



Egencia Adds India and Australia Country Directors

Senior Additions Show Further Commitment to Growth Regions and Global Strategy

Sydney, Australia and Gurgaon, India. – (February 2, 2009) – Egencia, an Expedia, Inc. company, announced today the addition of Gaurav Sundaram and Ken Pfaffmann as dedicated country managers in India and Australia, respectively. The new hires are indicative of Egencia’s growing commitment and investment in the APAC marketplace. As country managers, Sundaram and Pfaffmann will oversee business operations including sales, account management and the delivery of exceptional, localized customer service. Egencia offers businesses in India and Australia strong local service and content combined with the company’s industry-leading suite of online booking and travel management tools. This includes access to business intelligence capabilities such as unused ticket tracking and customisable Lowest Logical Fare reporting as well as direct control of their data through the company’s global reporting functionality.

“We are pleased to continue our investment in the Asia-Pacific marketplace with the addition Gaurav Sundaram and Ken Pfaffmann. These talented executives bring extensive experience to the Egencia team, enabling us to grow our local business in India and Australia and to meet and exceed our clients’ expectations,” said Pam Keenan Fritz, Egencia Vice President of Asia Pacific and Global Partnerships.

Gaurav Sundaram brings extensive expertise in corporate travel management from previous executive positions including Chief Executive for Lionel India. He is a proven, high-energy leader with nearly 20 years of experience and considerable success in the travel services industry.

“India is one of the fastest growing economies in the world, providing many opportunities to support corporate travel programs for businesses and global companies that operate here,” said Sundaram. “Egencia will deliver best in class service and value while fully recognizing the challenges unique to the Indian business travel environment.”

Ken Pfaffmann is returning to Egencia where he has previously held roles in finance and operations. He joins us again after Virgin Charter where he was responsible for defining and executing the company’s product strategy and creating and driving the customer service function. With more than 15 years of experience in business planning, customer service and product management in the travel and technology industries, Pfaffmann has a history of leading fast-growing and innovative organizations.

“Australia is an incredibly important market for Egencia, and I am looking forward to working with companies here to maximize the value of their travel programs,” said Pfaffmann.

“Egencia’s approach is to ensure the unique needs of each market are met, while still providing a consistent level of service on a global scale.”

About Egencia, an Expedia, Inc. Company

Egencia is the fifth largest travel management company in the world. As part of Expedia, Inc., (NASDAQ: EXPE), the world's largest travel marketplace, Egencia helps business get ahead by offering the only truly integrated corporate travel service. Egencia’s industry expertise and help drive results that matter, delivering meaningful advancements that have a real impact. By combining a powerful offline and online service, Egencia delivers a complete corporate travel offering supported by global market expertise and a best-in-class technology platform.

For more information, go to Egencia.com

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