

## Travelport hosts its 10th Annual Meeting with Chinese Agencies

5 December 2016

-Travelport gathered over 130 travel agents and airline representatives in Madrid-



Travelport (NYSE: TVPT), a leading Travel Commerce Platform, celebrated the 10th anniversary of its traditional annual meeting with Chinese travel agencies on November 24. Attended by over 130 travel agents and 14 key airlines, the event was the ideal platform for Matías Sabaté, Commercial Director of Travelport Spain to showcase its innovative airline merchandising technology, which makes it easier for agents to sell an airline's branded fares and ancillaries while increasing revenues.

Taking into consideration that global airline ancillary revenue for 2015 reached over \$52bn and has grown 21% annually since 2010 [1], airlines want to make sure that travel agents understand the attributes of their different fares and the value of ancillary products. The event was an ideal gathering to demonstrate how Travelport's technology allows airlines to more effectively differentiate their brand and increase the revenue they earn per seat sold, by giving them control over how their products appear on travel agents' screens. The latest, upgraded version of Travelport Smartpoint, Travelport's intuitive agency point of sale solution, was also showcased. New features to the upgraded Smartpoint include new user interfaces, maps and content all designed to enable agents to sell more airline, hotel and car content smarter while increasing productivity and customer experience.

**Matías Sabaté**, commented "Our Annual Meeting for Chinese Agencies is a fantastic opportunity to interact with our customers and present the latest technology and tools we have at our disposal and which are all designed to help them grow their businesses. It was a very

worthwhile event and I'd like to extend my thanks to all the industry attendees who took time out of their busy schedules to be there."

**Yuen Bin Chen, Director General of Viajes Gran China**, thanked "the effort made by Travelport to listen to the requirements of travel agencies. This type of event facilitates our communication with Travelport and allows us to discuss our requirements and what we need from our technology. "

**Pilar Esteve, Client Manager of Finnair**, added "These sessions provide us with valuable opportunities to build and strengthen industry relationships and better understand Travelport's latest innovation. I was particularly impressed to see Travelport's merchandising suite and witness how easy it is now to sell ancillaries as well as fares through Travelport Smartpoint 7.2. "

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Notes to editors:

The 10th Annual Meeting with Chinese Agencies was attended by representatives of the following airlines:

- Aeroflot
- Air China
- Air France
- Beijing Capital Airlines
- Cathay Pacific
- China Southern Airlines
- Emirates
- Finnair
- Hainan Airlines
- Iberia
- KLM
- Qatar Airways
- Saudia
- Turkish Airlines

[1] Idea Works Company 2015 survey

## About Travelport

Travelport is the technology company which makes the experience of buying and managing travel continually better. It operates a travel commerce platform providing distribution, technology, payment and other solutions for the global travel and tourism industry. The company facilitates travel commerce by connecting the world's leading travel providers with online and offline travel buyers in a proprietary business-to-business (B2B) travel platform.

Travelport has a leading position in airline merchandising, hotel content and distribution, car rental, mobile commerce and B2B payment solutions. The company also provides IT services to airlines, such as shopping

commerce and B2B payment solutions. The company also provides IT services to airlines, such as shopping, ticketing, departure control and other solutions. With net revenue of over \$2.5 billion in 2018, Travelport is headquartered in Langley, U.K., has over 3,700 employees and is represented in approximately 180 countries and territories.

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