



**ASX RELEASE**

**24 October 2019**

**Presentation: Goldman Sachs Annual Tech Day**

Attached is a copy of a presentation to be delivered by Corporate Travel Management Limited at the Goldman Sachs Annual Tech Day on Thursday 24 October 2019.

**AUSTRALIA | NEW ZEALAND | NORTH AMERICA | ASIA | EUROPE**

Corporate Travel Management Limited ABN: 17 131 207 611  
Level 24, 307 Queen Street, Brisbane, QLD 4000 GPO Box 2584, Brisbane, QLD 4001  
Telephone: +61 7 3211 2400 Fax: +61 7 3236 1930 Free call: 1800 663 622  
info@travelctm.com [www.travelctm.com](http://www.travelctm.com)



# CTM Technology.

[www.travelctm.com](http://www.travelctm.com)

Goldman Sachs 3rd Annual Tech Day  
24 October 2019

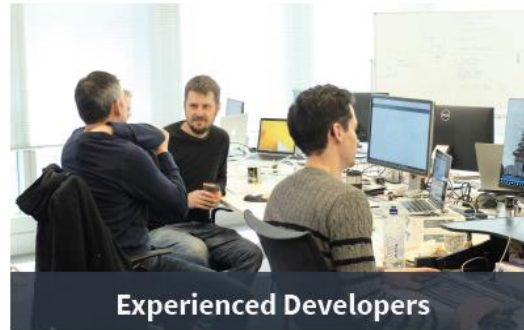


# CTM Technology Hubs.

**Objectives : Accelerate speed to market and tailor client development, in-region.**

## Regional tech hubs.

Region	Tech hub location
ANZ	Sydney, Australia
EMEA	Hale, Europe
NA	Los Angeles, California
ASIA	Hong Kong







