

News Release



Carlson Wagonlit Travel Acquires Gateway Travel Management of Pittsburgh

MINNEAPOLIS, May 10, 2010 — Carlson Wagonlit Travel (CWT), a global leader specialising in business travel management, today announced it has signed a definitive agreement whereby CWT has acquired Gateway Travel Management (GTM), a privately held regional travel management company based in the Pittsburgh, Pennsylvania, area.

Gateway Travel Management was established in 1984 and had grown to be the leading travel management company in the region, with offices in Sewickley and Pittsburgh. With business totalling US\$160 million in annual air volume, GTM's client base has been primarily located in the Mid-Atlantic and Midwestern United States with GTM providing services including corporate travel management, groups and meetings, and leisure travel services.

CWT welcomes more than 80 GTM employees via this acquisition, including leaders Jim Pekins, president and chief executive officer, and Jim Harris, vice president and chief financial officer, each of whom in the near term will focus on assisting clients through the transition to CWT.

Reflecting on GTM's 26 years in the travel industry, Jim Pekins acknowledged the accelerated pace of change he has observed specifically over the past decade. "As companies of any size seek to grow and expand across borders, increased investment is needed to provide the level of technology and service clients and their travellers have come to expect," Pekins said. "The GTM management team feels CWT is best suited to deliver those capabilities over the long term," he continued, citing CWT's global footprint, award-winning service and technology, and "of particular importance to us, CWT's proven track record with clients of all sizes."

Harris added, "We were attracted to CWT specifically because of the long-held respect we've had for the organisation as a competitor. I'm pleased we now have the opportunity to join forces for the mutual benefit of our collective employees and clients."

With the purchase of Gateway Travel Management, CWT not only expands its presence in the Pittsburgh area but also furthers its established growth strategy, which includes increased growth in the small and medium enterprise (SME) market and targeted acquisitions, along with the sale of value-added products and services to new and existing clients.

GTM's expertise at serving SME clients in the Pittsburgh area will benefit CWT even further in this key market, noted Sam DeFranco, senior vice president of National Accounts for CWT North America. "I look forward to blending the Gateway team's considerable industry expertise and customer focus with ours," he added. "I'm also excited to meet CWT's newest employees and clients, and to personally welcome them to the organisation."

About Carlson Wagonlit Travel

Carlson Wagonlit Travel (CWT) is a global leader specialising in business travel management. Present in more than 150 countries, CWT serves companies of all sizes, as well as government

institutions and non-governmental organisations. By leveraging both the expertise of its people and leading-edge technology, CWT helps clients derive the greatest value from their travel programme in terms of savings, service, security and sustainability. The company is also committed to providing best-in-class service and assistance to travellers. CWT services and solutions comprise four lines of business: Traveller & Transaction Services, Programme Optimisation, Safety & Security, and Meetings & Events. In 2009, sales volume for wholly owned operations and joint ventures totalled US\$21.4 billion. For more information, please visit our global website at www.carlsonwagonlit.com.

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