

AIRLINE DISTRIBUTION UPDATES

Weeks 19 & 20, 2024

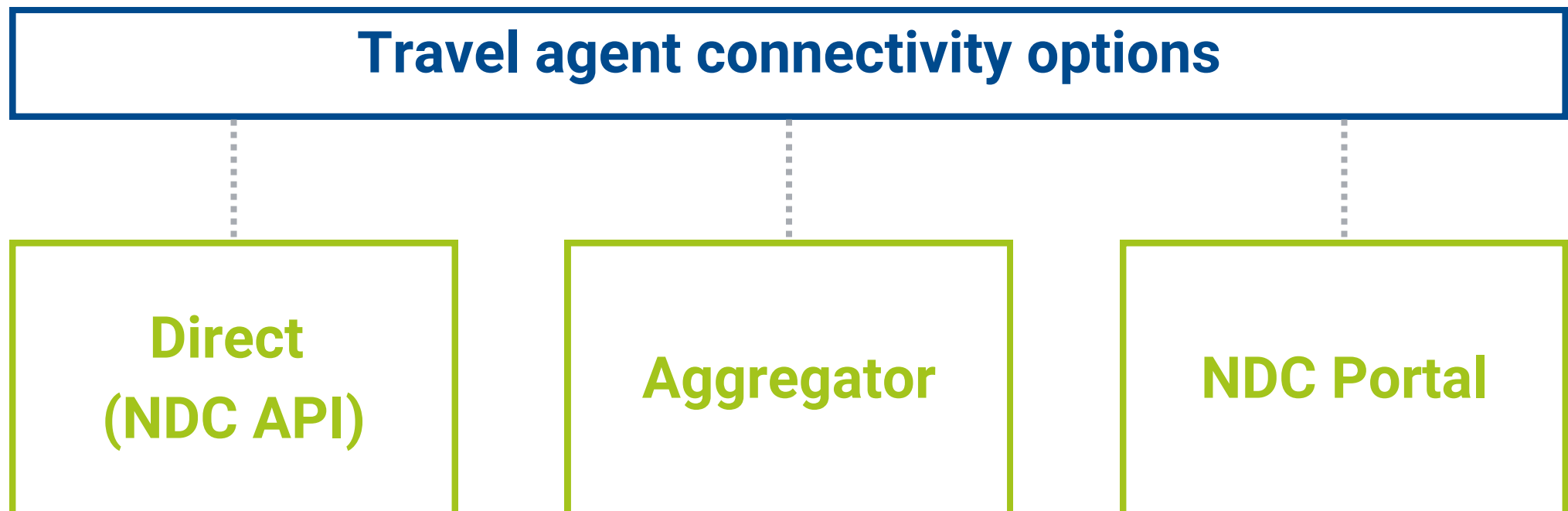
This edition contains news on:

- Turkish Airlines
- Amadeus
- Sabre
- Amex GBT
- Airlink
- Travelport
- WestJet
- Africa World Airlines
- Expensify

Turkish Airlines to introduce GDS surcharge

The airline will introduce a GDS surcharge in October. Its NDC platform is available now for registration.

NDC will have additional content vs the GDS such as promotional fares, differentiated ticket pricing and ancillary services.



Amadeus outperforms Sabre in Q1'24

Amadeus had a higher year-on-year increase than Sabre in air distribution revenue and bookings. Both GDSs had higher average booking fees than in previous years.

