

# MAKEMYTRIP TO USE THE TRAVELPORT PLATFORM



Deep Kalra, Founder, Chairman and Group-CEO of MakeMyTrip & Gordon Wilson, Travelport's President and CEO announcing the partnership

Million visits via its Desktop & Mobile-web platforms and serves over 40 Million Mobile App active users each month.

Under the agreement, MakeMyTrip can expand the use of Travelport's technology from the Ibibo Group to MakeMyTrip's other primary distribution channels starting in the second half of calendar year 2017. MakeMyTrip undertook a strategic combination with Ibibo Group in January 2017 and acquired its 100% equity interest.

Travelport, working in conjunction with ITQ which operates as its distributor in India, Bhutan and Sri Lanka, will make available to MakeMyTrip its industry leading travel content featuring real time access to approximately 400 airlines, including the merchandised content of over half of these carriers such as fares families and ancillary products (paid seat assignments,

**M**akeMyTrip India's leading online travel agency (OTA) has signed an agreement with Travelport's (NYSE: TVPT) distributor for India, InterGlobe Technology Quotient (ITQ), for the use of Travelport's Travel Commerce Platform.

Together with its well-recognized brands, MakeMyTrip, Goibibo and redBus, MakeMyTrip receives over 33



**"INDIA IS A MARKET WITH ENORMOUS GROWTH POTENTIAL WHERE TRAVELPORT, WORKING WITH OUR DISTRIBUTOR ITQ, HAS GROWN IN AIR BOOKING TERMS BY 14% IN THE FIRST HALF OF 2017 WHEN THE GDS AIR MARKET HAS GROWN BY 11%."**

**MR. GORDON WILSON**  
Travelport's President and CEO

baggage fees, priority boarding, etc). Travelport has pioneered the inclusion of Low Cost Carriers on its platform for shopping and booking and uniquely went live with IndiGo in November 2016, which is now India's largest passenger airline.

Gordon Wilson, Travelport's President and CEO, commented, "India is a market with enormous growth potential where Travelport, working with our distributor ITQ, has grown in air booking terms by 14% in the first half of 2017 when the GDS air market has grown by 11%. Securing a partnership with the leading online travel agency in the market, with a high growth profile and tremendous track record, gives even further impetus to our plans in the country. The fact that MakeMyTrip has elected to work with us is a testament to our investment in leading edge search, shopping and booking



**"THIS IS AN EXCITING TIME FOR MAKEMYTRIP AND WE ARE DELIGHTED TO PARTNER WITH TRAVELPORT AND ITQ AS PART OF OUR GROWTH STRATEGY IN THE SERVICE OF THE TRAVELLING INDIAN CONSUMER."**

**DEEP KALRA**  
 Founder, Chairman and Group-CEO of MakeMyTrip

technology alongside the significantly differentiated travel content now available on our platform for both the domestic and outbound Indian traveller."

Deep Kalra, Founder, Chairman and Group-CEO of MakeMyTrip added, "This is an exciting time for MakeMyTrip and we are delighted to partner with Travelport and ITQ as part of our growth strategy in the service of the travelling Indian consumer."

