



Jason Clarke

Senior Vice President and Managing Director - Agency Commerce

May 23, 2017

Focused product
strategy

Deliver leading
technology

Winning in
sales



Jason Clarke

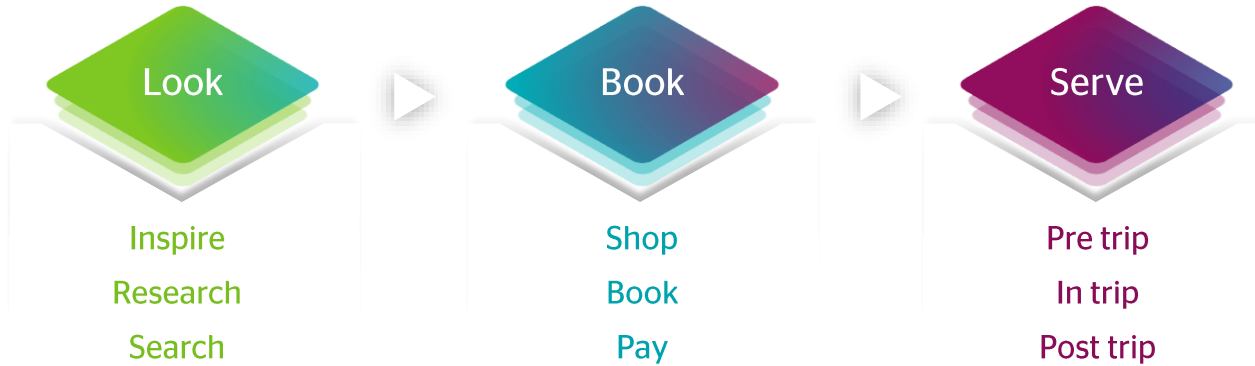
Senior Vice President and Managing Director - Agency Commerce

Travelport's commercial plan to deliver growth



Our value proposition and strategy is customer-driven

Traveller lifecycle



Driving share by focusing on:



Choice



Performance



Experiences



Intelligence

We execute and deliver the complex part of the equation

Metasearch
(e.g. Kayak, Skyscanner)
or **CBT users** (e.g. Concur)



priceline.com



10bn
fare combinations

4bn
travel related system
messages per day

~400
airlines

Live
inventory

Up to
1,000
available options

We execute and deliver the complex part of the equation

Metasearch
(e.g. Kayak, Skyscanner)
or **CBT users** (e.g. Concur)



All returned in a matter of
seconds

expedia

hopper

strip

AMERICAN EXPRESS TRAVEL SERVICES

BCD travel

Travelport
Redefining travel commerce

10bn
fare combinations

4bn
travel related system
messages per day

~400
airlines

Live
inventory

Up to
1,000
available options

Focusing on key channels...



