

InvestorDay

06 March 2018

Sabre[®]



Retailing, Distribution and Fulfillment for Travel

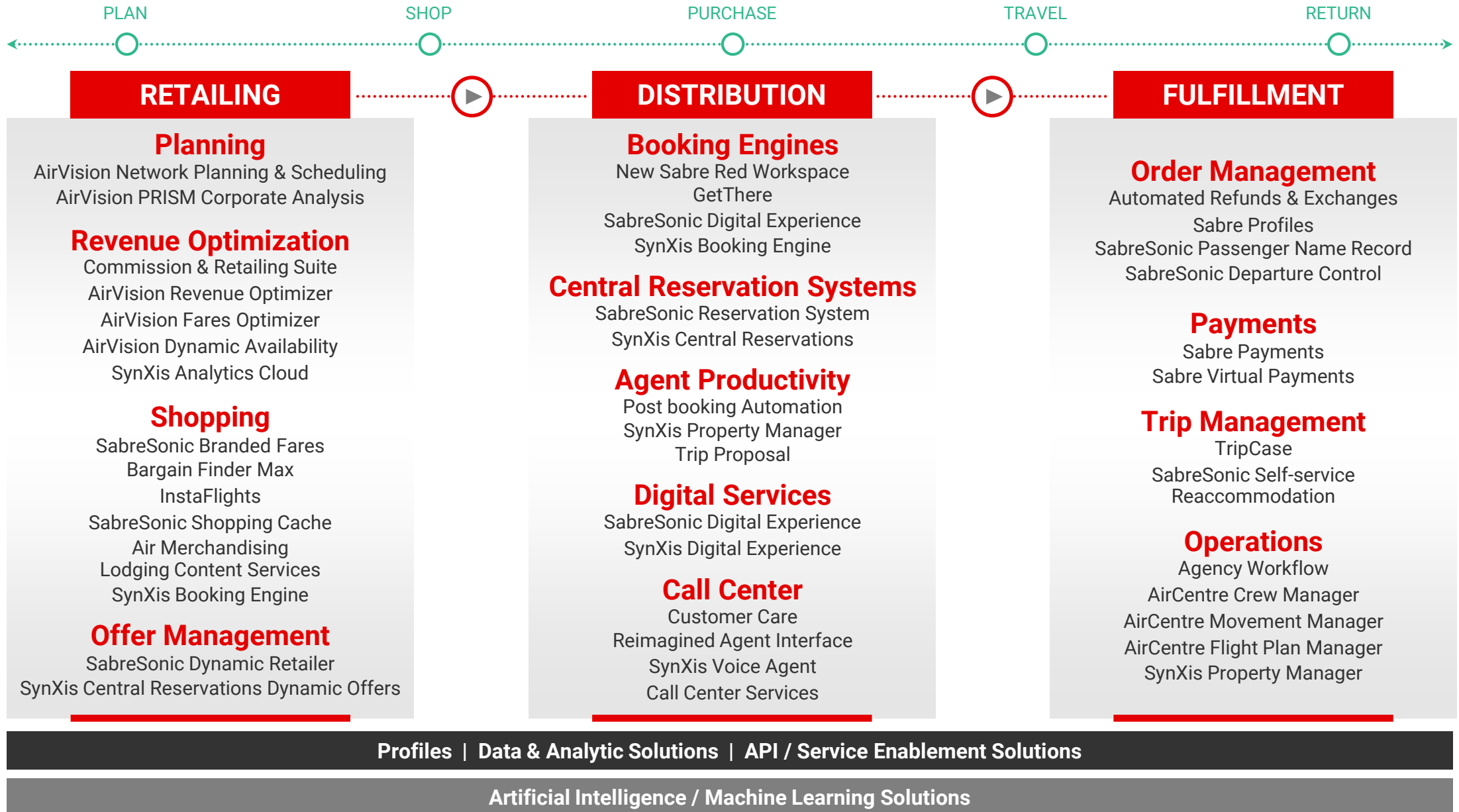
Wade Jones

President, Travel Network

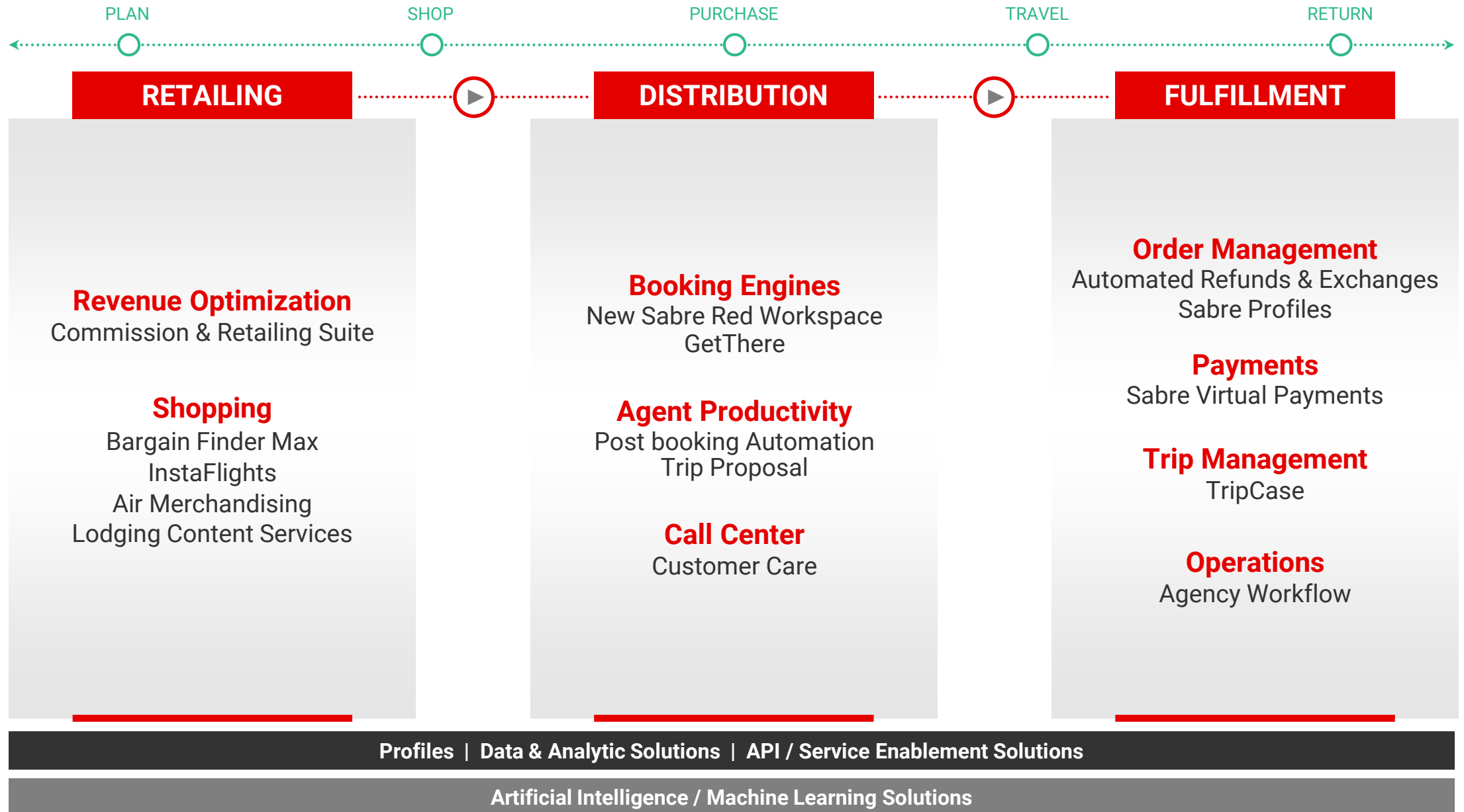
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PAN SABRE PRODUCTS



TRAVEL NETWORK



The future of travel: A big and growing market



\$9B

**Total GDS
addressable
market**



4.5%

**Global annual
air traffic
growth**



4%

**CAGR
hotel room night
growth**



7.8B

**passengers
boarded
by 2036**

What our customers want... for today and tomorrow



Airlines and Hoteliers

consistent, personalized
retailing experience
across all channels



Agencies

rich content that improves
conversion rates and
revenue growth



Travelers

a seamless, end-to-end
experience

We have the portfolio to meet customer needs



Agencies

Sabre Red Workspace
Commission & Retailing Suite
Sabre Profiles
Post Booking Automation

