



Bangkok

# Reimagining Travel Distribution in Thailand

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How virtual cards are transforming  
travel agency payments

wex™

29 August 2025

# Global Leader in Travel payments

## \$90B USD

virtual card payments<sup>1</sup> processed  
for travel businesses.

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## #1 Globally

volume<sup>1</sup> of virtual card travel payments.

Based on WEX analysis 1:YTD 2024 2:YTD 2024 TTV

## 8 in 10

of the top travel  
companies<sup>2</sup> choose WEX.

## 40 yrs

of proven success.

## \$2.58B

USD revenue.

## 7,200

global full-time  
employees.



## Global Issuing Regions & Entities

**North America**  
(US and Canada)

**Europe**  
(Over 10 countries including UK)

**Asia**  
(Thailand, Singapore, Hong Kong and Japan)

**Oceania**  
(Australia and New Zealand)





# Snapshot of Asia

**Local Products and Settlement Currencies**

**Regional Support Teams**

**Building Strong Airline Partnerships in Region**

What is a WEX Virtual Card (VCN)?

**Like any other Credit Card,  
but without the plastic.**

**VISA**




**Unique Cards  
per Transaction**

**Built-in Security  
Controls**

**Multiple  
Currencies**

**Enhanced  
Data**



# WEX Travel Partnerships Team

**Educate and influence  
the industry**



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**Grow and develop  
airline relationships**



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**Support customers**



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**Nurture and grow  
channel partners**



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**Deliver product  
choice**



