



Press Release
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Accor and InterGlobe forge a new landmark partnership to redefine hospitality in India

- *A unified and autonomous organization between two historical partners to capture India's booming hospitality market*
- *The objective is to create India's fastest-growing hospitality business with an ambitious network target of 300 hotels under Accor's brands by 2030*

Mumbai/Paris – In a groundbreaking move set to transform India's hospitality landscape, Accor, a global hospitality leader, and InterGlobe, India's foremost travel conglomerate, announced today the strengthening of their partnership to create India's fastest-growing Hospitality Enterprise - offering an unmatched network, a portfolio of brands and distribution across all market segments. With the ambition of capturing India's booming hospitality market and combining the strengths of global leaders across the industry, the new platform will target a network of 300 hotels under Accor brands by 2030.

A STRATEGIC ALLIANCE BUILT ON STRENGTH

This landmark partnership combines the unique strengths of each stakeholder:

- **Accor**, a leading global hospitality group, has established an impressive presence in India over the last many years, and currently operates 71 hotels in the country with 40 more in development, spanning from economy to luxury brands. Through this alliance, Accor will significantly expand its footprint and streamline operations, deepening its commitment to solid growth in the Indian market across all segments from economy to lifestyle and luxury.
- **InterGlobe**, a leading Indian conglomerate, brings its unparalleled expertise in travel and hospitality, coupled with a proven entrepreneurial track record in aviation (IndiGo), hotels (in India and Internationally), airline management, logistics, travel and AI enabled technology. InterGlobe is the largest stakeholder of IndiGo, India's largest airline with over 400 aircraft serving over 130 destinations with more than 2200 daily flights, carrying over 118 million passengers in FY 25. It is one of the most valued airlines globally in terms of market capitalization.

UNLEASHING INDIA'S HOSPITALITY POTENTIAL

- With an economy growing at an estimated ~7 % GDP rate and a population of 1.4 billion, India is on track to become the world's fifth-largest outbound travel market and third-largest domestic travel market by 2027. A rapidly emerging middle class, improved infrastructure, and increased air connectivity have fueled an unprecedented boom in domestic tourism and international travel, notably into the Middle East and Asia Pacific, where Accor is the leading hotel operator.



- India's hotel industry remains highly fragmented, presenting a major opportunity for organized, branded players. By strengthening its long-lasting strategic partnership with InterGlobe, Accor aims to unlock India's full hospitality potential, leading the transformation of the sector while catering to Indian travelers both domestically and globally.

A BOLD EXPANSION STRATEGY

This strategic collaboration between Accor and InterGlobe is structured around the following key initiatives:

Creating a hospitality powerhouse covering all segments

- Accor and InterGlobe will bring together their currently owned assets, development and management businesses in the country to form one autonomous, integrated platform.
- This new entity will become the exclusive vehicle for growing all Accor brands in India, including luxury and lifestyle brands from Ennismore, Accor's fast-growing hospitality portfolio.
- Accor will continue to lead operations and brand management and provide full access to its brands and services.

Exclusive partnership with Treebo

- **Treebo**, one of India's leading branded budget hotel platforms, manages 800 hotels across 120 cities through its unique tech-driven approach and efficient distribution systems. Accor and InterGlobe will jointly invest in and become the largest shareholder in Treebo. Treebo will take the lead to develop the Ibis and Mercure brands in India through a master license agreement.
- Under this partnership, Treebo reached an agreement with various property owners to sign ten new Mercure's, marking a significant milestone in the brand's expansion in India.
- Accor's brands will leverage Treebo's state of the art technology to tap into India's vast unbranded hotel market and accelerate growth. The combined Accor and Treebo portfolio will create India's third-largest hospitality player, with over 30,000 rooms.

A GAME-CHANGER FOR INDIAN HOSPITALITY AND FOR ACCOR BRANDS IN INDIA

With a shared vision and a common ambition of transforming India's hospitality industry, this alliance between InterGlobe and Accor is poised to turbocharge Accor's presence in India with a target of 300 hotels under the Accor brands by 2030. By combining Accor's global hospitality expertise, InterGlobe's deep market knowledge and entrepreneurial approach, and leveraging Treebo's innovative tech-driven successful hospitality operations, this partnership is poised to redefine the hospitality landscape in India.

Sébastien Bazin, Chairman & CEO of Accor said: *"This landmark partnership marks a transformative moment for Accor and its brands in India. By aligning with our long-term successful and trusted partner InterGlobe and bringing together the best of hospitality, tech and entrepreneurship in India, we are unlocking unprecedented growth potential in one of the world's most exciting travel markets".*



Rahul Bhatia, Group Managing Director, InterGlobe Enterprises added, *“At InterGlobe, we have always believed in our commitment to building meaningful and enduring relationships with both our partners and the guests we serve. Today, I am delighted to further strengthen our two-decade long association with Accor through this strategic partnership. Together with InterGlobe’s deep market insights, Accor’s world-class services, India’s dynamic growth and evolving travel landscape, we aim to redefine the hospitality experience by offering exceptional value to our guests and setting new standards for excellence in the industry.”*

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ABOUT ACCOR

Accor is a world-leading hospitality group offering stays and experiences across more than 110 countries with over 5,600 hotels & resorts, 10,000 food & beverage venues, wellness facilities and flexible workspaces. The Group has one of the industry’s most diverse hospitality ecosystems, encompassing around 45 hotel brands from luxury to economy, as well as lifestyle with Ennismore. ALL, the booking platform and loyalty program embodies the Accor promise during and beyond the hotel stay, gives its members access to unique experiences. Accor is focused on driving positive action through business ethics, responsible tourism, environmental sustainability, community engagement, diversity, and inclusivity. Accor's mission is reflected in the Group's purpose: Pioneering the art of responsible hospitality, connecting cultures, with heartfelt care. Founded in 1967, Accor SA is headquartered in France. Included in the CAC 40 index, the Group is publicly listed on the Euronext Paris Stock Exchange (ISIN code: FR0000120404) and on the OTC Market (Ticker: ACCYY) in the United States. For more information, please visit group.accor.com or follow us on [X](#), [Facebook](#), [LinkedIn](#), [Instagram](#) and [TikTok](#).

ABOUT INTERGLOBE ENTREPRISES

InterGlobe Enterprises is an Indian travel conglomerate involved in Aviation (IndiGo), Hospitality, Logistics, Technology, Airline Management, Advanced Pilot Training, and Aircraft Maintenance Engineering. InterGlobe, through its various businesses, employs more than 70,000 professionals across 135+ cities globally. Since 1989, the group has been building businesses and working with global brands to deliver Quality and Value. It has been bridging the gap between people and markets through Innovation and Service Leadership. Over the past three decades, InterGlobe has continued to expand its vision, contribution, and footprint, becoming one of India’s foremost conglomerates. For more information, please visit www.interglobe.com

Media Relations Contact

Line Crieloue

VP Image & Influence ACCOR
line.crieloue@accor.com

Shashanka Nanda

Shashanka.nanda@bcw-global.com
+9198107 17765

Dimple Chhatrivala

dimple@crosshairscommunication.com
+919819910819

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