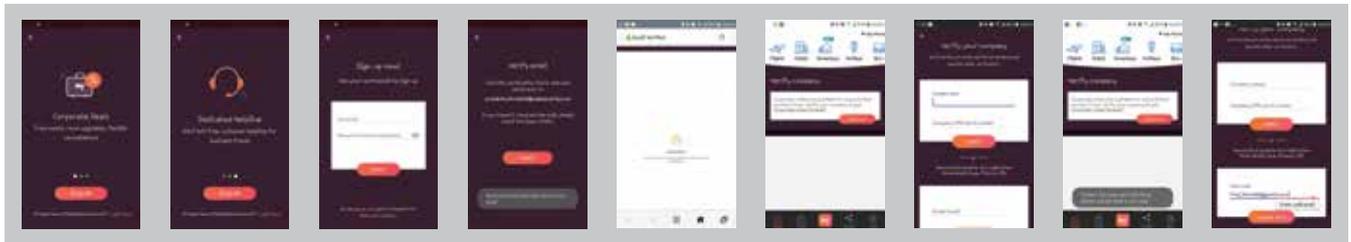
Anil Parashar, President and CEO

of ITQ, said, "MakeMyTrip is a tremendous partner for us and we are delighted to be building on the good work we started with Ibibo Group which is now part of the MakeMyTrip Group. ITQ's investment in local support and infrastructure for the Travelport platform in the markets in which we operate has enabled us to provide the sort of service and local touch, linked to the global capabilities of Travelport, to enable us to win a customer of this calibre with whom we look forward to working for many years to come."



MakeMyTrip and Travelport at the Press Briefing

# MAKEMYTRIP TAPS INTO CORPORATE TRAVEL SEGMENT WITH 'MMT MYBUSINESS'



MakeMyTrip Limited announced the launch of 'MyBusiness' to tap into the growing corporate travel segment in India. As part of this new solution, MyBusiness will provide a convenient, transparent and efficient self-booking tool that employees can use from the same MakeMyTrip app for their business travel. Giving the power of choice in the hands of the traveler, the tool will help keep control in the hands of the company while providing corporate travel benefits and savings for all. It provides benefits like intelligent reporting system with financial controls, digitized approval workflows, easy travel policy enforcement, and one-click payment from company's 'Travel Wallet'

MyBusiness has its benefits for all user segments including employees and corporates. Benefits for employees include free cancellation and modifications in flights & hotel Bookings, complimentary in-flight meals & seat selection, complimentary hotel upgrades and other add-ons, and easy and simple expense reporting.

When it comes to corporates, it provides GST credit, discounted corporate rates directly leading to savings in travel & expenses budgets, free cancellation and modifications in flights & hotel bookings, and seamless redressal with 24x7 helpdesk.

MyBusiness will not only make businesses of any size avail best corporate travel deals but will also bring down friction in the expense process. By introducing the new corporate wallet on MyBusiness, the companies will be able to reduce payment inefficiencies, liabilities and potential corporate card abuse - in turn providing employees and companies greater flexibility. This would be supported via dedicated corporate helpdesks which will be operational 24x7.

Speaking at the launch, Rajesh Magow, co-founder and CEO-India, MakeMyTrip said, "MakeMyTrip has always been an enabler of change in the way Indians travel, our focus and investment in MyBusiness underlines our sense of purpose in changing

the way corporate India moves. We have an aggressive plan in place to tap into this fast-growing business travel market by moving complex offline processes to a convenient and efficient online booking experience for employees and employers alike."

Ranjeet Oak, Chief Business Officer, MakeMyTrip said, "For most organizations, business travel spending is the 2nd largest expense, and the entire process allows certain amount of discrepancies and reimbursement issues later on. SME corporates are contributing to 70% of the flourishing Indian corporate travel business and with MyBusiness, we are empowering the entire ecosystem, by establishing the 'Choice' with the traveler, 'Control' with the company and 'Benefits and Savings' for all."

With growing need of organizations to enable business travel, MyBusiness will be particularly helpful for SMEs that cannot afford to set up a travel desk in office. The self-booking online tool makes it easy to move complex offline processes - approval metrics, travel policies, payment options - online; making travel booking efficient and experience seamless.

In addition to the existing benefits, companies stand to claim GST Credit and save up to 18% of total travel transaction in a clear and transparent manner, making this offering a win-win for all. The MyBusiness feature is now live and available for bookings on existing MakeMyTrip app on Google Play Store, iOS and desktop. ■

**"MAKEMYTRIP HAS ALWAYS BEEN AN ENABLER OF CHANGE IN THE WAY INDIANS TRAVEL. WE HAVE AN AGGRESSIVE PLAN IN PLACE TO TAP INTO THIS FAST-GROWING BUSINESS TRAVEL MARKET BY MOVING COMPLEX OFFLINE PROCESSES TO A CONVENIENT AND EFFICIENT ONLINE BOOKING EXPERIENCE FOR EMPLOYEES AND EMPLOYERS ALIKE."**