

InvestorDay

06 March 2018

Sabre[®]





Sabre

Reimagine the Business of Travel

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President & CEO

06 March 2018

InvestorDay

ONE YEAR IN...



2017 GLOBAL TRAVEL GROSS BOOKINGS VALUE

\$1.6T

GLOBAL TRAVEL PROJECTED TO GROW 5 – 6% ANNUALLY
THROUGH 2020



CHANGING LANDSCAPE

Airlines

Hotels

Agencies

Consumers

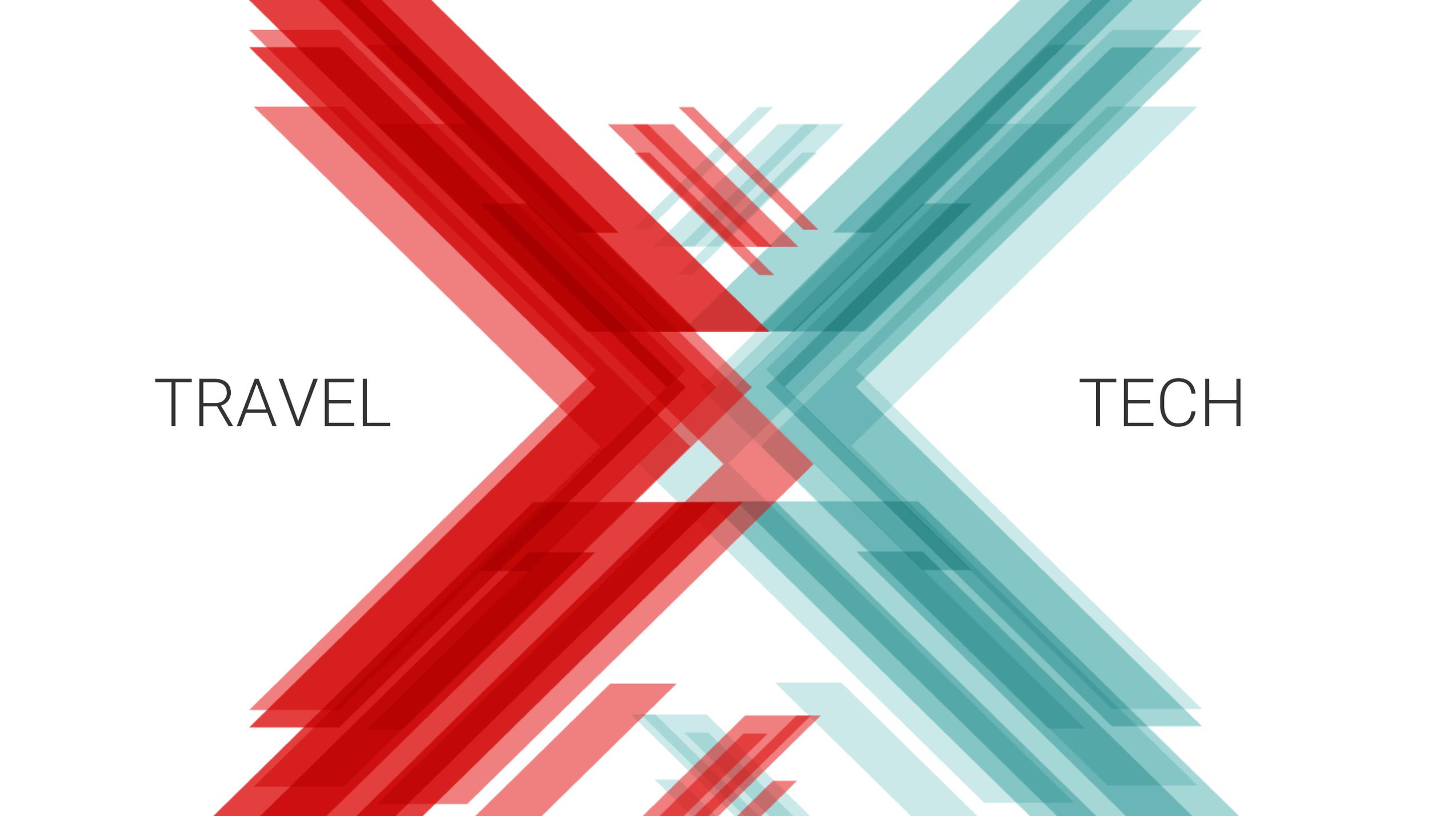
GROWING EXPECTATIONS

Next Gen Retailing

Complete Mobility

Enriched Data & Analytics

Adoption of AI / ML /
Blockchain

An abstract graphic design featuring two large, overlapping 'X' shapes. The left 'X' is composed of multiple parallel, semi-transparent red diagonal stripes. The right 'X' is composed of multiple parallel, semi-transparent teal diagonal stripes. The two 'X' shapes intersect in the center. The word 'TRAVEL' is written in a black, sans-serif font on the left side, and the word 'TECH' is written in the same font on the right side. The background is white.

