K. BADOUVAS SA

GROUP OF COMPANIES

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INTRODUCTION

K. BADOUVAS S.A., established in 1972, is a Greek privately owned Group of Companies based in Heraklion-Crete.
With over 50 years of experience, it operates in multiple segments of the travel industry and comprises the following companies, complementing one another to provide complete and unique solutions for our partners' operations in Greece. Our partners benefit from key advantages as the synergistic effect of our Group allows us to deliver the highest quality of services at the most competitive rates, while retaining personal service that both our partners and mutual customers deserve.

Incoming Agency:	CRETAN HOLIDAYS Destination Management
Car Rental:	AUTOCANDIA Rent a Car
Hotels:	PARALOS KOSTA ALÍMIA PARALOS LIFESTYLE BEACH PARALOS VENUS SUITES PARALOS RODOS LIFESTYLE
Hotel Management:	PARALOS HOSPITALITY

FACTS
AND FIGURES

K. BADOUVAS SA
GROUP OF COMPANIES

Year of Establishment:	1972
Total Number of Employees:	765
Total Turnover:	225.000.000€
Offices:	16

Destination Management Company:	1
Rental Car Company:	1
Hotel Management Company:	1
Hotels:	4

CORE
BUSINESS VALUES

We keep our promises and never promise anything we cannot deliver

- **RELIABILITY / INTEGRITY** - Staying true to our word, no empty promises, within the company and beyond
- **PEOPLE FIRST -** Treating every individual with kindness and respect
- **MERITOCRACY -** Recognizing and rewarding talent, effort, and achievement
- **PROGRESS -** Personal and professional growth
- **TEAMWORK -** Our results are the outcome of collective effort

OUR VISION

With our values as our foundation, we have achieved the leading position among Greek-owned companies in inbound tourism.

Committed to these values, we will continue to grow responsibly, setting the standard for an exceptional workplace, while upholding our dedication to sustainability.

OUR PURPOSE

Driven by our passion for Greece and hospitality, and with over half a century of experience, we are dedicated to fulfilling the dreams of hundreds of thousands of visitors, every single year .

INCOMING AGENCY
DESTINATION MANAGEMENT

cretan holidays
since 1972
destination management

Cretan Holidays, an established company in the Greek Tourism industry with over 50 years of operation, is active in 13 major Greek destinations and serving more than 530.000 guests annually. Our unparalleled experience and extensive know-how in the field, enable us to constantly deliver high level products & services at the most competitive rates.

Our service portfolio includes but is not limited to Charter Operation Handling, Hotel Contracting Support, Flash Sales, Transfers, Excursions, Groups & MICE, Shorex, Destination Weddings, Special Interest Travel, Car Rental and Representative Services.

