

AIRLINE DISTRIBUTION AND RETAILING UPDATES

Weeks 25 & 26, 2024

This edition contains news on:

- Aeroméxico
- Air Canada
- Air France - KLM
- Emirates
- Etihad Airways
- LATAM
- Lufthansa Group
- Thai Airways
- Accelya

Air Canada pulls back EDIFACT surcharge

Air Canada is removing its EDIFACT surcharge on all bookings but the lowest fare classes in each cabin. Over 20% of Canadian travel agents are booking via Air Canada NDC.

Today, Amadeus is the only GDS distributing the carriers' NDC content, with Sabre announced to go live soon.

Air Canada's NDC adoption strategy



\$2 per-flight agency incentive



'Risk-free refund period' to be increased to 48 hours



Continuous pricing coming in late 2024



EDIFACT surcharge only applies to each cabin's lowest fare classes

Sabre opens registration for LATAM NDC

Sabre subscribers agencies can now register to access NDC by LATAM via Sabre GDS which is being launched in October 2024. Agency registration must be completed by July 15.

Sabre is the first GDS to offer LATAM NDC content.

Thai Airways, Amadeus expand partnership

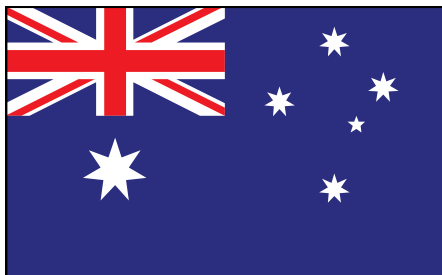
The expansion includes a revamp of digital channels, revenue management, and new payment solutions. In addition, the deal includes distributing all content, including Thai Airways domestic content for Amadeus subscribers in Thailand.

Emirates NDC now available on Travelport

Travelport has introduced Emirates' NDC content and servicing capabilities on its Travelport+ platform.

Travelport is the first GDS to distribute the carrier's NDC content.

Initial geographical rollout (expansion to follow)



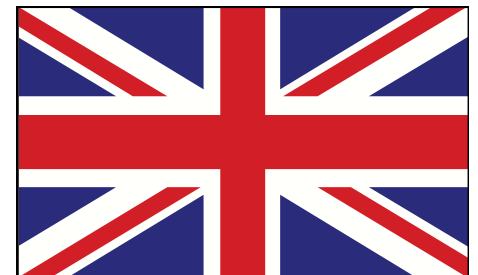
Australia



Indonesia



United Arab
Emirates



United
Kingdom

Air'n'guru signs Aeroméxico

Air'n'guru will provide Aeroméxico improved fare management capabilities. This is seen as a crucial step for Aeromexico's digital transformation journey.

Air'n'guru's customers

Aeroméxico

Finnair

Avianca

LOT Polish Airlines

British Airways

Qatar Airways

Copa Airlines

SKY Airlines

Accelya provides another NDC avenue

Accelya has launched “FLX Select”, a new NDC product focused on unlocking retailing value at speed.

To achieve this, Accelya is offering a SaaS-like package. This includes key retailing capabilities, and out-of-the-box connectivity to some aggregators and travel sellers, such as Travelfusion and Navan.

With this approach, Accelya offers that an airline can launch NDC with retailing capabilities in 90 days.

Airlines eye NDC to comply with US DOT rule

In April, the US Department of Transportation (DOT) released a final rule on the disclosure of ancillary fees. Airlines must provide travel agents accurate ancillary fee information during the initial fare search process by 30 October.

Airlines for America, IATA and the National Air Carrier Association have filed a suit in the U.S. Fifth Circuit Court of Appeals to invalidate the rule and issue a stay until a court decision is reached.

In their petitions, several airlines including Delta and Hawaiian stressed the importance of NDC to enable airlines to comply with the DOT rule. Hawaiian is contemplating a full shutdown of EDIFACT distribution to avoid "distributing inaccurate, non-passenger-specific content to third party distribution providers who are unable to migrate to the NDC standard".

Paytm continues travel sector expansion

Paytm is one of the largest online payment providers in India. It's travel arm, Paytm Travel, is now selling flights via Google Flights, Skyscanner, and Wego.

Paytm Travel provides both NDC and traditional EDIFACT content. In 2023 it integrated Singapore Airlines, Qatar Airways, and Eva Airways NDC content via Amadeus' Travel Platform.

