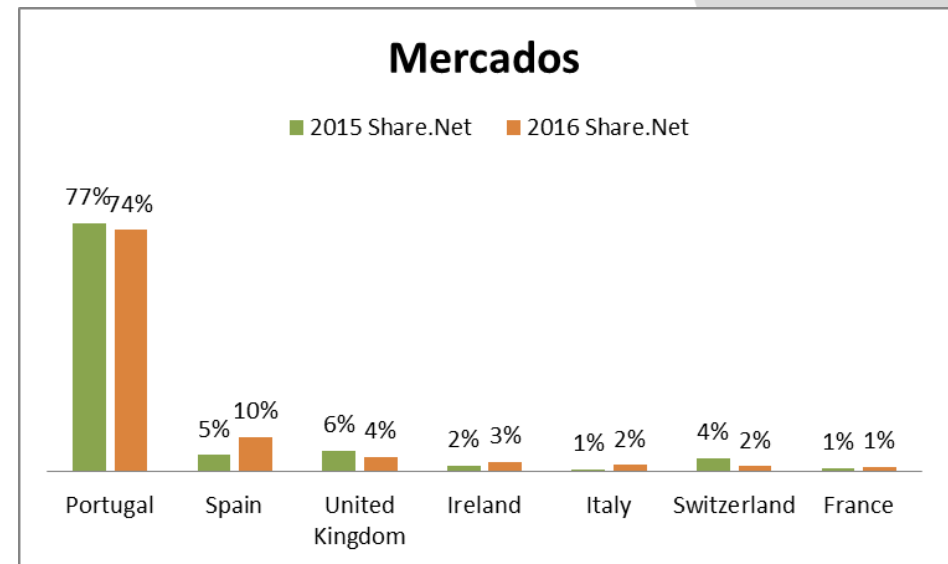
Hotéis	2015			2016			2017			Crescimento 15/16	
	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	Net	Nights
Hotel Teatro	55.966 €	522	6%	71.608 €	631	5%	9.802 €	104	5%	↑ 28%	↑ 21%
HOTEL DA MUSICA	32.319 €	486	3%	67.904 €	956	5%	5.848 €	78	3%	↑ 110%	↑ 97%
HOTEL STAR INN PORTO	31.709 €	943	3%	64.563 €	1.689	4%	2.620 €	63	1%	↑ 104%	↑ 79%
Pestana Vintage Porto - Hotel and World Heritage Site	54.166 €	395	5%	62.370 €	392	4%	16.179 €	89	8%	↑ 15%	↓ -1%
HF Fenix Porto Hotel	41.182 €	642	4%	60.763 €	831	4%	8.001 €	124	4%	↑ 48%	↑ 29%
NH Collection Porto Batalha	10.747 €	93	1%	55.511 €	496	4%	18.734 €	235	10%	↑ 417%	↑ 433%
Porto Palacio Congress Hotel and Spa	41.876 €	444	4%	53.567 €	589	4%	1.781 €	16	1%	↑ 28%	↑ 33%
Vila Gale Porto	64.217 €	774	6%	52.865 €	585	4%	5.285 €	54	3%	↓ -18%	↓ -24%
Porto Trindade Hotel	8.480 €	142	1%	52.760 €	796	4%	3.676 €	51	2%	↑ 522%	↑ 461%
HF Tuela Porto Hotel	35.854 €	678	4%	51.266 €	857	3%	5.085 €	94	3%	↑ 43%	↑ 26%
HF IPANEMA PORTO HOTEL	27.741 €	452	3%	50.957 €	742	3%	5.964 €	87	3%	↑ 84%	↑ 64%
INTERCONTINENTAL PORTO PALACIO DAS CARDOSAS	33.112 €	243	3%	49.347 €	289	3%	9.457 €	67	5%	↑ 49%	↑ 19%
Axis Porto Business and Spa Hotel	21.916 €	340	2%	48.076 €	677	3%	427 €	8	0%	↑ 119%	↑ 99%
Grande Hotel do Porto	33.657 €	532	3%	41.877 €	651	3%	12.356 €	207	6%	↑ 24%	↑ 22%
QUALITY INN PORTO (EX-QUALITY INN PRACA DA BATALHA - PORTO)	49.934 €	995	5%	39.329 €	701	3%	15.066 €	269	8%	↓ -21%	↓ -30%
QUALITY INN PORTUS CALE	28.419 €	564	3%	36.538 €	646	2%	6.124 €	109	3%	↑ 29%	↑ 15%
PESTANA PALACIO DO FREIXO - POUSADA AND NATIONAL MONUMENT	24.009 €	162	2%	36.413 €	225	2%	4.832 €	31	2%	↑ 52%	↑ 39%
HF Ipanema Park Hotel	27.688 €	395	3%	35.573 €	451	2%	789 €	11	0%	↑ 28%	↑ 14%
CROWNE PLAZA PORTO	23.652 €	245	2%	33.457 €	392	2%	1.340 €	16	1%	↑ 41%	↑ 60%
MERCURE PORTO CENTRO HOTEL	15.861 €	253	2%	29.824 €	356	2%	7.878 €	104	4%	↑ 88%	↑ 41%

