

INVESTOR DAY



MAY 17, 2016



Sabre

Unleashing The Power Of The GDS

Sean Menke
President, Travel Network

INVESTOR DAY



Sabre



Suppliers



Agencies



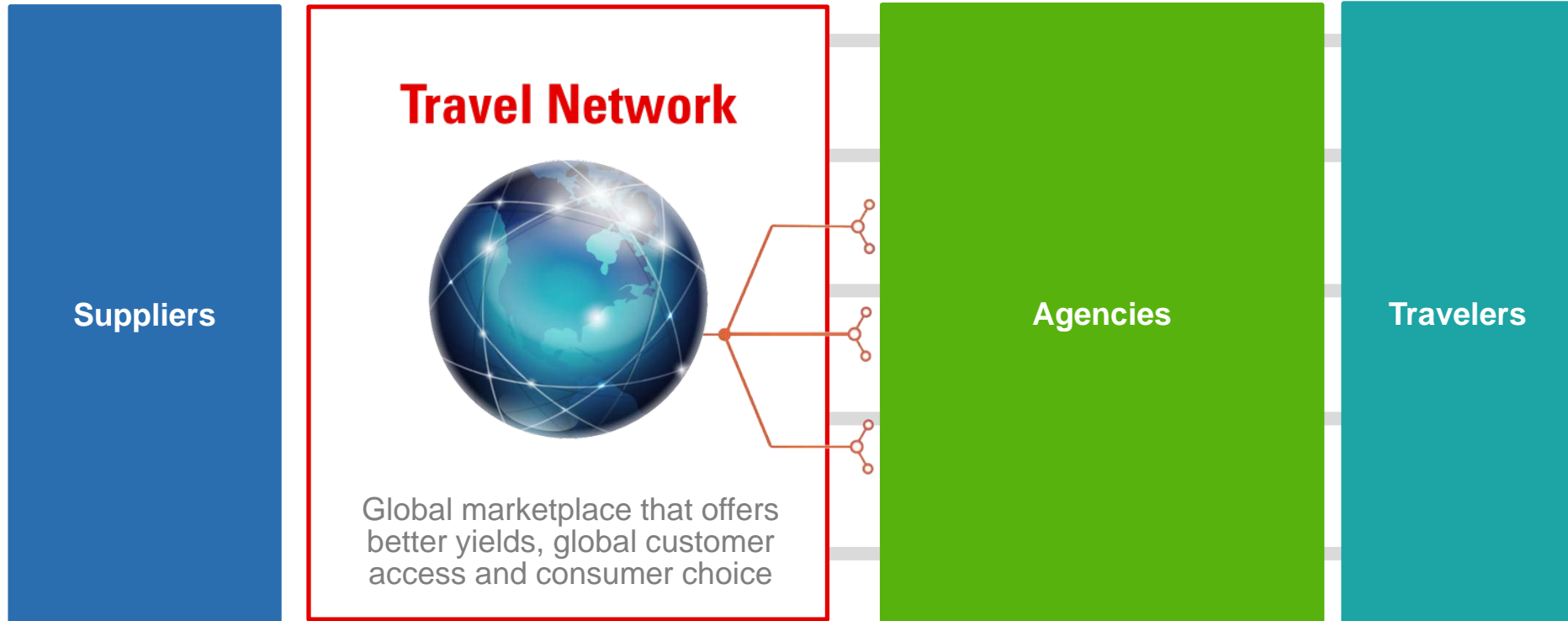
Travelers

Sabre



Sabre

An ecosystem that fuels the marketplace



An ecosystem that fuels the marketplace

420
Airlines



750,000
Hotels



39
Car



17
Cruise



52
Rail



260
Tour



Travel Network