Simplifying travel complexity with industry-leading point of sale



Generating efficiencies to drive profitability through mobile and automation



Driving volume in fastest growing channel

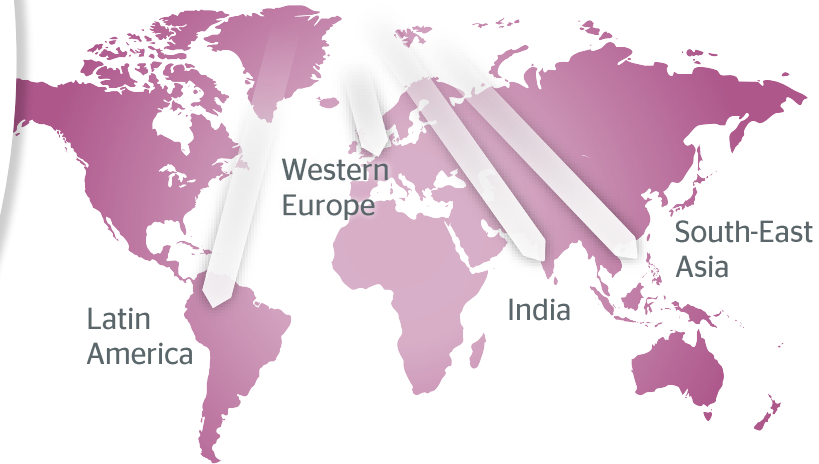
...in the right geographies



Balanced footprint



We are #1 or #2 in ~120 countries in which we operate

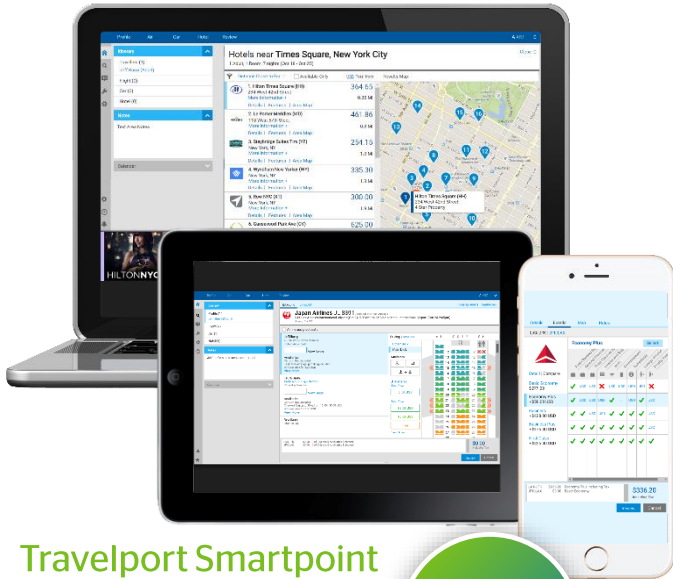


Managing the complexity of high-end leisure agencies



More than a promise - an industry-leading point of sale

We keep innovating;
competition is playing catch-up



Travelport Smartpoint
now on

Version
7.3



Multi device



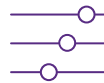
Traveller interaction



Content management



Business intelligence



Personalization



Integrated workflows



Efficiency suites

Access to airline branded fares
and ancillaries



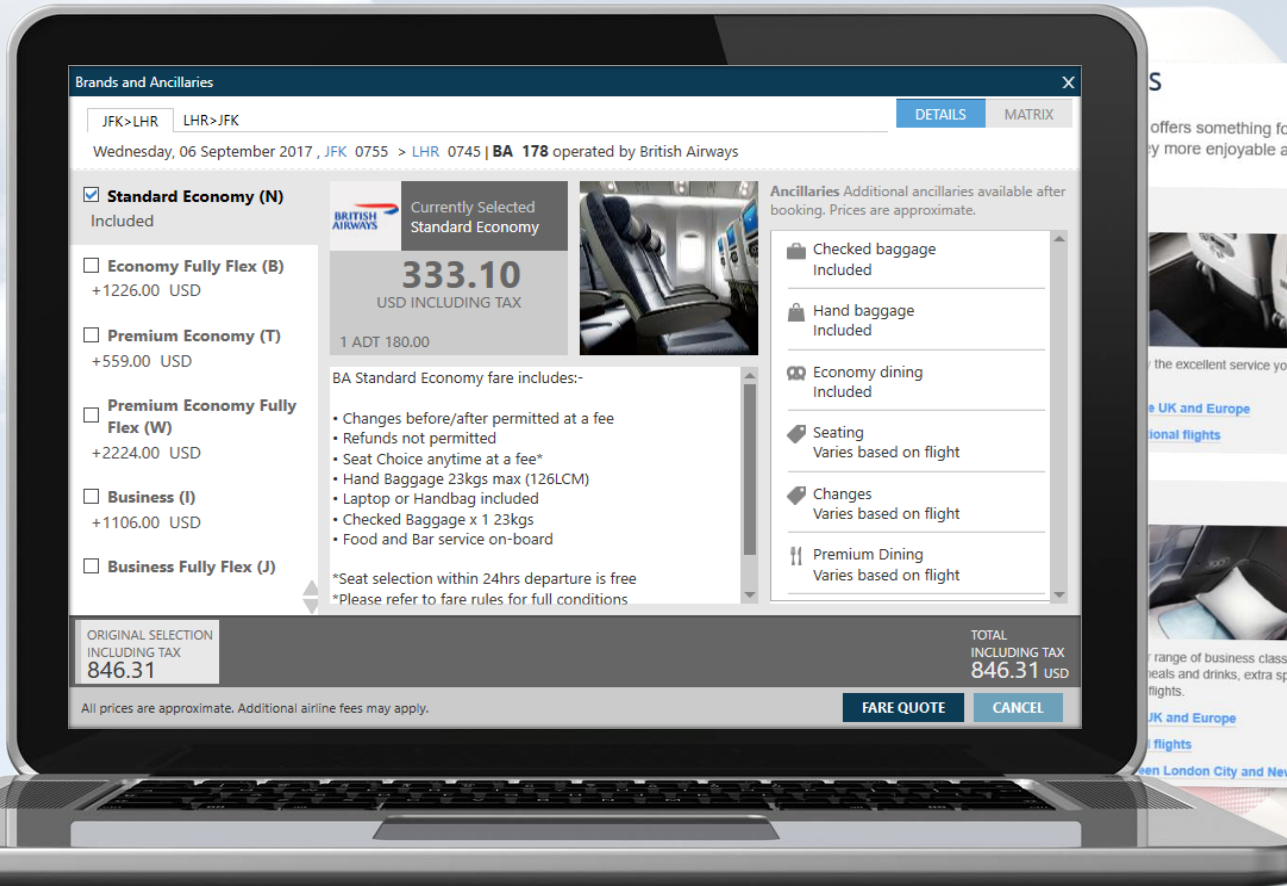
~220

Airlines implemented &
merchandising today


>4x

More than nearest competitor

Value-adding airline merchandising solutions




S offers something for every taste and budget. No matter how you choose to travel with us, it's more enjoyable and special.



the excellent service you expect


[UK and Europe international flights](#)

Premium economy



Enjoy an enhanced in-flight experience with World Traveller Plus, our premium economy cabin, offering more privacy, space and comfort in a smaller, secluded cabin.

[World Traveller Plus - selected international flights](#)




range of business class services, meals and drinks, extra space to work flights.

[UK and Europe international flights](#)

London City and New York JFK

First



Experience dedicated service, exceptional comfort and understated British elegance in every stage of your journey, from the moment you book to your final destination. From luxurious lounges to on-board fine dining, we make sure everything meets our meticulous standards.

[First - selected international flights](#)

Value-adding airline merchandising solutions

Brands and Ancillaries

JFK>LHR | LHR>JFK

DETAILS | MATRIX

Wednesday, 06 September 2017, JFK 0755 > LHR 0745 | BA 178 operated by British Airways

	✓	✓	✓	USD	USD	✗	✗	USD	✗	✗