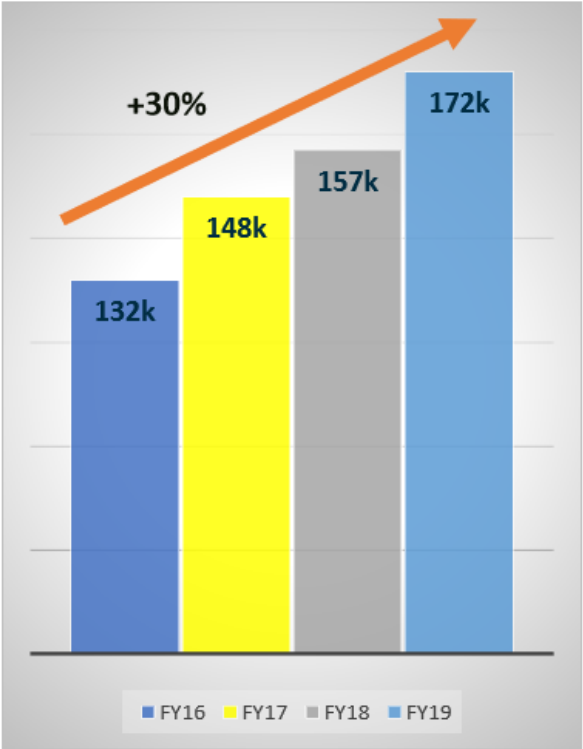
## CTM AU & NZ Technology Hub



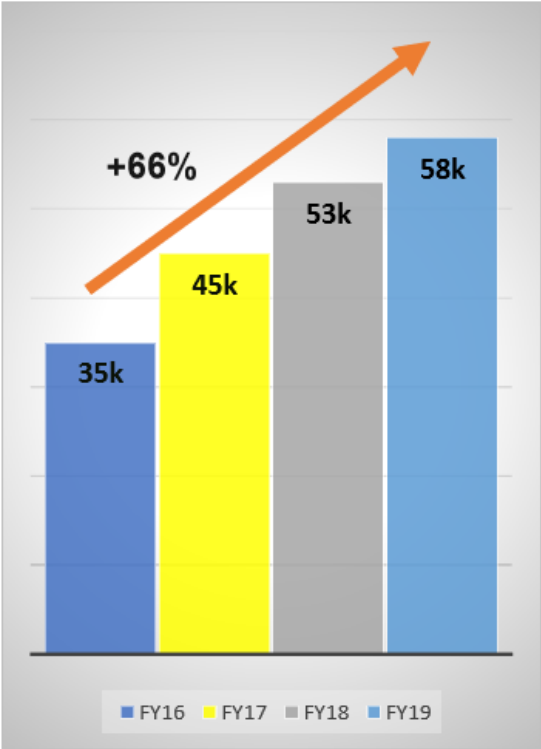
- We are **not** reliant on a 3<sup>rd</sup> party to drive our innovation
- One of the largest Corporate Travel **Technology Teams** in AU/NZ Region (45+)
- Agile mindset = **Rapid Release Cycles**
- **CTM UserLabs** a key feedback loop
