

FSA WORKSHOP

DURBAN | 22 JULY 2015

Workshop Agenda

1. The Big Picture!
2. The ITC market
3. What is FlightSiteAgent?
4. Where we're going?

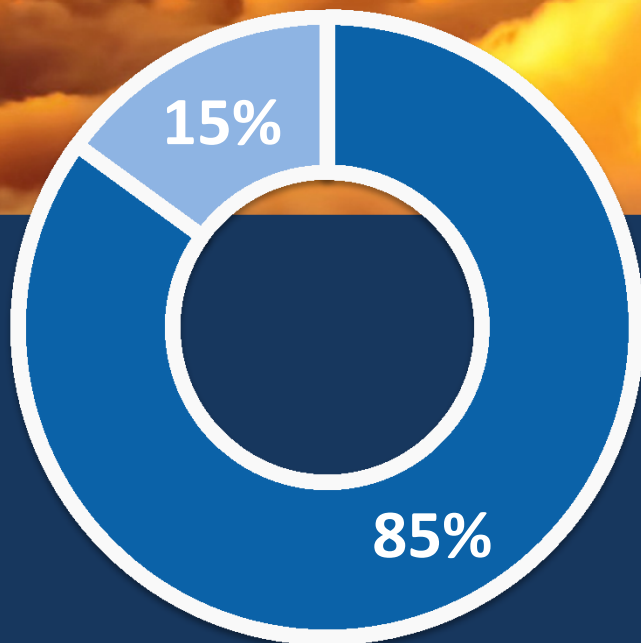


FlightSite
Agent
.co.za



The travel industry, the big picture

There are around **1,200 travel agencies** in South Africa with about **4,200 outlets**, employing approximately **10,000 people**



Approximately **10 million flights** are flown each year; of which **85% are corporate** travel and **15% leisure** travel

The South African travel agency industry is worth R37 billion per year

This is made up of

- R18 billion in GDS Air
- R5 billion in LCC
- R3 billion in Car
- R9 billion in Hotels

The travel trade is divided up into:

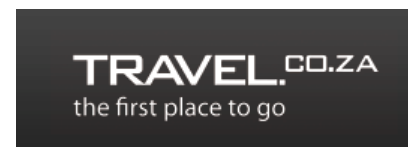
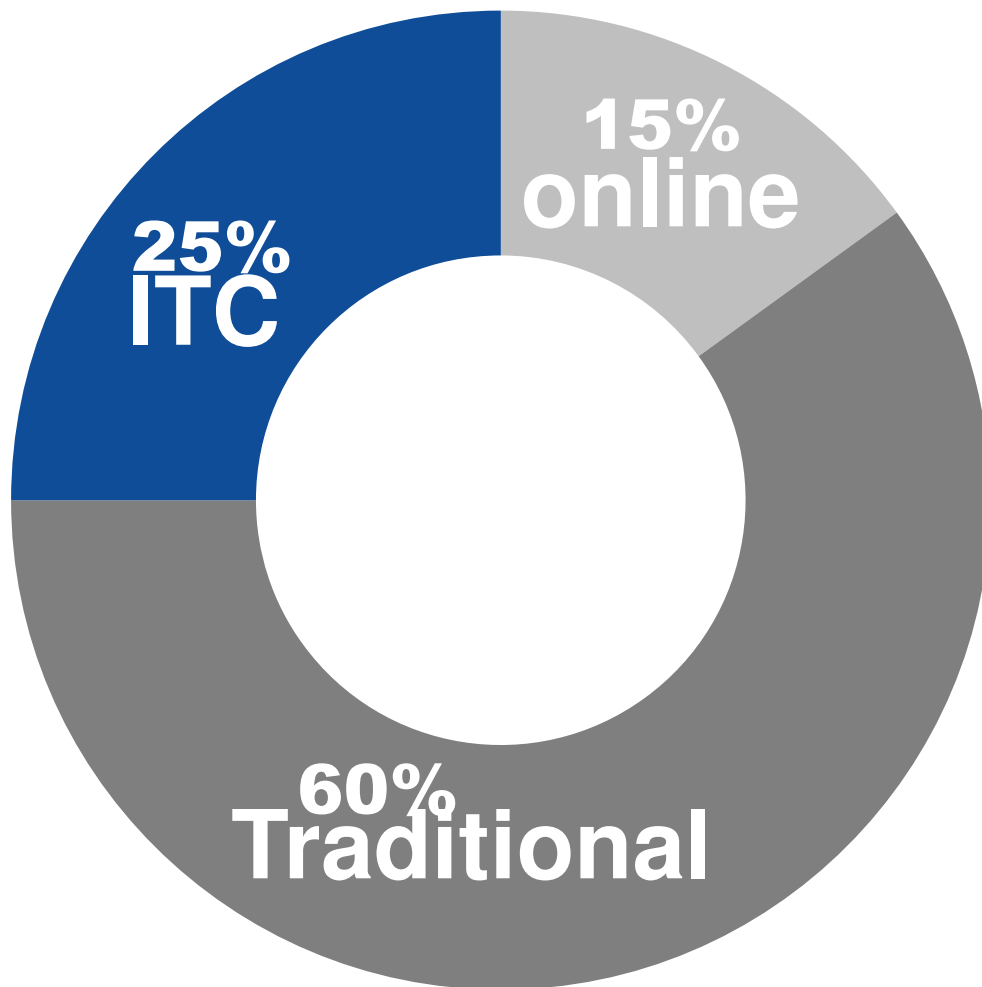
- 1/3 Govt. spending
- 1/3 Corporate spending
- 1/3 Leisure spending