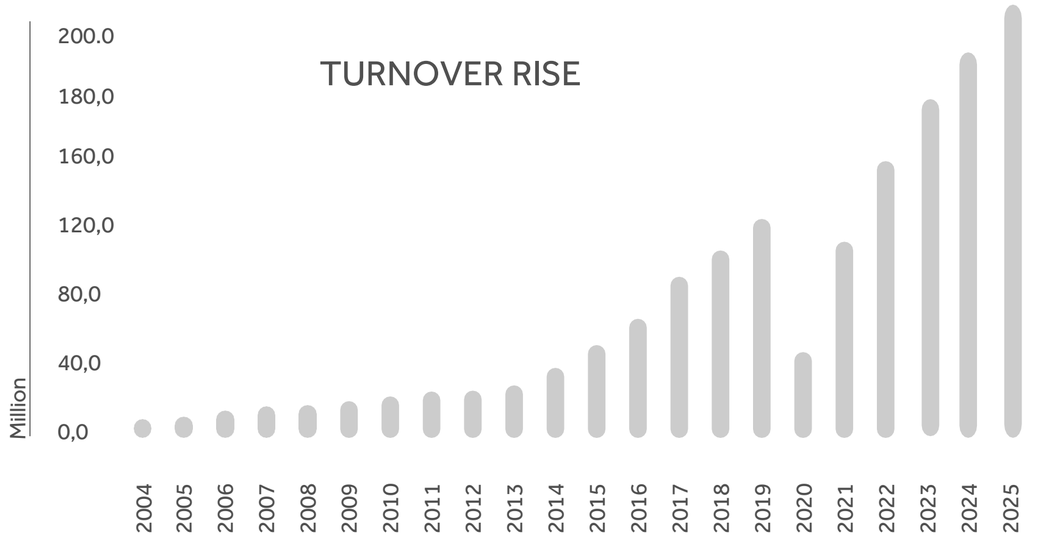
FACTS
AND FIGURES

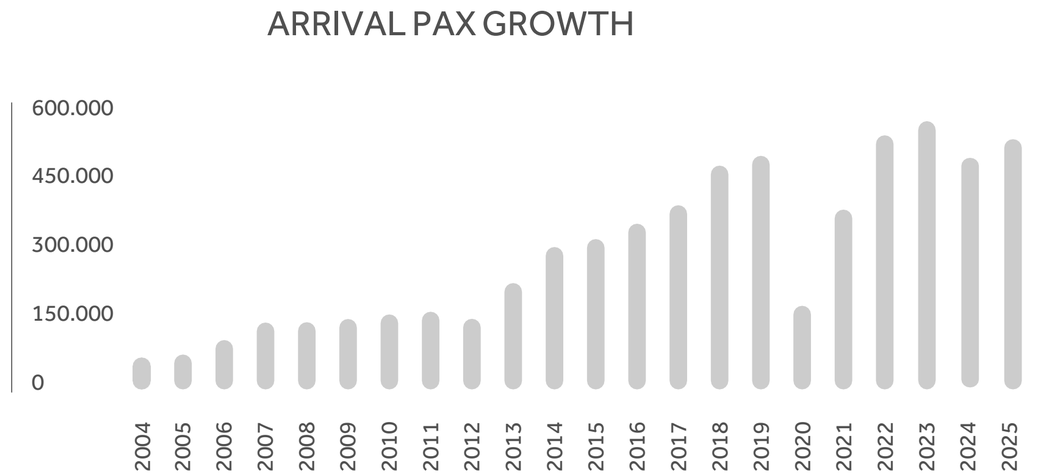
cretan holidays since 1972 destination management