Year-on-year change - Q1'24 vs Q1'23

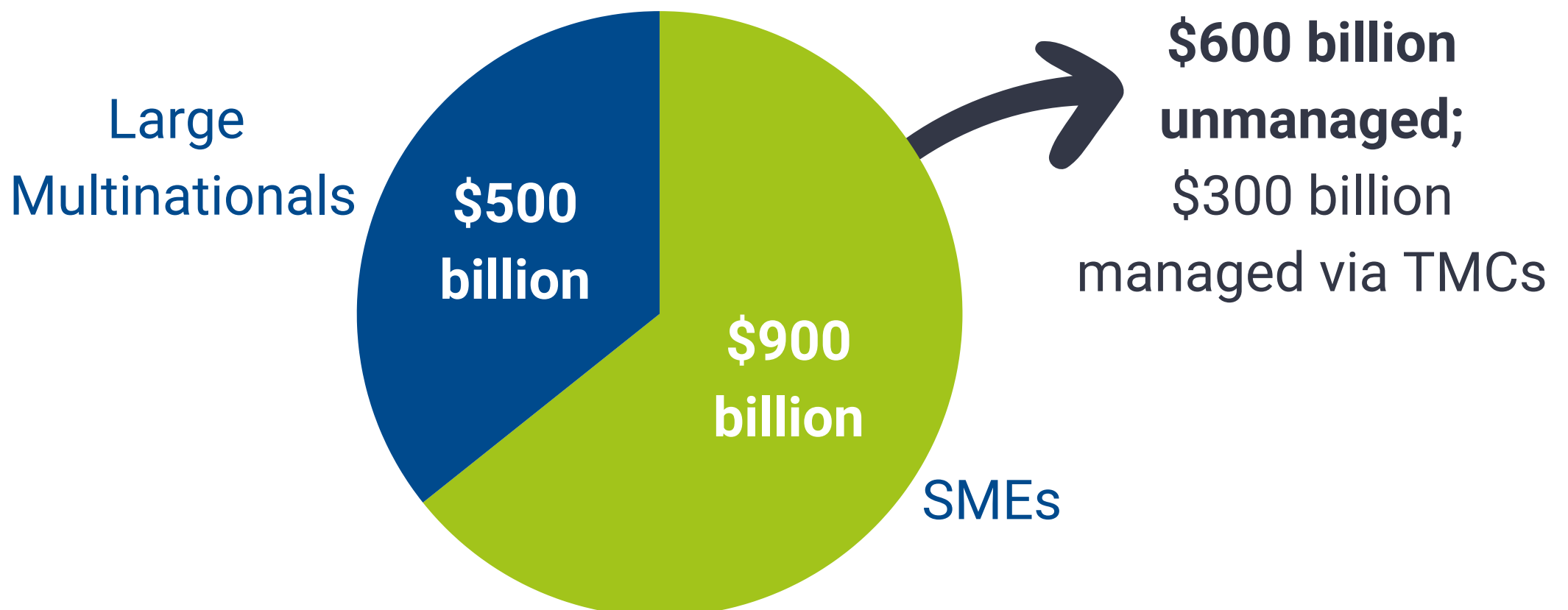
	Sabre	Amadeus
Air distribution revenue	+9% to €572 million	+13% to €764 million
Air distribution bookings	+2% to 95 million	+3% to 125 million

Amex GBT bets on SMEs for long-term growth

The TMC achieved an 11% year-on-year travel booking growth in larger corporations and 5% in SMEs.

GBT remains positive that long-term growth will be obtained from the SME market, given that 66% of the total SME market is unmanaged.

Split of business travel market by valuation



Airlink will enable NDC this July

The South African carrier will enable NDC from 31 July.
At the same time, it will add an EDIFACT surcharge.
Airlink will not remove any content from its EDIFACT channel.

Airlink EDIFACT surcharge per sector

POS South Africa	→	6.00 USD
POS Africa	→	9.00 USD
POS Rest of World	→	11.00 USD

Travelport enters airline partnerships

WestJet renewed its contract with Travelport. This is the first GDS agreement to include NDC. WestJet is a user of Accelya's NDC solution.

Africa World Airlines (AWA) enters into a strategic partnership with Travelport. The partnership includes distribution of AWA content via the Travelport+ platform.