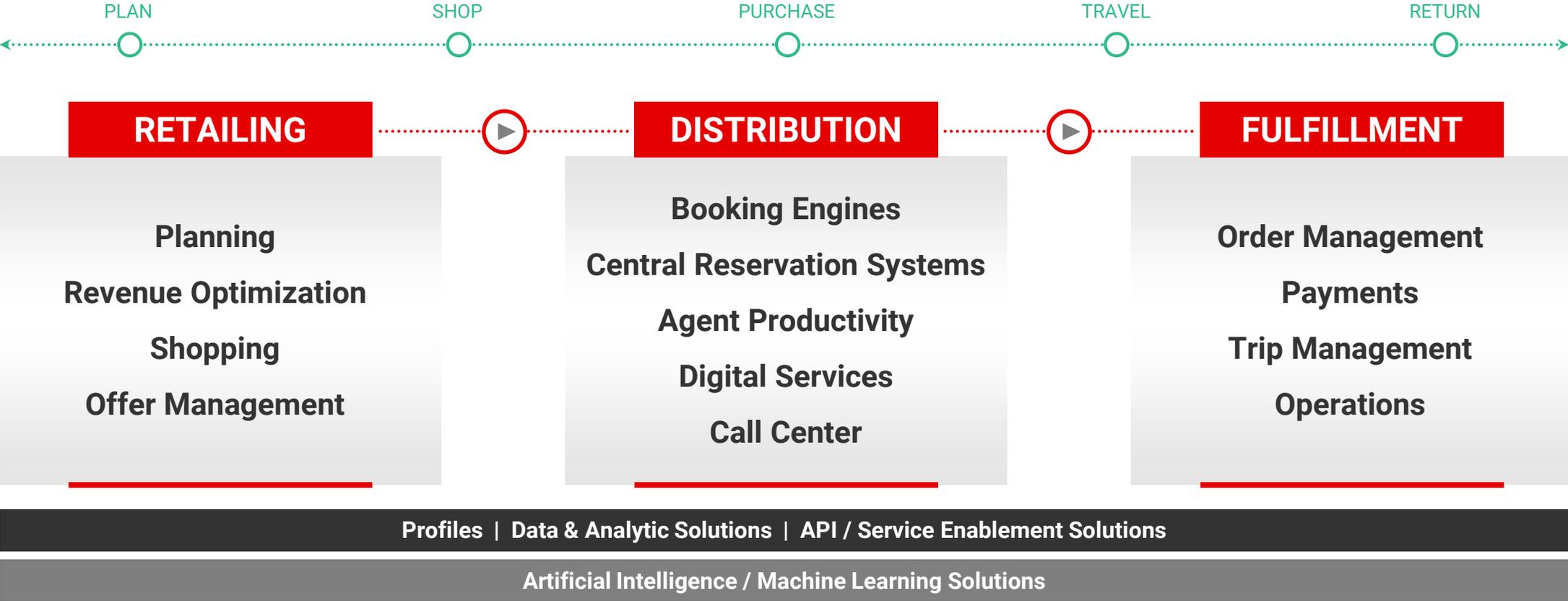
TRAVEL

TECH

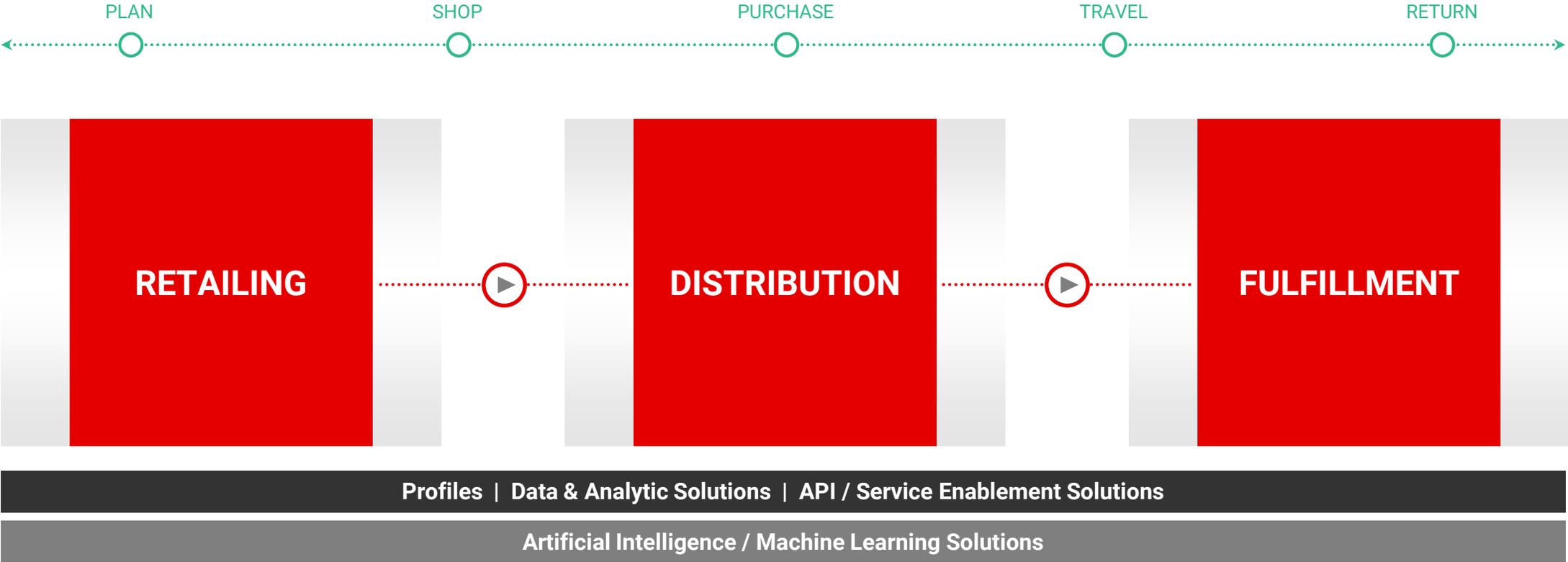
TOTAL SABRE REVENUE TIED
TO RETAILING, DISTRIBUTION
AND FULFILLMENT

>95%

Retailing, distribution and fulfillment are our core



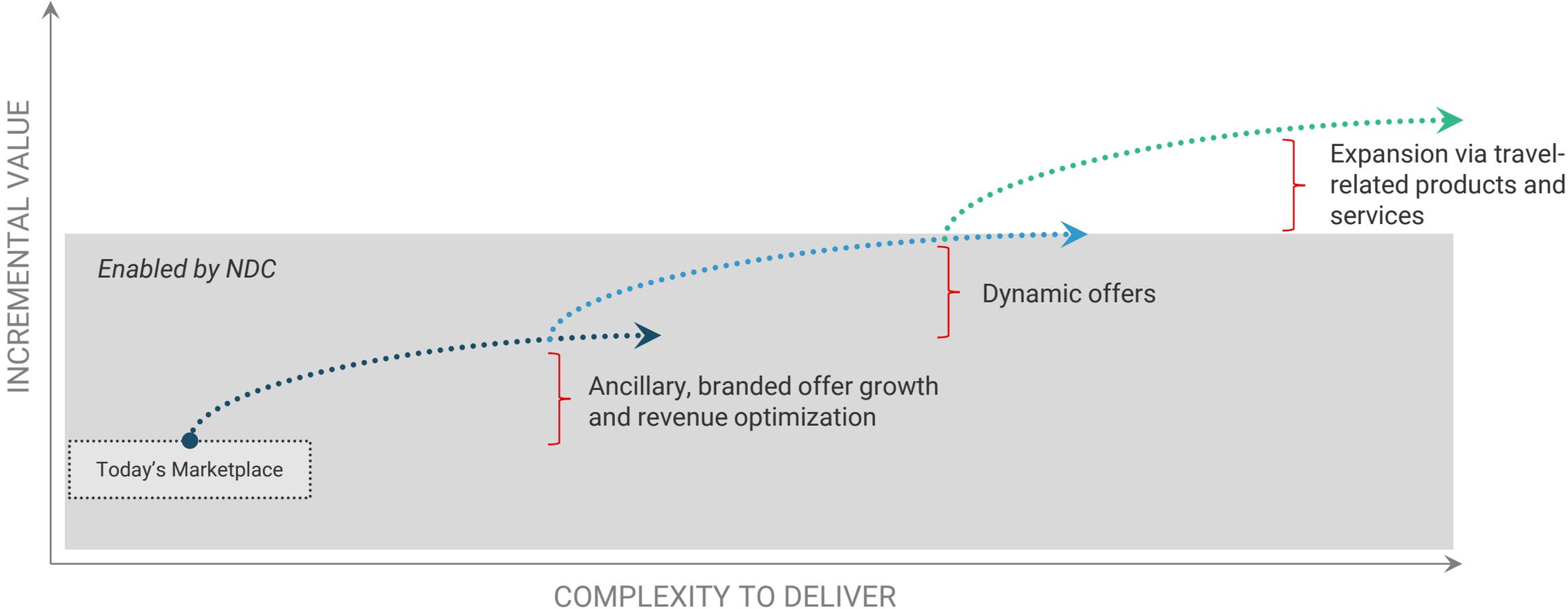
Retailing, distribution and fulfillment are our core





REIMAGINE
the business of travel

Growing and expanding opportunities



Opportunities have been created, our customers need support to capitalize



Expand

Enable ability to expand the entire revenue pie



Differentiate

Enable differentiation through a unique, but consistent value proposition across all distribution channels



Fulfill

Enable increasingly complex fulfillment of next generation retailing and distribution



Grow

Enable revenue growth and capture of incremental share

Proven global scale and reach

425,000+
travel agents

140+
countries

400+
airline customers

9,000+
employees

900,000+
hotel options

4,000+
technologists



Headquarters in Dallas/Fort Worth



Global Development Centers

- Boston, Massachusetts
- Dallas/Fort Worth, Texas
- Montevideo, Uruguay
- Buenos Aires, Argentina
- Krakow, Poland
- Bangalore, India

Sabre Strategic Framework

PURPOSE

Connect people and places with technology that reimagines the business of travel.

STRATEGY

Establish Sabre as the technology platform at the center of the business of travel.

STRATEGIC PRINCIPLES



Anticipate what customers value at the intersection of technology and travel.



Think and act from a customer point of view.



Guarantee products are stable, reliable and secure.



Lead the market to the future of technology in travel.