Vilamoura	2015			2016			2017			Crescimento 15/16	
	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	Net	Nights
Abreu	766.107 €	5.320	83%	971.389 €	5.896	88%	19.343 €	127	65%	↑ 27%	↑ 11%
Exotico Online			0%	37.735 €	195	3%			0%		
Gulliver	25.339 €	199	3%	32.810 €	218	3%			0%	↑ 29%	↑ 10%
Hotelbeds	97.439 €	567	11%	30.718 €	242	3%	6.998 €	45	24%	↓ -68%	↓ -57%
Restel	14.480 €	134	2%	15.440 €	111	1%	3.034 €	24	10%	↑ 7%	↓ -17%
SunHotels			0%	10.208 €	70	1%			0%		
Em Viagem	5.093 €	18	1%	2.968 €	14	0%			0%	↓ -42%	↓ -22%
Destinos			0%	854 €	3	0%			0%		
LowcostBeds	8.877 €	86	1%	521 €	88	0%			0%	↓ -94%	↑ 2%
Rhodasol			0%	462 €	23	0%			0%		
AIC			0%	122 €	1	0%			0%		
TravelTino			0%			0%	318 €	4	1%		
Marsol	5.058 €	26	1%			0%			0%		
Albatravel	2.529 €	14	0%			0%			0%		
TotalStay	947 €	16	0%			0%			0%		
Total Geral	925.869 €	6.380	100%	1.103.227 €	6.861	100%	29.694 €	200	100%	↑ 19%	↑ 8%

