



Al-Futtaim Travel reaffirms commitment to Travelport with online expansion

Dubai, United Arab Emirates

May 5, 2013

Al-Futtaim Travel – the leading specialist corporate and leisure management company – and Travelport, the leading provider of critical transaction processing solutions and data for the global travel industry, have jointly announced the renewal of their partnership and a new initiative to boost Al-Futtaim Travel’s online presence.

The new deal cements the successful partnership between the two companies, which was first signed in 2009, and will see Al-Futtaim Travel continue to benefit from Travelport’s expertise and cutting edge products for another three years.

A key focus for the renewed partnership is Al-Futtaim Travel’s online business, an initiative that further underlines Travelport’s position as the regional expert in online travel technology. As part of the agreement, Travelport will provide Al-Futtaim Travel with its latest online and offline technology solutions including Travelport Universal API, as well as online consultancy services.

“Making the most of the online opportunity is a key business focus for a vibrant and dynamic travel management company such as Al-Futtaim Travel,” said William Horsely, General Manager - Travel Division, Al-Futtaim Group. “Having worked with Travelport for more than four years now, we know that they have the right expertise, technology tools and support structure to meet all of our current and future requirements. We look forward to continued collaboration to benefit our customers, online as well as offline, for years to come.”

“Supporting travel providers such as Al-Futtaim Travel in this fast changing and dynamic industry is a key objective for Travelport,” said Rabih Saab, President and Managing Director, Middle East and Africa, Travelport. “Recent research, co-sponsored by Travelport, showed that online sales are expected to reach \$15.8bn by 2014*. We are therefore working very closely with our customers, such as Al-Futtaim Travel, to share our online expertise and industry-leading technology solutions to enable them to make the most of this opportunity now and in the future.”



Al-Futtaim Travel is a specialist corporate and leisure travel management company that utilises a wide range of quality and specially selected travel products and services to provide discerning travellers with a fully comprehensive travel service. With numerous offices in Dubai, operations in several multi-national companies, and a 24 hour help desk, Al-Futtaim Travel is considered to be one of the leading and most forward thinking IATA travel agencies in UAE and the Gulf Region.

* The study, called "Assessing the Online Travel Opportunity: The Middle East", was carried out by PhoCusWright across 10 Middle East Countries involving UAE, Saudi Arabia, Egypt, Jordan, Lebanon, Syria, Kuwait, Bahrain, Qatar and Oman and looks at online travel trends in the region between 2010 and 2014.