



# Extension of the product range: Expense Management

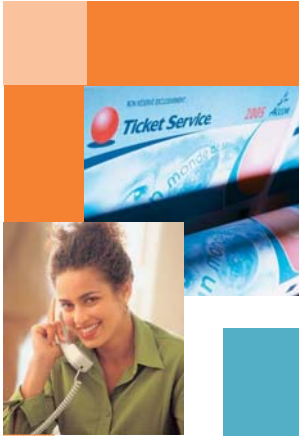
Jean-Louis Claveau

Director of Hispanic Latin America

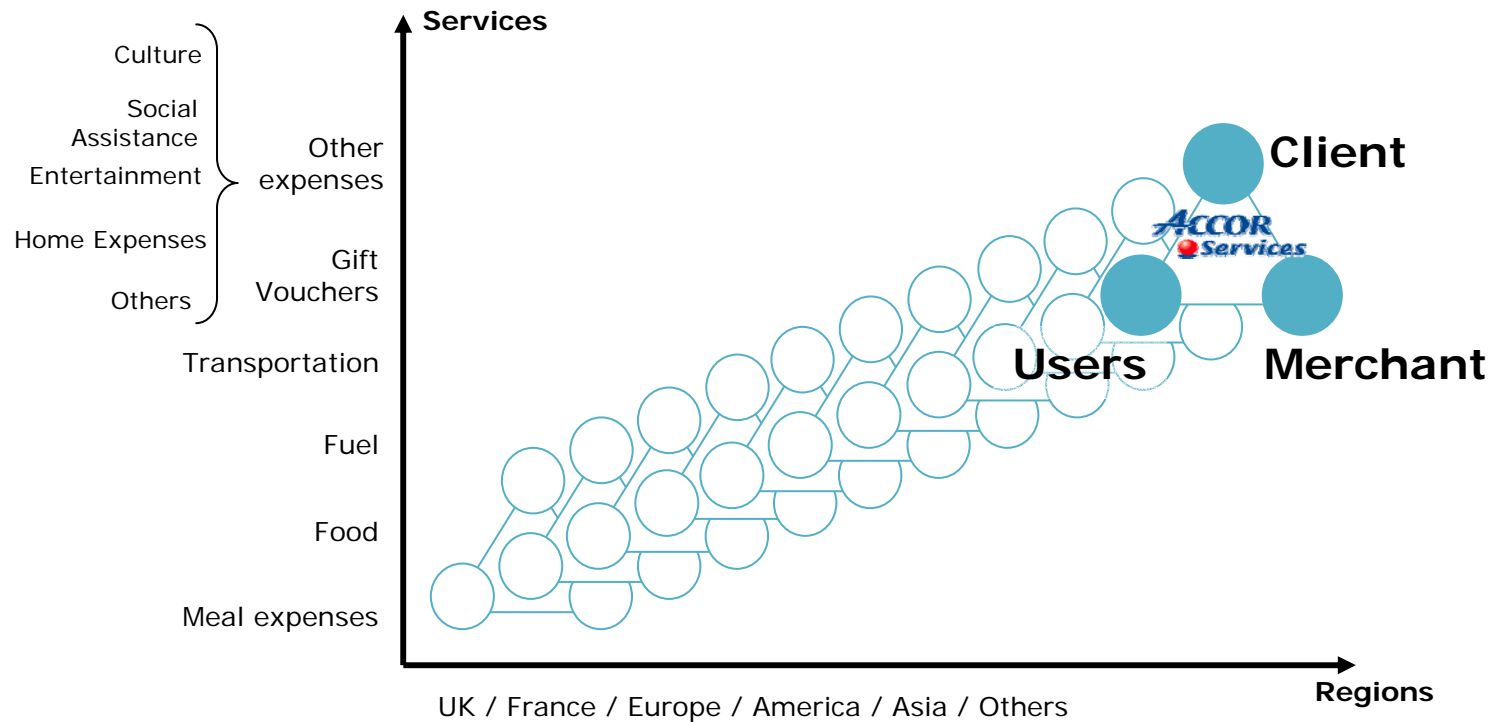
**ACCOR**  **SERVICES**



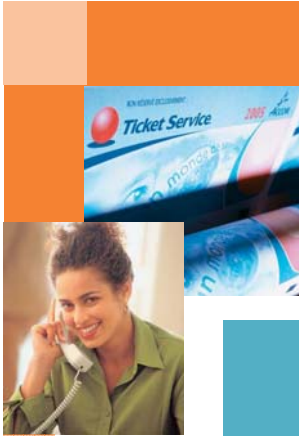
# A replicated business model



Accor Services' core competence is to manage transactions between companies, users and merchants. This business model has been successfully replicated for several years

