



GRAY DAWES
TRAVEL

Welcome to better travel.

Time Flight Destination Gate Status

22:50 Bangkok
23:00 Amsterdam
23:05 Paris

23:05 Istanbul
23:15 London LHR

23:20 Munich
23:25 Frankfurt

23:40 Los Angeles
23:45 London LHR

23:45 Paris
23:45 Johannesburg

23:50 Johannesburg
23:55 Sydney

23:55 London LHR
23:55 New York

Embracing volatility



What did we do?

Established 4 Pillars to success

- Always On
- Accelerate Change
- Uber Communication
- Follow the money



Where are we heading this year?

- Travel restarted September 21
- February 22 TTV
- March 22 TTV
- March 22 profit
- Full 12-month profit
- Margin improvement



The future of TMCs

- UI (&cash) is king
- Multi-Channel not 2 channel
- Take control of distribution
- Total trip management
- Remarketing is a necessity
- Sustainability is sustainable
- Consolidation will accelerate



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22:50		Bangkok		
23:00		Amsterdam		
23:05		Paris		
23:05		London		
23:20		London		
23:20		London		
23:40		Paris		
23:45		London, UK		
23:45		Paris		
23:45		Amsterdam		
23:50		Amsterdam		
23:55		Osaka		
23:55		London, UK		

Volatility drives meaningful change



