



**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**

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# CTM Technology.

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

Goldman Sachs 3rd Annual Tech Day  
24 October 2019

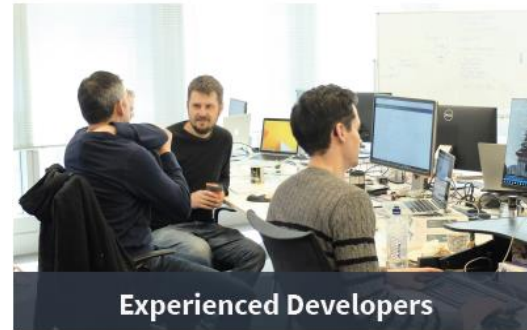


# CTM Technology Hubs.

**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





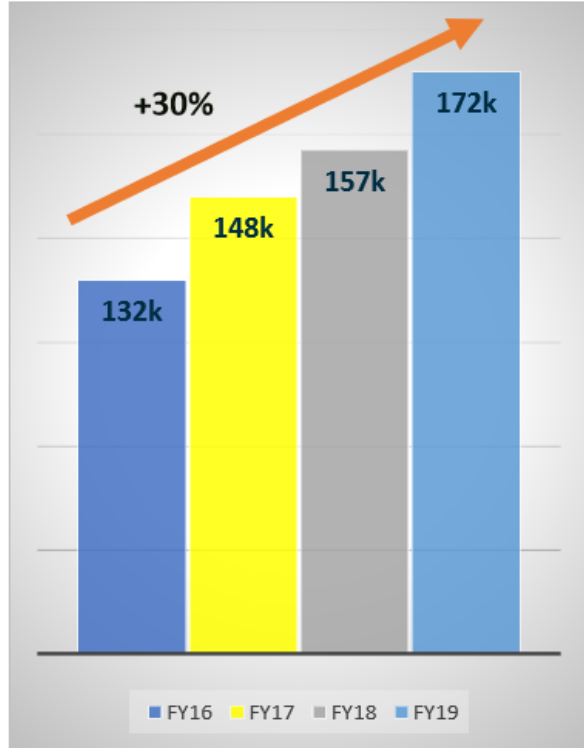
## CTM AU & NZ Technology Hub



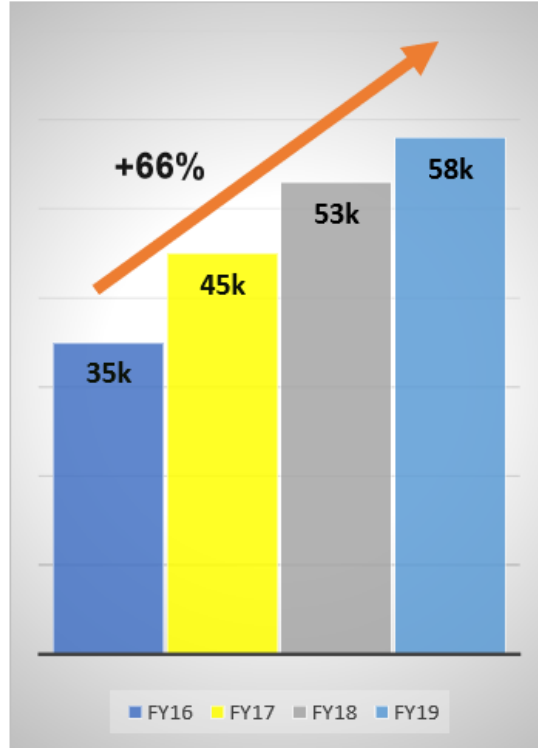
- We are **not reliant on a 3<sup>rd</sup> party** to drive our innovation
- One of the largest Corporate Travel **Technology Teams** in AU/NZ Region (45+)
- Agile mindset = **Rapid Release Cycles**
- **CTM UserLabs** a key feedback loop
- **Co-located** with Account management, Operations and Sales