<input checked="" type="checkbox"/> Standard Economy (N) Included	✓	✓	✓	USD	USD	✗	✗	USD	✗	✗
<input type="checkbox"/> Economy Fully Flex (B) +1226.00 USD	✓	✓	✓	✓	✓	✓	✗	USD	✗	✗
<input type="checkbox"/> Premium Economy (T) +559.00 USD	✓	✓	✗	USD	USD	✗	✗	✓	✗	✗
<input type="checkbox"/> Premium Economy Fully F (W) +2224.00 USD	✓	✓	✗	✓	✓	✓	✗	✓	✗	✗
<input type="checkbox"/> Business (I) +1106.00 USD	✓	✓	✗	USD	USD	USD	✓	✓	✓	✓
<input type="checkbox"/> Business Fully Flex (J)	✓	✓	✗	✓	✓	✓	✓	✓	✓	✓

ORIGINAL SELECTION INCLUDING TAX: **846.31**

TOTAL INCLUDING TAX: **846.31 USD**

All prices are approximate. Additional airline fees may apply.

FARE QUOTE | CANCEL

Buy travel

1 Dates and flights | 2 Price | 3 Passengers | 4 Payment | 5 Confirmation

Price

Check your flight details

John F Kennedy (NY) (New York) - Heathrow (London) - Wednesday 06 September 2017				Price
Departs	07:56	06 Sep	Carrier: British Airways Cabin: World Traveller	\$846.94 1 passenger Email price quote Baggage allowance Currency calculator
Arrives	19:45	06 Sep		
Flight	BA0178			

Heathrow (London) - John F Kennedy (NY) (New York) - Monday 11 September 2017			
Departs	09:40	11 Sep	Carrier: British Airways Cabin: World Traveller
Arrives	12:25	11 Sep	
Flight	BA0175		

Upgrade your flights

Passenger	Fare	Taxes, fees and carrier charges per person	Total price**
1 Adult	\$384.00	\$462.94	\$846.94

Upgrade outbound flight

Premium Economy (World Traveller Plus)

Relax in a wider seat with more legroom than economy. Enjoy a main course chosen from our Club World menu. Watch the latest movies with noise-reducing headphones. Check in two 23kg bags per person.

[View all benefits](#)

- Upgrade outbound flight (+ \$121 per person)
- Upgrade inbound flight (+ \$1179 per person)
- Upgrade full journey (+ \$1299 per person)

New fare rules may apply

Value-adding airline merchandising solutions

Brands and Ancillaries

JFK>LHR | LHR>JFK

DETAILS | MATRIX

Wednesday, 06 September 2017, JFK 0755 > LHR 0745 | BA 178 operated by British Airways

Brand	Standard Economy (N)	Economy Fully Flex (B)	Premium Economy (T)	Premium Economy Fully Flex (W)	Business (I)	Business Fully Flex (J)
Hand baggage	✓	✓	✓	✓	✓	✓
...

