



Emerging Businesses

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Sabre



Charter



- Identify, incubate and manage emerging businesses consistent with corporate and business unit strategies
- Evolve and execute strategic business development plans



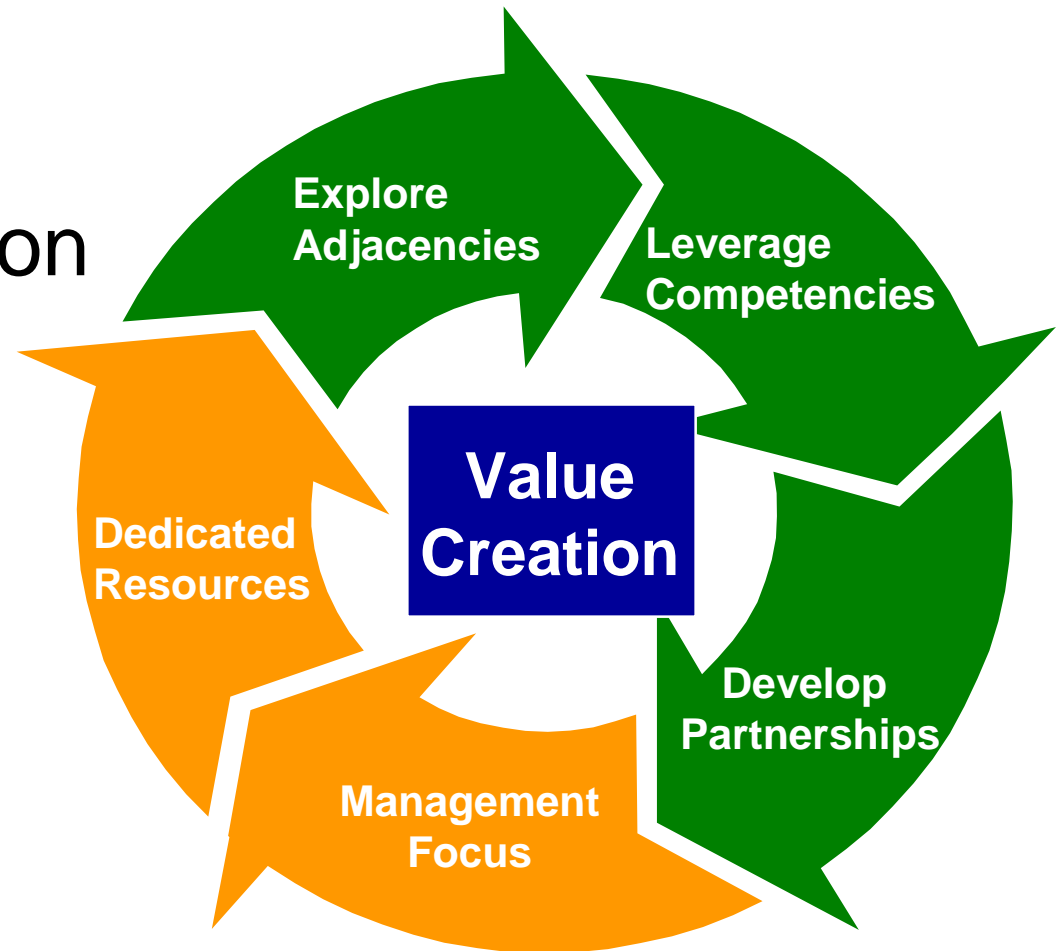
Strategic Intent



- Create world class capabilities in idea-to-launch business incubation and business development
- Successfully enter markets of current emerging businesses
- Integrate emerging businesses into existing Sabre business units

Value Creation

- Creates value through incubation
- Past experience demonstrates successful incubation



Past Successes

- Travelocity.com
- Sabre Business Travel Solutions
- Sabre VirtuallyThere





Currently Operating

- Sabre Web Hosting
- Sabre Marketplace
- Financial Settlement

Market Opportunities

	Annual Industry Revenue Growth Rate	Addressable Market by 2003
Sabre Web Hosting*	218%	\$10.8B
Sabre Marketplace* (aerospace industry)	216%	\$14.5B
Financial Settlement	190%	\$3.0B

**Note: Growth figures represent approximate industry averages*

Web Hosting

- Highly managed web hosting services
- New technology partners
 - i2 Technologies authorized hosting partner



 U.S. AIRWAYS





Web Hosting



- Highly managed web hosting services
- New technology partners
 - i2 Technologies authorized hosting partner

why Sabre?

