

The Wholesaler Viewpoint...

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**Why do we exist...
and what value do we add?**

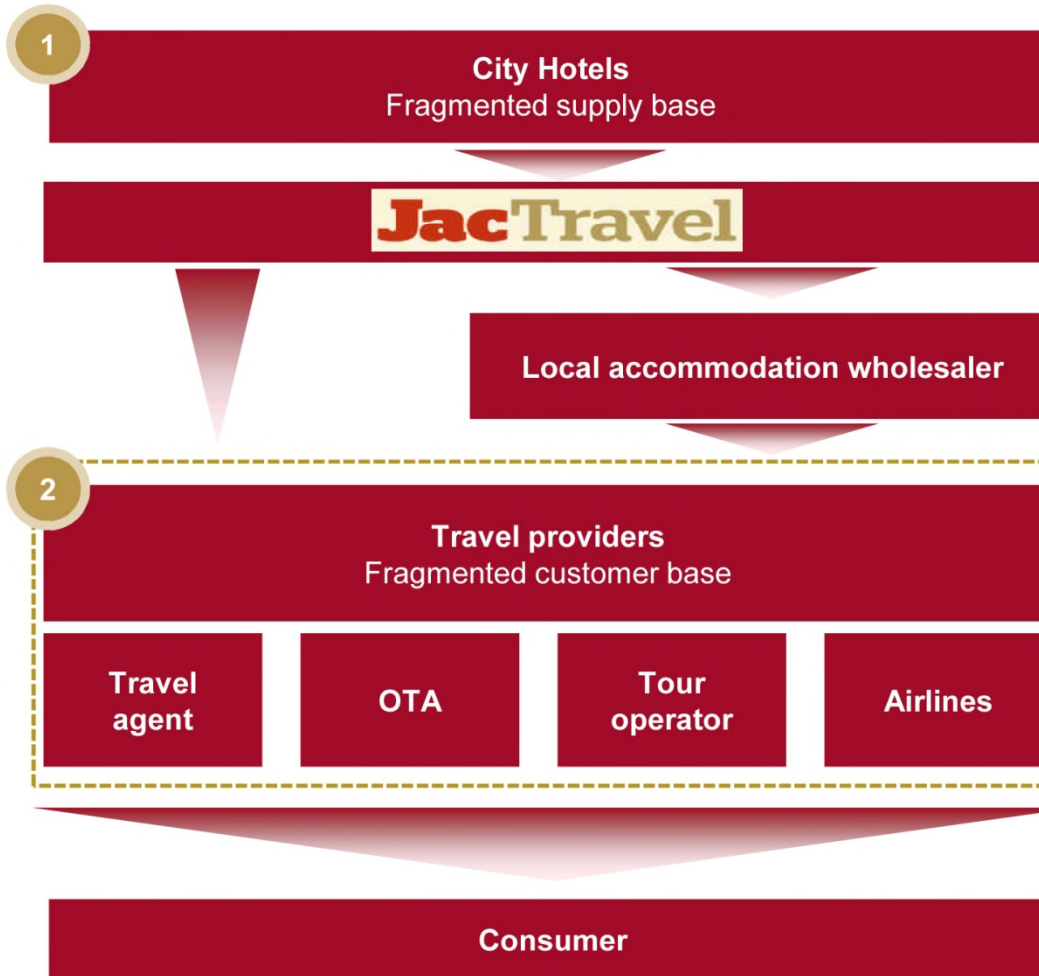
To our clients...

- **Choice**
- **Availability**
- **Expertise**
- **Security / support**
- **Language / local knowledge**
- **Fast, reliable IT**
- **Speed and instant response**
- **One point of payment**
- **Simplicity / cost effective**

To our supply partners...