# CTM Technology strategy.

Increasing Revenue per FTE (productivity)



Increasing EBITDA per FTE



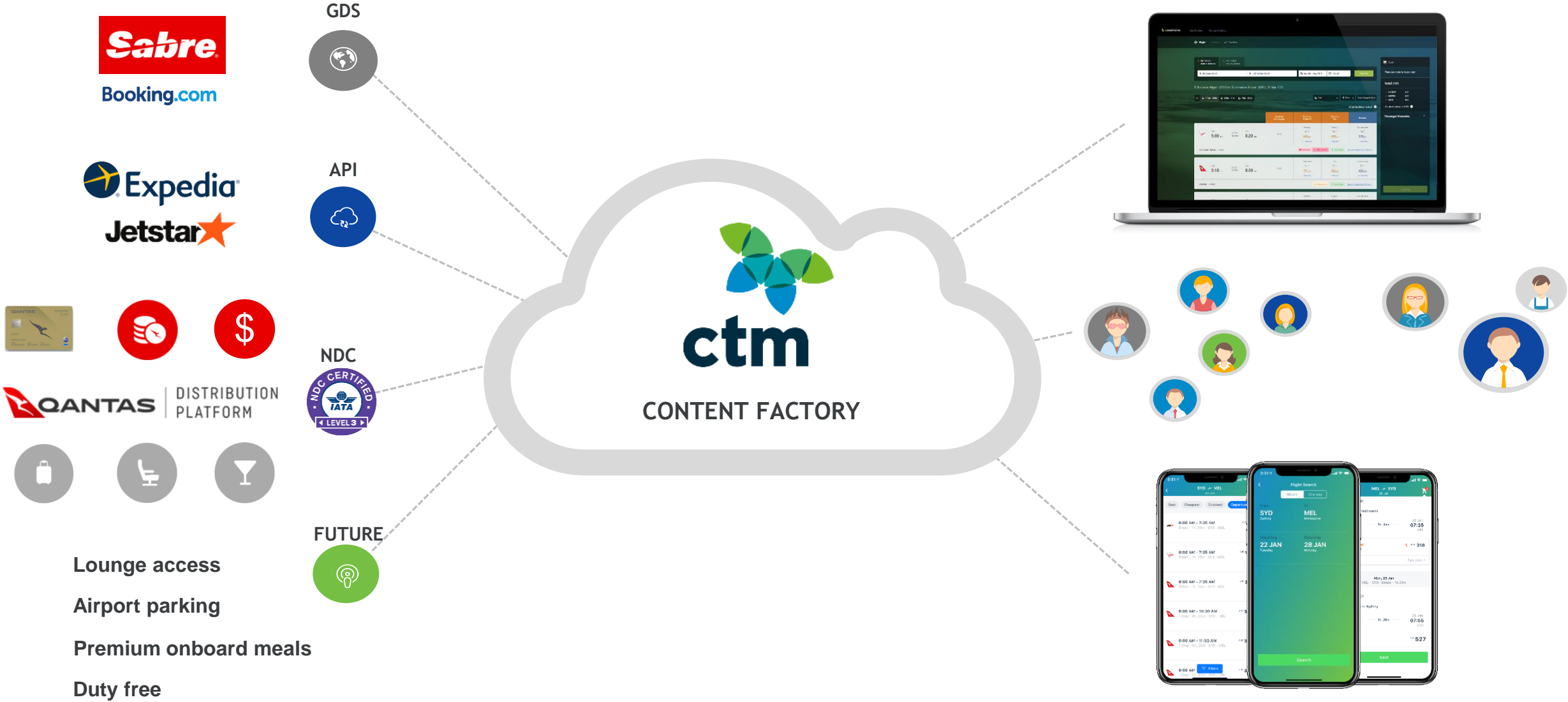
Future opportunities exist in Asia and USA