- Architecture technology planning
- Quick and reliable
- Travel content integrated

Web Hosting

value add

core competencies

Services

- Special host integration
- Applications integration
- Applications operations

- Database operations / apps platforms
- Utility applications
- Systems operations
- Servers
- Data center
- Network
- Network integration



Web Hosting



revenue sources

Monthly hosting fees including

- Server management and monitoring
- Bandwidth and storage
- Professional services

growth opportunities

- Development of new sales channels
- Partnerships for global expansion
- Deploying an e-infrastructure
- Establish market identity

Sabre Marketplace

- Procurement for travel and transportation goods and services
- Global economies of scale
- Streamlined buying and selling





Sabre Marketplace



- Procurement for travel and transportation goods and services
- Global economies of scale
- Streamlined buying and selling

why Sabre?

- Relationships with buyers and sellers
- Creation of on-ramps to the marketplace exchange environment
- Partnerships with best of breed B2B companies



Sabre Marketplace



revenue sources

- Revenue sharing agreements with suppliers based on a percentage of net sales (range from 2% - 8%)
- License fee and maintenance revenue from Ariba Buyer resell rights

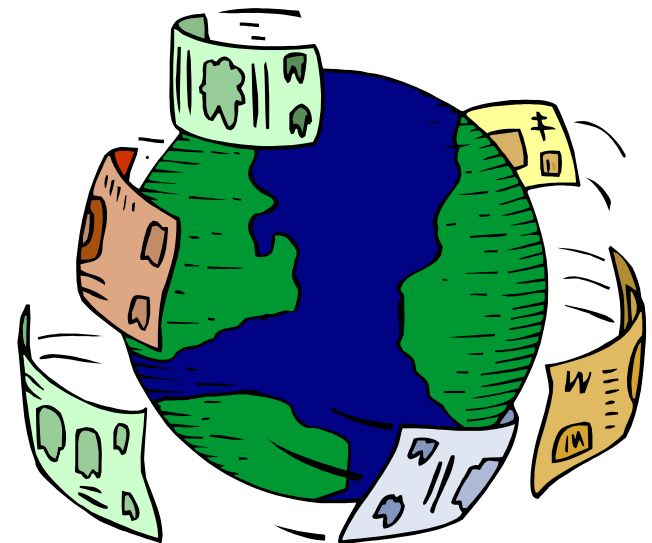
growth opportunities

- Steady growth in user adoption
- Deployment of an aerospace exchange
- Act as a service provider to marketplaces and exchanges

Financial Settlement

- Data and point of sale processing in the travel payment processing business
- Airlines pay an average of 2.2% of the gross value of the ticket on credit card fees
 - On an average ticket value of \$750, airlines incur credit card fees of ~\$16.50

Sabre



... enabling payment & settlement globally

Sabre



Financial Settlement



- Data and point of sale processing in the travel payment processing business
- Airlines pay an average of 2.2% of the gross value of the ticket on credit card fees
 - On an average ticket value of \$750, airlines incur credit card fees of ~\$16.50

why Sabre?

