



Niche Segments and the Evolving Realm of e-Distribution

Clay Dickinson, Client Industry Executive
EDS Travel and Hospitality



setting the standard

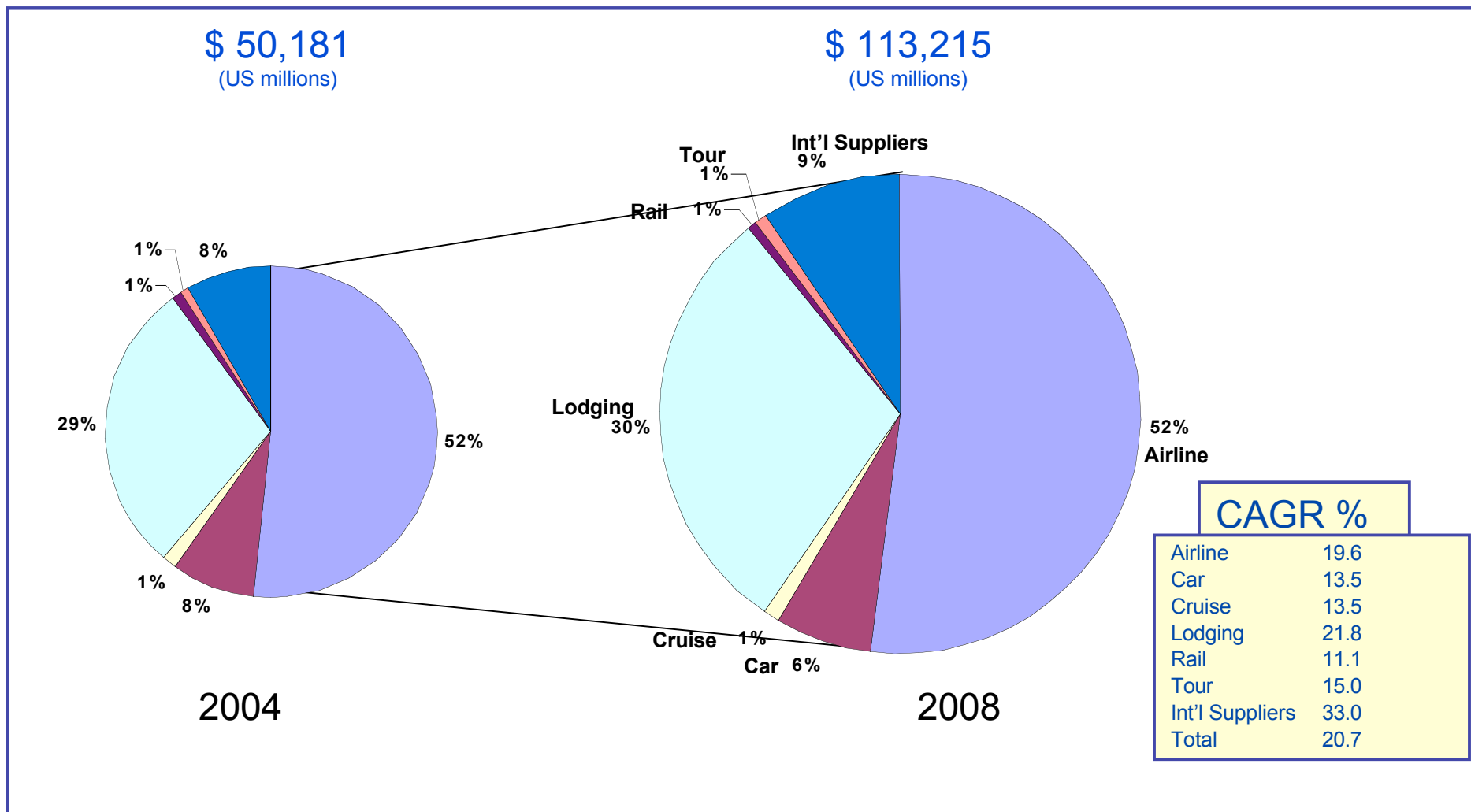
2007
ADVISORY
FORUM

April 17-18
Montreal
Quebec

Discussion Outline

- Introduction – Niche Segments and e-Distribution
- Panel
- Moderated Q&A
- Open Q&A

