

ADDING VALUE TO TRAVEL.

eNett
Ed Chandler



KEY MESSAGES



Leveraging a strong partner network



Laser focus on the needs of the travel market



Removing complexity and costs



Delivering compelling customer outcomes

A black and white photograph of a high-speed train on a monorail track. The train is sleek and aerodynamic, moving along a curved track that rises into the sky. In the background, a dense city skyline with various skyscrapers is visible under a cloudy sky. In the bottom left corner, there is a graphic element consisting of two overlapping diagonal stripes, one orange and one teal.

WHO IS ENETT?

OUR TIMELINE.

eNett 
Established



Became part of
a joint venture



Officially
launched
VANs



Strategic
partnership with
MasterCard
Worldwide



Launched
seamless GDS
integration



2002

2009

2011

2012

2013



Signed long term
partnership
agreement with
MasterCard



Travelport
Increased
ownership in joint
venture to 73%



Delivered
revenues of
\$150M at 64%
YoY growth



8 of top 10
“Mega OTAs”
in book

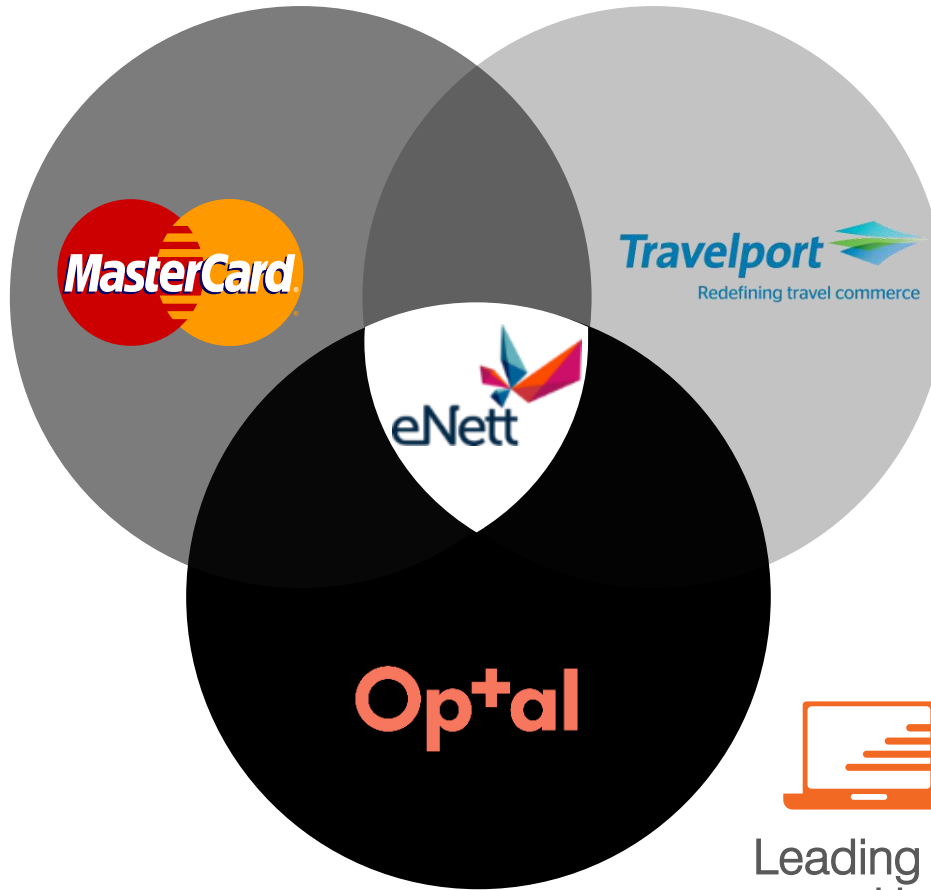
2014

2014

2016

2017

PARTNERING WITH THE BEST.



A high-speed train is shown in motion on a monorail track, curving through the frame. The train is white with dark accents and is moving towards the right. The track is supported by a concrete structure. In the background, a city skyline with various skyscrapers is visible under a cloudy sky. The overall scene is in black and white, except for a graphic element in the top left corner consisting of overlapping orange and teal diagonal stripes.

OUR PRODUCT AND MARKET.

WHAT ARE VANS?



- ✓ Automated and integrated payment process created for the travel industry
- ✓ Unique 16 digit Mastercard number generated for each supplier payment
- ✓ Scalable funding models

V

Virtual

A

Account

N

Number

OUR FOCUS IS B2B TRAVEL PAYMENTS.