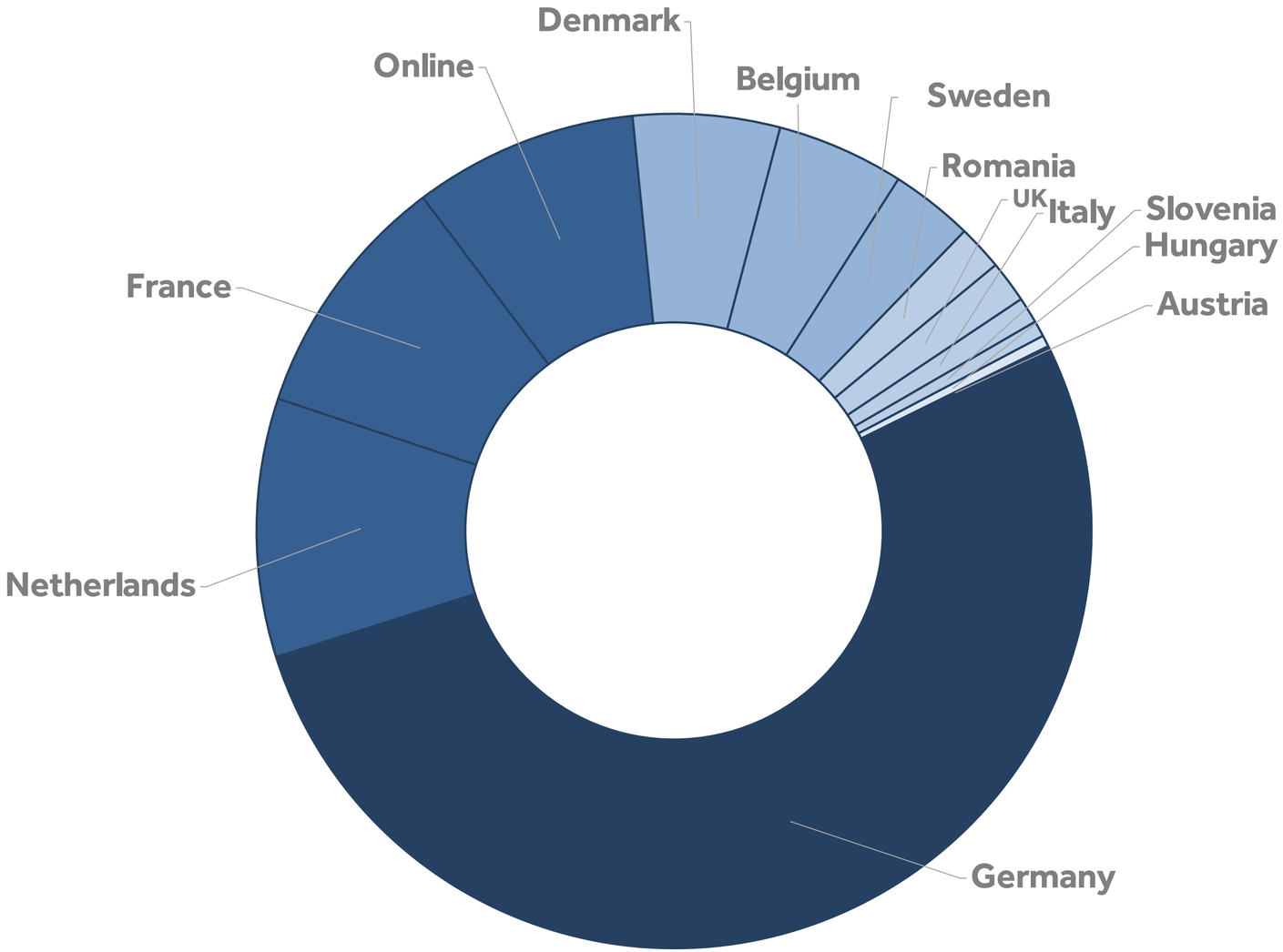
50+	Years of Experience
13	Destinations
270	Employees
70	Representatives - Customer Service
45	Bus Fleet with own operation for excursions and transfers
15	Source Markets
30+	Tour Operators, OTA's and Group Operators
533.000	Arriving Guests Annually
1.200	Direct Hotel Contracts
120.000	Excursion Participants annually

PERFORMANCE

Our business performance illustrates the steady growth the company has been enjoying over the past decades, positioning it as one of the largest privately owned DMC's in Greece.






Denmark
Online
Belgium
Sweden
Romania
UK
Italy
Slovenia
Hungary
Austria
France
Netherlands
Germany

MARKET MIX

DESTINATIONS



- **CRETE**
- **ATHENS**
- **RHODES**
- **KOS**
- KARPATHOS
- SAMOS
- **CORFU**
- **ZAKYNTHOS**
- KEFALONIA
- LEFKADA - PARGA
- PELOPONNESE
- **PIERIA - CHALKIDIKI**
- THASSOS

SERVICES

A wide range of quality services, provided with professionalism throughout Greece. All accommodation, excursions and activities are carefully selected and comply with the company's standards and criteria.

- HOTEL CONTRACTING
- YIELD MANAGEMENT
- TRANSFERS
- EXCURSIONS & ACTIVITIES
- SHOREX
- GROUPS & INCENTIVES
- SPECIAL INTEREST TRAVEL
- CAR RENTAL
- REPRESENTATIVE SERVICES
- CUSTOMER CARE

TECHNOLOGY

Cretan Holidays operates on a technologically advanced infrastructure, strengthened by seamless XML connectivity with over 30 integrations. A resilient environment supported by high-standard hardware, strict security protocols, continuous back-up systems and dedicated power generators — representing an investment of more than €2 million so far.

We leverage cutting-edge technology to deliver fast, seamless, and reliable connectivity to our global partners — 24/7, without compromise.