Vilamoura



Mercados

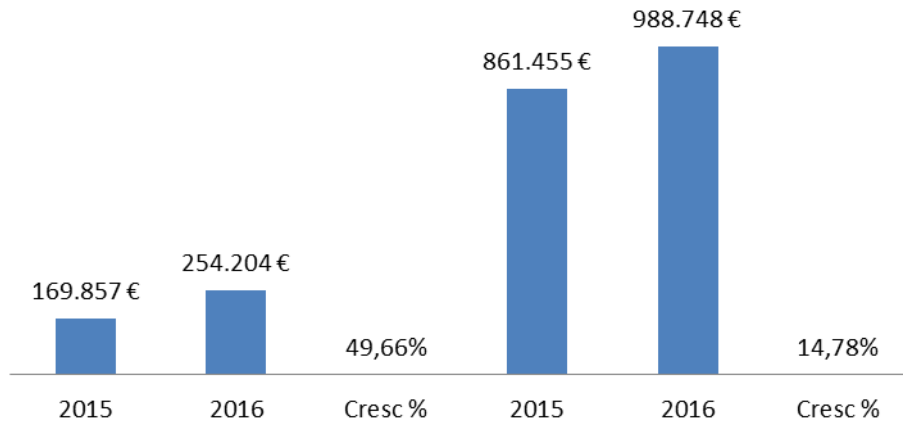


Clientes	2015			2016			2017			Crescimento 15/16	
	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	Net	Nights
Viagens Abreu, SA	610.691 €	3.562	66%	694.114 €	3.837	63%	18.612 €	104	63%	↑ 14%	↑ 8%
Travel Republic - In-House - EUR - XML B2C			0%	26.745 €	151	2%	5.188 €	24	17%		
TravelTool SP (Logitravel) - Travelgate - XML	16.945 €	149	2%	24.499 €	207	2%			0%	↑ 45%	↑ 39%
Restel-Hotusa - XML	5.947 €	81	1%	21.750 €	160	2%	846 €	7	3%	↑ 266%	↑ 98%
Marsol - Rotas Ibericas Unipessoal - XML - ES			0%	17.260 €	96	2%			0%		
Interpass - XML - Via tecla	3.483 €	62	0%	16.788 €	173	2%			0%	↑ 382%	↑ 179%
Teldar Travel (Gekko) - XML	7.588 €	42	1%	13.057 €	47	1%			0%	↑ 72%	↑ 12%
Arrow Tours - Intuitive/Ivector - XML	2.540 €	38	0%	11.640 €	104	1%			0%	↑ 358%	↑ 174%
Innstant Travel - Innstant Connect - XML	532 €	6	0%	11.568 €	59	1%			0%	↑ 2074%	↑ 883%
GEOSTAR - XML - RASO	72 €	1	0%	11.211 €	46	1%			0%	↑ 15471%	↑ 4500%
Global Travel Booking S.L.U (Destinia) - XML - B2C	3.477 €	37	0%	10.503 €	85	1%			0%	↑ 202%	↑ 130%
TravelTool UK (Logitravel) - Travelgate - XML	303 €	21	0%	10.450 €	67	1%			0%	↑ 3344%	↑ 219%

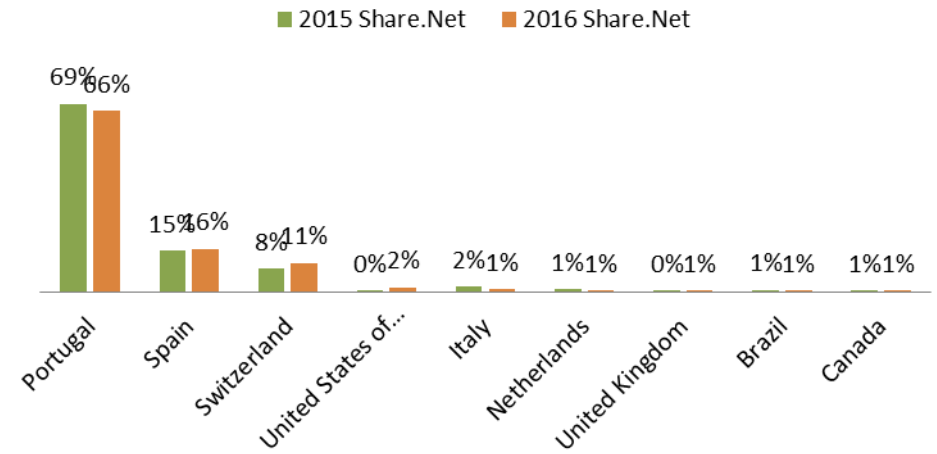
Hotéis	2015			2016			2017			Crescimento 15/16	
	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	Net	Nights
TIVOLI MARINA VILAMOURA	65.371 €	338	7%	141.919 €	546	13%	1.852 €	14	6%	↑ 117%	↑ 62%
Crowne Plaza Vilamoura	143.038 €	834	15%	109.870 €	486	10%	943 €	8	3%	↓ -23%	↓ -42%
Dom Pedro Vilamoura Resort	94.372 €	596	10%	97.954 €	534	9%	1.774 €	21	6%	↑ 4%	↓ -10%
Blue and Green The Lake Spa Resort	116.090 €	469	13%	93.332 €	365	8%	11.987 €	40	40%	↓ -20%	↓ -22%
Vila Gale Ampalius	89.525 €	706	10%	92.467 €	697	8%	1.705 €	16	6%	↑ 3%	↓ -1%
Luna Olympus	13.033 €	153	1%	60.173 €	457	5%	305 €	8	1%	↑ 362%	↑ 199%
VILA GALE MARINA	61.687 €	426	7%	57.138 €	388	5%	3.034 €	24	10%	↓ -7%	↓ -9%
Dom Pedro Marina	44.877 €	316	5%	52.743 €	324	5%	90 €	1	0%	↑ 18%	↑ 3%
HILTON VILAMOURA AS CASCATAS GOLF RESORT AND SPA	10.298 €	102	1%	43.392 €	309	4%	2.820 €	14	9%	↑ 321%	↑ 203%
Tivoli Victoria	42.710 €	258	5%	42.093 €	222	4%			0%	↓ -1%	↓ -14%
Parque Mourabel, Oasis Village, Pe do Lago	13.924 €	219	2%	34.511 €	400	3%			0%	↑ 148%	↑ 83%
As Cascatas Golf Resort and Spa	4.624 €	17	0%	34.372 €	153	3%			0%	↑ 643%	↑ 800%
Pestana Vila Sol Golf and Resort	28.218 €	227	3%	28.220 €	227	3%			0%	↑ 0%	↑ 0%
Dom Pedro Vilamoura Resort - Mundo Abreu 2016			0%	25.870 €	141	2%			0%		
Crowne Plaza Vilamoura - Mundo Abreu 2016			0%	25.085 €	122	2%			0%		
Vilamoura Garden Hotel			0%	19.144 €	102	2%	298 €	5	1%		
The Residences at Victoria Clube de Golfe	13.143 €	60	1%	14.862 €	68	1%			0%	↑ 13%	↑ 13%
Dom Pedro Portobelo	1.456 €	24	0%	14.351 €	142	1%			0%	↑ 886%	↑ 492%
Cegonha Country Club	2.369 €	25	0%	11.602 €	108	1%			0%	↑ 390%	↑ 332%
APARTAMENTOS TURISTICOS PINHAL DA MARINA	8.316 €	97	1%	11.584 €	110	1%			0%	↑ 39%	↑ 13%

