

Concur Teams with TBI to Launch VAT Recovery Service

New third-party service simplifies VAT reclaim process, cuts business costs

LONDON, UK, May 7 - Concur (Nasdaq: CNQR), the world's leading provider of on-demand Employee Spend Management services, today announced a new partner service in conjunction with Ireland-based TBI to help Concur clients reclaim foreign value added tax (VAT) costs. Concur selected TBI because of their demonstrated expertise and experience in integrating their solution with Concur's Employee Spend Management solutions.

Using high-end data analysis, the VAT recovery solution will inform Concur clients of their unrealised VAT recovery potential and provide a mechanism to recoup costs. Companies can reclaim foreign value added taxes on a wide range of expenses such as accommodation, meals, fuel and transport, entertainment or other inter-company expenses.

Reclaiming foreign VAT is a complex and daunting process for many companies. European Commission research has shown that one in every two companies does not reclaim foreign VAT, and 80% of large companies making VAT reclaims encounter difficulties. The VAT reclamation service from TBI provides a simple, straightforward and efficient recovery solution enabling businesses to significantly reduce their foreign travel and expense costs with a minimum of effort.

Welcoming the announcement, Ireland's Minister for Foreign Affairs Mr. Micheál Martin said, "This is a significant development for both companies and clearly demonstrates that a focus on innovative customer-led business solutions, with a strong competitive edge, drives business growth. TBI is an example of a successful, leading Irish company which assists businesses of all sizes to cut their costs and increase competitiveness. With support from Enterprise Ireland, Irish internationally traded service companies like TBI continue to win new business and build their global presence, driven by their internationally competitive service offerings. Irish companies work hard to deliver innovative products and services and TBI's success is an excellent example of Ireland's smart economy in action. I commend this success."

"Due to a lack of awareness and a complex VAT recovery process, companies fail to make reclaims and miss out on what can be substantial refunds. This solution builds on our existing services, makes it easy for companies to reclaim their foreign VAT, cut costs and makes their businesses more competitive," said Mark Law, director of business development for EMEA at Concur.

"In these competitive times, cost cutting measures are critical to business sustainability," said Niamh Gunn, Commercial Director at TBI. "This new alliance with Concur will make our solution available to thousands of businesses helping them to reduce costs and become more sustainable in the marketplace."

About Concur

Concur is the world's leading provider of on-demand Employee Spend Management services. Trusted by thousands of organisations to reach millions of employees, Concur's award-winning solutions streamline business travel and expense reporting, and improve invoice processing - delivering rapid ROI by helping companies increase efficiency, control employee spend and drive down operational costs. Learn more at www.concur.co.uk.

About TBI

Established in 1996, today TBI is a global market leader helping over 6,000 clients from 107 countries recover their foreign Value Added Tax (VAT). TBI provides an integrated one-stop VAT Recovery Solution to organisations of all sizes streamlining the process and maximising the refund potential. Headquartered in Dublin, with offices in 20 countries, TBI has the most

established local presence of any VAT recovery service provider, processes 10,000 VAT claims annually and manages a file value of over 130 million dollars.