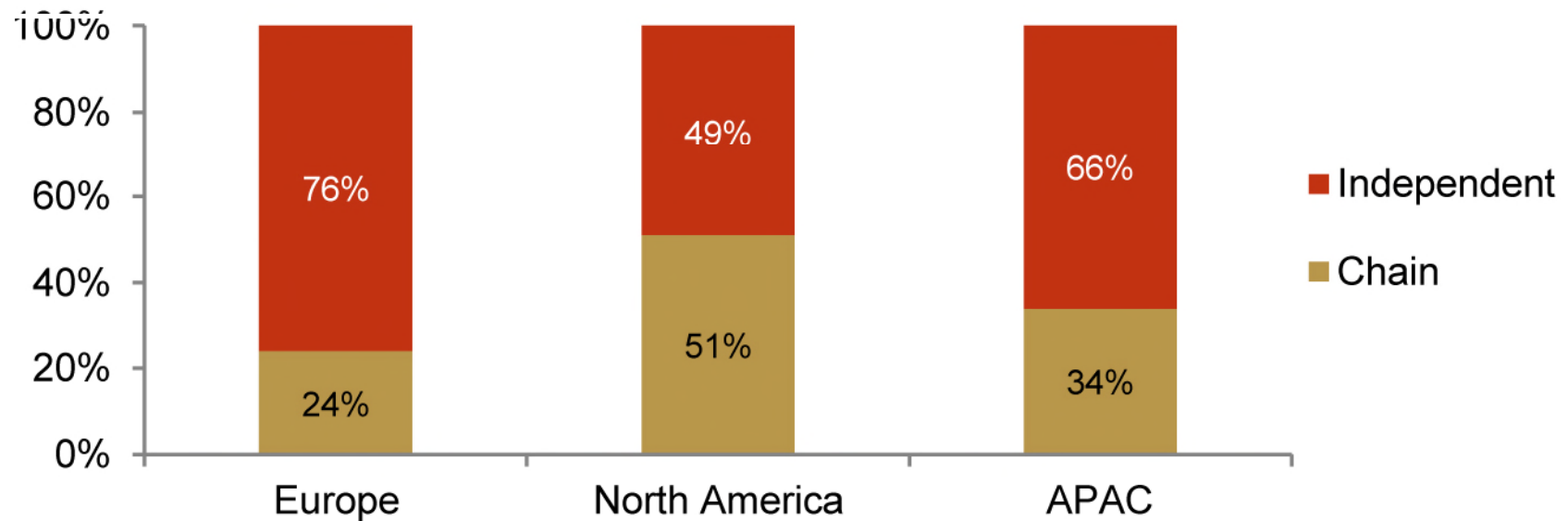
- **Extensive multi level distribution**
- **Varied markets / travel patterns**
- **24/7 distribution**
- **Incremental business**
- **No payment risk**
- **Free marketing**

The Distribution Model



Independent v Chain Hotels

Hotel fragmentation by region (2013)