Unmatched Connectivity Ecosystem

- Trusted by **20+ XML clients** with **30+ tailored integrations**, each powered by custom feeds
- **Direct Push & Pull data connections** with leading Tour Operators and Wholesalers
- Strategic integrations with the industry's top technology platforms: **TravelgateX, Juniper, Peakwork, Bewotec, Traso**
- Delivery of **rich non-bookable content** via XML, ensuring full product visibility

Enterprise-Grade Performance

- Designed for scale: **20+ million requests processed daily**
- Lightning-fast infrastructure with **sub-second response times**
- Built on **Microsoft Azure**, featuring:

High availability
Automatic scaling
Cloud-native resilience and security

Smart Data Architecture

- Hybrid technology stack combining **SQL and NoSQL databases**
- Optimized for speed, flexibility, and high-volume data processing

Technology That Drives Growth

- Proprietary, state-of-the-art ERP system crafted specifically for DMC operations
- A dedicated in-house development team continuously innovating to stay ahead of emerging industry trends

PARTNERS

Cretan Holidays represents reputable Tour Operators from 15 different source markets, mainly from Western & Eastern Europe. Among our clients, are major charter operators, groups & incentive specialists, OTA's, wholesalers as well as special interest travel agents.

CAR RENTAL

autocandia
CAR RENTALS GREECE

One of the leading car rental companies in Greece, providing a wide range of car rental services, with a fleet of more than 1.000 owned cars. Head offices are based in Heraklion-Crete, and rental stations are operated all over Greece in Athens, Thessaloniki, Chalkidiki, Kalamata, Rhodes, Kos, Corfu, Zante, Santorini, Mykonos and Crete (Heraklion, Rethymnon, Chania, Agios Nikolaos, Agia Galini, Hersonissos).

The fleet consists of the newest vehicle models ranging from small cars to Jeeps, SUV's and minibuses.
Safety and reliability, combined with highly competitive rates and outstanding customer service have contributed to the successful operation since 1980.



FACTS
AND FIGURES

40+	Years of experience
16	Stations over the mainland and the islands
1.000+	Fleet of new vehicles
14	Different car types
88	Employees

PERFORMANCE

TOTAL TURNOVER



2015	2.105.000
2016	2.637.000
2017	3.536.300
2018	3.657.300
2019	3.358.300
2020	1.472.000
2021	3.270.000
2022	4.500.000
2023	4.300.000
2024	4.052.000
2025	4.030,000

STATIONS

- **CRETE**
  HERAKLION / CHANIA / RETHYMNO / AG. NIKOLAOS HERSONISSOS / AG. GALINI
- ATHENS
- THESSALONIKI
- CHALKIDIKI
- KALAMATA
- **RHODES**
- KEFALONIA
- **KOS**
- CORFU
- ZAKYNTHOS
- SANTORINI
- MYKONOS
- LESVOS

TECHNOLOGY

We follow the latest technology trends to provide state of the art solutions. From XML Connections and product distribution to quality of service and vehicle history tracking, our complete ecosystem ensures the seamless operation and development of our Company.

- **XML CONNECTIONS (OWN API/ 3RD PLATFORMS)**
- **B2B / B2C WEB SOLUTIONS**
- **WHITE-LABEL**
- **WIDGETS**

HOTELS



PARALOS
KOSTA ALÍMIA
› PURE LUXE

Location:	Anissaras - Crete
Hotel Category:	5* - Adults Friendly
Paralos Category:	Pure Luxe
Rooms:	153
Board:	Half Board / All Inclusive
HolidayCheck Score:	96%
Tripadvisor Score:	4,8/5
Google Score:	4,7/5
Certificates:	Green Key ISO 50001 Blue Flag Beach
Awards:	Tripadvisor Traveler's Choice 2025



PARALOS
VENUS SUITES
› IN STYLE

Location:	Analipsi - Crete
Hotel Category:	5* - Adults Only
Paralos Category:	In Style
Rooms:	66
Board:	Bed & Breakfast / Half Board / All Inclusive
HolidayCheck Score:	97%
Tripadvisor Score:	4.9/5
Google Score:	4,8/5
Certificates:	ISO 50001 Travelife
Awards:	Cretan Cuisine Cretan Brunch Tripadvisor Traveler's Choice 2025



