



**PATHEO**<sup>®</sup>  
*Our Path To Your Success*<sup>™</sup>

OPEN FORUM 2004:  
Showcase Showdown


# Understanding Patheo



- Transaction Processing Company for the Travel Industry
- Automation tools for Travel Suppliers & Travel Resellers

# Make-Up of Patheo



- Founded in 1997
  - Funded \$1 million from key clients, family & friends
  - How We Make Money
    - Licensing & Development Fees
    - Transaction Fees for system use
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# Early Growth



- Early focus on profitability – market share considerations were secondary
- Understood what clients were willing to pay for – and delivered solutions that made financial sense to company
- Recruited like-minded team that was willing to take risks
- Watched expenses very closely

# Accomplishments



- Profitable
- Largest market share in North America for our niche
- Key Clients: Continental Airlines, Lufthansa Airlines, AAA, Sabre, Amadeus, Worldspan, Leading Airline Wholesalers (70% market-share)
- Processing over \$1 million in transactions per day

# Future



- Growth in Europe, Asia & Latin America
- Expansion of product line to complementary travel products
- Continue growth with large travel entities



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***Thank You***