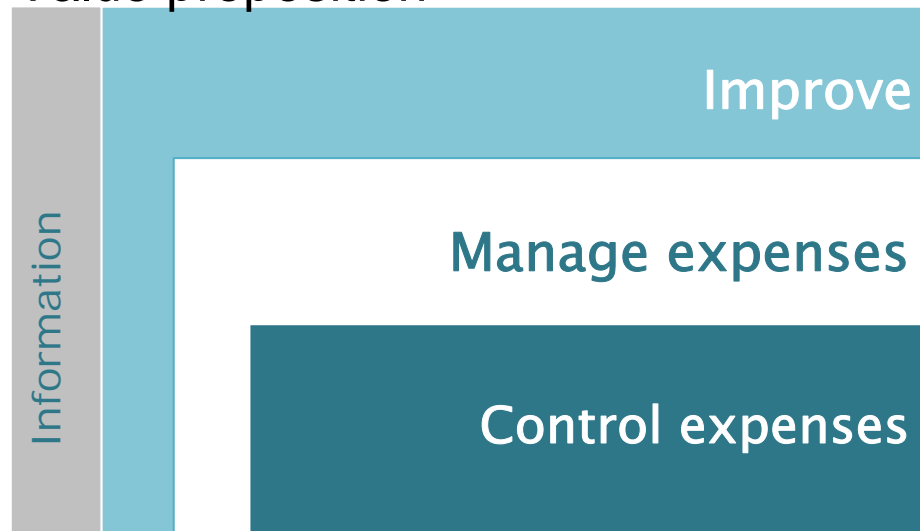


# Expense management



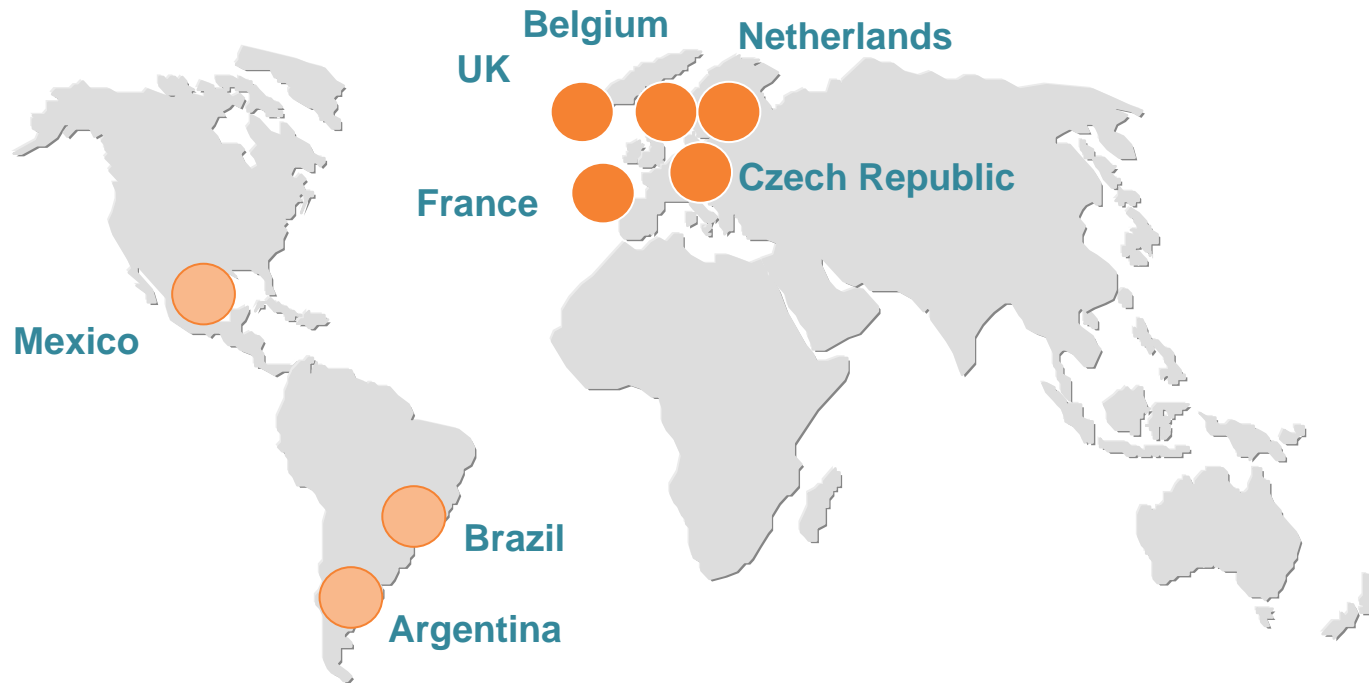
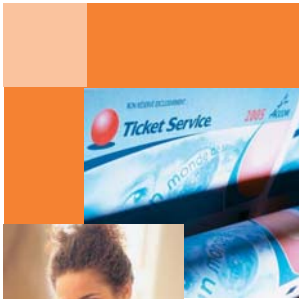
All non-strategic business expenses incurred by employees that are recurring for the company and could increase productivity if effectively managed



## Value proposition



- Pursue opportunities to improve the expense management process.
- Verify the amount of the expense.
- Basic data about corporate expenses.

# Global presence



-  Ticket Car
-  Ticket Clean Way



# Ticket Car: the product



A corporate fleet services solution that helps companies improve fleet efficiency through fuel and maintenance management.

## Markets



### Argentina

- 28,000 cards, 600 gas stations and 40 dealers

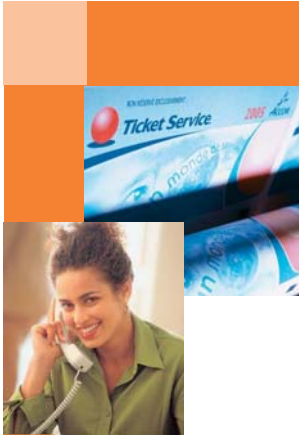
### Brazil

- 150,000 cards, 7,200 gas stations and 1,800 dealers

### Mexico

- 140,000 cards and 900 gas stations

# Ticket Car: market size

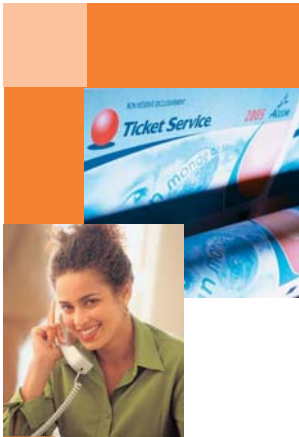


## Urban fleet vehicle market



# Ticket Car: strategic focus

## Accor Services Ticket Car development strategy



**Multi  
Applications  
Platform**

**Extend  
geographic  
coverage**

**Increase market  
segments and  
services**

**New countries**

- **Multi-applications**
- **On the road**

**Partnerships**

**Oil companies  
e.g. Shell**





# Accor Services competitive advantages for Expense Management

- B2B expertise
- Global coverage
- Value-added services for the customer
- Ability to create and manage partnerships
- Platform and back office = economies of scale