PARALOS
LIFESTYLE BEACH
› YOU + ME

Location:	Ammoudara - Crete
Hotel Category:	4* - Adults Only
Paralos Category:	You + Me
Rooms:	148
Board:	Half Board
HolidayCheck Score:	97%
Tripadvisor Score:	4,6/5
Google Score:	4,7/5
Certificates:	Travelife Green Key ISO 50001 Blue Flag Beach
Awards:	Tripadvisor Traveler's Choice 2025 Cretan Taste



PARALOS
RODOS LIFESTYLE
IN BLISS

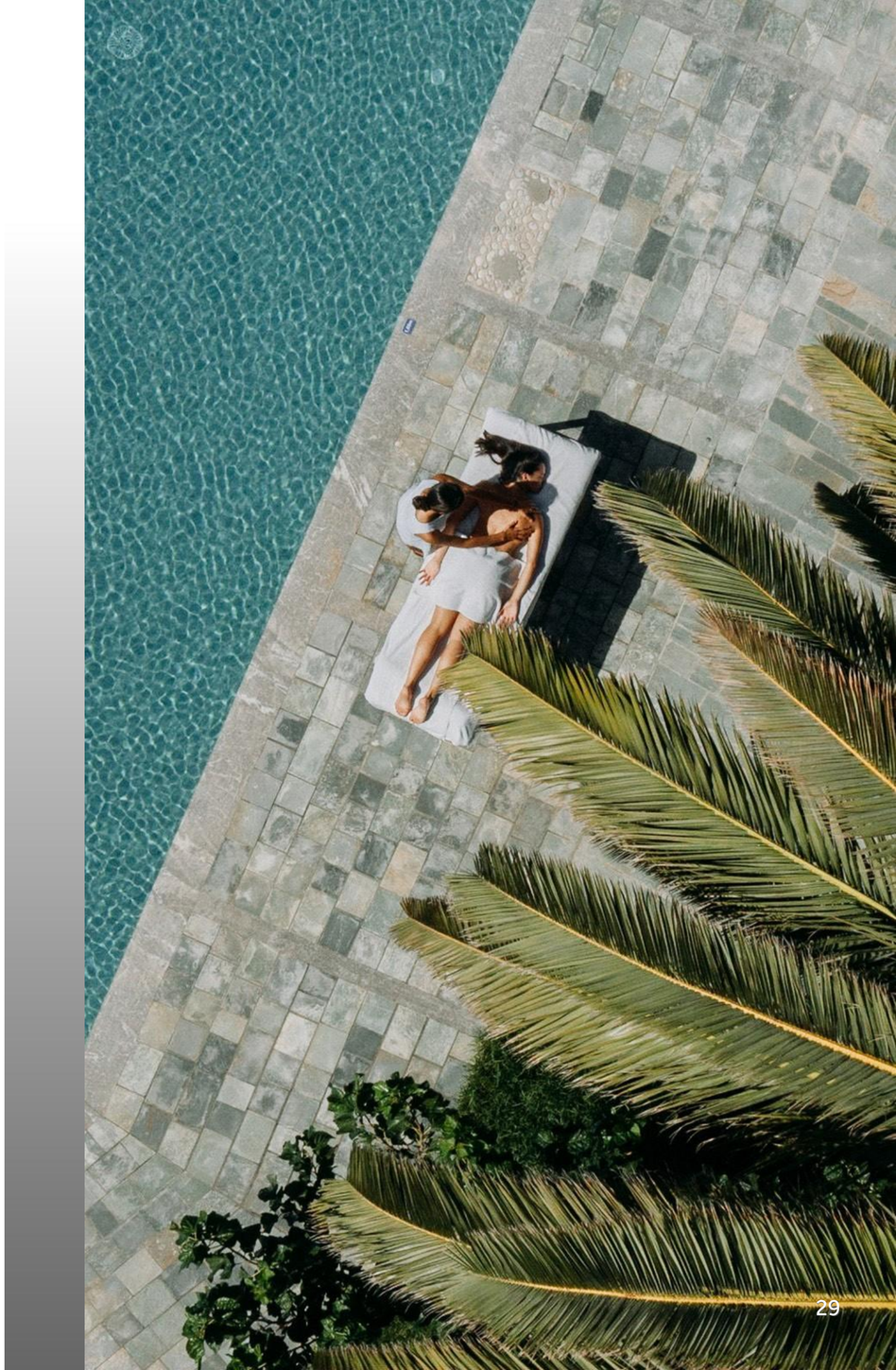
Location:	Kolymbia - Rhodes
Hotel Category:	4*
Paralos Category:	In Bliss
Rooms:	165
Board:	All Inclusive
HolidayCheck Score:	90%
Tripadvisor Score:	4.1/5
Google Score:	4.1/5
Certificates:	Green Key

