

## Carlson Wagonlit Travel Reports Record-Breaking New Sales of US \$1 Billion for the First Half of the Year

**PARIS, SEPTEMBER 20, 2006** – Carlson Wagonlit Travel (CWT), the world's second-largest travel management company, reported record-breaking new sales of US \$1 billion on an annualized basis, excluding renewals, for the first six months of the year.

Sales in the first two quarters came from new and existing clients alike. Several international clients of CWT chose to take advantage of the company's global presence and worldwide offering to consolidate their managed travel programs and unlock savings. More than 120 new clients in all market segments around the world also made CWT their travel management company of choice.

According to Hubert Joly, president and chief executive officer, CWT has demonstrated its leadership in effectively managing travel programs in a complex business environment. "Our clients are asking us to accompany them in the global development of their managed travel programs. As a high-tech, professional services company focused on business travel management, CWT is successfully delivering the savings, service and security companies are looking for in an ever changing context," he said.

CWT recorded new sales in all market segments, as the following examples illustrate:

- **Aspect Software Inc.** CWT has been selected to serve Aspect Software in the United States with on-site locations in San Jose, California, and Boston, Massachusetts. Aspect chose *CWT Horizon* as its online booking tool over its current solution.

- ▶ Aspect Software focuses on providing contact center products and services that enable the key business processes of customer service, collections, and sales and telemarketing. Each day, one million agents at more than 5,000 customer sites worldwide manage more than 125 million interactions using Aspect Software products.

- **Citigroup Inc.** After awarding CWT its travel program in South Korea in October 2005, Citigroup has expanded its relationship with the company in seven countries in the Asia-Pacific region. CWT will now implement Web-based solutions for Citigroup in China, Indonesia, Singapore, Malaysia, Taiwan, Thailand and the Philippines: *CWT*

*Portal*, the central access point by which travel managers and travelers access all CWT web-based services; *CWT Portrait*, the company's profile management tool; and *CWT Discovery*, a comprehensive data reporting and analysis capability.

► **Citigroup Inc.** is today's preeminent financial services company, with some 200 million customer accounts in more than 100 countries. Citigroup employs 300,000 people worldwide with Citibank, CitiFinancial, Primerica, Smith Barney and Banamex as major brands.

● **Deloitte.** Following a competitive RFP (request for proposal) tender process, CWT was selected to be the single preferred travel management company in the United Kingdom for Deloitte, until now working with two appointed companies, including CWT. With a dedicated team in Glasgow, Scotland, CWT will provide full travel services (air, hotel, rail and ferry) and implement its new *CWT Portal* and *CWT Portrait* solutions.

► **Deloitte** delivers professional services through four business divisions: audit, tax, consulting and financial advisory services. They serve the U.K. government and a broad range of public sector departments, major international and U.K. corporations, mid-market and smaller companies, and many private individuals. Their clients are represented in all industry sectors. The company employs more than 9,000 people.

● **General Dynamics.** CWT was selected to provide travel management services, including the implementation of a new online booking tool, to several divisions of this U.S. government contract firm. General Dynamics and two other divisions, Land Systems and Armament and Technical Products, selected CWT because of its account management program and *PowrPac* solution, an interactive CWT program optimization package that enables clients to target savings based on captured air and hotel data from travel bookings, credit card spending and expense-management tools, that will help them optimize the management of travel supplier contracts.

► **General Dynamics**, an American Group headquartered in Falls Church, Virginia, is a leading supplier of sophisticated defense systems. The company, which had net sales of US \$21.2 billion in 2005, employs approximately 81,900 people worldwide.

● **Lucent Technologies.** A CWT client in North America and EMEA (Europe, Middle East, Africa), Lucent Technologies recently chose CWT to manage its travel program in China. CWT will handle air, rail, rental car and hotel transactions.

► **Lucent Technologies**, an American company, designs the systems, services and software that drive next-generation communications networks. Lucent Technologies employs approximately 30,200 people worldwide.

● **OGCbuying.solutions.** In the United Kingdom, CWT was awarded preferred supplier status to manage the OGCbuying.solutions business travel program. CWT will oversee rail, air and ferry and hotel spend, as well as conference and incentive programs. The agreement represents one of the largest British public sector business travel contracts to be awarded to a single supplier.

▶ **OGCbuying.solutions** is the executive agency of OGC, the Office of Government Commerce, an independent office of the Treasury, in the United Kingdom. Both are working with public sector organizations to gain the best possible value for money from procurement.

#### **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 in more than 150 countries. CWT designs and implements superior travel management programs for clients based upon its recognized consulting expertise, strong purchasing power, technological strength, and consistent delivery of high-quality service. Annual sales of more than US \$26 billion are generated by Carlson Wagonlit Travel and its franchisees. For more information, please visit [www.carlsonwagonlit.com](http://www.carlsonwagonlit.com).

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