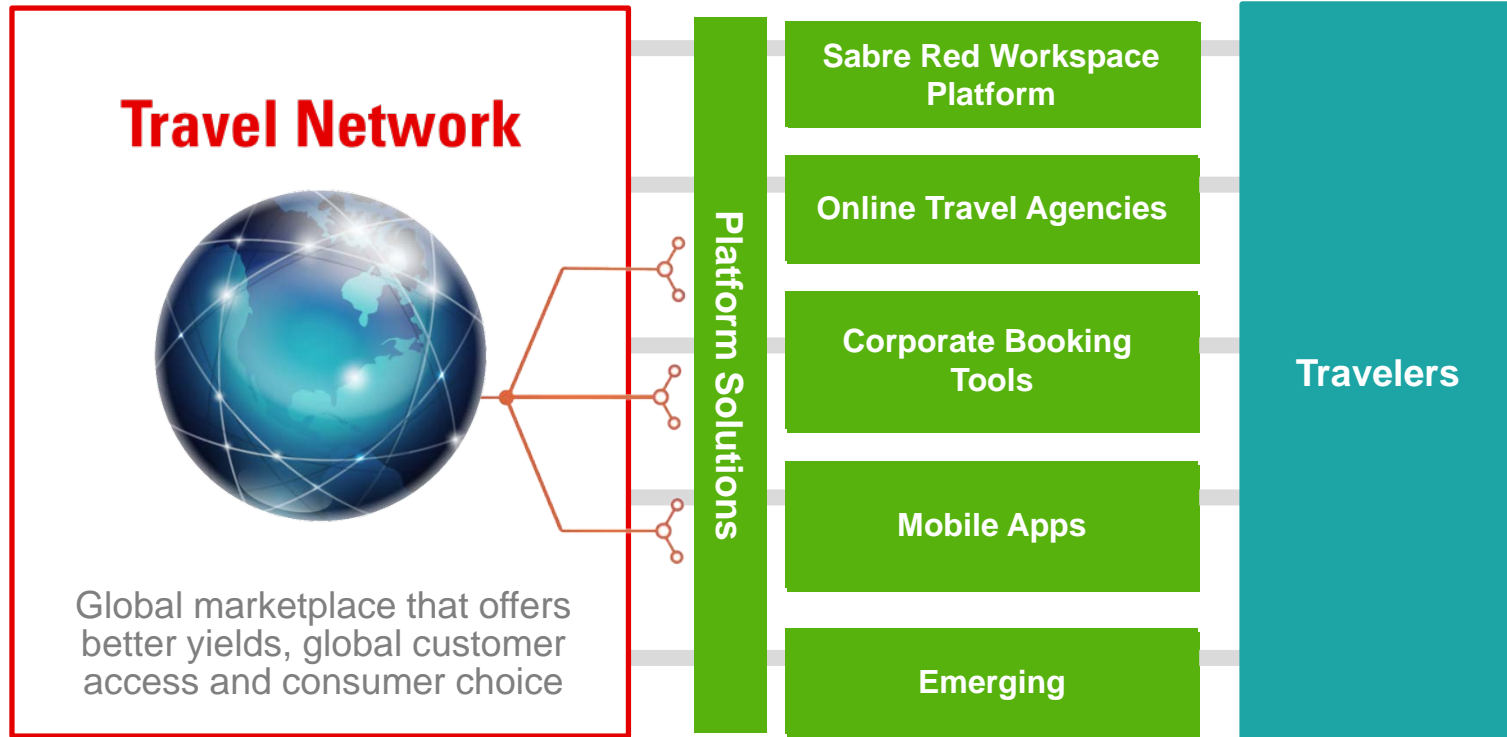


Global marketplace that offers better yields, global customer access and consumer choice

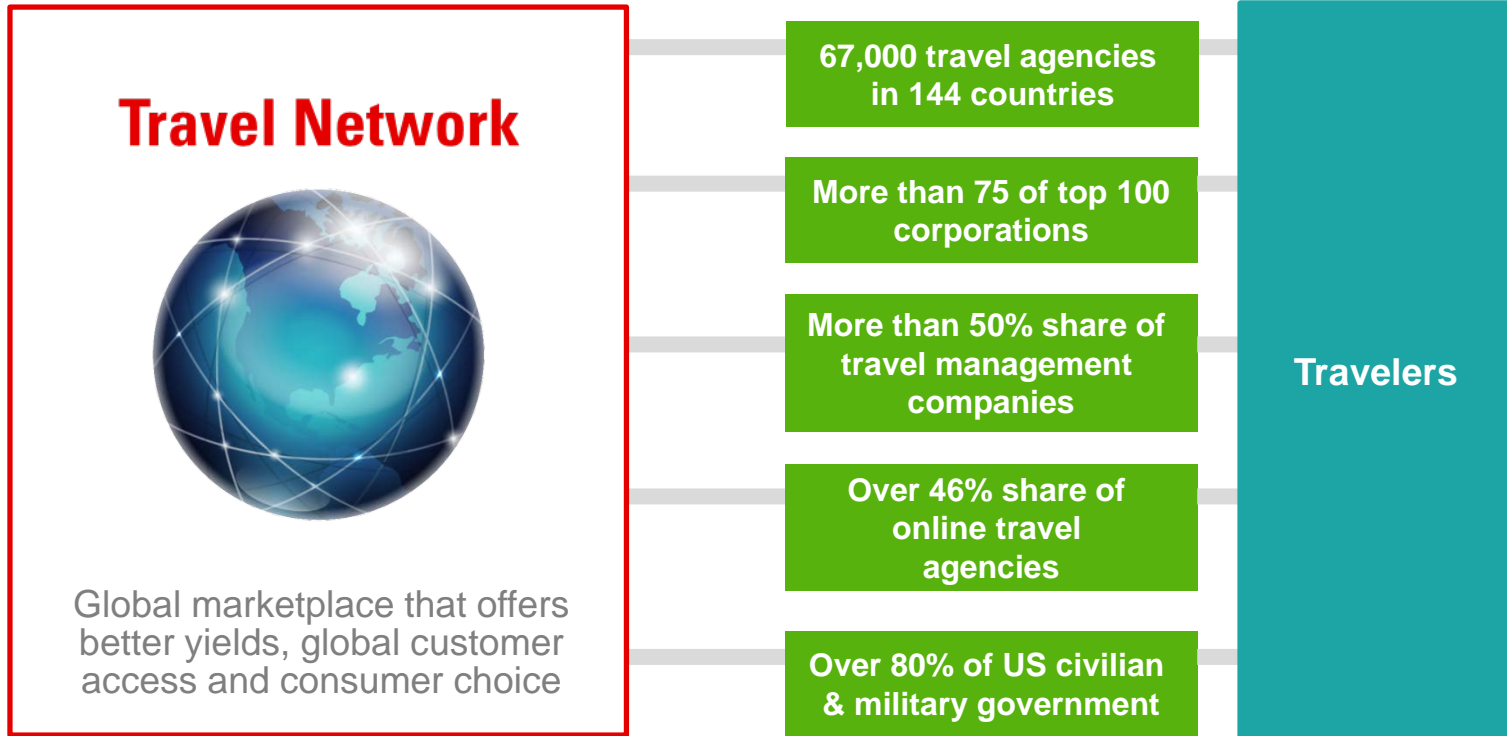
Agencies

Travelers

An ecosystem that fuels the marketplace



An ecosystem that fuels the marketplace



An ecosystem that fuels the marketplace

Travel Network



Global marketplace that offers better yields, global customer access and consumer choice