Sabre



Airlines and Hoteliers

Air Merchandising
Lodging Content Services
Bargain Finder Max
InstaFlights



Travelers

GetThere
TripCase
Sabre Virtual Payments

Global scale and reach



\$2.6B

travel technology business with
transactional revenue model



36.3%

global air bookings share



123B

shopping requests
processed annually



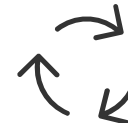
7%

revenue growth



67%

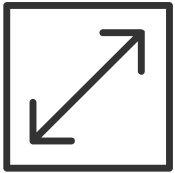
of revenue outside
North America



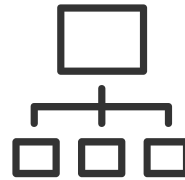
96%

of revenue
recurring

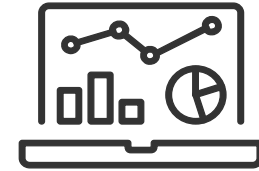
Our strategy delivers customer value



Enhance shopping
and content for
superior retailing



Use flexible, scalable
distribution and
fulfillment platform

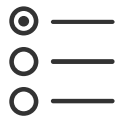


Expand the revenue
pie for the ecosystem

Leading the way in shopping

CONTENT

Aggregation, complexity and scale



63B

options on a specific day to travel
between NYC and LON



900K

hotel choices for travel buyers
in our new lodging content solution



75%

of Sabre content offers
an air extra or branded fare

SHOPPING

Speed, quality and cost



2.3s to 1.7s

reduction in 2017 in live response time
(200-600ms for cache response)



10%

Sabre finds the lowest fare more often

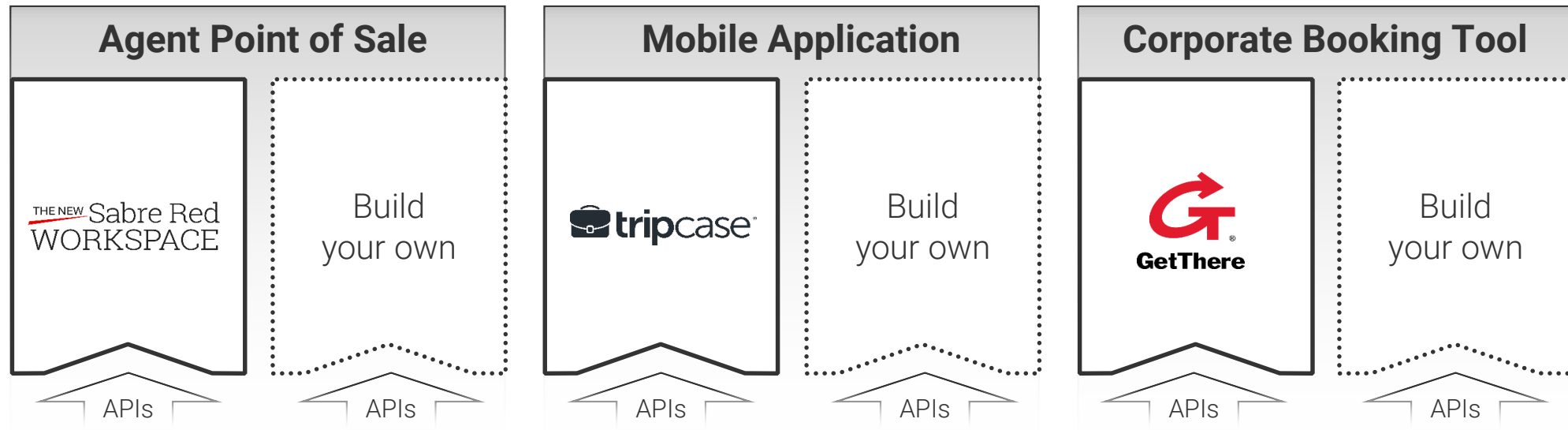


50%

reduction in cost of shop

A flexible and scalable distribution platform

Omni-channel travel experiences through capabilities that are built once, deployed many times, in many ways



New agency tools are maximizing value

New Sabre Red Workspace with enhanced merchandising & retailing capabilities and rich content