Ancillary

Hand baggage : Included

We proudly offer one of the most generous free hand baggage allowances of any airline, so you'll never be short of space for all those travel essentials and creature comforts you like to fly with. 1 x cabin bag (56cm x 45cm x 25cm) and 1 x laptop-sized bag OR handbag OR briefcase (45cm x 36cm 20cm) with a maximum weight of 23kg (51lb)

ORIGINAL SELECTION INCLUDING TAX: 846.31

TOTAL INCLUDING TAX: 846.31 USD

FARE QUOTE | CANCEL

Buy travel

1 Dates and flights | 2 Price | 3 Passengers | 4 Payment | 5 Confirmation

Price

Check your flight details

Route	Price
John F Kennedy (NY) (New York) - Heathrow (London) - Wednesday 06 September 2017	\$846.94 (1 passenger)
Heathrow (London) - John F Kennedy (NY) (New York) - Monday 11 September 2017	

Passenger	Fare	Taxes, fees and carrier charges per person	Total price**
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Value-adding airline merchandising solutions

Brands and Ancillaries

JFK>LHR | LHR>JFK

DETAILS MATRIX

Wednesday, 06 September 2017, JFK 0755 > LHR 0745 | BA 178 operated by British Airways

	✓	✓	✓	✗	✗
<input checked="" type="checkbox"/> Standard Economy (N) Included	✓	✓	✓	✗	✗
<input type="checkbox"/> Economy Fully Flex (B) +1226.00 USD	✓	✓	✓	✗	✗
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<input type="checkbox"/> Business (I) +1106.00 USD	✓	✓	✗	✓	✓
<input type="checkbox"/> Business Fully Flex (J)	✓	✓	✗	✓	✓

Ancillary

Economy dining : Included

When you travel in our economy cabin, we will offer you a complimentary snack, a three-course-meal or a light meal, depending on the time and length of your flight. Our bar service includes a range of hot and cold drinks for you to enjoy.

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FARE QUOTE CANCEL

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Price


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Arrives	12:25	11 Sep	Cabin: World Traveller	
Flight	BA0178			

Change flights

Passenger	Fare	Taxes, fees and carrier charges per person	Total price**
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Upgrade your flights



Upgrade outbound flight

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[View all benefits](#)

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Brands and Ancillaries

JFK>LHR | LHR>JFK

DETAILS MATRIX

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Brand	✓	✓	✓	USD	USD	✗	✗	US
<input checked="" type="checkbox"/> Standard Economy (N) Included	✓	✓	✓	USD	USD	✗	✗	US
<input type="checkbox"/> Economy Fully Flex (B) +1226.00 USD	✓	✓	✓	✓	✓	✓	✗	US
<input type="checkbox"/> Premium Economy (T) +559.00 USD	✓	✓	✗	USD	USD	✗	✗	✓
<input type="checkbox"/> Premium Economy Fully F (W) +2224.00 USD	✓	✓	✗	✓	✓	✓	✗	✓
<input type="checkbox"/> Business (I) +1106.00 USD	✓	✓	✗	USD	USD	USD	✓	✓
<input type="checkbox"/> Business Fully Flex (J)	✓	✓	✗	✓	✓	✓	✓	✓

Ancillary

Premium Dining : Varies based on flight

PREMIUM ECONOMY - Our World Traveller Plus menu is designed with seasonality in mind, featuring fresh, high quality ingredients from well-known suppliers. On some Asian and African routes you can even enjoy locally sourced regional dishes.

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Price

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Route	Price
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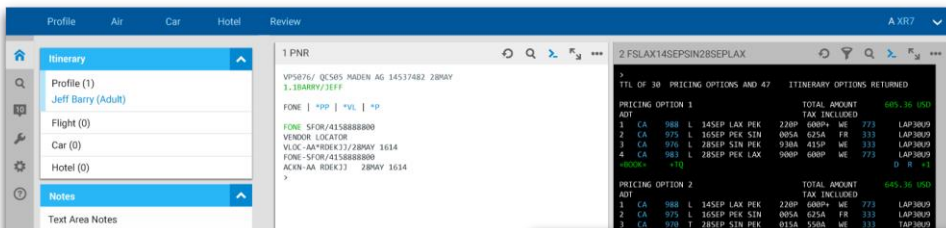
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View all benefits

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- Upgrade full journey (+ \$1299 per person)

