

## Carlson Wagonlit Travel Expands Corporate Travel Roster

*New Business Gained In First Six Months of 2005 Represents  
US\$850 Million in Global Volume*

**PARIS and MINNEAPOLIS (August 15, 2005)** – Carlson Wagonlit Travel (CWT) announced today it has signed new business in the first-half of 2005 totaling US\$850 million in new and incremental sales globally. This new business comes from expanding the relationship CWT enjoys with existing clients, as well as from gaining more than 100 new travel clients. It stems from a broad range of clients in terms of size and geographies.

“We’re pleased to see substantial growth from existing clients who are extending their use of our services into new regions and divisions, as well as significant momentum with brand new clients around the world,” said Hubert Joly, president and chief executive officer of CWT Worldwide. We look forward to partnering with these existing and new clients, who represent key government organizations and best-in-class companies from a wide variety of industries.”

To follow are illustrations of, and further details on, some of CWT’s recent client wins around the world:

- **Australian Broadcasting Corporation (ABC).** CWT was selected to provide travel management services, including the implementation of an online booking tool, to Australia’s only national, non-commercial broadcaster and the country’s largest broadcaster, entertainment and marketing organization. ABC employs more than 4,000 people in Australia and overseas.
- **BASF: The Chemical Company.** BASF, the world’s leading chemical company, has selected CWT to provide travel management services to its operations across 17 countries, including Bangladesh, Vietnam, Sri Lanka, Pakistan, Japan, Singapore and India, among others. The BASF portfolio ranges from chemicals, plastics, performance products, agricultural products and fine chemicals to crude oil and natural gas. BASF has approximately 82,000 employees and posted sales of more

than €37 billion in 2004. BASF shares are traded on the stock exchanges in Frankfurt (BAS), London (BFA), New York (BF), Paris (BA) and Zurich (AN).

- **Barilla.** Barilla, one of the largest Italian food-processing groups, has chosen CWT to manage its business travel in Italy, based upon the consulting capabilities of CWT and its proven expertise in travel management. Founded in 1877 in Parma, Barilla is a worldwide leader in the pasta market, a leader in ready-made pasta sauces in Continental Europe, in baked products in Italy, and in crisp bread in Scandinavian. Barilla owns 28 factories – 16 in Italy and 12 overseas.
- **Cambridge Integrated Services.** Cambridge Integrated Services has selected CWT to provide travel management services, citing the CWT offering fit the needs of the company from both a service and cost perspective. The company has implemented CWT's online booking tool, *Horizon*, and is using the online reporting tool, *Discovery*, among other services. Headquartered in Greenwich, Conn., Cambridge, a Scandent Group company, is a strategic global outsourcing firm with deep expertise in process consulting; transaction processing; medical billing; finance and accounting back office support; insurance claims administration and processing; inbound and outbound contact centers to support all these activities; and other transaction processes that require knowledge-based decision making. With offices in the United States, United Kingdom, India and Australia, Cambridge serves Fortune 500 employers, insurance carriers and public entities.
- **Computer Sciences Corporation (CSC).** CWT manages CSC's global consolidated travel program, encompassing 28 countries and total global air volume of approximately US\$77 million. Since 2004, CWT has managed CSC's EMEA travel business in 14 countries. This year, CWT implemented travel services in the United States, Canada and 12 countries in Asia. CSC is a leading global information technology services company with approximately 78,000 employees worldwide.
- **Diamond Innovations International.** CWT is providing travel management services to Diamond Innovations' branches in Hong Kong and China. The company uses the online portal, *CWT Connect*, a travel portal that houses all travel-related information and technology solutions, and CWT's online reporting tool, *Discovery*. Diamond

Innovations is the inventor and world's leading supplier of industrial diamond, cubic boron nitride and polycrystalline products. The company has sales offices in more than 25 countries and serves the following global markets: aerospace, automotive, construction renovation, electronic, glass, oil and gas, stone and woodworking.