Q1' 2024 

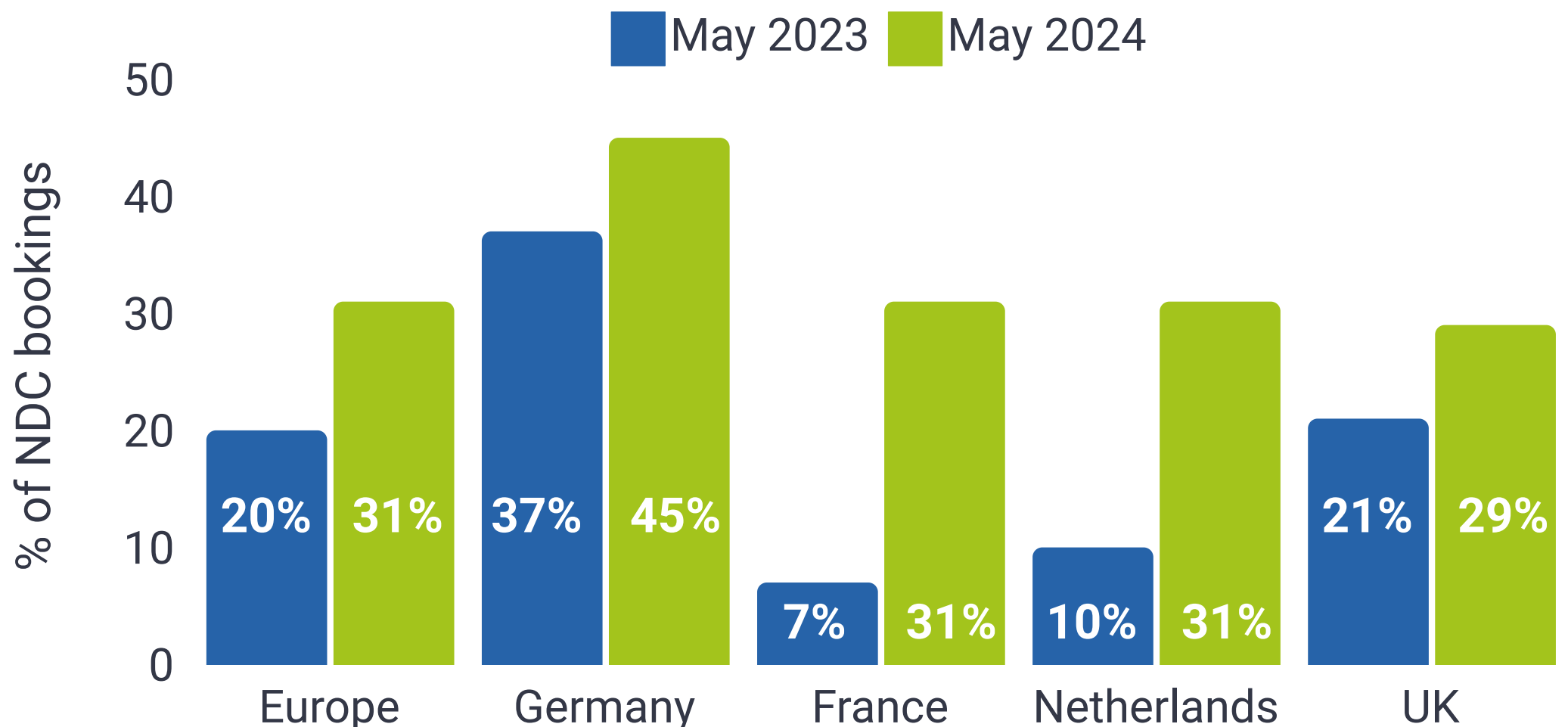
+19%

*year-on-year increase
of Paytm Travel flight
bookings*

Navan's European NDC adoption increases

Navan reported a 11 percentage-point increase in European NDC bookings between May 2023 - 2024. The primary reason for the increase was the introduction of British Airways NDC, and increased adoption of Air France - KLM and Lufthansa Group NDC.

Country-based increase of Navan NDC bookings



TravelPerk acquires AmTrav

TravelPerk has acquired AmTrav, furthering the TMCs foothold in the US market. AmTrav will continue keeping its brand name, booking portal, and existing team. Last week TravelPerk also received 125 million EUR of funding.

Air France-KLM announces Nium partnership

AF - KL will implement the Nium Airline Payments (NAP) solution to streamline payments between airlines and travel agents through a private network, reducing costs and settlement times.

The rollout will begin with AF-KL's travel agent network in Italy, then expand across Europe.

More industry news

Spotnana is now distributing **Air France-KLM** NDC content. This includes servicing and continuous pricing, and avoids AF-KL's EDIFACT surcharge.

Etihad Airways NDC content is now available in Oman and Bahrain on **Sabre**. Etihad and Sabre previously signed an NDC distribution agreement in 2021.

CT Connections, an Australian TMC, has made **Qantas'** NDC content available to corporate travelers using **Serko's online booking tool, Zeno**. CT Connections is the first TMC in Australia to book Qantas' NDC content via Zeno.

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- Audits that offer airlines solutions to specific problems in GDS and NDC distribution
- Offer-Order transformation approach

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