



TRAVELMANAGERS

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TravelManagers End Financial Year on the Highest Note

Friday, 10 July 2009

TravelManagers sales for June 2009 were their highest on record and followed closely on from their April financial result of best ever month. The company has been steadily growing month on month and cementing its standing as the leader in the mobile travel consulting industry. The value of June 2009 sales is up 22 percent on June 2008.

TravelManagers' growth defies recent market conditions with chief executive officer, Joe Araullo, claiming several attributes which are contributing to the company's fast tracked growth.

"We have invested heavily in the development of technology and have backed this up with strong marketing, administration and business development support."

However Mr. Araullo emphasises this type of investment only gets a company so far.

"You can have the best systems in the world but without personal travel managers who have personal integrity and high standards when it comes to professional consulting, you cannot achieve the phenomenal growth figures like those we have."

Mr. Araullo praised their personal travel managers for being instrumental in surpassing their highest monthly level of total sales volumes.

"This vigorous growth in sales at a time when many in the industry are struggling to survive with the average value per transaction well down on previous years is a credit to the high calibre of our personal travel managers. It demonstrates that not only are our personal travel managers continuing to grow and expand their own businesses but that the large majority of our newest members are delivering results from day one."

With a powerful finish to the 2008/09 financial year, excellent customer enquiry levels and further technology enhancements in the pipeline Mr. Araullo believes TravelManagers is soundly positioned for a robust start to the 2009/10 financial year.

"I am hugely confident about the next 12 months. We are working hard to continue to build on the solid foundations established over the past three years. Our focus on building a professional support team to deliver strong marketing and business advice will continue to pay off."

Mr. Araullo says that while they have surpassed their best ever recorded month, the real story is the margin that the PTMs are earning.

The following figures of the average margin for sales were provided by TravelManagers and cover the 2009 financial year:

Number of TravelManagers PTMs	Period Covered	Result
The top 40	June only	16.7%
The top 40	January to June	15.3%
The top 100	June only	12.4%
The top 100	January to June	12.1%
The average of all PTMs	June only	10.9%
The average of all PTMs	January to June	10.3%



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