- We have the data and can improve the quality of the transaction
- We can speed the flow of money
- We disintermediate aspects of the settlement process



Financial Settlement



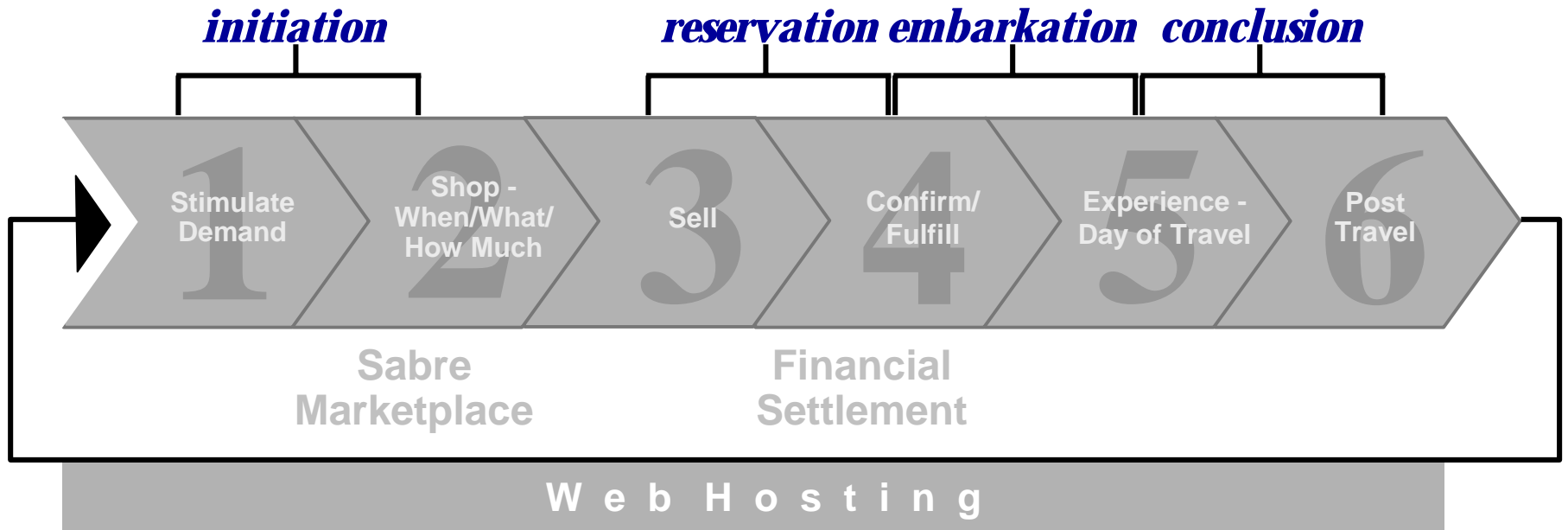
revenue sources

- Transaction revenue from payment services - \$0.15 - \$0.20 per transaction
- Data sale revenue = \$1 million in 2001