## Virtual Cards

# Myth Busting

01

**Costs more than  
a credit card**



02

**Fraud risk is  
increased**



03

**Refunds are  
difficult**



04

**Not compatible with  
merchant model**





Travel Agency distribution

# Understanding the challenge



wex™



# Challenges for Travel Agency distribution

## Travel Agency



Booking & workflow  
inefficiencies

Prepayment & cashflow

Forward data travel risk

Complexity = Lost opportunity

## Travel Supplier



Global brand awareness

Booking & payment  
flow varies

Fraud exposure

Complexity = Lost sales

# The Challenge



Traveller

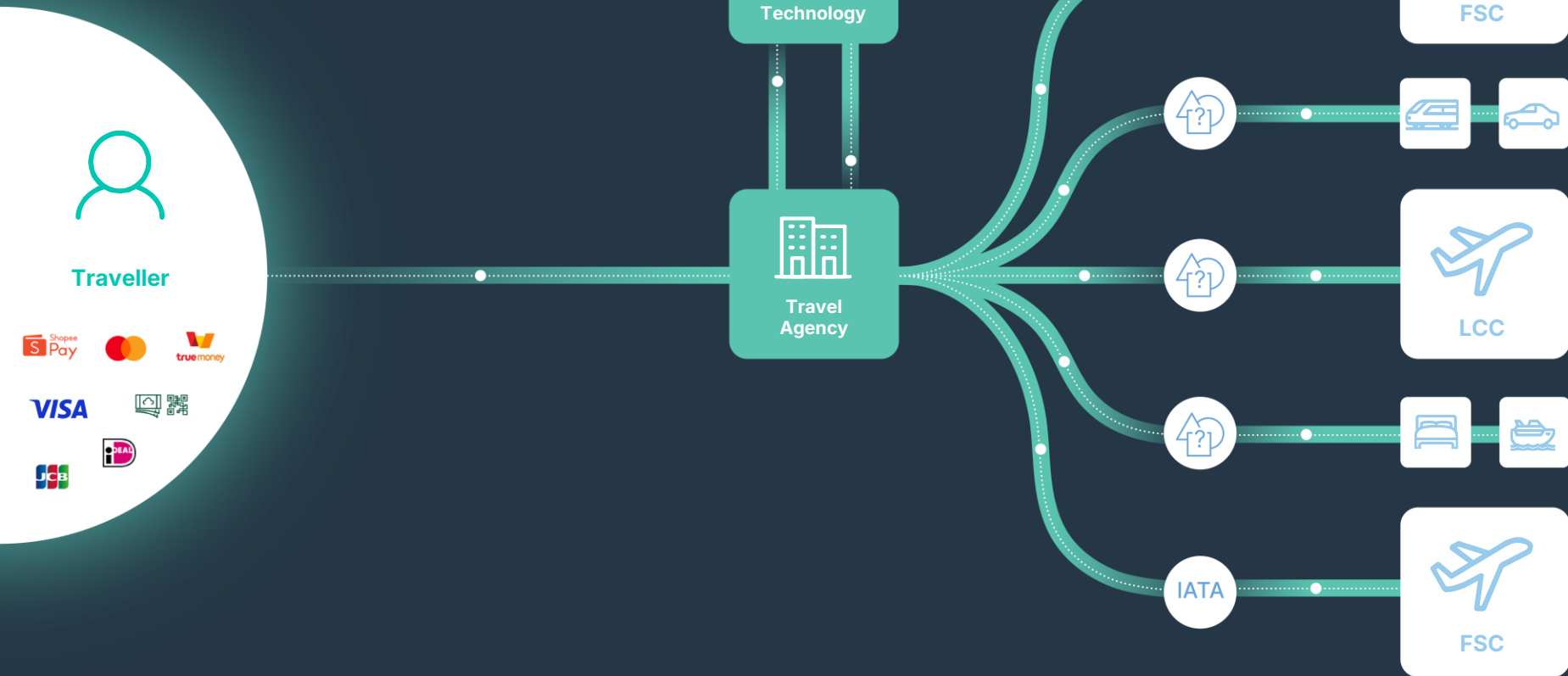


# The Challenge



# The Challenge

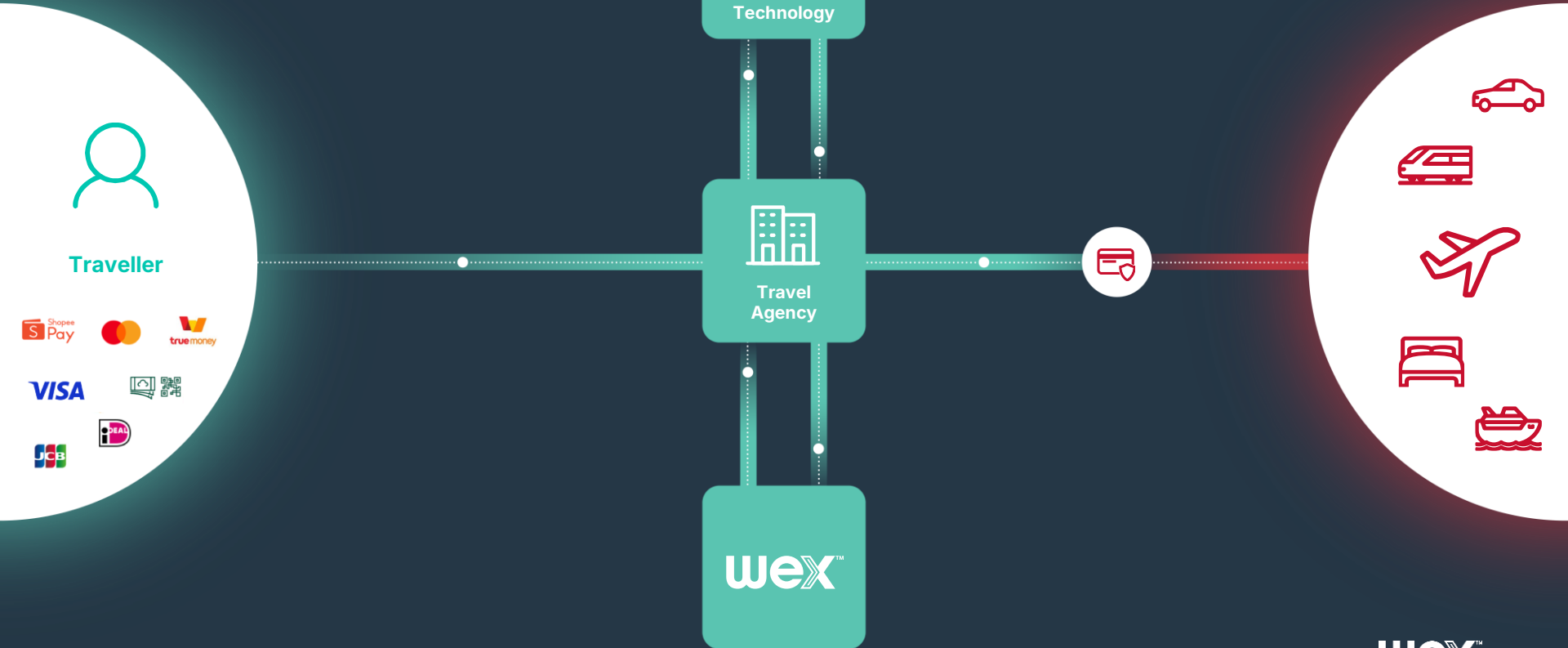
Complexity • Lost Sales





# The Solution

Global Travel Agency Distribution  
Workflow Efficiency • Increased Sales



# **Collaboration between Airlines and Travel Agencies is key to evolving distribution.**

- Smart Payments.**
- Smarter Distribution.**
- Stronger Ecosystem.**
- Better Partnerships.**



# Thank you

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[wexinc.com/travel](https://wexinc.com/travel)