Travelport 2024 agreements and NDC rollouts

Agreements signed

EasyJet
Ethiad Airways
WestJet
AWA

NDC Rollouts conducted

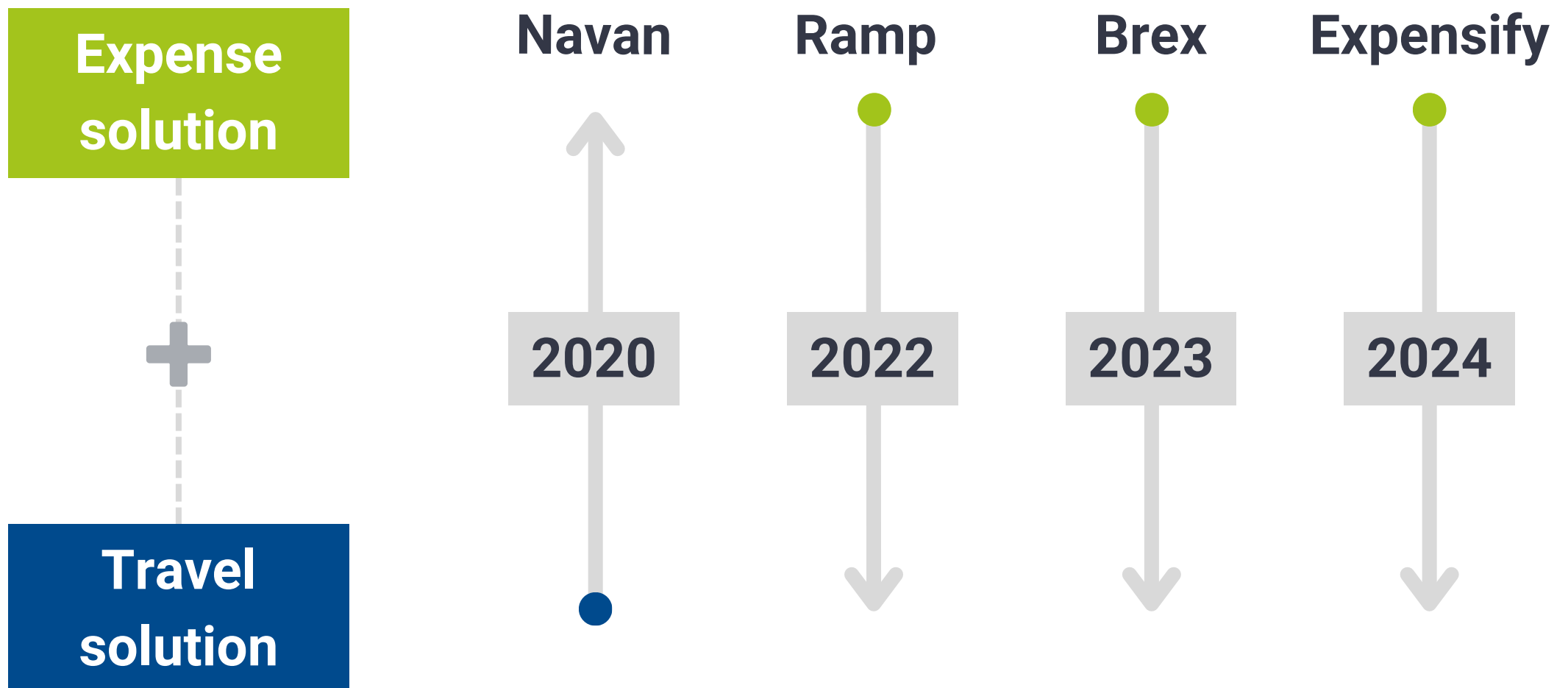
Qatar Airways
Avianca
Iberia

Expensify launches travel solution

Expensify, an expense management company, has introduced a travel solution using Spotnana's Travel-as-a-Service platform.

Expensify's move exhibits a growing trend within expense management companies to launch travel.

Evolution of travel and expense solution companies



JR Tech and Thomalex to merge

JR Tech provides airline-focused Offer and Order retailing solutions. Thomalex provides travel seller solutions including NDC connectivity.

The two complementary companies are to merge under the JR Technologies brand.