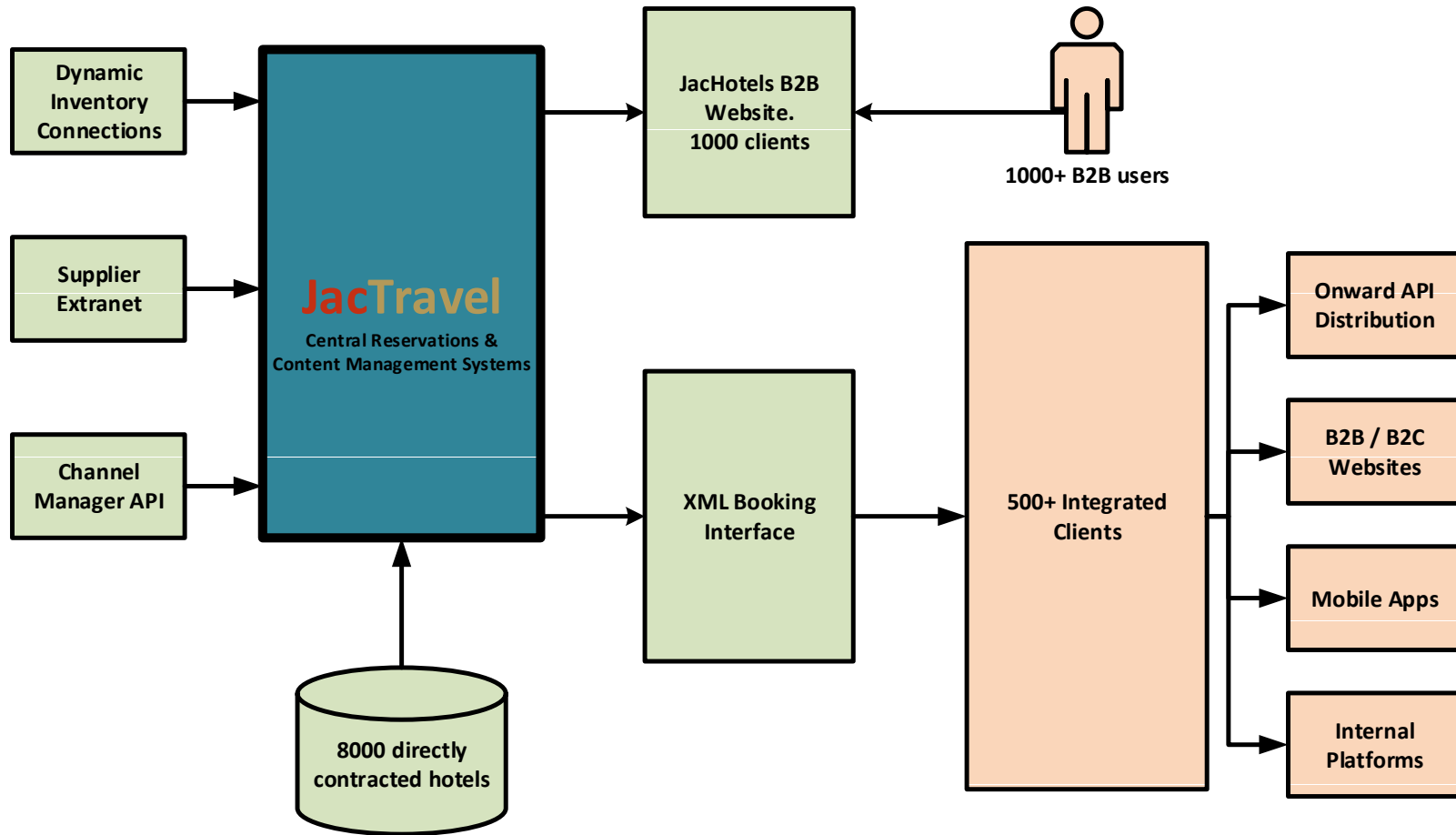
Source : Phocus Wright , December 2013

Technology – Increasing its influence on wholesalers...

JacTravel

Supply Systems

Distribution Systems



Can Wholesalers & OTA's co-exist?



JacTravel



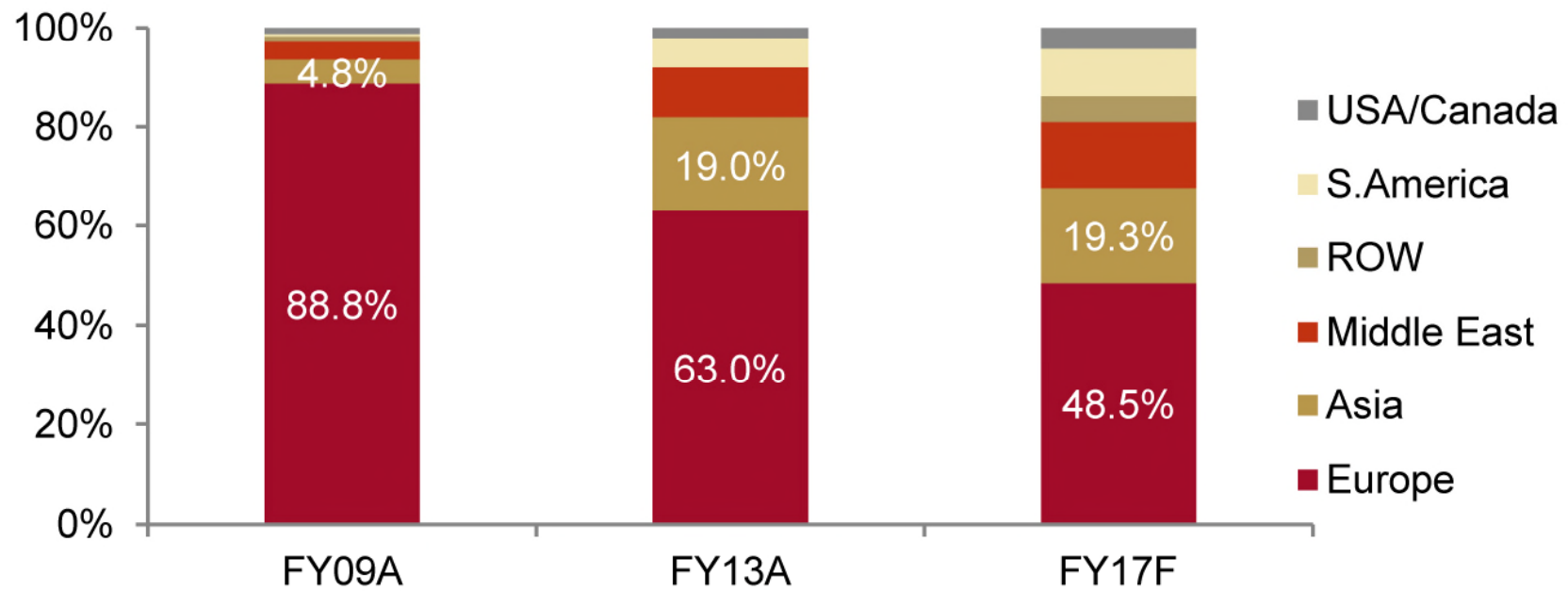
Global expansion is...

- **Exciting**
- **Rewarding**
- **Stretching**

Full of challenges!



Turnover by Source Region (%)



What does the future hold?

