



AIC TRAVEL GROUP
GLOBAL TRAVEL WHOLESALER

www.aicgroup.biz

“

An ambition shared with
our customers!

2

GENERAL PRESENTATION

AIC TRAVEL GROUP, leading wholesaler in the field of tourism, designs and provides travel agents and tour operators with among the most easy to use, reliable and pleasant on-line booking system of the market.

Active throughout the value chain, from IT development to signing direct contracts with hotels, its development subscribes to optimizing the clients satisfaction.

The company operates, through its sales network, in more than 100 countries with particularly strong positions in Russia, United States, Azerbaijan, Columbia, Germany, South American countries and very sensitive growth in the rest of Europe, Asia and Middle East.

In 2015, AIC Travel Group has experienced a significant increase compared to 2014 (+23.35%) to reach a turnover of 560.9 million euro.

Thanks to its expert knowledge in technology, AIC Travel Group develops solutions that are reliable, fast and efficient. AIC's ambitions in relation to these issues are reflected by the establishment of AIC Technology, one of the largest IT center in Europe.

AIC Travel Group's expertise is based on two fundamental axes that are IT development and customer satisfaction:

- Because B2B travel trade goes inevitably through technology developments and reliable performance.

- Because AIC Travel Group accompanies its clients through the changes in their economic and business approach by making responsiveness, efficiency and professionalism its leitmotiv.

3



 AIC Technology

www.aicgroup.biz



“Your customers will love it,
and so will you!”

PRODUCTS & SERVICES

HOTEL ACCOMMODATIONS

With 150'000 hotels available including 15'000 hotel direct contracts, AIC HOTELS is a vital global point of reference for individual room reservations in the world.

SKI RESORTS

70 European ski destinations are available. All the resorts we propose have a perfect location, very closed to the ski slope from 2 to 5 stars.

BEACH HOLIDAYS

Find out a large choice of accommodations in the most famous and beautiful beach destinations in the world.

FLIGHTS

Complete your hotel package and satisfy your client needs by booking flight tickets at very competitive rates in just a few clicks.

TRANSFERS

Organize transfers to your booking from airport, train station or hotel.

CAR RENTAL

Book car rental around the world. From standard car to limousine, you will find out everything you might need.

TOURIST TICKETS

From travel cards to museum entries, through shows or theme park tickets, you will be able to add all those services to your hotel booking.

CITY TOURS

A large choice of tours in the most beautiful cities in the world is available in our platform. Book visits with guides, shows, lunches, dinners and very original & various other excursions.

SLOW FOOD & WINE TOURS

Slow food and wine tours is a unique opportunity to discover Italy enjoying typical food and wine during the stay. It can be experienced in group or individually.

GROUPS

Manage your group requests directly in the system or email us and our booking department will quote our best offer.

VISA SUPPORT

AIC Travel Group SA provides a Visa Support Service. We get for your clients all needed documents regarding their accommodation in order to obtain their Visa.

MORE SERVICES ON-LINE



“Your business matters to us...”



WORK TOGETHER

AIC TRAVEL GROUP SA pleased thousands of passengers in 2012. With more than 42'000 affiliates around the world, we invest a lot of time to provide the best possible assistance to every and each travel professional who works with us.

Through five different kind of collaborations, we do our best to give everyone a chance to make this partnership a success.

B2B ACCESS

- FREE B2B access to AIC booking platform
- Accessible 24/7
- 100'000 hotels worldwide + additional services
- Automatic reminders & notifications
- Thousands services in more than 7'000 cities
- Competitive net rates
- Vouchers branded with agent's logo
- Add any number of users (manager or simple user)

6

B2C ENGINE

- FREE module in agent's website
- Easy and fast integration
- Secured payment by credit card
- Integration with client's colours
- Currency management

XML INTEGRATION

- Seamless connectivity
- Competitive net rates
- High rate of availability
- 100'000 hotels worldwide
- Professional and friendly assistance
- Real-time on-line booking confirmations