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

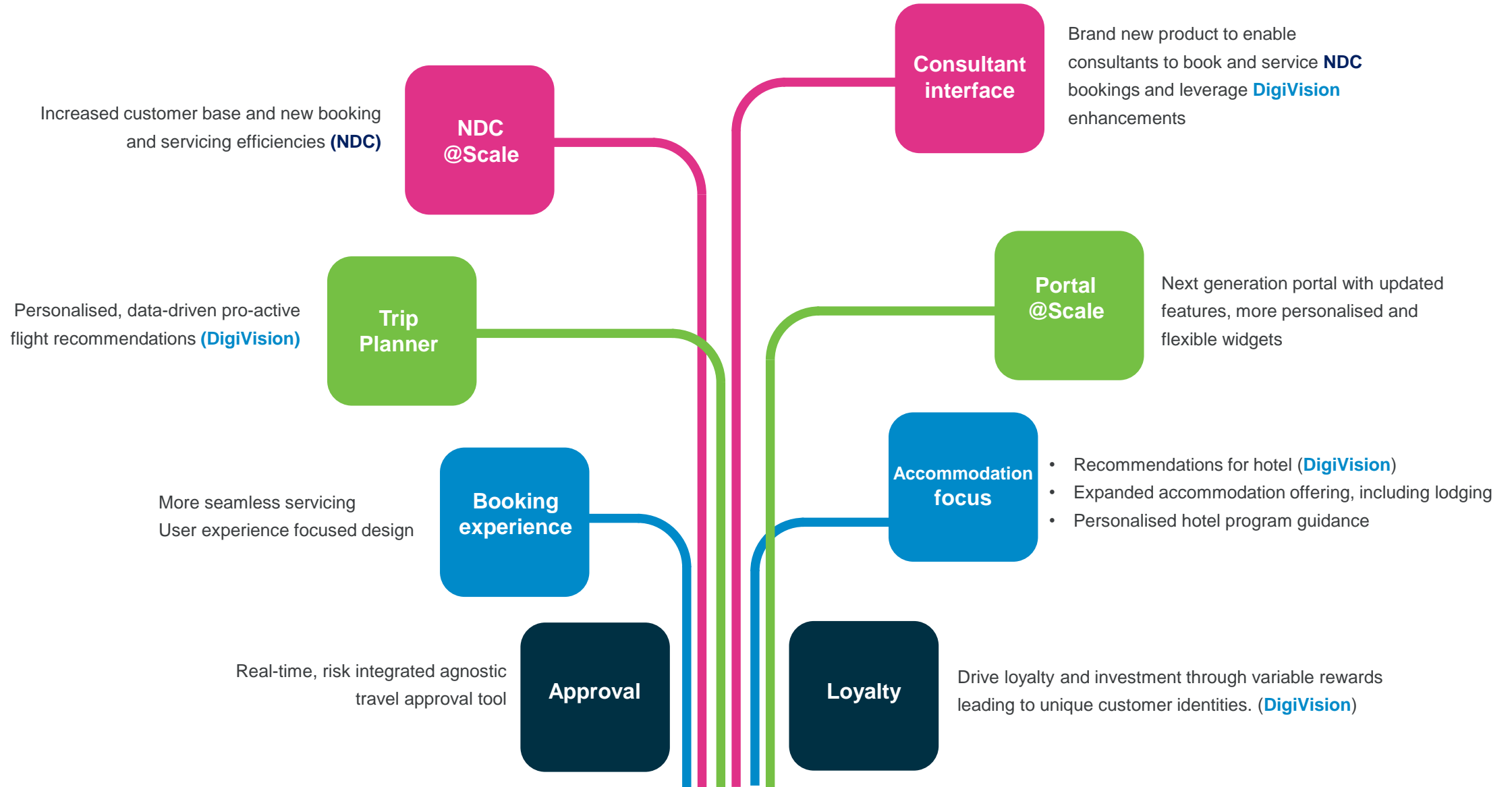
**Outcomes of technology investment:**

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

# CTM Technology.



# FY20 Roadmap & Goals.



Thank you.

