

NAVAN

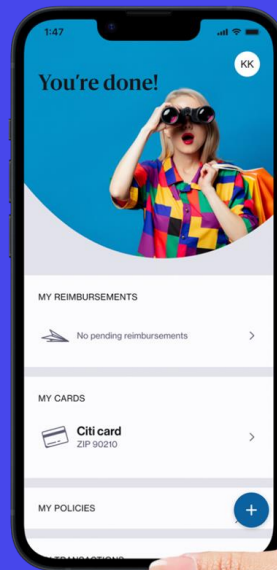
**Your go-to travel and
expense solution meets
the power of a global bank**



Tim Russo
Navan Expense

Introducing

Now live in the EU, UK, UAE and Canada



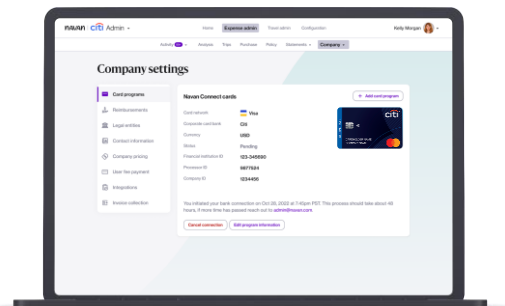
Modern travel and expense technology meets the power of a global bank

Navan x Citi's complete travel, expense & payment solution

Bank with Confidence



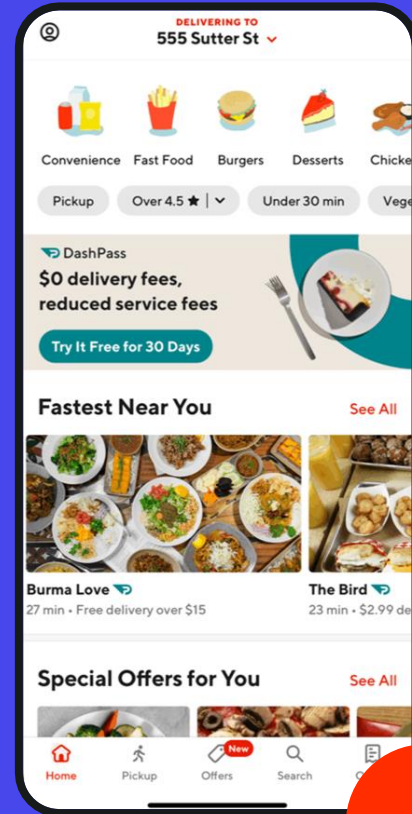
Control your Expenses



Modern Travel Management



Today's employees
expect convenience
& instant gratification



 DOORDASH



13+ hrs

Of work to process a
single trip¹



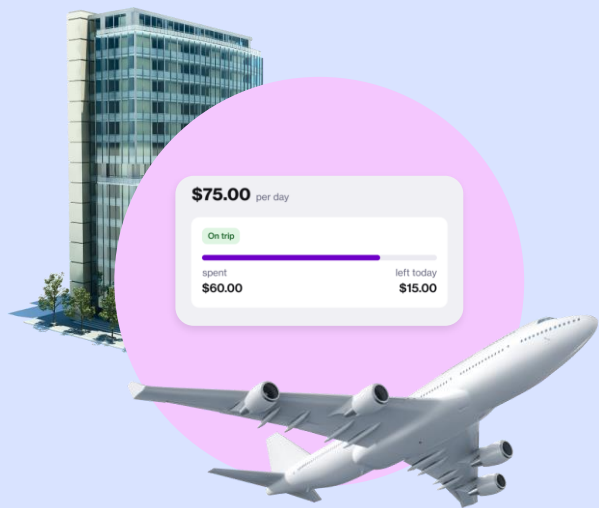
7%+

Annual overspend
on average²

¹Source: 2020 Forrester Report "Digital Transformation for Travel and Expense: Balancing Process Efficiencies, Compliance, And Employee Experience"

²Source: analysis of spend data on flights/hotels from 74 different prospective Navan customers from 2019 to 2022.