- **Fujitsu.** Fujitsu Consulting, a management and technology consulting firm with offices in the United States and Canada, has extended its agreement with CWT to provide travel management services for its entire North American operations. The decision was based on the company's very positive initial experience with CWT in supporting its U.S. operations, with the key factors being the quality of CWT travel management services, its industry reputation and favorable pricing models. CWT will service the company from its Montreal and Texas offices.
- **Group360 Inc.** Group360 provides end-to-end graphics solutions for clients in retail, packaging, publishing, print, multi-media and creative services. The company has chosen the *CWT i-Select* offering to meet the needs of its travelers throughout the United States. Group360 is utilizing the Web-based reporting tool, *Discovery*, the online portal, *CWT Connect*, and CWT's online booking tool, *Horizon*. Implemented in February 2005, Group360 has an average online adoption rate of 94 percent.
- **JPMorgan Chase.** Carlson Wagonlit Travel was named the dedicated provider of JPMorgan Chase's US\$180 million U.S. travel business following an extensive RFP process, effective May 2005. CWT had managed JPMorgan's U.S. business since 2003, but it went up for bid after the company merged with Bank One in 2004. The three-year contract with JPMorgan includes tailored travel management solutions such as access to the best available airfares, consulting services from the CWT Solutions Group, air optimization, consolidated management information reports, traveler tracking and security. In addition, PowrPac will be used globally for the account. Headquartered in New York City, JPMorgan Chase & Co. (NYSE: JPM) is a leading global financial services firm with assets of US\$1.2 trillion and operations in more than 50 countries. The firm is a leader in investment banking; financial services for consumers and businesses; financial transaction processing; asset and wealth management; and private equity.

- **Mylykoski Corporation.** CWT was named global travel supplier for Mylykoski Corporation, a privately owned Finnish paper production corporation. Today, the international Mylykoski Group consists of Mylykoski Continental, Mylykoski North America and Mylykoski Paper, and has mills in Finland, Germany, Switzerland and the United States. The company is focused on recycled fiber-based newsprint, SC and coated mechanical reels and sheets. CWT will provide travel management services to Mylykoski in the following countries: Belgium, Finland, France, Germany, Portugal, Spain and the United States. Mylykoski attributes its decision to the quality of CWT's service and account management. In addition to using CWT for travel services and the implementation of an online booking tool, the company has also invited CWT to create its global travel policy for corporate needs, safety and security issues, recommended booking procedures, business/economy usage and preferred partners, including hotel and transportation suppliers.
- **New South Wales (NSW) State Government.** CWT was selected by the NSW State Government to manage its business travel, commencing in December 2005. The travel contract, a three-year deal with an option to extend an additional two years, will include tailored travel management solutions such as access to the best available air fares, the implementation of CWT's online booking tool, delivery of consolidated management information reports, as well as traveler tracking and security. In addition, the NSW State Government will use *CWT Connect*. CWT will service the NSW State Government in Sydney and in 23 additional regional centers in New South Wales.
- **PMP Limited.** CWT is providing travel management services, including the CWT online booking tool, to Australia's leading integrated provider of market insight and printed communications solutions. An ASX Top 200 company with more than 3,000 staff across Australia and New Zealand, PMP operates in the areas of data-driven market and customer analytics, marketing advisory services, creative and photographic services, digital pre-media, printing, and letterbox and magazine distribution.



In addition to the clients named above, CWT has won new business with such clients as American Eagle Outfitters and Genworth Financial in the United States, and the European Central Bank in Frankfurt. CWT has also won additional organic business growth through geographic expansion with such clients as Accenture, BNP Paribas, Group DANONE, L'Oréal, Sanofi-Aventis, Statoil, and The Coca-Cola Company, as well as a variety of government institutions including the Ministry of Labor and Ministry of Overseas in France.

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#### **ABOUT CARLSON WAGONLIT TRAVEL**

Carlson Wagonlit Travel is a world leader in business travel management partnering with large corporations, small- and medium-sized companies, and government institutions. CWT designs and implements superior travel management programs for clients based upon its recognized consulting expertise, strong purchasing power, technological prowess, and consistent delivery of high-quality service. CWT has operations in more than 140 countries and services 60 of the companies named to FORTUNE magazine's Global 100. Annual sales of \$19 USD billion are generated under the Carlson Wagonlit Travel brand. The company is co-owned by Paris-based Accor group and Minneapolis-based Carlson Companies. For more information, visit [www.carlsonwagonlit.com](http://www.carlsonwagonlit.com).

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