Communications

People

Customer Engagement

Products and Services

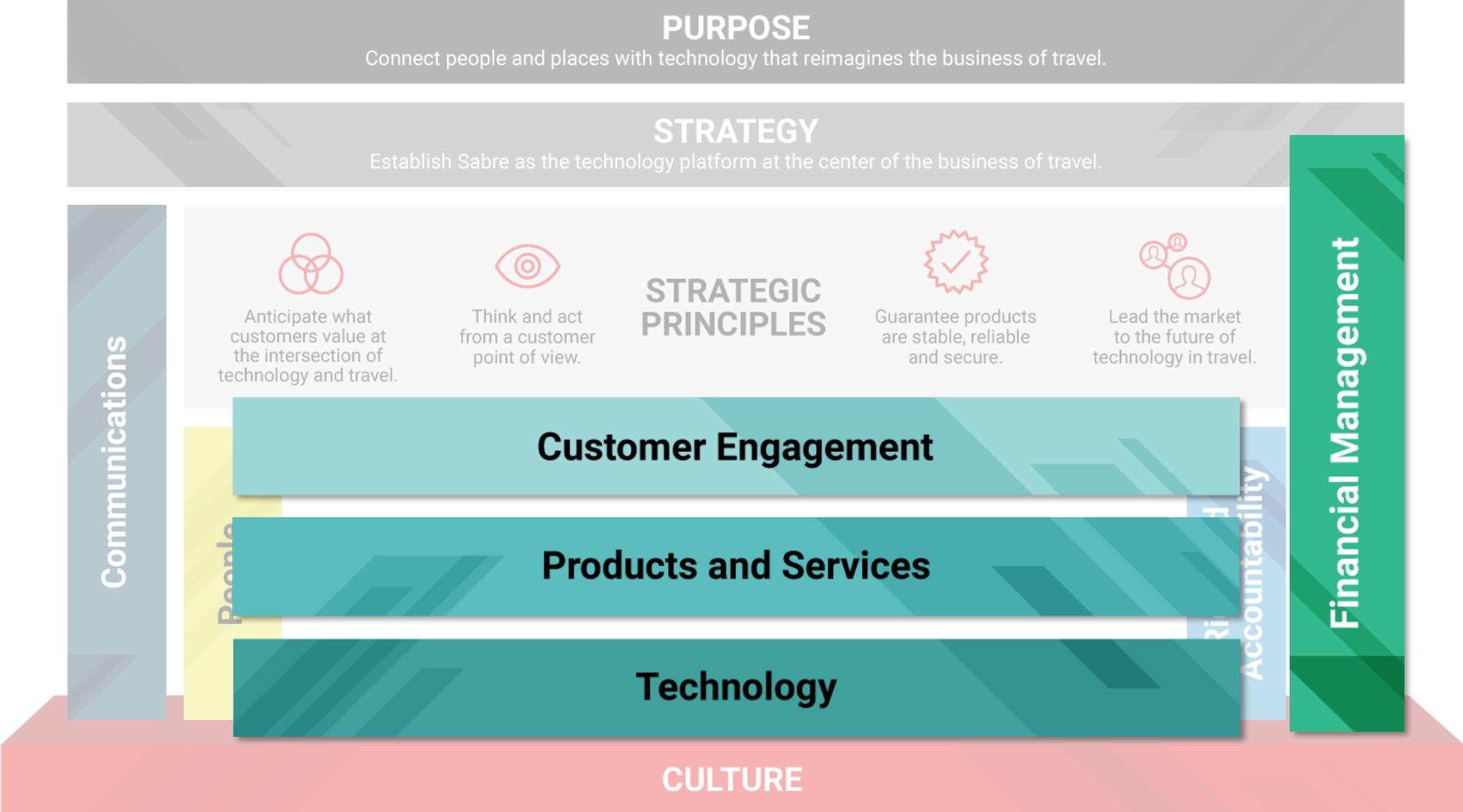
Technology

Rigor and Accountability

Financial Management

CULTURE

Sabre Strategic Framework



What I hope you will take away from today



Understanding of our strong position to lead in retailing, distribution and fulfillment



Visibility into how we are engaging with our customers as a partner and trusted advisor



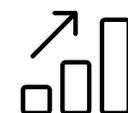
Confidence in our technology strategy and approach



Alignment with how we will communicate our strategies, KPIs and progress going forward



Clarity that we are competitively well-positioned and focused on growth



Medium-term outlook and **comfort** in our approach as responsible stewards of shareholder capital