- **Co-located** with Account management, Operations and Sales

# CTM Technology strategy.

Increasing Revenue per FTE (productivity)



Increasing EBITDA per FTE



Future opportunities exist in Asia and USA

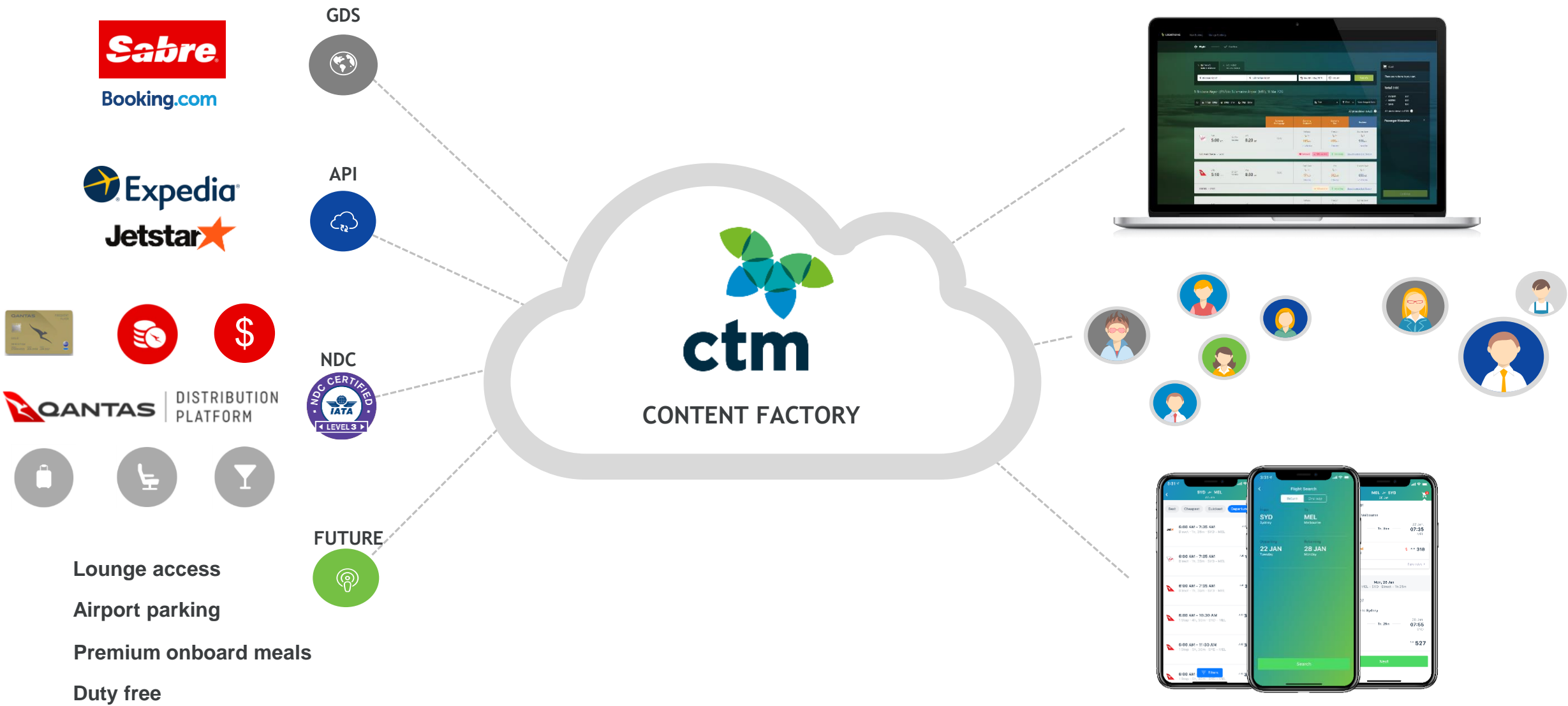
Region	Client % online	Client % online using CTM tech exclusively
ANZ	80%	85%
EMEA	80%	98%
NA	32%	2%
ASIA	3%	99%