The screenshot displays the Sabre Red Workspace interface. At the top, there's a navigation bar with 'Favorites', 'Tools', 'Community', and 'Admin'. Below this is a 'Red App Centre' section. The main area shows a flight search for JFK - New York to CUN - Cancun, dated Mon, 12 Mar - Fri, 16 Mar. It includes a 'Trip Summary' section with details like 'KJLMBZ', 'Travelers (1)', and 'Air (4)'. The 'FARE TREND' section shows a bar chart indicating 'Fares are going up'. The 'TRAVEL SEASONALITY' section shows a bar chart indicating 'Volume is High'. The 'FARE RANGE' section shows 'Save USD 169' and 'Others paid USD 494 for this route'. The 'ALTERNATE AIRPORTS' section shows 'LGA - New York (11 Miles)'. The 'FARE RANGE' section shows 'Cheapest +USD 619.38', 'Fastest +6h 10m', and 'Best +USD 619.38'. The 'FARE RANGE' section shows 'AM 405, AM 445' and 'AM/DI 4604'. The 'FARE RANGE' section shows 'JFK - New York 12 MAR 08:20' and 'CUN - Cancun 12 MAR 17:35'. The 'FARE RANGE' section shows 'JFK - New York 16 MAR 12:18' and 'CUN - Cancun 16 MAR 07:32'. The 'FARE RANGE' section shows 'USD 619.38'. The 'FARE RANGE' section shows 'JFK-MEX: AM 405', 'MEX-CUN: AM 445', and 'CUN-JFK: AM/DL 4604'. The 'FARE RANGE' section shows 'ADT Refund: See Rules', 'Exchange: Changeable with penalties', 'Exchange Before: 200 USD', 'Exchange After: 200 USD', 'Refund Before: See Rules', 'Refund After: See Rules', 'Min stay: See Rules', 'Max stay: See Rules', and 'Last Day To Book: 2018-02-26'. The 'FARE RANGE' section shows 'From: JFK 12MAR at 08:20 To: MEX at 12:20 Flight Time: 6h 00min Class: T Meals: Hot meal, Breakfast Equipment: 7S8 Operates: No data On-Time: No data Air Miles: 2107 Time Diff: -02:00 E-ticket: Yes Baggage Allowance: No free baggage allowance'. The 'FARE RANGE' section shows 'BRANDED FARES', 'SEAT MAP', 'ROUTEHAPPY', and 'AMENITIES'. The 'FARE RANGE' section shows 'End & Retrieve'.

The collage consists of six promotional cards arranged in a 2x3 grid. Each card has a header 'Economy flexible' and a left arrow. The cards are: 1. 'Purchase a United Club one-time pass' with an image of a bowl of fruit. 2. 'Monthly soup rotation at United Club™' with an image of a bowl of soup. 3. 'Fresh food with Bistro on Board' with an image of a plate of food. 4. 'Now on board: illy coffee' with an image of a cup of coffee. 5. 'Wake up and taste the stroopwafel' with an image of a stroopwafel. 6. 'Snack it up' with an image of a bowl of snacks. The bottom row of cards includes: 7. 'Wi-Fi enabled for your posting pleasure' with an image of a person using a laptop. 8. 'Cheers. We're serving Voodoo Ranger™ IPA' with an image of a beer can.



Lodging content services

Agencies want to integrate their preferred supply, normalize the content and preference to optimize revenues.

Our solution allows customers to find and consume hotel content via POS or APIs for a multi-source content solution.

.....

A flexible technology platform

Best-in-class normalization & preferencing for greater control over hotel supply and bookings

Enhanced user experience



Increasing value for the ecosystem

Access more valuable travelers

Reach “away” markets around the globe

Optimize agency revenues

Sell more ancillaries and branded fares

Expand user experience before, during and after the trip

Playing to win



Serve customers across the travel ecosystem – retailing, distribution and fulfillment



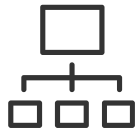
Deliver consistent, personalized brand experience for travel providers



Build on resilient and growing network business



Expand the revenue pie through more ancillaries, branded fares and enhanced retailing capabilities



Leverage technology platform investments to meet markets rapidly changing needs



Generate returns above target ROIC