New fare rules may apply



Profile Air Car Hotel Review A XR7

Itinerary

Profile (1)
Jeff Barry (Adult)

Flight (0)

Car (0)

Hotel (0)

Notes

Text Area Notes

Calendar

1 PNR

VPS4767 QCS05 NADEN AG 14537482 28WAY
3:38AM09/315F

FONE | *99 | *96 | *99

FONE SFOR/A15888800
VENDOR LOCATION
VLOC:AA700K37/28WAY 1634
FONE SFOR/A15888800
ACNR-AA 00K37 28WAY 1634

2 FSLAX14SEPSIN28SEPLAX

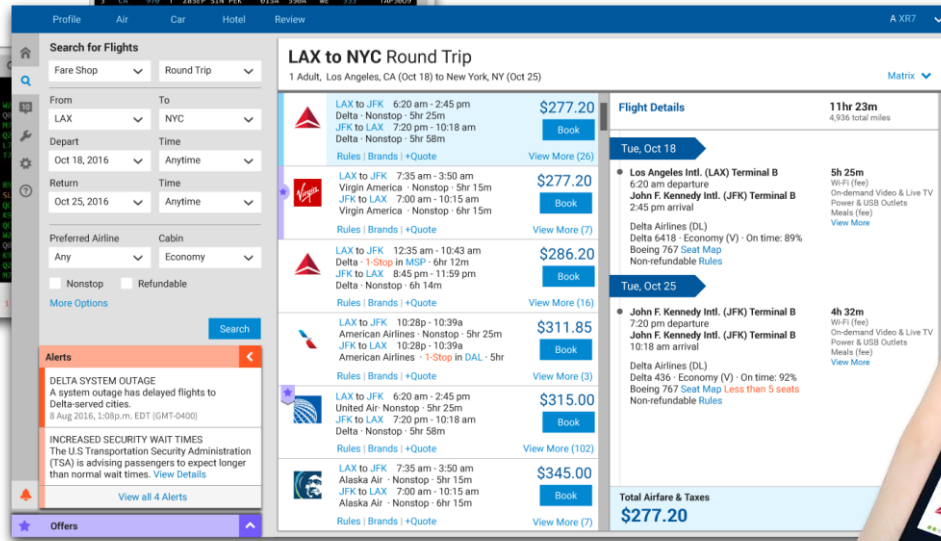
TTL OF 30 PRICING OPTIONS AND 47 ITINERARY OPTIONS RETURNED

PRICING OPTION 1 TOTAL AMOUNT 699.36 USD
TAX INCLUDED

ADT	1	CA	988	L	14SEP	LAX	PEK	2209	600P	ME	773	LAP3009
	2	CA	975	L	14SEP	PEK	SIN	095A	025A	FR	322	LAP3009
	3	CA	976	L	28SEP	SIN	PEK	090A	415P	ME	333	LAP3009
	4	CA	983	L	28SEP	PEK	LAX	900P	600P	ME	773	LAP3009
												9. 11. 1

PRICING OPTION 2 TOTAL AMOUNT 699.36 USD
TAX INCLUDED

ADT	1	CA	988	L	14SEP	LAX	PEK	2209	600P	ME	773	LAP3009
	2	CA	975	L	14SEP	PEK	SIN	095A	025A	FR	322	LAP3009
	3	CA	970	T	28SEP	SIN	PEK	015A	556A	ME	333	TAP3009

Profile Air Car Hotel Review A XR7

Search for Flights

Fare Shop Round Trip

From To

LAX NYC

Depart Time

Oct 18, 2016 Anytime

Return Time

Oct 25, 2016 Anytime

Preferred Airline Cabin

Any Economy

Nonstop Refundable

More Options Search

Alerts

DELTA SYSTEM OUTAGE
A system outage has delayed flights to Delta-served cities.
8 Aug 2016, 3:05p.m. EDT (GMT-0400)

INCREASED SECURITY WAIT TIMES
The U.S. Transportation Security Administration (TSA) is advising passengers to expect longer than normal wait times. [View Details](#)