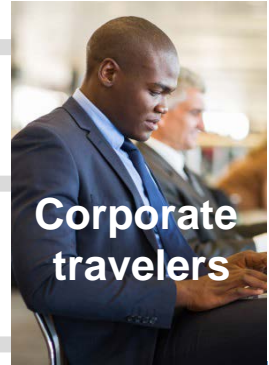
67,000 travel agencies
in 144 countries

More than 75 of top 100
corporations

More than 50% share of
travel management
companies

Over 46% share of
online travel
agencies

Over 80% of US civilian
& military government



Corporate
travelers



Leisure
travelers

Suppliers



Branded
Fares &
Ancillaries

**Sabre
Platform
Capabilities**

Business
Intelligence &
Optimization

**Platform
Solutions**

Personalization &
Merchandising

Automation &
Efficiency

**Mobility &
Itinerary
Management**

Agencies



Travelers



**Travel
Network**



Suppliers



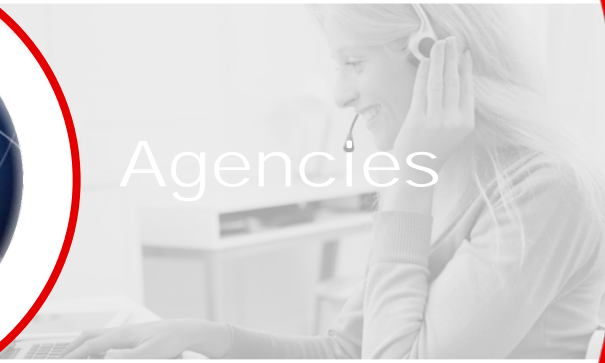
Branded
Fares &
Ancillaries



Travel
Network



Agencies



Platform
Solutions

Travelers



Mobility &
Itinerary
Management

SABRE PLATFORM CAPABILITIES

Future of Air seeking new heights

Growing and vibrant marketplace

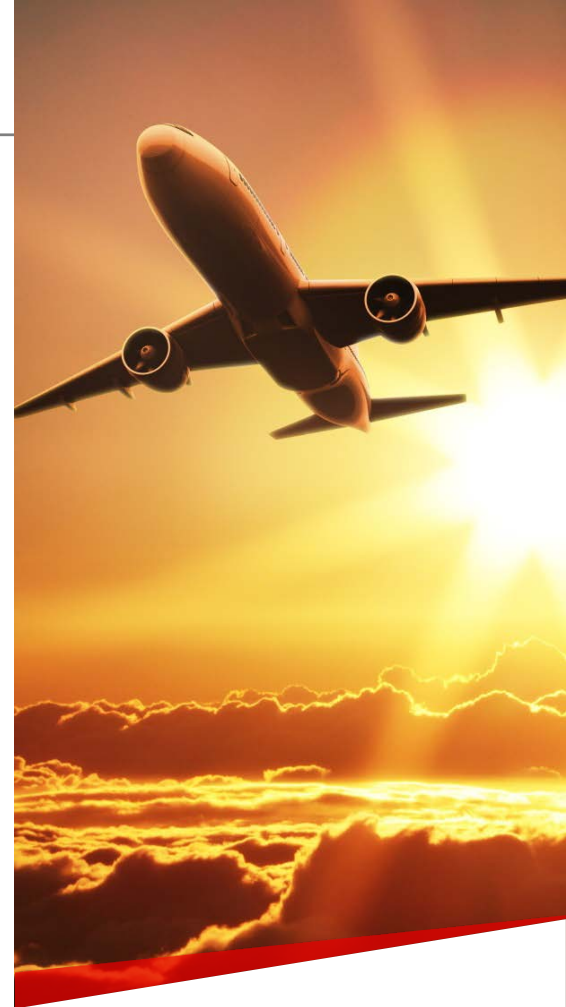
Global airline capacity at 3.5% CAGR above world GDP of 2.4%

Diversity of business models

Low cost carriers more than 25% of global airline capacity

Ancillary revenue sources

In five years, ancillary revenues grew from \$23B to nearly \$60B



Creating opportunity within non-Air

Confidence in the GDS

Hotel bookings through the indirect channel have grown 19%

Additional attachment opportunity

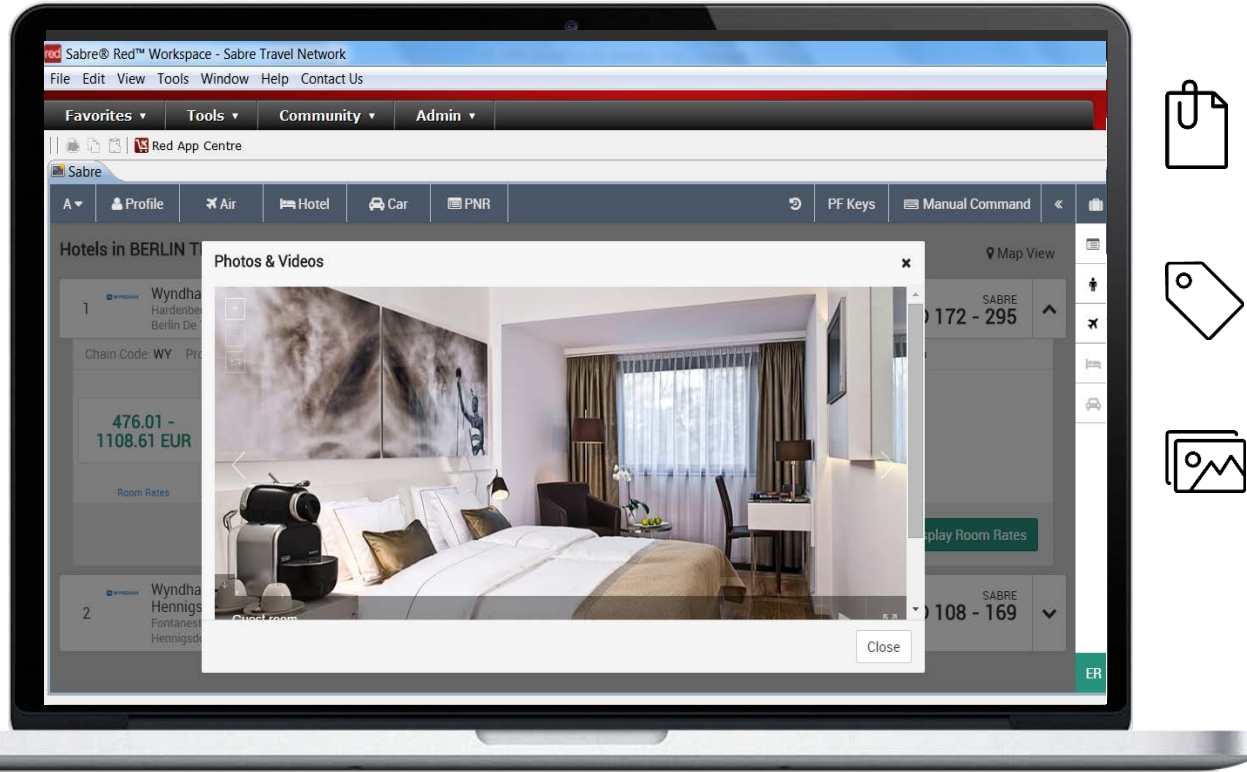
If hotel is attached to air, car is also attached 64% of the time

