

# ***AIRLINE DISTRIBUTION UPDATES***

***Weeks 13 & 14, 2024***

**This edition contains news on:**

- SAS
- Avianca
- Air Canada
- Breeze Airways
- Amex GBT
- CWT
- Executive Travel
- Travelport
- Amadeus



**Swipe to read more**

# SAS increases EDIFACT GDS surcharge and announces content removal

SAS will be upping its existing EDIFACT surcharge across all GDSs effective April 22, 2024. Surcharge amounts will be differentiated by GDS, with the highest surcharge charged for Sabre.

SAS will further be removing its lowest-priced fare brand (“Go Light”) from EDIFACT channels for short-haul flights and for flights with point of commencement Japan.

## Increase of SAS’ EDIFACT surcharge per Fare Component

|                                 | Amadeus | Sabre | Travelport |
|---------------------------------|---------|-------|------------|
| Current surcharge               | €4.50   | €4.50 | €4.50      |
| Surcharge applicable 22.04.2024 | €5.50   | €8.50 | €5.50      |

# Avianca increases EDIFACT surcharge effective April 01, 2024

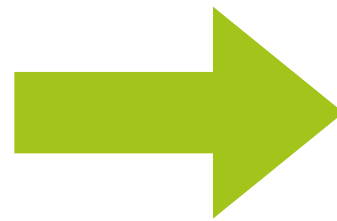
Avianca has increased its per coupon surcharge for bookings made via Opt-out agencies in Colombia and for all EDIFACT bookings outside of Colombia.

In April, the three carriers, Avianca, Copa Airlines, and SAS are all raising their EDIFACT surcharge.