Açores - São Miguel	2015			2016			2017			Crescimento 15/16	
	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	Net	Nights
Abreu	861.455 €	12.972	84%	988.748 €	13.762	80%	93.783 €	1.381	81%	↑ 15%	↑ 6%
Hotelbeds	127.753 €	1.745	12%	118.511 €	1.552	10%	7.776 €	96	7%	↓ -7%	↓ -11%
Exotico Online			0%	48.077 €	702	4%	9.285 €	177	8%		
Gulliver	27.215 €	370	3%	36.935 €	440	3%	2.805 €	40	2%	↑ 36%	↑ 19%
Destinos	11.065 €	166	1%	28.305 €	463	2%			0%	↑ 156%	↑ 179%
Em Viagem			0%	11.154 €	121	1%			0%		
Albatravel	2.020 €	25	0%	3.612 €	43	0%	170 €	4	0%	↑ 79%	↑ 72%
Goglobal	1.804 €	48	0%	3.479 €	62	0%			0%	↑ 93%	↑ 29%
Hotelspro			0%	2.145 €	23	0%			0%		
Restel			0%	734 €	13	0%			0%		
LowcostBeds			0%	711 €	11	0%			0%		
TravelTino			0%	542 €	12	0%	2.608 €	38	2%		
Total Geral	1.031.312 €	15.326	100%	1.242.952 €	17.204	100%	116.428 €	1.736	100%	↑ 21%	↑ 12%