U.S. Online Leisure/Unmanaged Business Share by Travel Segment - 2004 - 2008

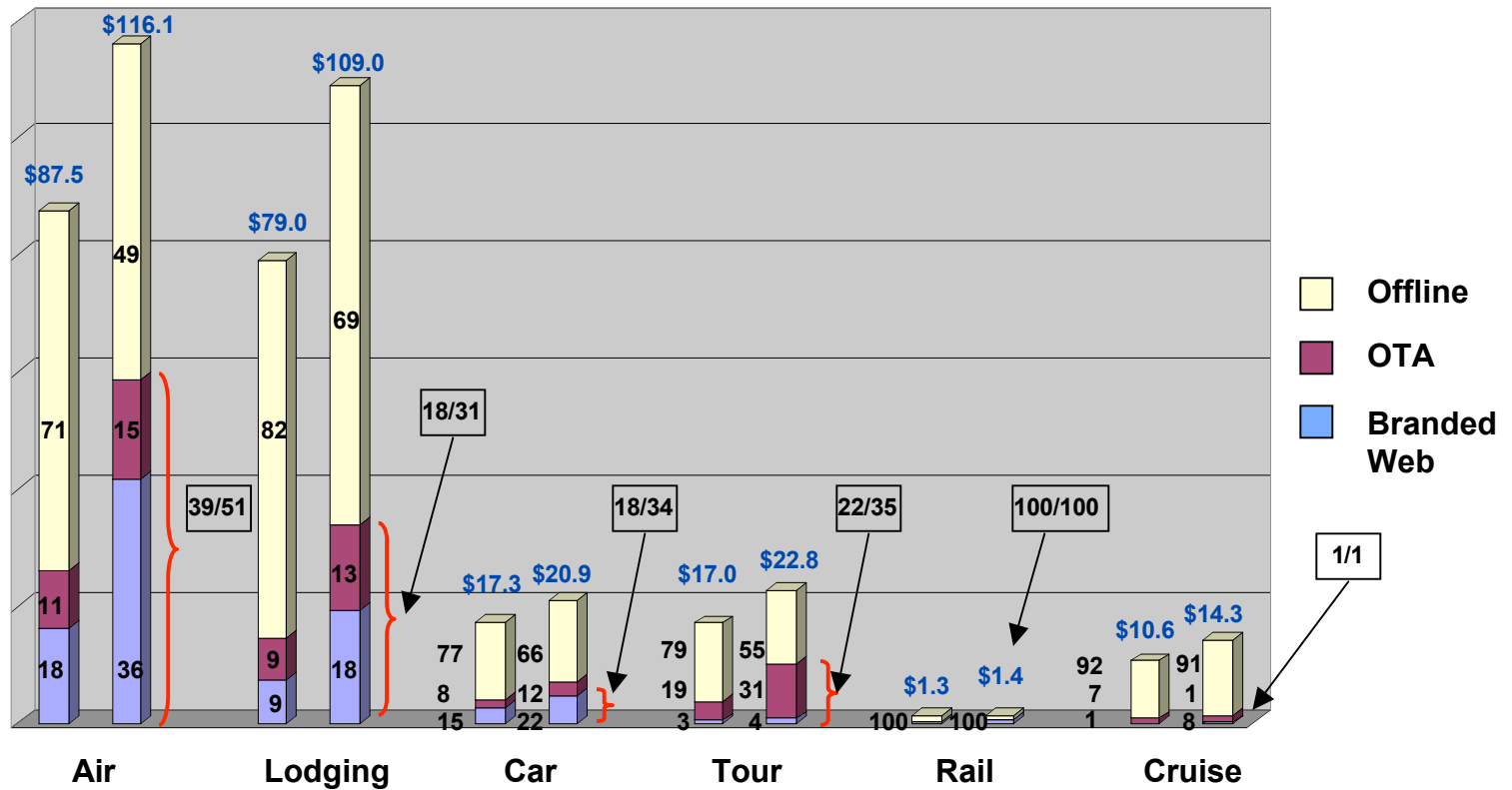


setting the standard

2007
ADVISORY
FORUM

April 17-18
Montreal
Quebec

U.S. Online Leisure/Unmanaged Business Industry Penetration 2004 - 2008



Key Trends

- In general, US trends indicative of world
- Greater % US OTA is coming from Int'l suppliers
- Tour growing through OTAs, cruise stagnant, rail – all proprietary (why)
- Timeshare, adventure – yet to show as niches

Panel

- Robert Hirsch – Adventure Central
- Quentin Moores – Pegasus (Vacation Rental & Timeshare)
- Joe Navarro - Norwegian Cruise Lines



Questions and Answers



setting the standard

2007
ADVISORY
FORUM

April 17-18
Montreal
Quebec