View all 4 Alerts

Offers

LAX to NYC Round Trip

1 Adult, Los Angeles, CA (Oct 18) to New York, NY (Oct 25)

	LAX to JFK 6:20 am - 2:45 pm Delta - Nonstop - 5hr 25m JFK to LAX 7:20 pm - 10:18 am Delta - Nonstop - 5hr 58m	\$277.20	Book
	LAX to JFK 7:35 am - 3:50 am Virgin America - Nonstop - 5hr 15m JFK to LAX 7:00 am - 10:15 am Virgin America - Nonstop - 5hr 15m	\$277.20	Book
	LAX to JFK 12:35 am - 10:43 am Delta - 1-Stop in MSP - 6hr 12m JFK to LAX 8:45 pm - 11:59 pm Delta - Nonstop - 6h 14m	\$286.20	Book
	LAX to JFK 10:28p - 10:39a American Airlines - Nonstop - 5hr 25m JFK to LAX 10:28p - 10:39a American Airlines - 1-Stop in DAL - 5hr	\$311.85	Book
	LAX to JFK 6:20 am - 2:45 pm United Air - Nonstop - 5hr 25m JFK to LAX 7:20 pm - 10:18 am Delta - Nonstop - 5hr 58m	\$315.00	Book
	LAX to JFK 7:35 am - 3:50 am Alaska Air - Nonstop - 5hr 15m JFK to LAX 7:00 am - 10:15 am Alaska Air - Nonstop - 6hr 15m	\$345.00	Book

Rules | Brands | +Quote View More (26)

Rules | Brands | +Quote View More (7)

Rules | Brands | +Quote View More (16)

Rules | Brands | +Quote View More (3)

Rules | Brands | +Quote View More (102)

Rules | Brands | +Quote View More (7)

Flight Details 11hr 23m
4,536 total miles

Tue, Oct 18

- Los Angeles Intl. (LAX) Terminal B
6:20 am departure
John F. Kennedy Intl. (JFK) Terminal B
2:45 pm arrival
Delta Airlines (DL)
Delta 6418 - Economy (V) - On time: 89%
Boeing 767 Seat Map
Non-refundable Rules

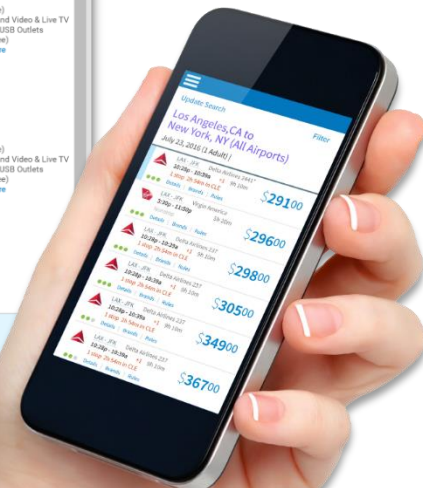
5h 25m
Wi-Fi (Fee)
On-demand Video & Live TV
Power & USB Outlets
Meals (Fee)
[View More](#)

Tue, Oct 25

- John F. Kennedy Intl. (JFK) Terminal B
7:20 pm departure
John F. Kennedy Intl. (JFK) Terminal B
10:18 am arrival
Delta Airlines (DL)
Delta 436 - Economy (V) - On time: 92%
Boeing 767 Seat Map **Less than 5 seats**
Non-refundable Rules