Açores - São Miguel



Mercados

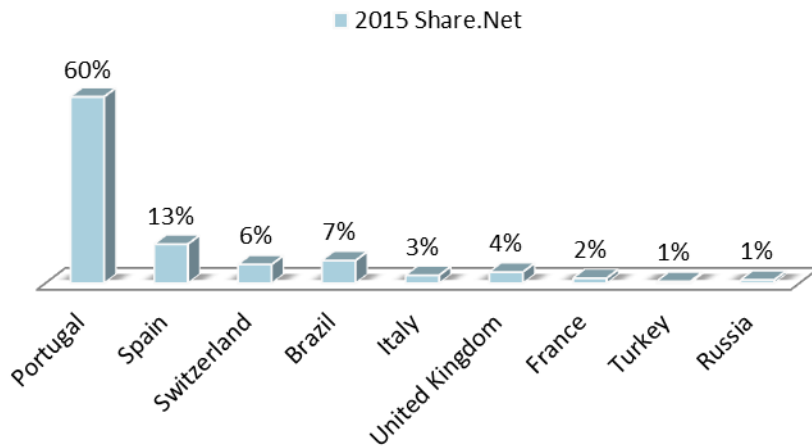


Clientes	2015			2016			2017			Crescimento 15/16	
	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	Net	Nights
Viagens Abreu, SA	482.537 €	7.013	46,79%	607.026 €	8.033	49%	35.899 €	535	31%	↑ 26%	↑ 15%
AMIN TRAVEL GmbH	43.508 €	476	4,22%	69.840 €	730	6%	9.315 €	83	8%	↑ 61%	↑ 53%
TravelTool SP (Logitravel) - Travelgate - XML	58.824 €	861	5,70%	66.606 €	1.039	5%	2.624 €	59	2%	↑ 13%	↑ 21%
TripOnline (Amoma) Olotels - XML - EUR	23.458 €	367	2,27%	28.863 €	475	2%	610 €	16	1%	↑ 23%	↑ 29%
GEOSTAR - XML - RASO	66.981 €	1.101	6,49%	26.779 €	507	2%			0%	↓ -60%	↓ -54%
QUEHOTELES.COM - VETURIS - B2B - XML			0,00%	26.616 €	400	2%	2.084 €	40	2%		
Viagens Abreu B2C (Abreu Directo - XML)	16.507 €	304	1,60%	24.706 €	404	2%	4.244 €	71	4%	↑ 50%	↑ 33%
Viajes Abreu	20.880 €	256	2,02%	21.223 €	262	2%	4.198 €	81	4%	↑ 2%	↑ 2%
EM VIAGEM - Parsec - XML	32.342 €	541	3,14%	16.337 €	266	1%	464 €	11	0%	↓ -49%	↓ -51%
VT Vacances S.A.	16.405 €	153	1,59%	16.214 €	153	1%	1.360 €	10	1%	↓ -1%	↑ 0%
Interpass - XML - Via tecla	9.008 €	158	0,87%	15.873 €	278	1%	518 €	12	0%	↑ 76%	↑ 76%
NT INCOMING S.L. - Juniper - XML	10.386 €	177	1,01%	15.321 €	207	1%	1.112 €	21	1%	↑ 48%	↑ 17%

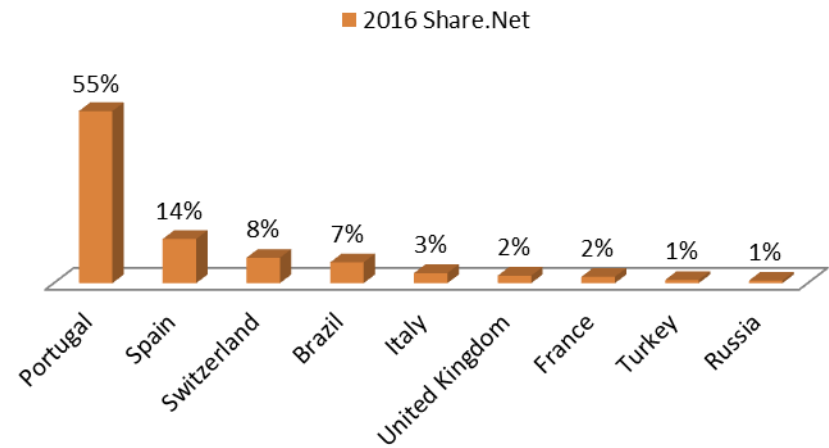
Hotéis	2015			2016			2017			Crescimento 15/16	
	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	Net	Nights
The Lince Azores Great Hotel	170.105 €	2.538	16%	183.067 €	2.524	15%	13.644 €	233	12%	↑ 8%	↓ -1%
VIP Executive Azores	106.503 €	1.719	10%	104.955 €	1.470	8%	10.564 €	171	9%	↓ -1%	↓ -14%
Azoris Royal Garden Leisure and Conference Hotel	153.826 €	1.914	15%	100.778 €	1.307	8%	4.652 €	64	4%	↓ -34%	↓ -32%
Hotel Marina Atlantico	88.992 €	1.031	9%	83.442 €	936	7%	10.550 €	101	9%	↓ -6%	↓ -9%
Hotel Ponta Delgada	57.707 €	1.125	6%	78.644 €	1.525	6%	4.701 €	125	4%	↑ 36%	↑ 36%
Hotel do Colegio	43.014 €	705	4%	76.688 €	1.394	6%	9.866 €	205	8%	↑ 78%	↑ 98%
Hotel Azor			0%	73.429 €	707	6%	6.339 €	49	5%		
Hotel Camoes	38.563 €	704	4%	54.517 €	965	4%	1.262 €	21	1%	↑ 41%	↑ 37%
Hotel Apartamentos Gaivota	22.190 €	327	2%	54.491 €	676	4%	3.193 €	45	3%	↑ 146%	↑ 107%
COMFORT INN PONTA DELGADA	42.167 €	790	4%	46.743 €	784	4%	2.462 €	38	2%	↑ 11%	↓ -1%
Pestana Bahia Praia Nature and Beach Resort	6.730 €	80	1%	45.374 €	322	4%	176 €	3	0%	↑ 574%	↑ 303%
Sao Miguel Park Hotel	50.709 €	642	5%	44.677 €	582	4%	2.825 €	32	2%	↓ -12%	↓ -9%
Terra Nostra Garden Hotel	37.638 €	325	4%	43.205 €	334	3%	8.491 €	79	7%	↑ 15%	↑ 3%
Furnas Boutique Hotel - Thermal and Spa	21.355 €	179	2%	39.104 €	360	3%	2.541 €	26	2%	↑ 83%	↑ 101%
Hotel Talisman	32.856 €	537	3%	35.177 €	558	3%	12.095 €	212	10%	↑ 7%	↑ 4%
Hotel Canadiano	31.229 €	649	3%	33.979 €	640	3%	6.488 €	108	6%	↑ 9%	↓ -1%
Hotel Acores Atlantico	27.490 €	351	3%	33.246 €	347	3%	5.617 €	61	5%	↑ 21%	↓ -1%
Vila Nova Hotel	47.914 €	760	5%	30.675 €	555	2%	7.411 €	101	6%	↓ -36%	↓ -27%
Hotel Matriz	16.937 €	397	2%	22.563 €	446	2%	1.708 €	30	1%	↑ 33%	↑ 12%
Antillia Hotel Apartamento	8.324 €	124	1%	13.449 €	150	1%			0%	↑ 62%	↑ 21%

