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Serko extends reseller agreement for Zeno to North America with Carlson Wagonlit Travel

Serko Limited (NZSX:SKO, ASX:SKO, “Serko”) and Carlson Wagonlit Travel (CWT), today announced an extension to the CWT reseller agreement to make Zeno, Serko’s Travel and Expense platform, available to CWT clients in the United States and Canada as part of the CWT preferred supplier program for its small to medium enterprise market customers.

This agreement extends the existing CWT reseller agreement for Zeno in Australia & New Zealand.

Zeno will become one of the CWT preferred booking tools for the small to medium enterprise market in North America, including a self on-boarding platform that simplifies the rollout and configuration of Zeno.

Darrin Grafton, Serko CEO said “CWT is one of the largest global entities in the corporate travel world and we have had a long-standing relationship with the team in the Australasian market. This contract extension to offer Zeno to CWT’s customers in the North American market is an exciting step for Serko.”

Serko will integrate CWT’s RoomIt hotel merchandising platform and content into Zeno’s hotel supply platform.

While the CWT pipeline opportunity is potentially significant, the onboarding of customers and commencement of transactional revenue will take a period of time. Additional development work will be undertaken by Serko to configure Zeno to conform with CWT’s operational and marketing requirements as well as their ongoing customer servicing requirements.

Serko does not anticipate any material impact on the current financial year guidance due to the requirement for development work followed by an initial limited rollout for pilot customers which is not expected to be completed until mid-2019.

Serko will provide guidance for FY20 when it releases its FY19 results in May 2019.

Ends

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About Serko

Serko is a leading travel and expense technology solution in, used by over 6,000 corporate entities and Travel Management Companies (TMCs) who combined book more than A\$6bn of travel a year through Serko's platforms.

Zeno is Serko's next generation travel management application, using intelligent technology, predictive workflows and a global travel marketplace to transform business travel across the entire journey.

Listed on the New Zealand Stock Exchange Main Board (NZSX:SKO) and the Australian Securities Exchange (ASX:SKO). Serko employs more than 180 people worldwide, with its HQ in New Zealand, and offices across Australia, China, India and the U.S.

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