Significant revenue source

Margins on non-air bookings are ~45% greater than air only



Visual merchandising creates an influential effect



Expansive product information



Enhanced merchandising



High-impact visuals

Suppliers



Branded
Fares &
Ancillaries

Agencies



Platform
Solutions

Travelers



Mobility &
Itinerary
Management



SABRE PLATFORM CAPABILITIES

Enabling the agencies to flourish

The future of travel is bright

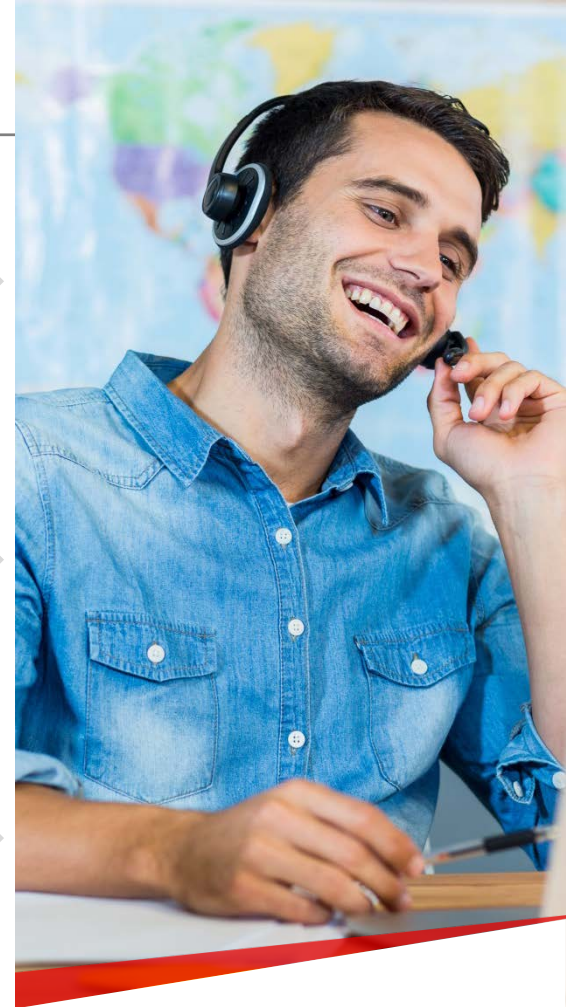
One billion additional people traveling by 2030

Supplier merchandising driving complexity

Branded fares and ancillaries heavily weighted to direct channel

Multiple distribution options require flexibility

Platform access built for multiple distribution standards



Flexibility transforms agencies for the next generation

The screenshot displays the Sabre Red Workspace interface. The main window shows a flight itinerary for 'Area A' with the following details:

```
112JULSYDPOK
12JUL TUE SYD/2W10 FOO/-8
1QP 1 P9 A8 P0 SYDDKB 350P 1225AW1 388 DR 0 X8 DCA /E
J9 C9 D9 I9 U0 W9 R9 T2 Z0 Y9 B9 H9 K9 M9 L9 V9 S9
N9 Q9 O9 G0 X9 E9
2QE/BK 8099 P4 A4 J7 PCO 320A 725A 77W M 0 X8 DCA /E
C7 D7 I7 Y9 B9 H9 K9 M9 L9 V9 S9 N9 Q9 O9
3EK/QF 5001 P2 A2 J4 SYDDKB 350P 1225AW1 388 0 DCA /E
C4 I4 O7 Y7 B7 R7 W7 M0 B0 U0 K0 H0 Q0 L0 T0 V0 X0
4EK 99 P2 A2 J4 PCO 320A 725A 77W M 0 DCA /E
C4 I4 O7 P0 Y7 E7 R7 W7 M7 B7 U7 K7 H7 Q7 L7 T7 V7
X7
5EY 451 P7 A0 R0 SYDAUH 210P 1105P 77W M 0 TQJ DCA /E
J7 C7 D0 W0 Z0 Y7 B7 H7 K7 M7 Q7 L7 V7 U7 E7 T0
6EY/AZ 7065 J7 C7 D0 PCO 1W 225A 655A 330 M 0 DCA /E
W0 Z0 Y7 B7 H7 K7 M7 Q7 L7 V7 U7 E7 T0
7AZ/EY 3927 J4 E4 D0 SYDAUH 210P 1105P 77W 0 TQJ DCA /E
I0 Y4 B4 M4 H4 K4 V4 T4 N4 S4 X4 M4 L4 O0
8AZ 853 J5 E5 D5 PCO 1W 225A 655A 330 0 XQE DCA /E
I5 Y7 B7 M7 H7 K7 V7 T7 N7 S7 Q0 X7 W7 L7 O7 P0 G0
9QE 1 P9 A8 P0 SYDDKB 350P 1225AW1 388 DR 0 X8 DCA /E
J9 C9 D9 I9 U0 W9 R9 T2 Z0 Y9 B9 H9 K9 M9 L9 V9 S9
N9 Q9 O9 G0 X9 E9
10EK 99 P2 A2 J4 PCO 320A 725A 77W M 0 DCA /E
C4 I4 O7 P0 Y7 E7 R7 W7 M7 B7 U7 K7 H7 Q7 L7 T7 V7
X7
11EK 415 P4 A4 J7 SYDDKB 600A 215P 388 M 0 DCA /E
C7 I7 O7 P0 Y9 E9 R9 W9 M9 B9 U9 K9 H9 Q9 L9 T9 V9
X9
12EK 95 P4 A4 J7 PCO 350P 805P 77W M 0 DCA /E
C7 I7 O7 P0 Y9 E9 R9 W9 M9 B9 U9 K9 H9 Q9 L9 T9 V9
X9
```