Mercados	2015			2016			2017			Crescimento 15/16	
	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	Net	Nights
Portugal	12.598.190 €	133.559	60%	12.416.054 €	129.619	55%	572.230 €	6.403	32%	↓ -1%	↓ -3%
Spain	2.637.558 €	36.749	13%	3.185.470 €	41.597	14%	130.979 €	1.923	7%	↑ 21%	↑ 13%
Switzerland	1.261.705 €	15.600	6%	1.834.154 €	22.036	8%	144.616 €	1.804	8%	↑ 45%	↑ 41%
Brazil	1.523.015 €	18.410	7%	1.503.608 €	16.959	7%	463.956 €	5.559	26%	↓ -1%	↓ -8%
Italy	531.983 €	6.313	3%	727.872 €	7.938	3%	59.025 €	765	3%	↑ 37%	↑ 26%
United Kingdom	751.338 €	8.923	4%	539.598 €	5.782	2%	59.528 €	713	3%	↓ -28%	↓ -35%
France	336.094 €	3.697	2%	464.089 €	4.758	2%	39.974 €	505	2%	↑ 38%	↑ 29%
Turkey	124.841 €	1.408	1%	234.133 €	2.609	1%	44.828 €	576	3%	↑ 88%	↑ 85%
Russia	216.592 €	2.733	1%	188.306 €	2.141	1%	8.779 €	148	0%	↓ -13%	↓ -22%

