

HotelTonight Secures \$3.25 Million Series A Funding from Battery Ventures, Accel Partners and First Round Capital

*Investment To Fuel New Product Offerings, Additional Platform Support
and Expansion Into New Markets*

SAN FRANCISCO, May 10, 2011 – [HotelTonight](#), specialists in last-minute mobile hotel bookings at quality hotels, today announced it has secured a \$3.25 Million Series A investment. The funding round was led by Battery Ventures and includes participation from Accel Partners and First Round Capital. Additional investors include travel industry veterans Rich Barton, Erik Blachford, Brad Gerstner and Hugh Crean.

Hotel Tonight has experienced rapid growth with more than 300,000 downloads since its launch in January 2011 and was recently named one of Time Magazine's 25 Essential Apps for Travelers along with OpenTable, Yelp and The Weather Channel. The company will use the funding to expand the product to new mobile platforms, add new functionality, support marketing campaigns and expand into new markets.

"HotelTonight is disrupting the online travel category by offering consumers a simple way to book great last-minute rates without the fear of the unknown," said [Brian O'Malley](#), Partner and lead investor at Battery Ventures. "Besides providing pictures and detailed attributes of the properties, HotelTonight only works with a select group of hotels, so travelers can truly rest easy knowing they will have a great experience. HotelTonight is being led by a high caliber team and we're excited to work closely with them to pursue the tremendous market opportunity ahead."

With this investment, O'Malley will join the HotelTonight Board of Directors.

"We spent the company's first six months building the world's best way to book a same-day hotel stay and validated the market opportunity, both for hotels and for travelers," said HotelTonight Founder and CEO Sam Shank. "We are thrilled to work with world-class investors to build the best brand in next generation travel. The additional funding will allow us to balance our focus on developing great technology with an equally important emphasis on sales, marketing and awareness."

HotelTonight has established long term relationships with nearly 200 of the most acclaimed hotels across the country. Recent additions include Rosewood Mansion on Turtle Creek in Dallas, The Talbott Hotel in Chicago and Ellis Hotel in Atlanta. HotelTonight offers hotels a flexible tool to handle last second inventory disposal without abandoning their revenue or brand management priorities. As a result, consumers win by getting exclusive access to amazing hotels at unmatched rates.

HotelTonight is available as a free download from the [App Store](#) for the iPhone, iPod touch and iPad. New customers receive a \$25 credit toward their first booking. Travelers can book rooms until 2a.m., hours after the big online travel agencies have closed for the night.

For more information visit www.hoteltonight.com. Follow us on [Twitter](#), become a fan on [Facebook](#), read our blog on [Tumblr](#), and watch our promo videos on [YouTube](#).

About HotelTonight

Founded in 2010, HotelTonight is the only hotel booking application that is made for mobile from the ground up. Available for free in the App Store for those with Apple iOS devices – the iPhone, iPod touch and iPad – HotelTonight offers some of the best pricing for last-minute deals at top

hotels the HotelTonight staff personally vets. Perfect for business travelers, leisure travelers and locals alike, HotelTonight deals are currently available in New York, San Francisco, Los Angeles, Chicago, Boston, Miami, Seattle, Philadelphia, Dallas, Denver, Atlanta and Washington, DC and the company is adding new cities frequently. New customers receive an additional \$25 off the already-low last-minute rates. For more information about HotelTonight, visit: www.hoteltonight.com.

About Battery Ventures

Since 1983, Battery has been investing in technology and innovation worldwide. The firm partners with entrepreneurs and management teams across technology sectors, geographies and stages of a company's life, from start-up and expansion financing, to growth equity and buyouts. Battery's Internet & Digital Media portfolio currently includes: Angie's List, Bazaarvoice, BlueKai, BlueStem Brands, Digby, Exact Target, Groupon, H.Bloom, j. Hilburn, and Skullcandy. From offices in Boston, Silicon Valley and Israel, Battery manages \$4B in committed capital, including its current fund of \$750M. For more information, visit www.battery.com or follow us on Twitter [@BatteryVentures](https://twitter.com/BatteryVentures).

About Accel Partners

Founded in 1983, Accel Partners is a leading venture capital and growth equity investment firm, working with outstanding entrepreneurs to build world-class businesses. Accel today manages over \$6B globally using dedicated teams and market-specific strategies for local geographies, with offices in Palo Alto, London, New Delhi, Bangalore and China through our partnership with IDG-Accel. Accel has helped entrepreneurs build over 300 successful companies, many of which have defined their categories, including Facebook, Groupon, Comscore, AdMob, Diapers.com (Quidsi), Glam Media, Etsy, Kayak, Angry Birds (Rovio), Macromedia, MetroPCS, Playfish, QlikTech, Rapt, Real Networks, Redback Networks, Riverbed, SunRun, UUNet, Veritas, Walmart.com, and others. For more information, please visit us on Facebook at www.facebook.com/accel.

About First Round Capital

First Round Capital is a seed-stage venture capital firm dedicated to helping talented entrepreneurs build great companies. As seed-stage investors, First Round often provides a company's first outside capital – and is not afraid of funding pre-revenue companies. First Round Capital's portfolio is a community of web-enabled businesses led by entrepreneurs, guided by an active partnership and connected through a technology platform designed to support companies throughout their growth. The firm's current portfolio includes companies like StumbleUpon, OneKingsLane, Bazaarvoice, Modcloth, RockMelt, Uber and Square. First Round Capital invests nationally with offices in San Francisco, New York and Philadelphia.

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