The interface includes a menu bar (File, Edit, View, Tools, Window, Help, Contact Us), a toolbar with options like 'Graphical View', 'New Sabre Area', and 'Page 1', and a sidebar titled 'HELPER APPS' with buttons for 'Point and Click', 'Sabre Profiles', 'PNR Services', 'SmartSearch', 'Encode/Decode', and 'Email Proposal'.

Flexibility transforms agencies for the next generation

The screenshot displays the Sabre Red Workspace interface, showing a flight search for Sydney (SYD) to Rome (FCO) on 12/07/16 to 22/07/16. The interface includes a command line on the left, a main search area with filters and sorting options, and a detailed flight card for a \$1599 fare. The flight card shows the route SYD - Sydney to FCO - Rome via BKK and DXB, operated by Worldwide Airlines. It also displays flight amenities, seat options (14 Window, 41 Middle, 17 Aisle), and air extras. The bottom of the screen shows the user's area (Area:A Page:1 R:002 C:01) and the Sabre logo.

Sabre Red™ Workspace - Sabre Travel Network

File Edit View Tools Window Help Contact Us

favorites Tools Community Admin **sabre red**

Red App Centre

A* TYPE COMMAND HERE

12SN0VSYDHKG*

25NOV FRI SYD/Z111 HKG/-3

1 WA 117 J9 C9 D9 I9 U2 Y9 B9 SYD HKG 13:45 20:10
H9 K9 M9 L9 V9 S9 N9 O9 D9 G0 X9 E0

2 WA 127 J9 C9 D9 I9 U2 W9 R9 SYD HKG 11:35 17:45
T9 Z4 Y9 B9 H9 K9 M9 L9 V9 S2 N0 Q0 00 G0 X0 E0

3 CX 162 J9 C9 D9 I9 W9 R9 E0 SYD HKG 11:25 17:50
Y9 B9 H9 K9 M9 L9 V9 S0 N9 Q0 00

4 BA/CX 4136 J9 C9 D9 R9 I9 W9 E9 SYD HKG 11:25 17:50
T0 Y9 B9 H9 K9 M9 L0 V0 N0 00 00 50

5 CX 100 J9 C9 D9 I7 W9 R9 E0 SYD HKG 15:55 22:00
Y9 B9 H9 K9 M9 L9 V9 S9 N9 Q3 00

6 AY/CX 5840 J4 C0 D0 I0 Y4 B4 H4 SYD HKG 15:55 22:00
K4 M4 P4 T4 L4 V4 S0 N4 Q0 00

Sabre® Red™ Workspace - Sabre Travel Network

File Edit View Tools Window Help Contact Us

favorites Tools Community Admin **sabre red**

Full Split Page 1 2 3 4 5 6

A Profile Air Hotel Car PNR More Manual Command Profile

Sydney (SYD) 12/07/16 ⇄ Rome (FCO) 22/07/16 Filters: None Sort by: Best

ALTERNATE AIRPORTS FARE TREND FARE RANGE ALTERNATE DATES TRAVEL SEASONALITY

\$1450 PEG Perugia (180 Miles) \$1550 NAP Naples (200 Miles) Fares are stable. Others paid \$1720 for this route \$1500 Thu, Jul 09 Depart -3 Days Volume is Moderate

Nonstop \$2986 1 stop \$2402 +2 stops \$1599 Qantas \$1599 Emirates \$1654 Virgin Australia \$2402

WA 419, WA 82, WA 781 SYD - Sydney 12 JUL 4:05P FCO - Rome 13 JUL 10:15A 380,330,388 22h 05m Economy \$1599
Worldwide Airlines BKK DXB

WA 782, WA 89, WA 5001 FCO - Rome 22 JUL 11:20A SYD - Sydney 23 JUL 6:45A 380,330,388 23h 25m Economy
Worldwide Airlines DXB BKK

SYD-FCO: WA 419 WA 82 WA 781 FCO-SYD: WA 782 WA 89 WA 5001

Operated by: Worldwide Airlines From: SYD at 0600A Duration: 9:15 On-Time: N/A Equipment: 388 Meal: MEAL
Fare Basis: WASEU To: BKK at 0215P Connection: 1:40 Time Diff: -2hr Cabin: Economy