Modern travel & expense management is **proactive**



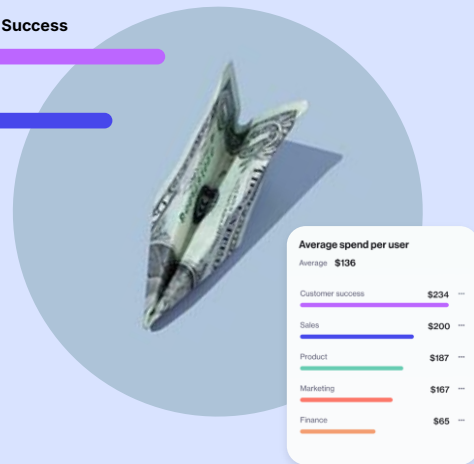
Travel



Card Management

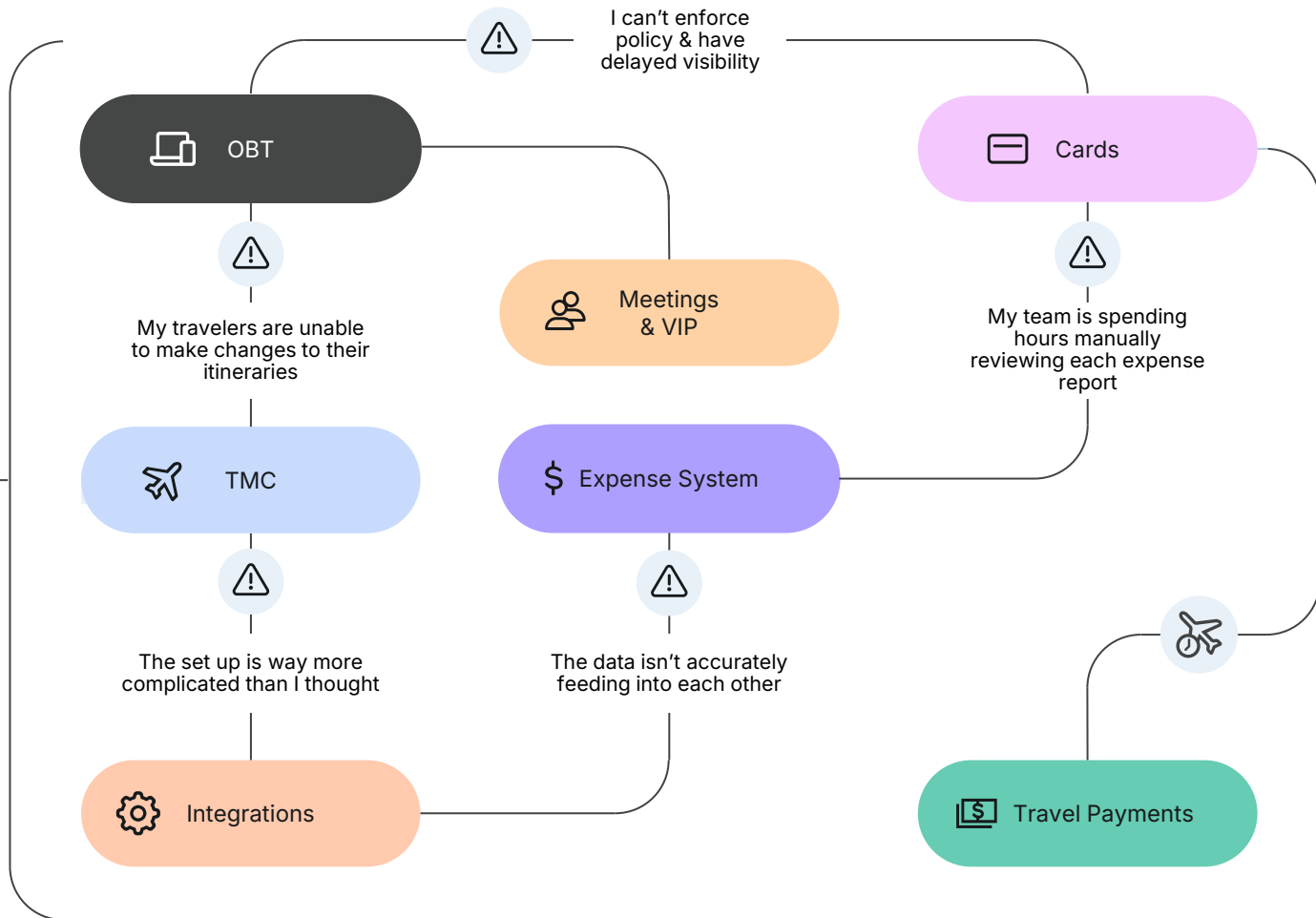
Customer Success

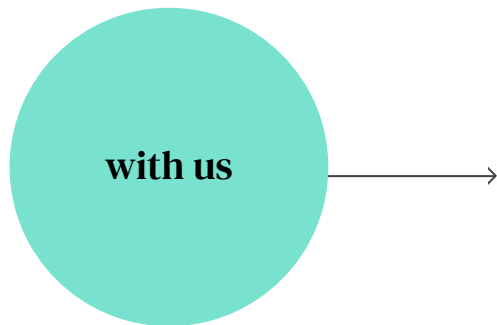
Sales



Expense

**It's not you.
It's the industry:
T&E is a mess.**





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OBT

Consumer booking experience (web & app), automated & self-serve itinerary management, traveler rewards



TMC

Expansive inventory, dynamic & configurable policy, in-house 24/7 support, meetings & event + VIP services