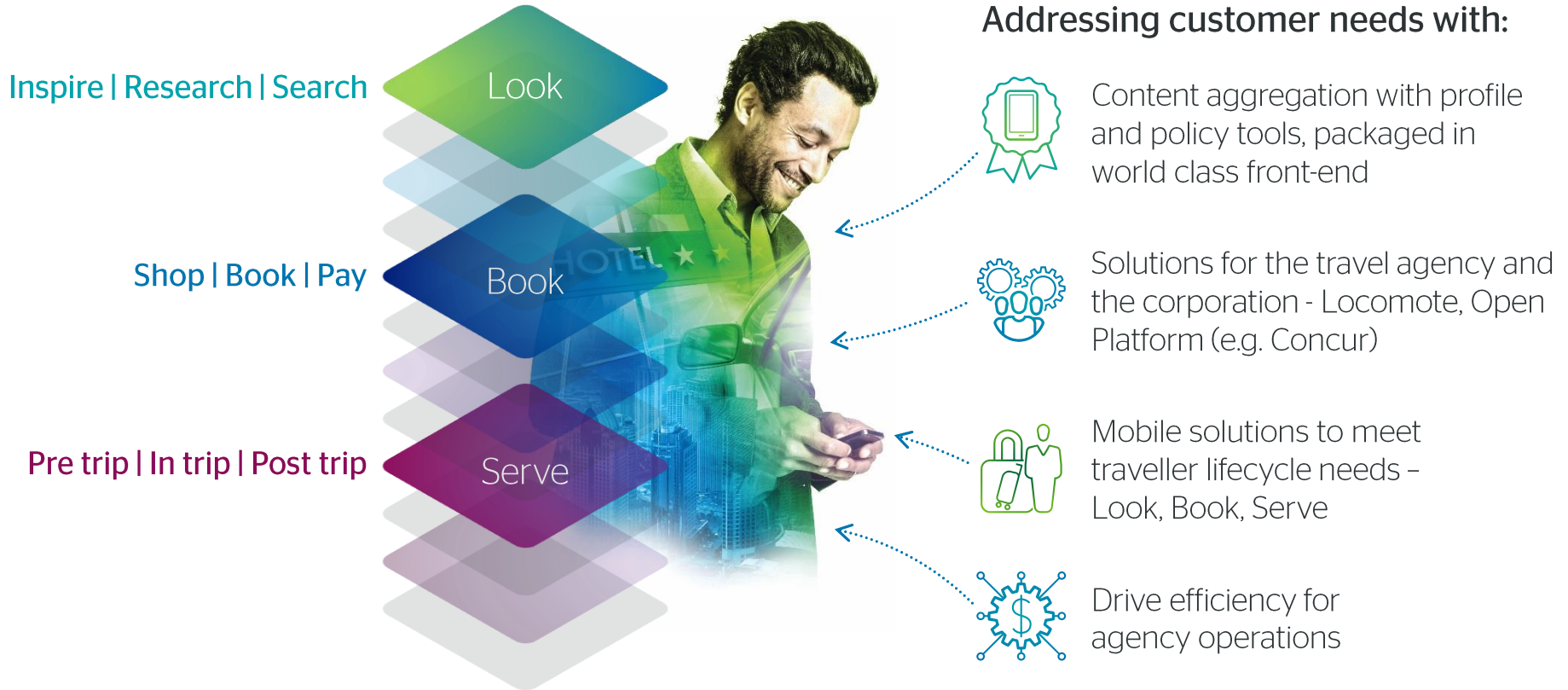
4h 32m
Wi-Fi (Fee)
On-demand Video & Live TV
Power & USB Outlets
Meals (Fee)
[View More](#)