WHITE LABEL

- Possible for tour operators wishing to become a travel wholesaler
- Get your own booking system turnkey
- Manage your business
- Hosting and updates made by AIC Travel Group SA
- Powered by AIC Technology

NETWORK

- Possible for tour operators with existing network of travel agencies
- Commissions on the turnover made by the network

7



“Reliable, Fast and efficient IT solutions

AIC TECHNOLOGY

Online Cloud Based Reservation System powered for Tour Operators

MANAGEMENT OF ALL MAIN TOURIST SERVICES

By choosing AIC TOWERS platform, clients can manage and sell both direct contracts and XML: hotels, transfers, tours, sightseeings, excursions, apartments, car rental, yacht and sailing, insurance, tourist tickets, trains and flights.

XML INTEGRATION

Allows the integration of the clients' products into third parties platforms or import the suppliers' products directly into the clients' online booking system.

PAYMENT GATEWAY INTEGRATION

Validation and automatic debiting or deferred charging of major credit cards.

CUSTOMIZATION

Allows a wide range of customization of user interface and functionalities and of all the content thanks to a powerful CMS (Content Management System)

CHANNEL MANAGER SUPPORT

Hoteliers are encouraged to connect to your booking system by means of their channel managers, so they can easily update room availability when needed.

BUY AND SELL INTERFACES (B2B, B2C, WHITE LABEL)

The powerful back-end system allows the implementation of a multiple of interfaces for both buying and selling travel products, including B2B and B2C websites, the integration with leading payment gateways and major Tour Operators' web services creation of the easily distribuable White Labels.

INTEGRATION WITH ACCOUNTING MANAGEMENT SYSTEMS

Allows the integration and communication with the major accounting software (MIDA, SIAP, AVES, IDEAL) so as to avoid the lengthy and costly manual entry of reservations accounting details.

EXTRANET ACCESS FOR TRAVEL PRODUCT SUPPLIERS

Allows hoteliers to update availability and rates information stored in the system.

REPORTS AND STATISTICS

Allows the tracking of user behaviour, market, trends, and the distribution of purchases through a powerful data warehouse built in the system.



“Transform
your business

FACTS & FIGURES



KEY FIGURES OF THE GROUP

| | |
|---------------------------------------|---------------------------------------|
| 2015 turnover | 560.9 millions of euro (+23.35%) |
| Number of affiliates (at 31 Dec 2015) | 62'572 (+12%) |
| Number of bookings in 2015 | 2'288'282 (+11%) |
| Number of travelers in 2015 | 2'378'295 (+7%) |
| Number roomnights in 2015 | 2'887'433 (+9%) |
| Hotels worldwide (at 31 Dec 2015) | 152'451 (+9%) |
| Top 3 services | Hotels, flights and transfers |
| Top 5 destinations | Italy, France, USA, Germany and Spain |



AIC AT A GLANCE

| | |
|------|--|
| 2014 | Partnership with InterContinental Hotels Group |
| 2012 | Design, modern and easy to use, AIC new layout is live. |
| 2012 | AIC has clients in more than 100 countries around the world. |
| 2011 | Establishment of AIC Technology, one of the largest IT center in Europe. |
| 2009 | Creation of the branch AIC Hotels. |
| 2007 | Second version of AIC booking system. |
| 2006 | AIC opens its sales office in Geneva. |
| 2005 | Signing the first direct contracts with hotels in Switzerland. |
| 2003 | AIC first booking system is live on 24 Sept 2003. |
| 2001 | Opening markets to Eastern Europe. |
| 1996 | Foundation of AIC Travel Group SA as Swiss incoming tour operator. |



www.aicgroup.biz

Sales & Administrative office
1, rue Robert-de-Traz
CH-1206 Geneva
Switzerland

T: +41 22 342 71 60
F: +41 22 342 72 24
Email: geneve@aicgroup.biz