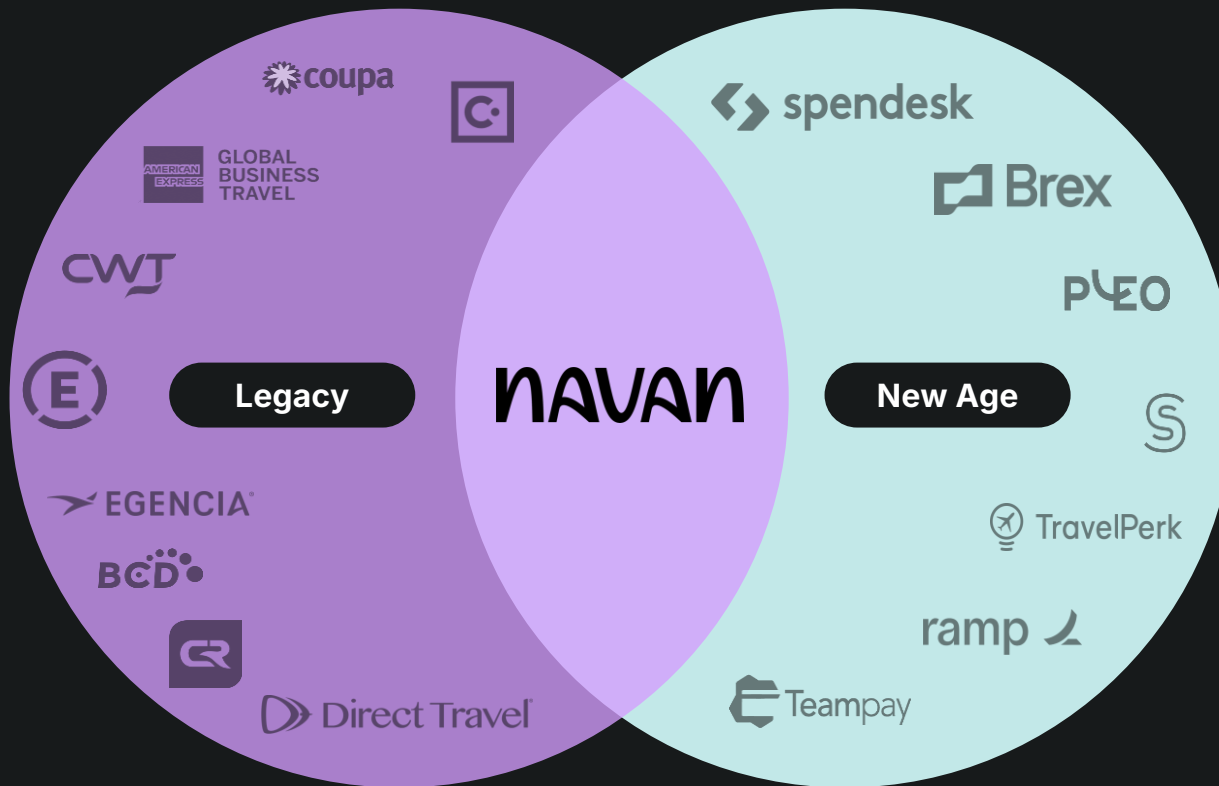
Payments

Maintain banking relationships and rebate, increase visibility & automation (eg: receipt capture, coding)

\$ Expense

Automated reconciliation, streamlined reimbursement process, robust reporting & analytics

Innovation at Scale



✗ Driven by Inefficiencies

✗ Minimal innovation

✓ Proven Scale

Driven by Spend ✗

Limited Scale ✗

Tech-Forward ✓

Legacy Approach to Inventory



Reliance on the GDS

Traditional agencies built their entire business model and infrastructure around sourcing and servicing content from the GDS, with most of the time a connection to only 1 GDS.



Disregard for Alternative Channels