JR Technologies airline partners include

British Airways

Iberia

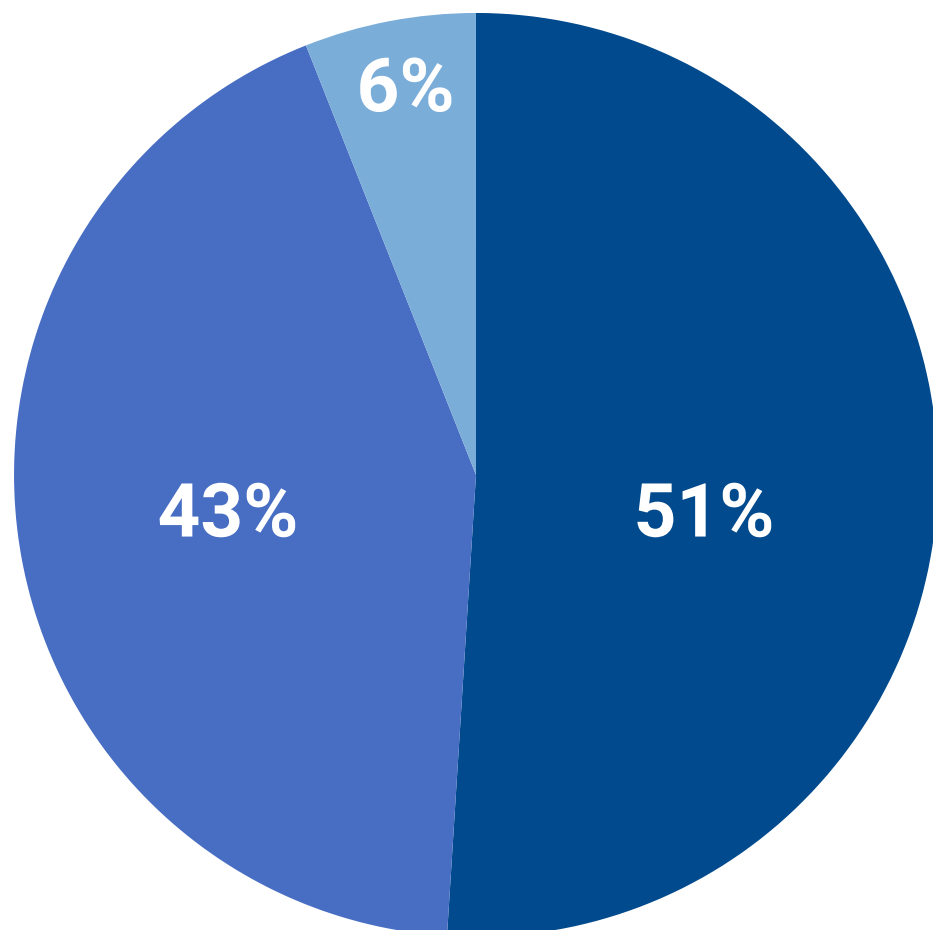
Aer Lingus

GBTA survey highlights NDC adoption status

The following results are based on a survey of 326 travel managers / buyers / procurers

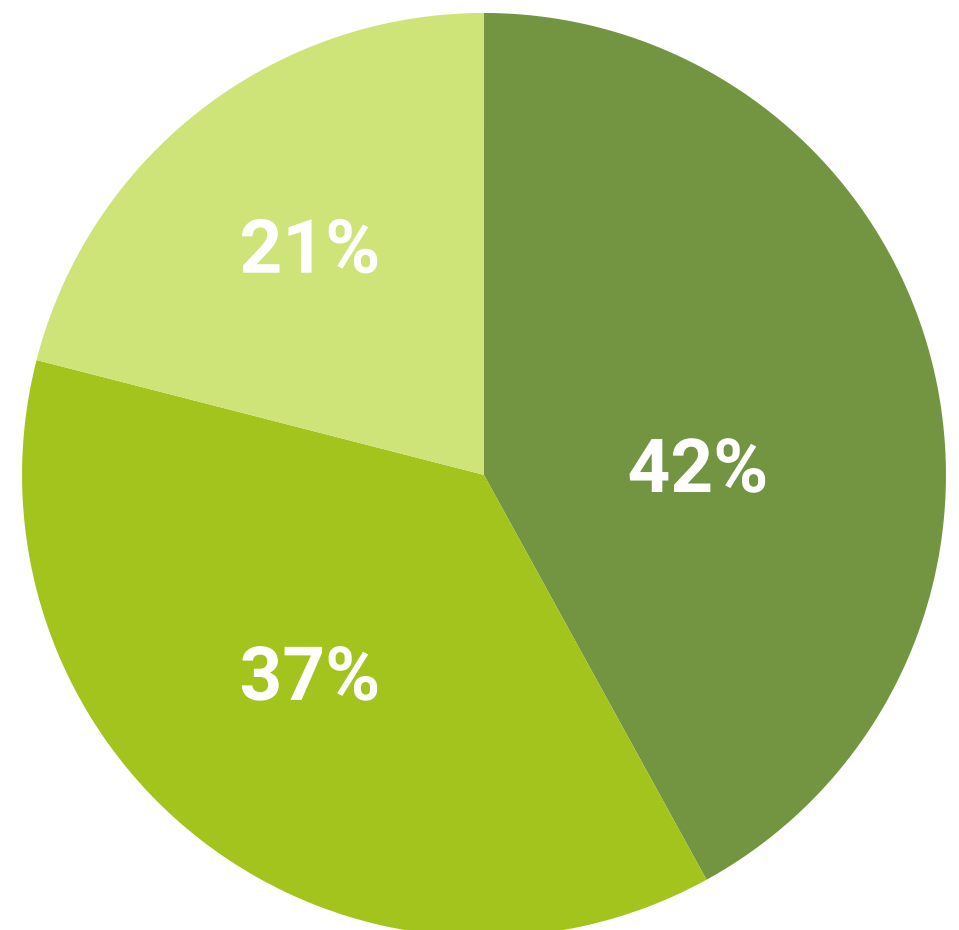
Status of NDC implementation

- Not started implementation
- Started implementation
- Unsure



Thoughts on industry NDC rollout

- Airlines are moving too fast
- Intermediaries should be ready
- Unsure/ Other



*Source: Global Business Travel Association April 2024 survey

Travel agency news

AmTrav launched booking capabilities with public charter carrier JSX. JSX provides hop-on hop-off flights within the United States and Mexico.

Almosafer and TravelUp renewed their contract with Amadeus. The renewals include NDC content.

Almosafer is a travel agency in Saudia Arabia, and TravelUp is a large UK travel agency.

TOGETHER, WE CREATE AND BRING TO LIFE STRATEGIES DRIVING TRAVEL RETAIL.

Visit oystin.com or travelinmotion.ch to learn more about our:

- Structured, flexible and customizable, modular approach to distribution strategy solutioning
- Audits that offer airlines solutions to specific problems in GDS and NDC distribution
- Offer-Order transformation approach

PDF version only:

[Click here to receive these updates fortnightly in your inbox](#) 