



the power of the corporate travel market

Average Spending by Market Size⁴

Midmarket¹

- 2006 U.S. Booked Air: \$8,560 Million
 - 2005: \$7,165 Million
 - 2004: \$5,905 Million
- Gross U.S. Booked Hotels: \$4,918 Million
 - 2004: \$2,497 Million
- Companies that Issue Corporate Cards: 80%
- U.S. T&E Volume: \$14,568 Million

Small¹

- U.S. Net Booked Air: \$422 Million
- Gross U.S. Booked Hotels: \$497 Million
 - 2004: \$243 Million
- Companies that Issue Corporate Cards: 54%
- U.S. T&E Volume: \$2,541 Million

CT100²

- U.S. Booked Air: \$80 Million
- U.S. T&E: \$238 Million
- Worldwide Air: \$145 Million
- Gross Booked Domestic Hotel: \$48 Million
- U.S. Booked Air for Meetings: \$21 Million

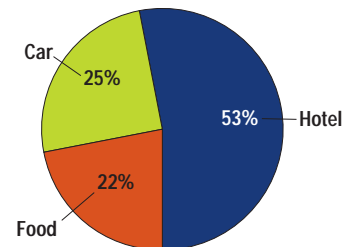
The market continues to grow while companies get more involved in their corporate travel spending habits³

56% of companies are spending more on corporate travel than they did in 2005

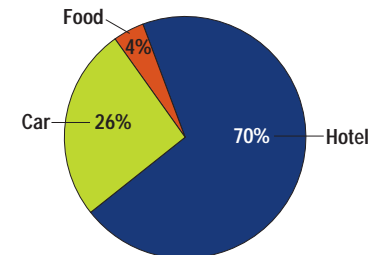
30% have moderate to strict compliance for their corporate travel programs, compared to 28% in 2005

-Wall Street Journal, July 23, 2006

U.S. Daily Spend¹
Average Daily Cost: \$309



International Daily Spend¹
Average Daily Cost: \$370



Source: 1. 2006 Corporate Travel Index

2. CT100 Report 2006

3. WSJ 7-25-06; BCD Travel Client Survey

4. Data and categories were broken out by air volume spending, which was established by Business Travel News through surveys of companies with more than \$30 Million (CT100), companies with less than \$15 Million (Midmarket) and companies with less than \$2 Million (Small) in U.S. booked air volume for 2005.

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BTN was the first, more than 23 years ago, to give travel management departments what they needed to make informed decisions—enabling buyers and suppliers to develop the relationships that are the basis for today's best practices.

The most

BTN is still the leading source for breaking news, benchmarking research, corporate travel, market analysis, best practices and partnerships and corporate travel policy.

The only

BTN is the only brand that focuses on the issues, trends and developments related to corporate T&E policy and procurement. It is recognized as the authority in the industry and read by top decision-makers who influence the business of travel for business travelers around the world.

Leading newspapers and magazines trust *Business Travel News*, regularly citing its original research and reporting.

"I.B.M. spent \$493 million on airline tickets alone in 2004, according to the most recent annual compilation by *Business Travel News*, followed by General Electric's \$280 million and Boeing's \$274 million"....

– *The New York Times*, June 27, 2006

"When it comes to corporate travel policies and partners, more professionals trust this publication. It's the only newspaper written for buyers of corporate travel products and services—22 years and counting."

– *Fortune*, May 2006



1984



2005



Today