



PRESS RELEASE

24 April 2007

The future's bright at Travel Counsellors

"It's going to be a great summer" announced Sales Director Malcolm Hingley when speaking at this year's Travel Counsellors mini conferences. And if past performance from the award winning company is anything to go by he is certainly right.

Since the company's annual conference last November sales figures have risen by an impressive 24%, with agents' commission increasing by 28%. There are now more Gold Travel Counsellors than ever before within the company, with 30% of Travel Counsellors achieving over 12% margin on sales. Plus nearly 20% of Travel Counsellors now use the company's dynamic packaging system Phenix as their number one supplier. The company's turnover at the end of its last financial year ended October 312006 was £175 million, with forecast sales of £210 million this year, an impressive 17% increase year on year.

Malcolm also announced the launch of some exciting and innovative training programmes to help support the company's 740 plus Travel Counsellors, enabling them to develop their skills further and build their businesses. This includes a weekly "live" training programme via the company's intranet system, individual training and development plans to cater to each individual Travel Counsellor's needs, and refresher days at head office to allow agents to visit the company's office in Bolton. Travel Counsellors has also launched a weekly live BDTV (Business development TV) for new Travel Counsellors, which allows them to learn more about the company, build a network of support and gain answers to any questions they may have.

"We are doing extremely well – these fantastic figures reflect the dedication of all our Travel Counsellors and the on-going support which they are given," says Malcolm. "It is our responsibility to do everything we can to enable our Travel Counsellors to be even more successful and grow their business. We continue to recruit the very best travel agents in the industry and we are extremely focused on supporting our new network of Travel Counsellors, which is growing by the day. For experienced travel consultants looking to be the best they can be, and who want to give themselves the best possible chance of success working from home, there is no better company for them."

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About Travel Counsellors: Travel Counsellors PLC is one of the UK's largest independent travel companies with turnover at the end of its last financial year (Oct 31 2006) of £175 million, a 17% increase year on year. Founded in 1994 it currently has over 740 travel consultants who work from home with the support of over 140 staff at the company's head office in Bolton. In the UK Travel Counsellors places all customer money in a Trust account which guarantees a 100% refund in the event that a supplier collapses. The company also operates in Ireland, the Netherlands, Germany and the US. Travel Counsellors was the winner of the prestigious Queen's Award for Enterprise in 2003-2008, the technology category of the 2005 CBI Growing Business Awards and was voted 2006 Travel Agent of the Year by readers of the Guardian, Observer and Guardian Unlimited. In 2007 the company won the Accenture Innovation Award and the Outstanding Achievement Award at the Travel Weekly Globe Awards.

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