**Outcomes of technology investment:**

- 1. Strong market share gains
- 2. Strong productivity and EBITDA gains
- 3. Barrier of entry

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# CTM Technology.

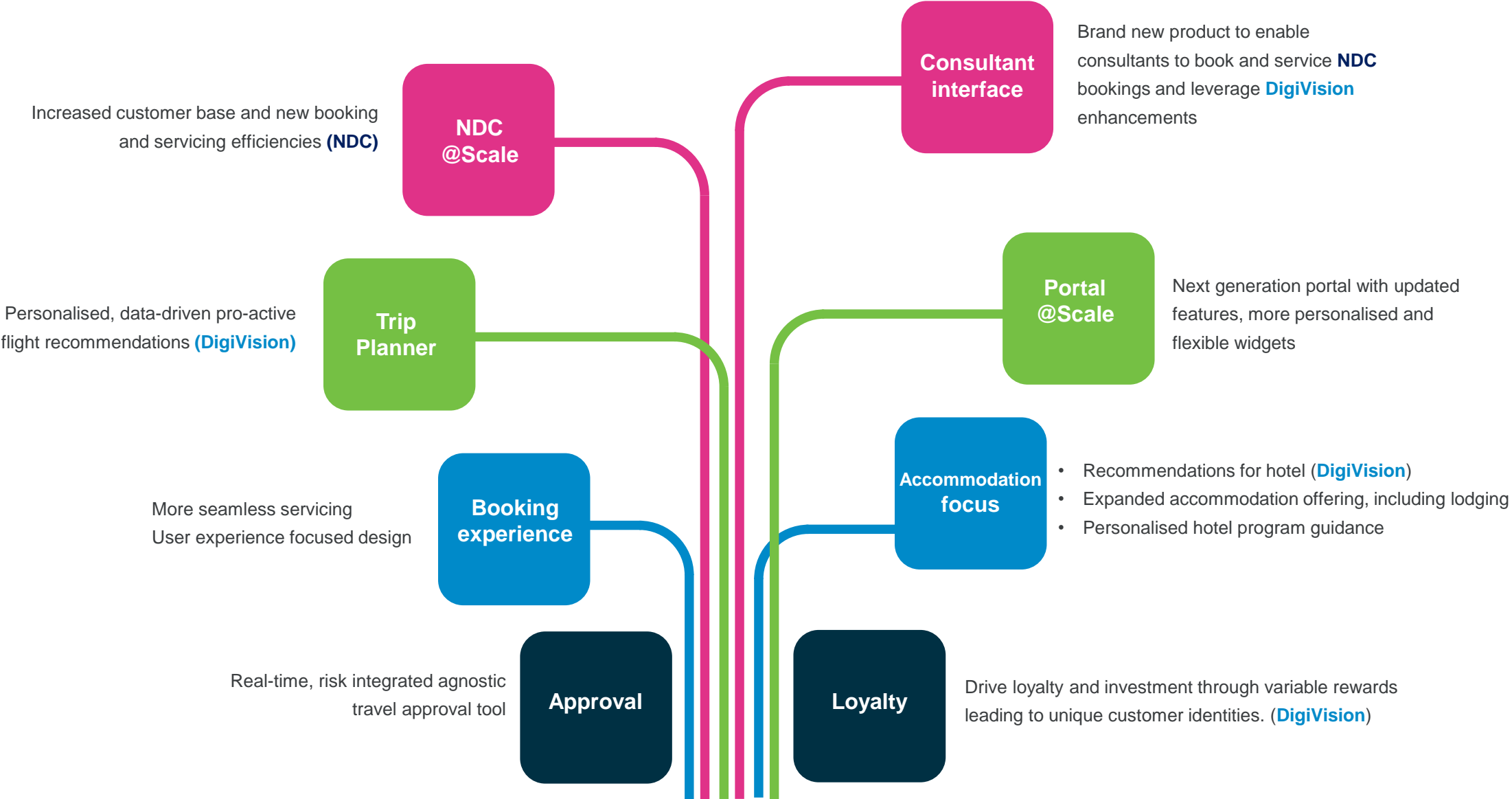


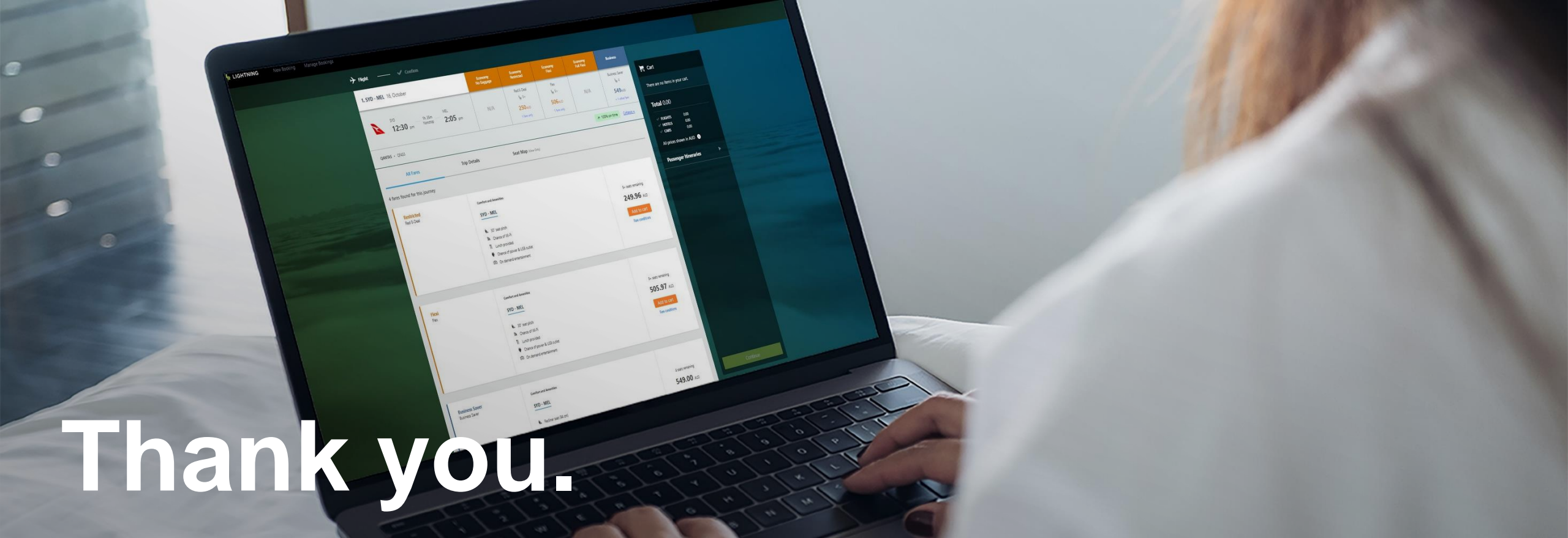


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# FY20 Roadmap & Goals.

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Thank you.