Total Airfare & Taxes \$277.20



Leading today and developing next-gen point of sale

Managed corporate travel requires leading-edge technology



Locomote, our next-gen corporate traveller interface



A mobile solution built specifically for TMCs

Puts the TMC in control of the digital brand experience



Encompasses all of our experience working with global TMCs

Built to support corporate travel programs and policies

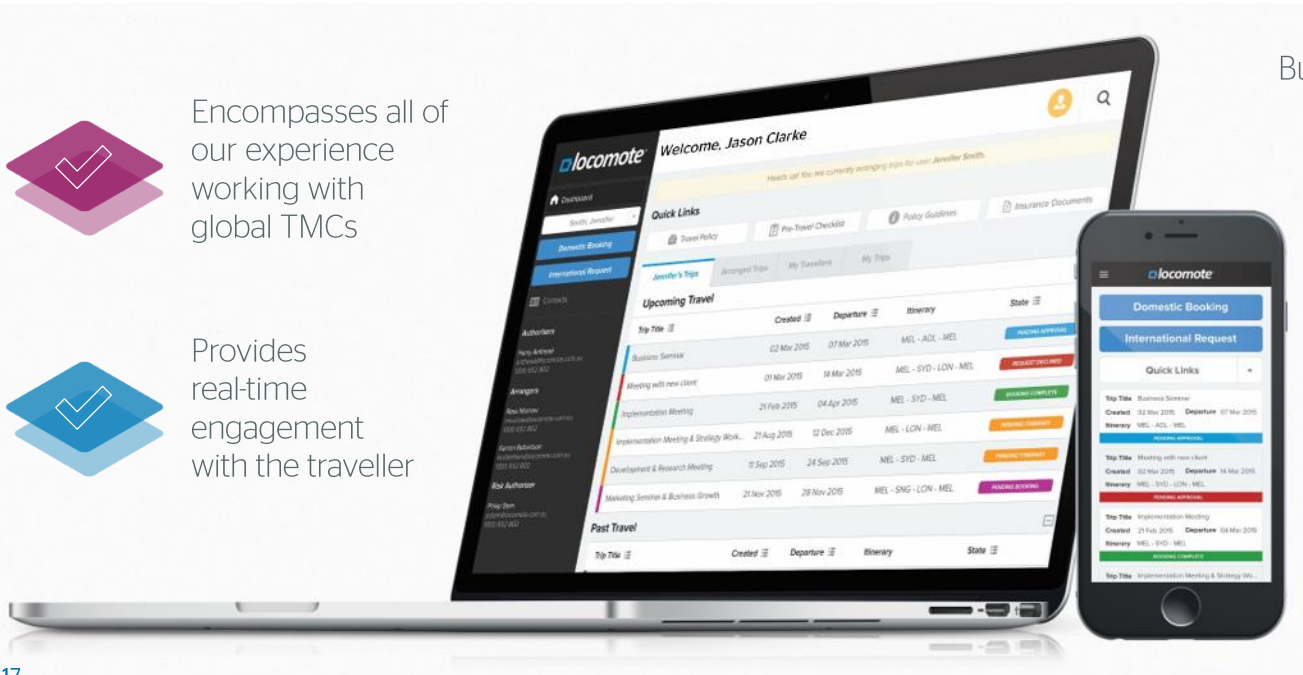


Provides real-time engagement with the traveller

Constantly evolving to keep you at the forefront of mobile



Flexible solution that can easily scale



Driving value through Agency Effectiveness



Driving value through Agency Effectiveness



XYZ Travel Agency

Sub-Top 200 agency

5

of travel agents

8,000

of Segments per month



Schedule Changes

Peak Periods

7-8

of minor changes per day

3

of major changes per day



Manual process

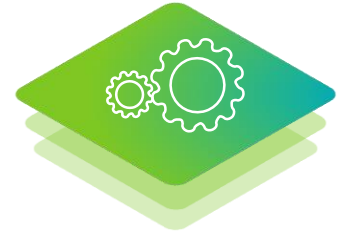
Peak Periods

5

mins per minor change

60-90

mins per major change



Automation benefit

Peak Periods

220

mins per day or 3.7 hours

19

hours / week = half an agent

10%

of resource pool

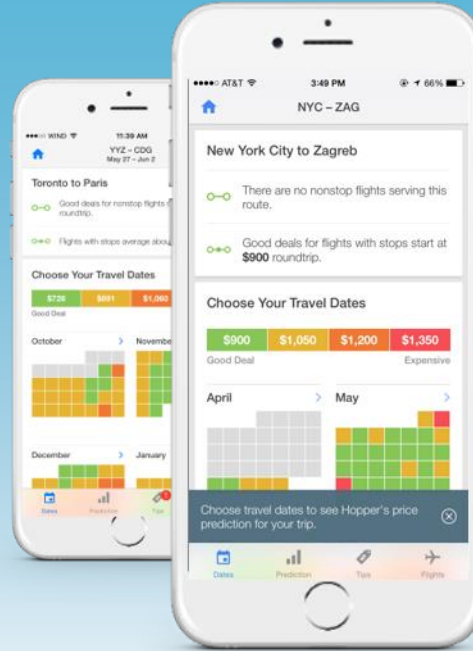
Winning with OTAs - the fastest growing channel



A winning Mobile Travel Agency (MTA) strategy: Hopper

Next generation “smart” mobile travel agency...

“Know when to fly and buy. Score the lowest fares.”

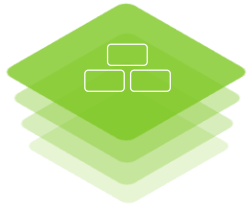


...leveraging Travelport to drive a truly differentiated proposition

We are the **key distribution partner** for the **second fastest-growing online player** in the US



Market choices – high growth



A solid foundation

24,000+ established agency relationships

GDP growth accelerating

GDS channel growing +10% YoY



Exciting growth

Unique airline content - IndiGo

Key wins driving regional growth

OTAs expanding to new markets



Critical success factors

Leading products and technology

- ▶ Airline fare search optimization
- ▶ Customized development of innovative solutions

Superior experience

- ▶ Enhanced customer localised support
- ▶ Low cost carriers and regional content
- ▶ Point of sale driving customer conversions



Impact

Travelport growing at 2x market speed

We are winning through investments in technology

Faster, more relevant search

Merchandising and branded fares

Capturing value of payments

World-class, proven point of sale



Focus on mobile and mobility

Automation and robotics

Actionable insights through Data & Analytics

Our strategy is driving viable and sustainable growth

Core strength in our Air business...



Key high-profile wins in OTA space



Growth in the US and Western Europe



Latin American footprint rapidly expanding



Significant growth in India and wider Asia region

...and we have a clear growth path for the future



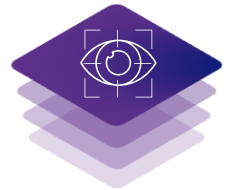
Pipeline
stronger than ever



Value-driven
leading with innovation - not price



Technology
investing in leading-edge solutions



Grow air share



Extend 'Beyond Air' leadership