2015 Mercados



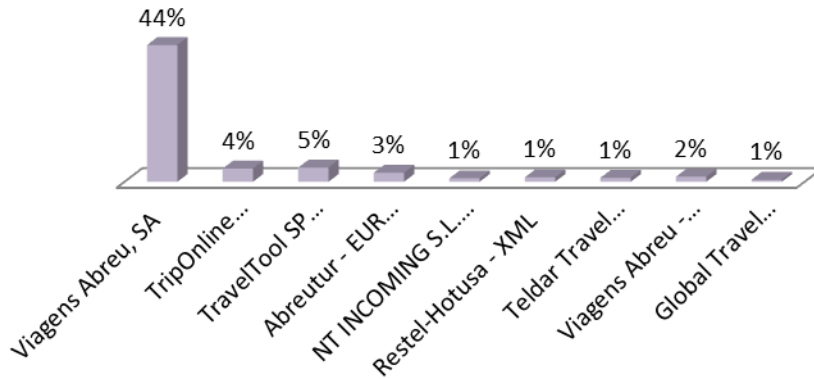
2016 Mercados



Clientes	2015			2016			2017			Crescimento 15/16	
	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	T.Net	T.Nights	Share.Net	Net	Nights
Viagens Abreu, SA	9.166.210 €	85.098	44%	8.849.980 €	80.700	39%	350.062 €	3.243	20%	↓ -3%	↓ -5%
TripOnline (Amoma) Olotels - XML - EUR	888.517 €	11.839	4%	1.072.442 €	14.385	5%	58.263 €	853	3%	↑ 21%	↑ 22%
TravelTool SP (Logitravel) - Travelgate - XML	957.691 €	13.297	5%	802.275 €	11.199	4%	11.769 €	209	1%	↓ -16%	↓ -16%
Abreutur - EUR (cxl. aut)	609.787 €	6.590	3%	562.723 €	5.635	3%	177.423 €	1.896	10%	↓ -8%	↓ -14%
NT INCOMING S.L. - Juniper - XML	234.392 €	3.095	1%	425.696 €	5.168	2%	47.603 €	749	3%	↑ 82%	↑ 67%
Restel-Hotusa - XML	304.694 €	4.909	1%	395.436 €	5.472	2%	23.542 €	249	1%	↑ 30%	↑ 11%
Teldar Travel (Gekko) - XML	273.697 €	2.871	1%	379.696 €	3.872	2%	35.499 €	450	2%	↑ 39%	↑ 35%
Viagens Abreu - Corporate NET	346.211 €	6.462	2%	340.554 €	6.299	2%	4.874 €	98	0%	↓ -2%	↓ -3%
Global Travel Booking S.L.U (Destinia) - XML - B2C	147.181 €	2.234	1%	286.341 €	3.905	1%	9.989 €	153	1%	↑ 95%	↑ 75%

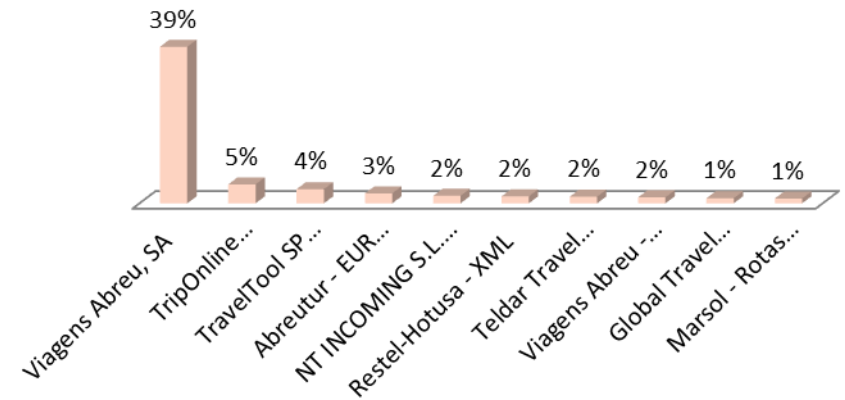
2015 Clientes

■ 2015 Share.Net



2016 Clientes

■ 2016 Share.Net



Ações e Situações em 2016

- Quantidade de Fornecedores por cidade
- Ligação com Availpro, sistema duplica as disponibilidades
- Ofertas, o sistema não permite acumular 2 ofertas de noites, não dá para ser aplicado na mesma reserva 2 vezes
- Ofertas Last Minute, sistema não permite
- Atraso nos pagamentos, ausência de resposta, ou a resposta “chapa 5”, originou datas fechadas logo reservas perdidas
- Faturação eletrónica, a nossa solução tem um custo associado, enquanto os outros fornecedores suportam esse custo. Há hotéis a informar que o envio de faturas em papel é contra a politica de sustentabilidade do hotel.
- Questão das Garantias (Madeira) negociou-se tarde.
- Boa relação comercial com os hotéis
- Constante busca por ofertas e disponibilidade



Acções e Situações em 2017

- Obter comissões mais altas
- Garantir a Paridade de Tarifas e obtenção de ofertas
- Reduzir o Inventário de hotéis por pessoa
- Garantias / Depósitos
- Fornecedores que não cumprem com as condições de contratos (EBDs, mínimo de noites, fecho de datas).





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