\$2.0T

The travel market is massive

46%

Almost half of all global travel is booked via travel intermediaries

67%

Travel suppliers and intermediaries support or plan to support virtual cards

A high-speed train is shown in motion on a monorail track, curving through the frame. The train is white with dark accents. In the background, a dense city skyline with various skyscrapers is visible under a cloudy sky. The overall image is in black and white, except for a graphic element in the top left corner consisting of overlapping orange and teal diagonal stripes.

REDUCING COMPLEXITY AND COST.

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Complexity



Cost

- ✓ Domain expertise and tailored solutions
- ✓ Superior customer relationship management
- ✓ Rapid onboarding and deployment
- ✓ Automated reconciliation
- ✓ Product enhancements

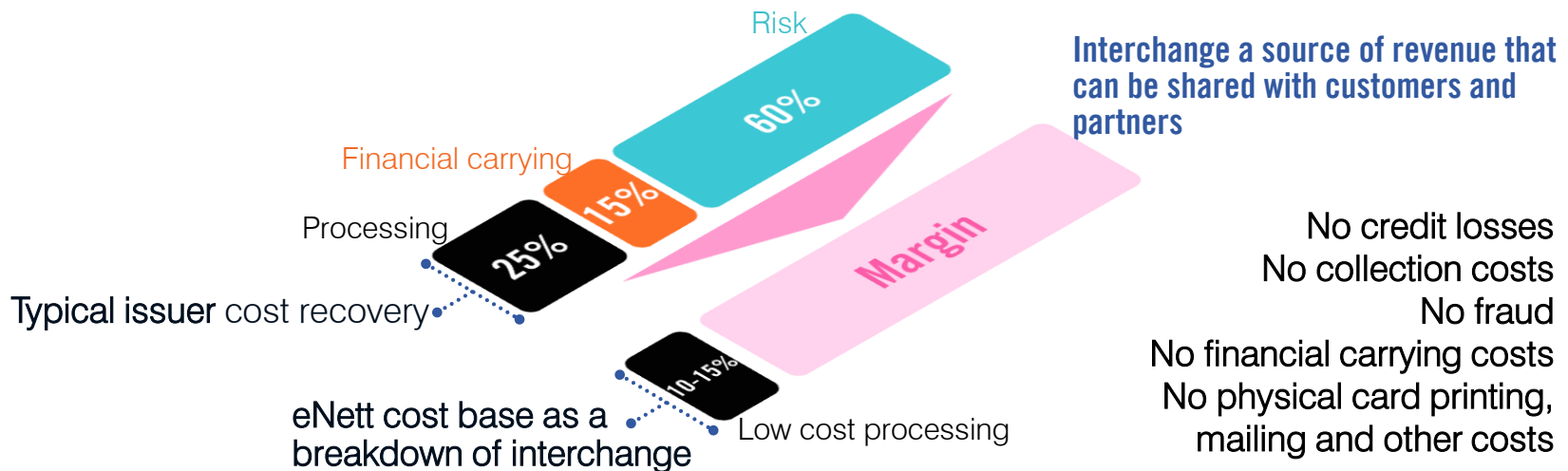
REDUCING COMPLEXITY AND COST.



Complexity



Cost



REDUCING COMPLEXITY AND COST.



Complexity



Cost

- ✓ 34 currencies; 20 local settlement
- ✓ Lower cost international payments
- ✓ Supplier default protection and fraud risk minimisation
- ✓ Back office efficiency gains

A black and white photograph of a monorail train on an elevated track. The train is moving from the foreground towards the background, curving slightly to the right. In the background, a dense city skyline with various skyscrapers is visible under a cloudy sky. In the bottom left corner, there is a graphic element consisting of two overlapping diagonal stripes, one orange and one teal.

DELIVERING CUSTOMER OUTCOMES.

BACK OFFICE EFFICIENCIES.



Challenge



Response



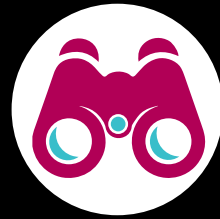
Impact

- ❌ Thousands of bookings to hundreds of suppliers globally
- ❌ Multiple agency cards used by multiple employees
- ❌ Costly and disparate manual processes to support payments
- ❌ Lack of payment control, poor visibility of expenditures
- ❌ Problematic reconciliation processes
- ❌ Inefficient and time consuming batch processing

BACK OFFICE EFFICIENCIES.



Challenge



Response



Impact

- ✓ Bespoke VANs integration with proprietary platforms
- ✓ Automated and centralised payment process
- ✓ Tailored real-time customer reporting
- ✓ Elimination of manual processes and reconciliation
- ✓ Global payment capability at lower cost

BACK OFFICE EFFICIENCIES.



Challenge



Response



Impact

“Switching to VANs instantly gave us more security, efficiency, and transparency... The efficiency savings by themselves make it the most cost effective method of payment for us.”