FlightSiteAgent focuses on
R12billion leisure spend per year

The ITC Market

The R12billion leisure Industry is split into



The ITC Market



The fastest growing segment of the Leisure market is ITC's growing at **49% per year!**



- Club Travel
- Travel Counselors
- e-Travel
- FlightCentre
- XL Travel
- Serendipity

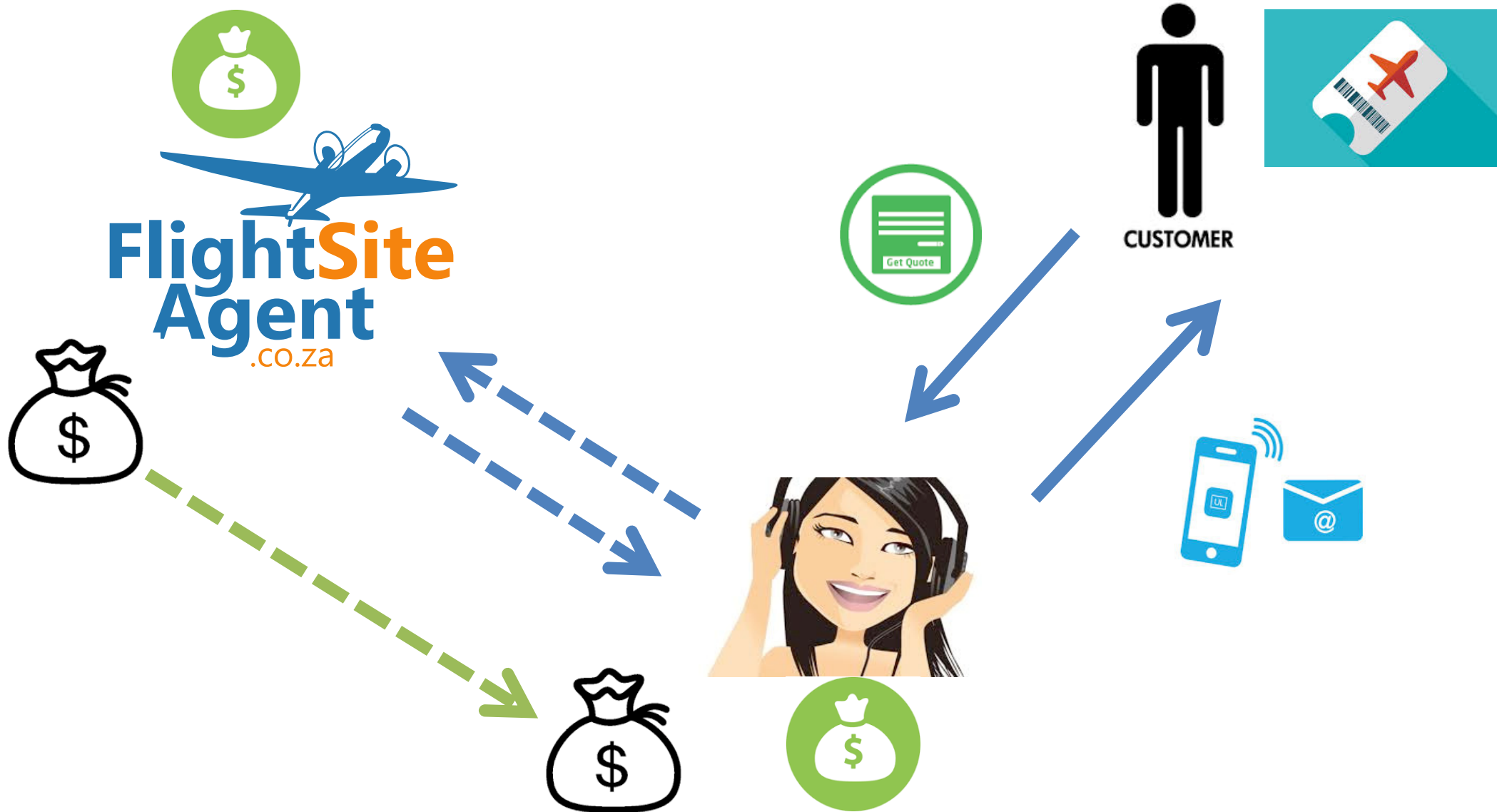
How do they charge?

- Set up fees range from R5,000 - R20,000
- Ticketing fees vary e.g. 2% or R95
- Overrides are tiered and split 60% - 80%

What is FlightSiteAgent - Video



Recap – so how does it work?



Where we're going

Africa is exciting.
Our vision is to enable entrepreneurs with:

- Free ticketing. Always
- An easy to use platform
- Unlimited complimentary training
- The best fares in the industry

South Africa 10m
Zimbabwe 800,000
Namibia 250,000

Kenya 2.5m
Tanzania 2.2m
Uganda 390,000

Zambia 398,000
Nigeria 3m
Ghana 1.4m

Q & A



Thank you.