

# News Release



## **Carlson Wagonlit Travel and American Express Global Commercial Card Sign Preferred Supplier Agreement**

**AMSTERDAM, NEW YORK, July 9, 2008** — Carlson Wagonlit Travel (CWT) and American Express Global Commercial Card (American Express) have signed a multi-year, preferred supplier agreement, the two companies announced jointly today. CWT will promote and distribute three American Express payment solutions—Business Travel Account, Corporate Card and Corporate Meeting Card—to its clients and prospects in 21 countries.<sup>1</sup>

CWT selected American Express for its global footprint, high-quality products, extensive data, and flexibility. CWT clients will also enjoy the following benefits:

- Companies can consolidate their card program across countries and regions to facilitate expense management.
- Lodge, individual, and meetings and events cards are supported, offering greater visibility and control over travel-related expenditures.
- The solutions are flexible and can be adapted to clients of all sizes in all market segments. Furthermore, customized options for billing, consolidation of charges and payment are available.
- The cards are accepted by airlines, hotels and ground transportation suppliers around the world.
- Companies can offer rewards and incentives to individual cardholders for greater employee satisfaction.

In addition, CWT and American Express will be able to provide greater value to mutual clients by delivering enhanced data and reporting consolidated on a local, regional and/or global basis. Clients who implement *CWT Agency+Card Reporting* will gain even better insight into their travel and expense data by being able to compare and match actual credit card expenditures with CWT transactions. This will enable clients of both companies to optimize the management of their corporate card and travel programs.

Mike Koetting, CWT executive vice president, Global Supplier Management, said, "American Express offers best-in-class payment solutions around the world. Many of our clients are already using their cards and are looking forward to the enhanced data which, when coupled with *CWT Agency+Card Reporting*, can provide increased visibility and understanding into travel-related expenditures. Thanks to this broader view, companies can increase compliance and more effectively leverage negotiations with suppliers for greater savings. We are eager to offer similar opportunities to an even greater number of our clients and are confident that with the help of American Express, the transition will be seamless."

Brendan Walsh, senior vice president, American Express Global Commercial Card, Europe, added, "We're very pleased to have signed this agreement with Carlson Wagonlit Travel. As their preferred payment provider, we will be able to enhance our service to

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<sup>1</sup> Argentina, Australia, Austria, Canada, Czech Republic, France, Germany, Hong Kong, Hungary, India, Italy, Mexico, Netherlands, New Zealand, Poland, Singapore, Spain, Sweden, Thailand, the United Kingdom and the United States



mutual clients, as well as expand our relationship with new clients in many markets around the world. It reinforces our global strength in offering corporate payment solutions to the travel industry, supporting our goal to offer clients best-in-class service, savings and control. This new agreement is a win-win situation for our clients as well as each of our companies.”

#### **About Carlson Wagonlit Travel**

Carlson Wagonlit Travel (CWT) is a global leader specializing in business travel management. Present in more than 150 countries, CWT serves companies of all sizes, as well as government institutions and non-governmental organizations. By leveraging both the expertise of its people and leading-edge technology, CWT helps clients derive the greatest value from their travel program in terms of savings, service and security, and provides best-in-class service and assistance to travelers. CWT services and solutions comprise four lines of business: Traveler & Transaction Services, Program Optimization, Safety & Security, and Meetings & Events. CWT has 22,000 employees worldwide. In 2007, sales volume for wholly owned operations and joint ventures totaled US\$25.5 billion. For more information, please visit [www.carlsonwagonlit.com](http://www.carlsonwagonlit.com).

#### **About American Express Global Commercial Card**

Through its Global Commercial Card group, American Express provides the Corporate Card, Corporate Purchasing Solutions, and other expense management services to mid-sized companies and large corporations worldwide. In the U.S., it is the leading issuer of commercial cards, serving more than 60% of the Fortune 500, as well as tens of thousands of mid-sized companies. American Express issues local-currency commercial cards in 40 countries, and International Dollar Corporate Cards in an additional 100 countries. For more information, visit [www.americanexpress.com/corporate](http://www.americanexpress.com/corporate).

American Express Company ([www.americanexpress.com](http://www.americanexpress.com)) is a leading global payments, network and travel company founded in 1850.

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