“We swapped 10 credit cards with various credit limits, for one centralised VAN solution.”

“eNett has one of the easiest APIs we've ever worked with....”

SUPPLIER DEFAULT.



Challenge



Response



Impact

- ✘ LCC Monarch Airlines ceases trading leaving \$300k exposure across multiple eNett customers
- ✘ All Leisure Group (cruise) ceases trading leaving eNett customer carrying a \$240k exposure
- ✘ Italian LCC Wind Jet ceases trading leaving eNett customer carrying exposure >\$1M

SUPPLIER DEFAULT.



Challenge



Response



Impact

- ✓ Dedicated and specialist chargeback team
 - ✓ Automated non-authorized transaction and chargeback process
 - ✓ Prompt and proactive engagement with customers
- Resolution achieved often within a matter of days

SUPPLIER DEFAULT.



Challenge



Response



Impact

“ Learning one of your biggest suppliers has gone out of business is a stressful experience... thanks to the chargeback function of eNett VANs... our stress turned to relief in no time.”

“ Using eNett VANs...has reduced our financial risk.”

“ Our business has benefited greatly from the use of virtual cards because we can ... minimise risk and eNett has a module for chargebacks.”

MARKET AND CURRENCY COVERAGE.



Challenge



Response



Impact

- ✘ Existing international payment process complicated and reconciliation challenging
- ✘ Safe and cost effective means required to scale supplier base
- ✘ Operational challenges entering new geographies
- ✘ FX related costs eroding margins

MARKET AND CURRENCY COVERAGE.



Challenge



Response



Impact

- ✓ Broad and growing local currency suite
- ✓ Multitude of additional “VAN Currencies” available in several reconciliation currencies to meet customer need
- ✓ Forex service embedded in platform
- ✓ Options to manage transactional FX exposure

MARKET AND CURRENCY COVERAGE.



Challenge



Response



Impact

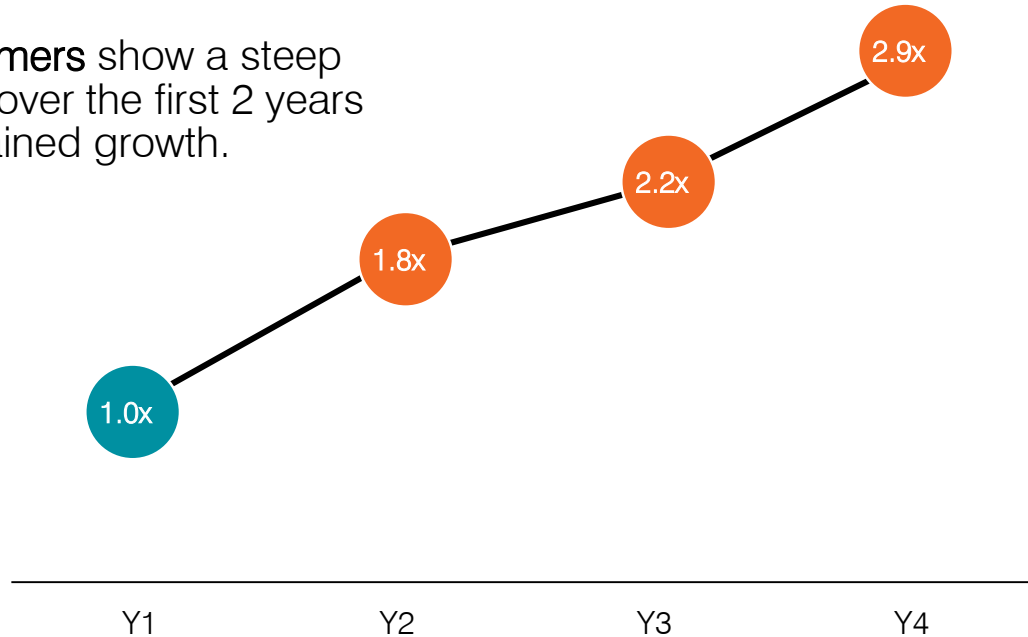
“VANs have also aided our international expansion into the US market, by enabling us to make online payments to new suppliers with ease and improved security.”

“We have been able to transition from being a TMC to becoming a Travel Management Solution provider.”

MARKET AND CURRENCY COVERAGE.

Customer led market and currency expansion underpins sustained growth.

Our top 20 customers show a steep volume increase over the first 2 years followed by sustained growth.



Onboarding,
deployment and
initial use of VANs

Expansion of VAN use and organic customer
growth

SUM UP



Leveraging a strong partner network



Laser focus on the needs of the travel market



Removing complexity and costs



Delivering compelling customer outcomes

ADDING VALUE TO TRAVEL.

Q&A