SAVER FLEX FLIGHT AMENITIES SEATS AIR EXTRAS

\$1599 Air Extras: \$0.00 \$1710 Air Extras: \$0.00 14 Window 41 Middle 17 Aisle

Email Select Flight

Area:A Page:1 R:002 C:01 ACEA7 JTASHARE \$ 0

HELPER APPS

- Point and Click
- PNR Services
- SmartSearch
- Encode/Decode
- Format Finder
- Quick & PF Keys
- Scribe Scripts

RED APPS

- Clipboard
- Low Fare Calendar
- Dynamic Calendar

Worldwide Air

Hi Tomorrow

Fly Worldwide Air to 21 destinations in Hong Kong

Seamless shopping and booking for agents

The screenshot displays the Sabre Red Workspace interface. At the top, there's a browser window titled "Sabre® Red™ Workspace - Sabre Travel Network" with a menu bar (File, Edit, View, Tools, Window, Help, Contact Us) and navigation tabs (Favorites, Tools, Community, Admin). Below the browser, there's a "Red App Centre" section with a "Sabre" logo and navigation options (A, Profile, Air, Hotel, Car, PNR, PF Keys, Manual Command). The main content area shows a search for "CHICAGO OHARE (ORD) 20 MAY 2016 » BERLIN TEGEL (TXL) 27 MAY 2016". It includes a "Filter by:" dropdown set to "None" and a "Sort by:" dropdown set to "None". Below this, there are several data points: "Fare Trend" (Fares are going up), "Travel Seasonality" (Volume is Moderate), "Alternate Dates" (Save USD 20, Depart: +3 Days), "Fare Range" (Others paid USD 1023 for this route), and "Alternate Airports" (USD 1899 - MKE 67 Miles). The main results table shows two itineraries:

Itinerary	Source	Origin	Destination	Class	Time	Price
1	AB 7421 Air Berlin Plc And Co	ORD - Chicago ... 20MAY, 15:25	TXL - Berlin Tegel 21MAY, 07:00	332	8h 35min Class: E	USD 1443.76
	AB 7420 Air Berlin Plc And Co	TXL - Berlin Te... 27MAY, 09:15	ORD - Chicago O... 27MAY, 11:35	332	9h 20min Class: E	
2	AB/AA 669, AB 6440 Air Berlin Plc And Co	ORD - Chicago ... 20MAY, 15:35	TXL - Berlin Tegel 21MAY, 13:55	763, 319	15h 20min Class: E E	USD 1453.16
	AB 7420 Air Berlin Plc And Co	TXL - Berlin Te... 27MAY, 09:15	ORD - Chicago O... 27MAY, 11:35	332	9h 20min Class: E	
	AB/AA 669, AB/HE 64...	ORD - Chicago...	TXL - Berlin Tegel	763, 319	17h 35min	



Air Shopping



Hotel Shopping

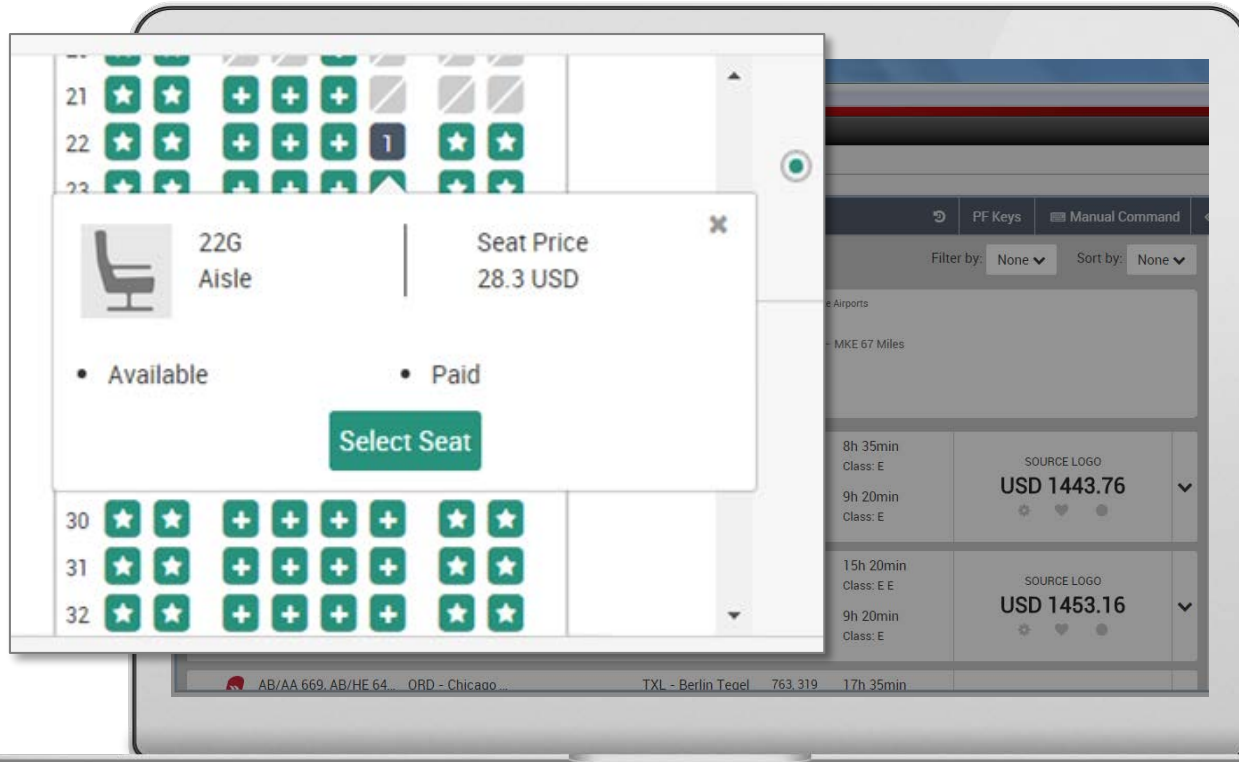


Car Shopping



Passenger Itinerary

Seamless shopping and booking for agents



Air Shopping



Hotel Shopping



Car Shopping



Passenger Itinerary

Seamless shopping and booking for agents

The screenshot shows a flight search interface with a 'Baggage' selection menu overlaid. The menu lists various baggage options with their respective quantities, currencies, and prices. The background shows flight search results for a route from Chicago to Berlin Teegel.

