



## Sabre selected as global technology partner to Flight Centre Travel Group

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### Thousands of travel agents across Australia and New Zealand adopt the new Sabre Red Workspace to shop and book travel for leisure and corporate customers

SOUTHLAKE, Texas, March 6, 2018 /PRNewswire/ -- Sabre (NASDAQ: SABR) today announced a new agreement with Flight Centre Travel Group (ASX: FLT), one of the world's largest travel agency groups, to provide its industry-leading distribution services as well as the new Sabre Red Workspace to Flight Centre travel agents in Australia and New Zealand.

The two companies share a commitment to innovation, and a vision for the future of travel and technology's role in bringing that vision to life. This new agreement comes following continued growth and success of Flight Centre's relationship with Sabre in the U.S., Canada and Mexico.

FLT managing director Graham Turner said: "We are delighted to have extended our relationship with Sabre. One of our key global strategies has been to increase productivity and we believe that Sabre's strong product suite, which is now fully implemented in Australia and New Zealand, will help us build on the success we are already having in this regard."

Sabre has already upgraded more than 1,300 Flight Centre locations to the new Sabre Red Workspace, representing nearly 9,500 travel agents, resulting in a solid increase in conversions compared to the same time last year. Additionally, Sabre has been able to reduce the amount of time associated with initial training and onboarding of Flight Centre staff, in addition to providing a system designed to allow consultants to up-sell and cross-sell more effectively.

"Flight Centre is a thought leader and ours is a natural partnership. We share a common belief and vision that the right technology solutions coupled with scale and innovation will deliver the kind of shopping and retailing experience that travelers want, while delivering the efficiency and speed that agents need," said Wade Jones, president of Sabre Travel Network. "Since expanding our relationship and rolling out the new Sabre Red Workspace, Flight Centre travel agents are already seeing the promising results that we expect from our highly-intuitive and ultra-fast desktop solution."

Under the agreement, Flight Centre Travel Group will use the Sabre GDS as one of its key platforms to shop, book and manage travel content from among 400 airlines, 900,000 hotel options, 24 car rental brands and 14 cruise lines.

#### About Flight Centre

After starting with one shop in the early 1980s, Flight Centre Travel Group (FCTG) has enjoyed remarkable growth to become a \$20 billion business consisting of more than 40 brands. One of the world's largest travel agency groups, it has company-owned operations in 23 countries and a corporate travel management network that spans more than 90 countries. FCTG was listed on the Australian Securities Exchange in 1995 (ASX: FLT). Flight Centre Travel Group employs more than 19,000 people globally and has a total of almost 2800 businesses.

#### About Sabre Corporation

Sabre Corporation is the leading technology provider to the global travel industry. Sabre's software, data, mobile and distribution solutions are used by hundreds of airlines and thousands of hotel properties to manage critical operations, including passenger and guest reservations, revenue management, flight, network and crew management. Sabre also operates a leading global travel marketplace, which processes more than US\$120 billion of global travel spend annually by connecting travel buyers and suppliers. Headquartered in Southlake, Texas, USA, Sabre serves customers in more than 160 countries around the world.

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##### Media contact:

Heidi Castle  
[Heidi.castle@sabre.com](mailto:Heidi.castle@sabre.com);  
682-6054290

##### Investor contact:

[sabre.investorrelations@sabre.com](mailto:sabre.investorrelations@sabre.com)

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