TMCs are unable to connect to alternative sources like OTAs, direct channels, or aggregators, in turn limiting access to NDC, LCCs, and consumer rates and increasing travel costs.



Outdated Technology

Legacy TMCs face a dual challenge—their dependence on third-party OBTs and their refusal to invest in modernizing their own infrastructure. Both at the expense of their users.

Limited Inventory

Low Adoption

Lack of Visibility

Overspend

Robust, Global Inventory

Multi-provider sourcing combining direct connections, GDS, OTAs, and aggregators

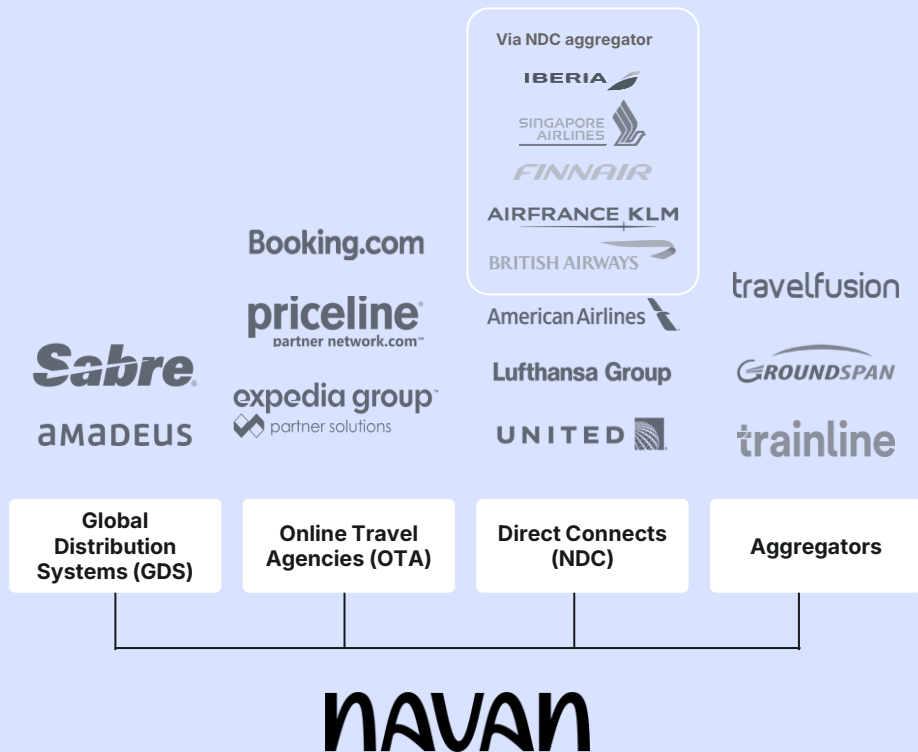
Globally available, optimized for **self-service**

