

TraWell: global partnership with the Americans of Secure Wrap on the Lost Luggage Concierge service also involving Sostravel

Milan, 4 March 2020 – **TraWell Co S.p.A.** (AIM Italia, Ticker: TWL), reference company at world-wide level in luggage protection, tracing and deposit services, and **Sostravel.com S.p.A.** (AIM Italia, Ticker: SOS), digital operator in the air passenger assistance services, announce that yesterday afternoon, in Miami (USA), TraWell Co S.p.A. signed a strategic partnership agreement (the Partnership Agreement”) with the American company **Secure Wrap of Miami Inc.**, also specialised in the luggage wrapping and protection sector and member of a group (the “Secure Wrap Group”) operating in 17 countries in North and South America with more than 50 points of sale and already partner for the joint venture relating to Miami airport.

In execution of the Partnership Agreement, Secure Wrap of Miami Inc., will launch, at its own airport stores, distribution and sale activities of Lost Luggage Concierge services. The agreement also envisages the gradual expansion of the whole perimeter of the Secure Wrap Group.

In the interest of and for the benefit of clients of the Secure Wrap Group, the tracing service part of Lost Luggage Concierge will be carried out by TraWell Co. S.p.A., which will make use of the collaboration of Sostravel.com S.p.A. for this purpose.

The Partnership Agreement will last for 5 (five) years and includes a mechanism of tacit renewal, at the first expiry date, for a period of a further 5 (five) years.

The Partnership Agreement also envisages recognition, in favour of TraWell Co. S.p.A., of a fixed payment for every service actually sold by the companies of the Secure Wrap Group. Relations between TraWell Co S.p.A. and Sostravel S.p.A. will, instead, be governed on the basis of commercial agreements already existing to date between the two companies.

“The Agreement just signed consolidates the Partnership between the two main luggage protection groups in the world, TraWell Co. and Secure Wrap, which began with the joint venture for Miami airport – declares Rudolph Gentile, **Chairman of TraWell Co S.p.A. and Chairman and CEO of Sostravel.com S.p.A.** “The sale of added value services offered by Sostravel is the natural development for points of sale of both Groups – continues Gentile – now my best wishes go to the next natural step i.e. that we may find an agreement for the final integration of the two Groups”.

Radames Villalon, Chairman of the Secure Wrap group declared: "Secure Wrap is waiting impatiently for a long-term relationship with Trawell and further opportunities of growth and reciprocal expansion. After building a successful joint venture in Miami – Villalon continues – this agreement is a natural progression for both companies in the development of a suite of services without precedents for travellers”.

Trawell CO (previously Safe Bag), founded in 1997 by Rudolph Gentile and guided by the CEO Alessandro Notari, is the world leader in the luggage protection and tracing service for airport passengers, through an integrated portfolio of solutions for passenger safety and comfort: luggage wrapping, traceability, reimbursement in the event of loss or damage to luggage, travel products and accessories, luggage storage, services centres and luggage stores.

The company has been listed on the Italian Stock Exchange Borsa Italiana –AIM segment – since September 2013.

Trawell CO, with headquarters in Gallarate (VA), has around 600 collaborators at global level, with around 5 million customers a year, and is present in the airports of Italy, France, Portugal, Switzerland, USA, Canada, Brazil, Poland, Russia, Lithuania, Latvia, Estonia, Kyrgyzstan, Thailand and Philippines with around 160 points of sale.

The Group closed 2018 with a turnover of around 43 million euro. www.safe-bag.com/it/

Sostravel, founded in 2017 by Rudolph Gentile, is a world leader in information services for airport passengers. The Company operates under the "Sostravel" and "Flio" brands and, through the Sostravel App, aims to present itself as an "aggregator" of a range of assistance services to air passengers throughout their journey, from departure to arrival in the airport of destination and with the aim of becoming, for the latter, an important point of reference "before, during and after the trip".

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