HOTEL
MANAGEMENT

PARALOS
HOSPITALITY

A newly established Hotel Management Company, a joint venture which involves the K. Badouvas S.A. Group, offering holistic management services.

Paralos Hospitality has been founded with view to provide even more superior services of same high standards throughout the properties, along with a shared marketing & sales policy. All these within a concept that corresponds to the needs of the modern traveler in terms of local gastronomy, fitness & wellness as well as local experiences, embraced by the warmth of the authentic Cretan hospitality.



FACTS
AND FIGURES

PARALOS
HOSPITALITY

Number of Hotels:	7
Board Plans:	2x Half Board / All Inclusive 2x Half Board 2x Bed & Breakfast / Half board 1 x All Inclusive
Destinations:	Crete / Rhodes / Kos
Main Markets:	Germany France Netherlands United Kingdom

Total number of rooms:	782
Total Hotels Turnover:	20.380.000€
Average Occupancy:	88%

HOTEL **CONCEPTS**

PARALOS
PURE LUX

- 5* Deluxe hotels
- Personalized luxury services

PARALOS
IN BLISS

- 4* & 5* Hotels
- Hotels in a setting of natural beauty with a philoshophy of leisure, pleasure and discreet luxury

PARALOS
YOU + ME

- 4* & 5* Hotels
- Hype and fashionable
- Personalized services for adults and children over 16 years old

PARALOS
IN STYLE

- 4* & 5* Hotels
- Boutique with particular emphasis on the architecture of the surroundings
- Customized services

PARALOS
RODOS LIFESTYLE
› IN BLISS





PARALOS
KOSTA ALÍMIA
› PURE LUXE





PARALOS
THE MAXINE
› YOU + ME

PARALOS
VENUS SUITES
› IN STYLE



PARALOS
LIFESTYLE BEACH
› YOU + ME



PARALOS
IRINI MARE
› IN BLISS



PARALOS
KYMA DUNES
› YOU + ME

THE PARALOS **PORTFOLIO**

MANAGEMENT **TEAM**

K. BADOUVAS GROUP

Managing Director
KOSTAS MARKAKIS

Human Resources Director
KALLIOPI KARANTEMIRI

Member of the Board
DESPINA BADOUVA

Supply & Asset Engineering Director
THOMAS SAPOUNTZAKIS

Director of Finance
MICHALIS BALAMOUTSOS

IT Director
VASILIS BARBAS

Online Business Development Manager
JOHN BADOUVAS

MANAGEMENT **TEAM**

CRETAN HOLIDAYS

Managing Director
KOSTAS MARKAKIS

Director of Operations
ANDREAS MONIAKIS

Contracting Director
LINDA KOULLIAS

AUTOCANDIA

General Manager
STEFANOS TSOTRAS

Reservations Supervisor
KOSTOULA TAMIOLAKI

PARALOS HOSPITALITY

General Manager
VASILIS FRAGOULAKIS

Commercial & Business Development Director
NIKOS SFAKIANAKIS

Operations Manager
ANTONIS TSIKNAKIS

HOTELS

Chief Hospitality Officer
MICHALIS DASKALAKIS

Manager - Paralos Kosta Alímia
MARKOS AVLONITIS

Manager - Paralos Venus Suites
MARIA MITROPOULOU

Manager - Paralos Lifestyle Beach
KATERINA KAMPOURAKI

Manager - Paralos Rodos Lifestyle
VERA DONTA

THANK YOU

We look forward to supporting your operations in Greece and to establishing a strong long-term co-operation.

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