Pre-negotiated air & lodging discounts, CNRs

Rates that support **loyalty programs**

Full content → full adoption → **travel savings**

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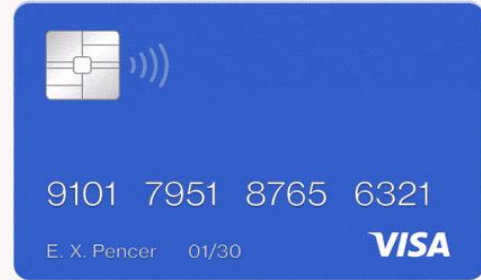
NDC connections with top airlines



- Up to **40% more inventory** than EDIFACT
- **Cheaper fares** by avoiding GDS surcharges and continuous pricing
- **Optimized for self-service**, from booking to ancillaries to changes & cancellations.

Card-Led Expense Management

- **Connect Citi Commercial Cards** - Visa or Mastercard
- **Keep the loyalty rewards, rebates, and banking relationships**
- **Leverage the benefits of real-time expense management** with Navan Expense
- **Eliminate out-of-policy spend** with proactive spend controls that are auto-enforced at the point of purchase



Expense submitted. You're done!

Calendar →

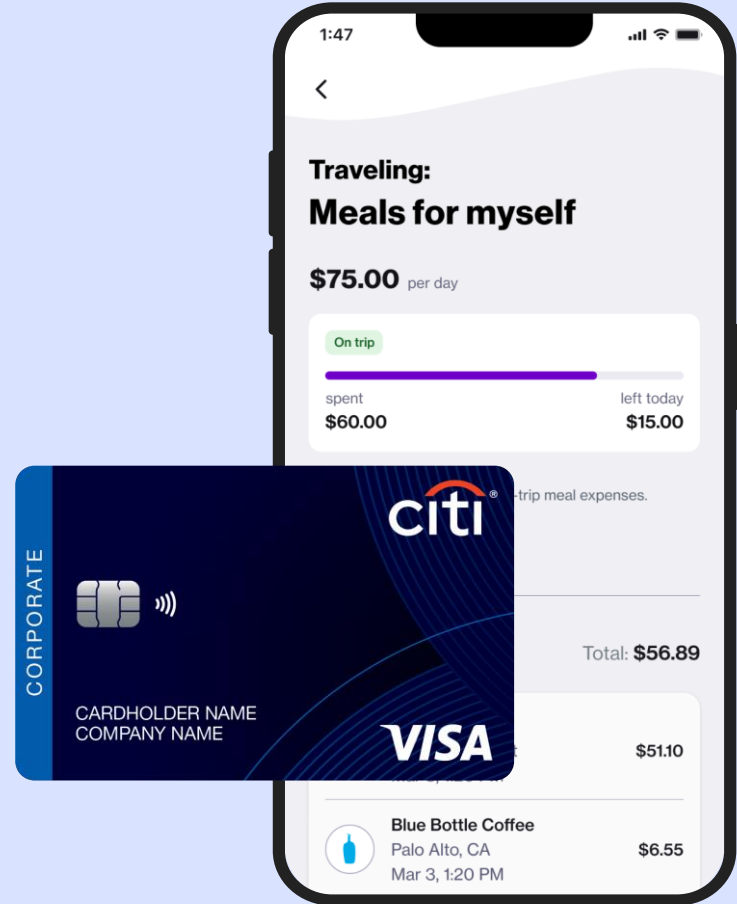
On a trip or not →

E-receipt →

People you're with →

Expense type →

NAVAN



SAVE MONEY

10%

Savings across
company-wide T&E¹



AUTOMATE TASKS

95%

Of transactions auto-approved



GAIN CONTROL

96%

Compliance with maximum
price policy³



Q&A

Thank you!



Modern travel & expense technology
meets the power of a global bank