Baggage Type	Quantity	Currency	Price
<input checked="" type="checkbox"/> Baggage Between 51lb And 70 Lb	1	USD	113.00
<input type="checkbox"/> Bicycle	1	USD	169.50
<input type="checkbox"/> Sporting Firearms	1	USD	84.80
<input type="checkbox"/> Over70lb 32kg Baggage	1	USD	508.60
<input type="checkbox"/> Sporting Equipment	1	USD	113.00
<input type="checkbox"/> Prepaid 2nd To 5th Add Pc 23	1	USD	169.50

Flight Search Results (Background):

Flight Details	Price
AB/AA 669, AB/HE 64... ORD - Chicago... TXL - Berlin Teegel 763.319 17h 35min	USD 1443.76
SOURCE LOGO	USD 1453.16



Air Shopping



Hotel Shopping



Car Shopping



Passenger Itinerary

Seamless shopping and booking for agents

The screenshot displays the Sabre Red™ Workspace interface. At the top, there's a browser window with the title 'Sabre® Red™ Workspace - Sabre Travel Network'. Below the browser window, there's a navigation bar with 'Profile', 'Air', 'Hotel', 'Car', and 'PNR' tabs. The main content area shows search results for 'Wyndham Berlin Excelsior (WY0035651)'. The results are presented in a table with columns for 'Room Rate' and 'Approx Total Price'. The table lists three room options: a standard room single bed for 201.53 EUR (total 752.03 EUR), a standard room double bed for 201.53 EUR (total 752.03 EUR), and a deluxe room double bed inner courtyard for 220.58 EUR (total 866.33 EUR). Each row includes a 'Rate Change' link and a 'Select' button. A 'Close' button is also visible at the bottom right of the results area.

	Room Rate	Approx Total Price
1 Best Available Rate With Break (N1QC05) Standard room, single bed ...	201.53 EUR *	752.03 EUR
2 Best Available Rate With Break (N2DC05) Standard room double bed ...	201.53 EUR *	752.03 EUR
3 Best Available Rate With Break (A1DC05) Deluxe room double bed inner courtyard	220.58 EUR *	866.33 EUR



Air Shopping



Hotel Shopping



Car Shopping



Passenger Itinerary

Seamless shopping and booking for agents

Wyndham Berlin Excelsior (WY0035651)

Best Available Rate With Break (N1QC05)
Standard room, single bed ...

GUAR /C-5D ▾

Nightly Rate
Tax & Service
Estimated Total (6 nights)

201.53 EUR p
106.29 EUR p
125.34 EUR p

Standard Room
Best Available
Standard Room
752.03 Total

Room Rate	Approx Total Price
1.53 EUR *	752.03 EUR
1.53 EUR *	752.03 EUR
10.58 EUR *	866.33 EUR



Air Shopping



Hotel Shopping





Car Shopping



Passenger Itinerary

Seamless shopping and booking for agents

 Car has been reserved Status Code: HK1

 **ET** EW7DE MBMN 103.78/Drop

Pick up: **Berlin Tegel TXL 21 May Sat 8:00AM** Length of Rental:
Drop off: **Berlin Tegel TXL 27 May Fri 9:00AM** Currency:

All total prices are returned Direct Connect from car associate.

Rate Plan in USD		Mileage
Drop	103.78	Unlimited
Extra Day	14.85	Unlimited
Extra Hour	14.85	Unlimited
Subtotal		

None 0.00



Air Shopping



Hotel Shopping



Car Shopping



Passenger Itinerary

Simplified itinerary view for agents

Sabre

A ▾
Profile
Air
Hotel
Car
PNR
↺
PF Keys
Manual Command

	Traveler names	Phone number	Itinerary lines	Received from	Ticketing Time Limit	
	✓	✓	✓	✓	✓	<div style="border: 2px solid #4caf50; border-radius: 50%; width: 40px; height: 40px; display: flex; align-items: center; justify-content: center; margin: 0 auto;"> 100 </div>

FULL	ITINERARY	PRICE QUOTES	TRAVELERS	PAYMENT & TICKETING	DOCUMENTS	REQUESTS & REMARKS	HISTORY
------	------------------	--------------	-----------	---------------------	-----------	--------------------	---------

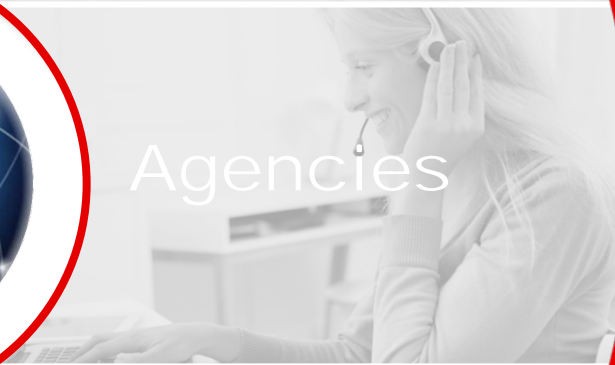
1	AB 7421 Air Berlin Plc And Co	ORD - Chicago Ohare 20MAY, 15:25	↔	TXL - Berlin Tegel 21MAY, 07:00		SS Status	▾		
2	AB 7420 Air Berlin Plc And Co	TXL - Berlin Tegel 27MAY, 09:15	↔	ORD - Chicago Ohare 27MAY, 11:35		SS Status	▾		
3	Wyndham Berlin Excelsior Berlin De 10623	Sat, 21MAY Check-In		Fri, 27MAY Check-Out	1 Room	1 Guest	HK Status	▾	
4	Enterprise Rent A Car - ET	Sat, 21MAY 08:00 Berlin Tegel TXL		Fri, 27MAY 09:00 Berlin Tegel TXL	MBMN	EUR 131.11 App. Total Price	1808157386COU NT Confirmation Number	HK Status	▾

