

# news release

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## **SKYTEAM LAUNCHES NEW OFFERING FOR MULTINATIONALS**

*Global Corporate program provides benefits of nine global airlines through single agreement*

**SAN DIEGO, Calif.**, August 16, 2005 – SkyTeam, the global airline alliance, today announced the introduction of a new corporate travel program for global companies, offering competitively priced, customized travel solutions across most of the alliance's 684 destinations in 133 countries via a single contract. The news was released in conjunction with SkyTeam's sponsorship of the National Business Travel Association annual convention and trade show in San Diego, Calif.

SkyTeam partners nine members, including Aeroméxico, Air France, Alitalia, Continental Airlines, CSA Czech Airlines, Delta Air Lines, KLM Royal Dutch Airlines, Korean Air and Northwest Airlines.

"With increased corporate globalization, SkyTeam's global corporate travel program provides multinational corporations more options and a more efficient way to manage their global travel program," said Steve Sear, Vice President Sales, Northwest Airlines.

Corporate customers who contract with SkyTeam will receive discounts for increased business with alliance carriers. The individual business travelers of these corporations will earn frequent flyer miles on the member airline program of their choice, which are redeemable on all other SkyTeam partners<sup>1</sup>.

Corporate travel buyers will have the ability to work with one key airline contact that will manage the agreement on behalf of the alliance, ensuring ease of implementation. On the back-end, global and local sales forces from all nine airlines will provide the support needed to ensure thorough implementation of the customer's global needs.

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While corporate customers still have the option of dealing with the airlines individually, this program offers many potential benefits. The solution offered provides three key points of differentiation: a single contract, harmonized discounts and goals and a single source of performance reporting. The global sales forces of each SkyTeam airline are fully trained to provide information on this new offering.

SkyTeam is currently working with several multinational companies to customize their global travel programs.

Multinational corporations with global travel needs can contact a SkyTeam sales manager at any one of the member airlines to begin the dialog for evaluating participation in a global corporate contract.

### **About SkyTeam**

SkyTeam is the global airline alliance partnering nine members, including Aeroméxico, Air France, Alitalia, Continental Airlines, CSA Czech Airlines, Delta Air Lines, KLM Royal Dutch Airlines, Korean Air and Northwest Airlines. Through one of the world's most extensive hub networks, SkyTeam offers its 343.6 million annual passengers a worldwide system of more than 15,000 daily flights covering all major destinations. Visit SkyTeam on the Web at [www.skyteam.com](http://www.skyteam.com).

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*Media attending the National Business Travel Association annual convention and trade show are invited to visit SkyTeam at booth 2214 B to learn more about this newest SkyTeam product and other SkyTeam benefits.*

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<sup>1</sup> Airline miles are subject to the terms and conditions of each participating airline's frequent flyer program, as applicable.