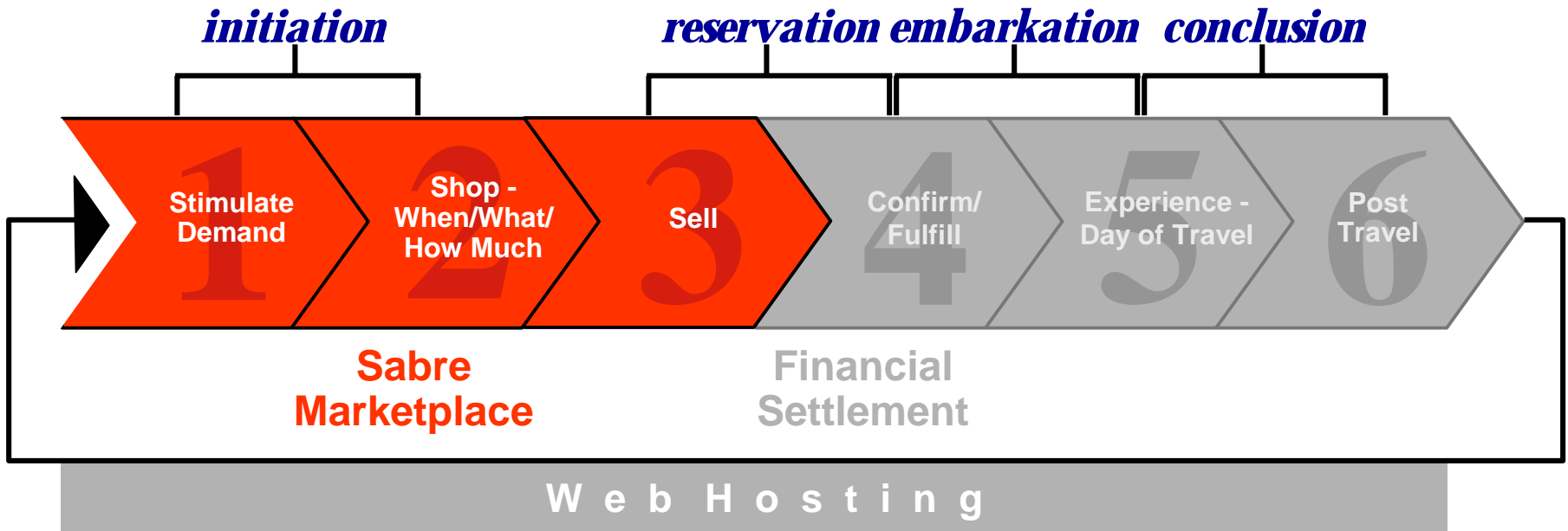
growth opportunities

- Partnerships with payment processing providers
- Extend to other markets (hotels, car rentals, cruises, tours)
- Extend Sabre's transaction processing into payment processing

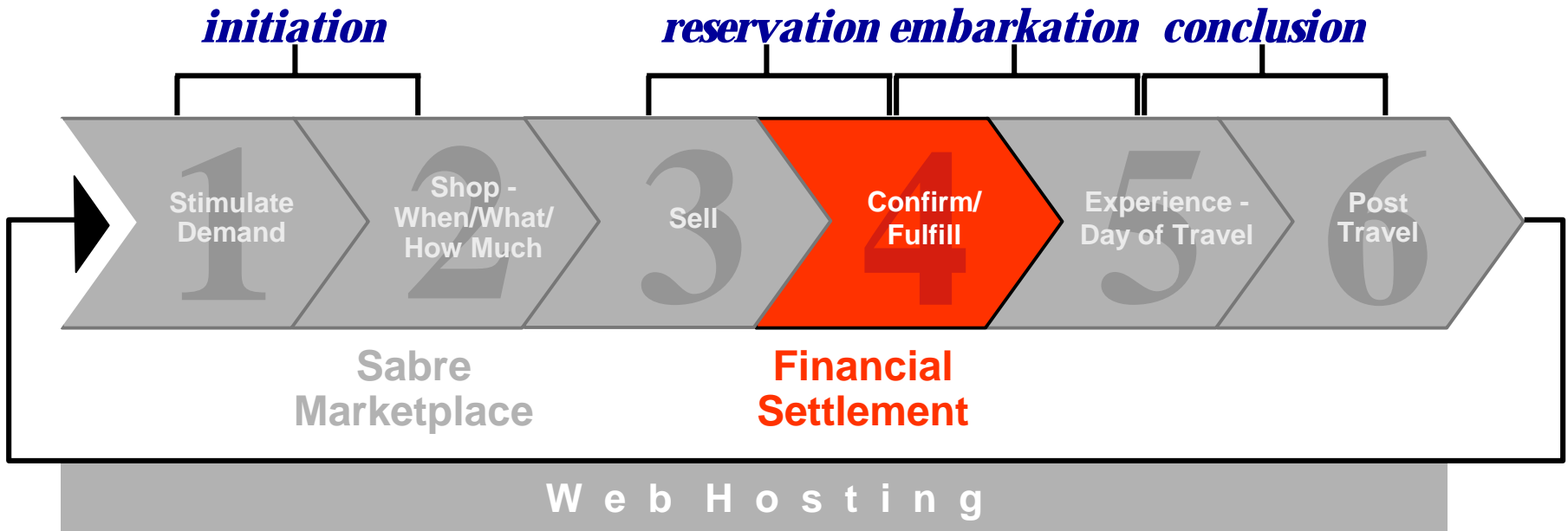
Emerging Businesses & the Travel Framework