Suppliers



Branded
Fares &
Ancillaries

Agencies



Platform
Solutions

Travelers



Mobility &
Itinerary
Management

SABRE PLATFORM CAPABILITIES



Positioning for growth in the ecosystem

Always on the go

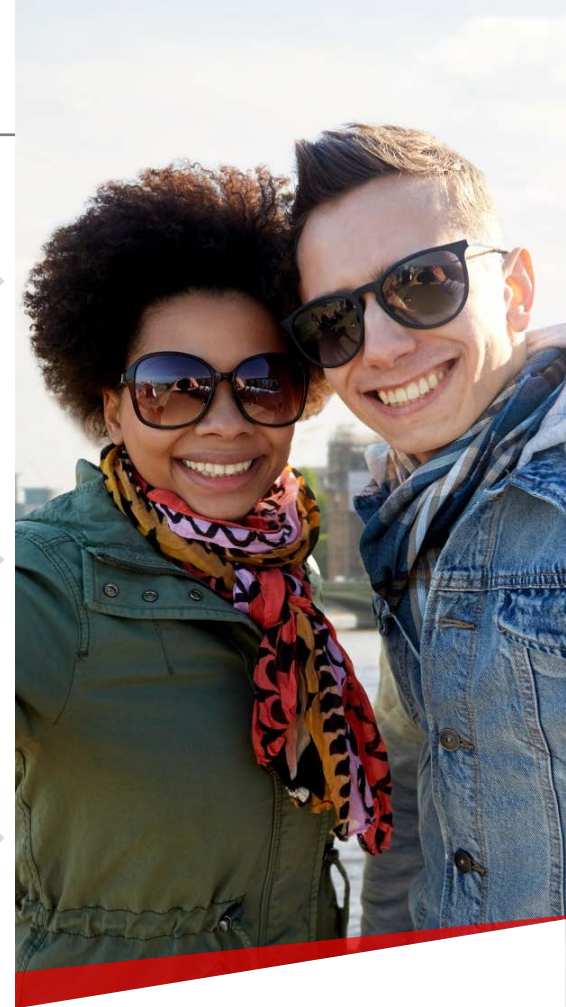
In the US, 48% of travelers use a smartphone to plan or book a trip

Mobile first

80% of corporate travel managers consider mobile a high priority

Next generation market

Millennials will make up 50% of the global workforce by 2020



Mobility is more than just a channel



87%
Of the US
use their
smartphone
while traveling



Mobility is more than just a channel

Mid-trip Activity



81%

Use mobile for
navigation



67%

Use mobile to find
activities nearby



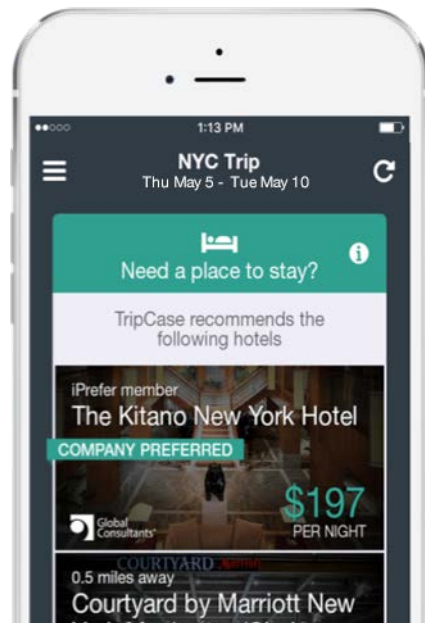
35%

Of trip
spending

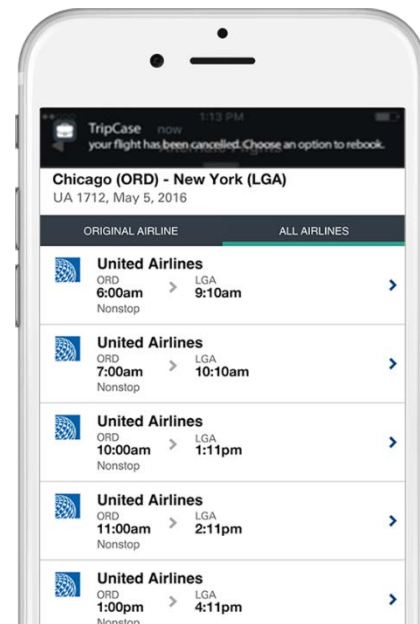
A single place for all your trips



**Travel
Management**



**Smart
Recommendations**



**Mobile
Changes**

Accelerating our global footprint with technology

NAM
GDS Share

Sabre: 54.5%

Amadeus: 20.1%
Travelport: 25.4%

Travel
Network

LAC
GDS Share

Sabre: 54.6%

Amadeus: 39.4%
Travelport: 6.0%

APAC
GDS Share

Sabre: 39.1%

Amadeus: 36.0%
Travelport: 24.9%

- ✓ Positioned to deal with global distribution complexity
- ✓ Deep relationships within the travel ecosystem
- ✓ Enhanced selling capabilities through multiple channels
- ✓ Broader reach, increased frequency and revenue growth



Sabre



Travel Network

Sabre.