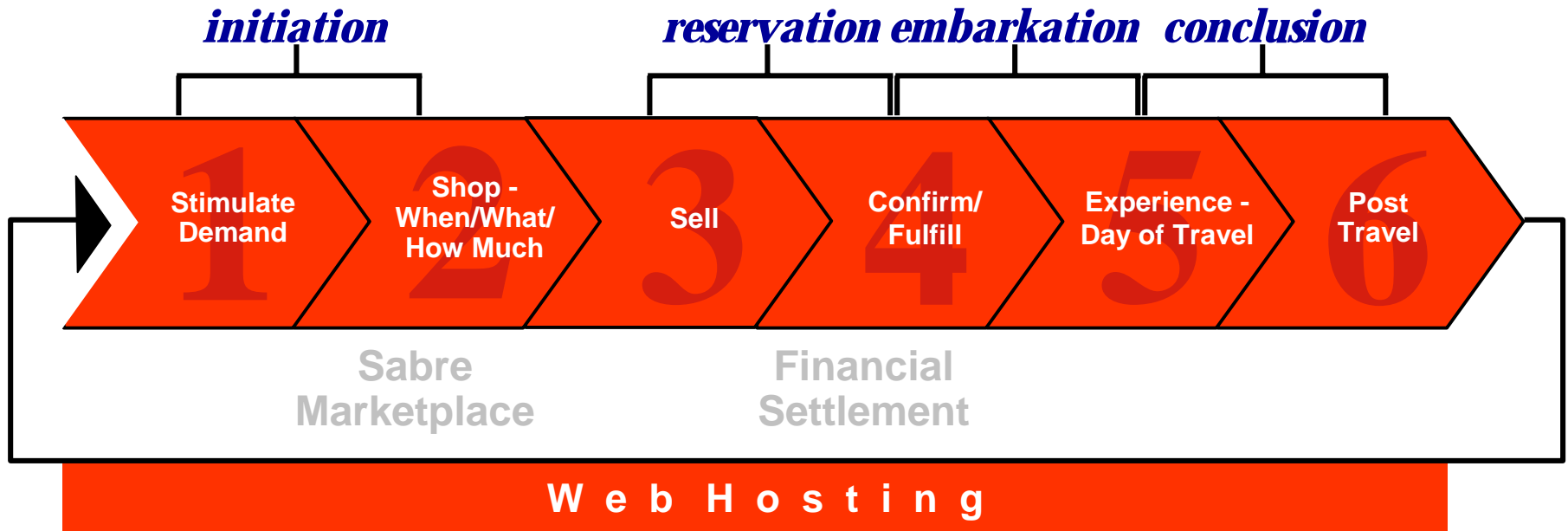
Emerging Businesses & the Travel Framework



Emerging Businesses & the Travel Framework



Emerging Businesses & the Travel Framework





Moving Forward



- Drive maturity with our current portfolio of 3 businesses
- Launch new opportunities in 2001
- Deliver value to our shareholders

“I’m going to run fast and jump far.”

-Marion Jones, US Olympic Gold Medalist

Market Opportunities

	Annual Industry Revenue Growth Rate	Addressable Market by 2003
Financial Settlement		
Web Hosting *		
Marketplace * (aerospace industry)		

Sabre Financial Settlement

Transaction revenue from payment services - \$.15-\$.20 per transaction

Data revenue from sale of data to credit card companies - \$.11 per transaction

We have the data and can improve the quality of the transaction

We can speed the flow of money

We disintermediate aspects of the settlement process