## Avianca's surcharge increase in USD

**\$6**

per coupon



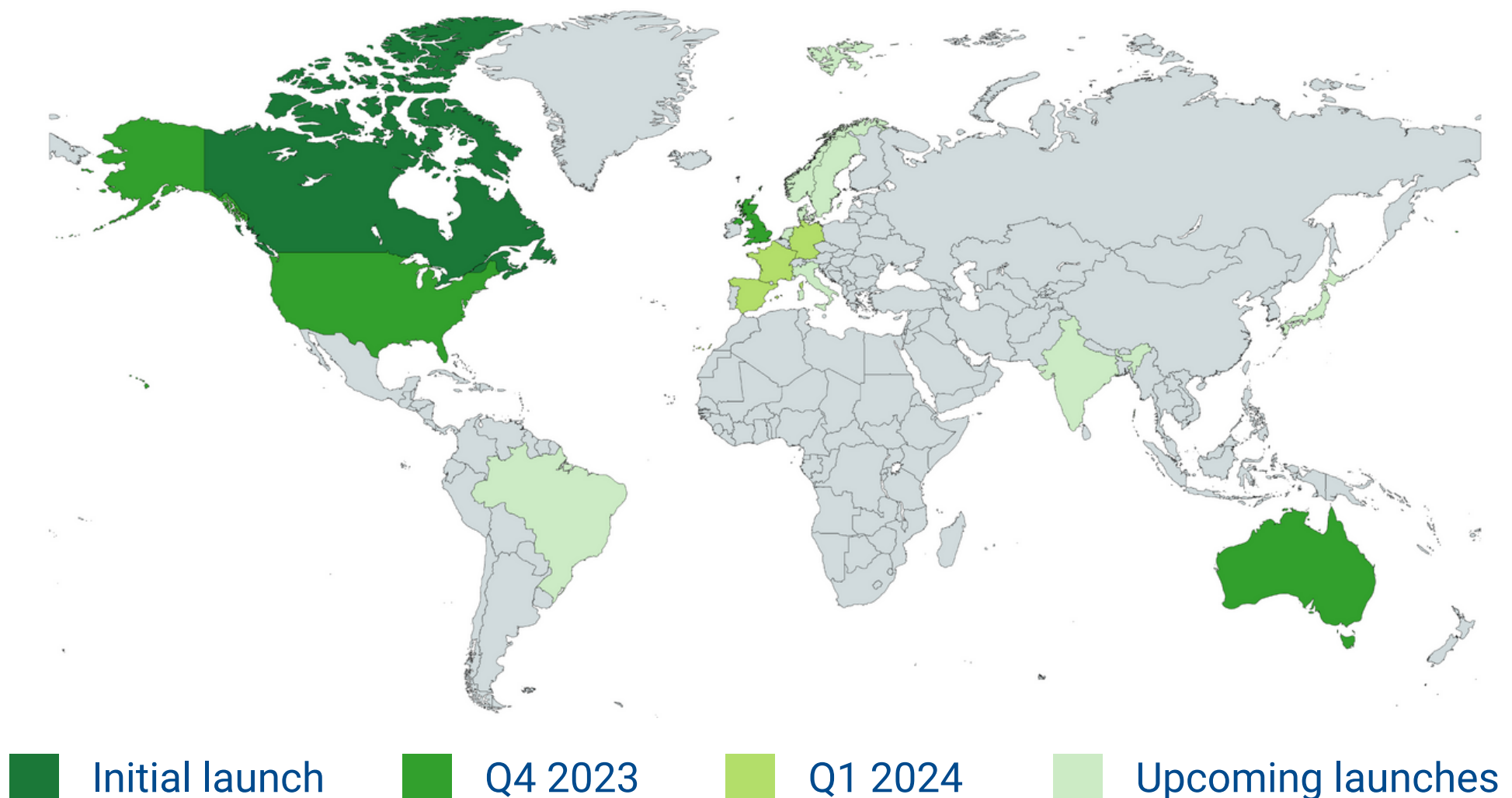
**\$8**

per coupon

# Status update on Air Canada's shift towards NDC

Air Canada (AC) has already implemented content differentiation and an EDIFACT surcharge, and the carrier is expected to implement continuous pricing in H2 2024. AC is targeting to reach 20% of total indirect volume on NDC by the end of 2024.

**AC has been increasing its NDC markets (point of sale)**



# Amex GBT set to acquire CWT for \$570 million

After temporarily filing for Chapter 11 in 2021, CWT is to be acquired by Amex GBT. Both companies are amongst the biggest TMCs globally. The acquisition is expected to be completed in H2 2024, after receiving regulatory clearance across jurisdictions.

## What it means for Amex GBT



**+4000**

new accounts



**+45%**

total transaction  
volume



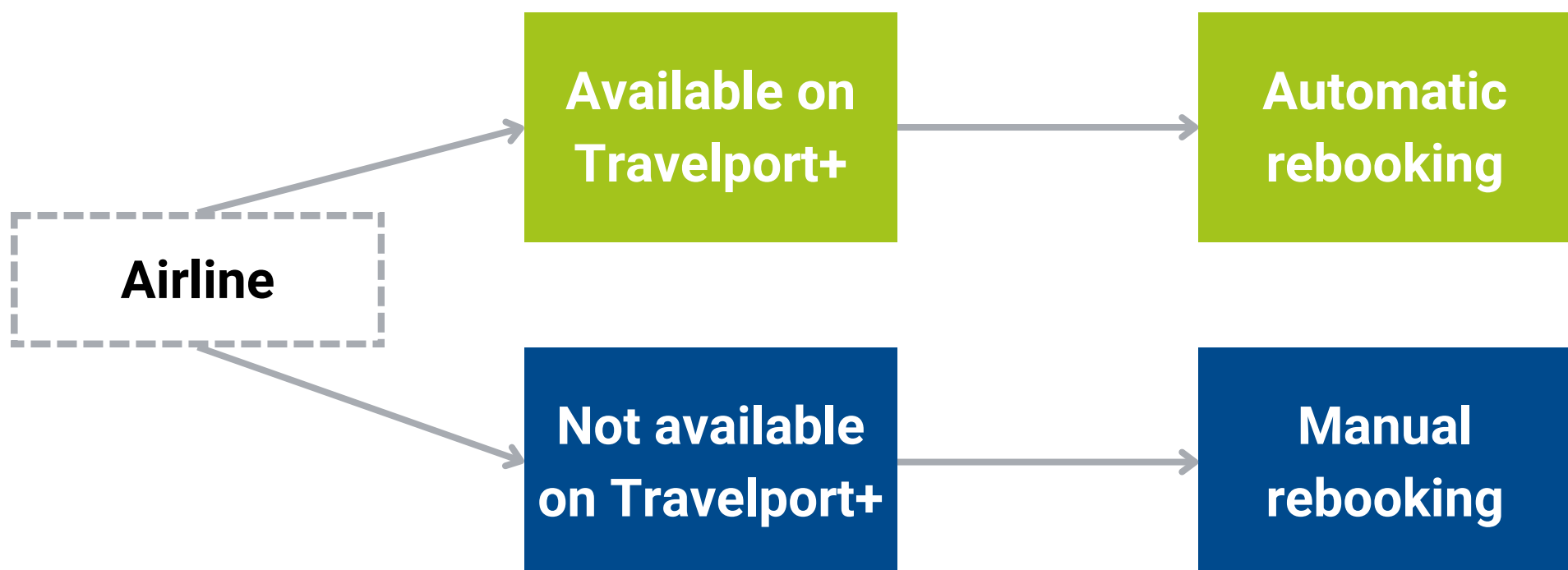
**+34%**

revenue

# Executive Travel launches NDC Low Price Guarantee program

Executive Travel, a US-based TMC, has launched an NDC Low Price Guarantee program. Customers' bookings will get rebooked if lower fares are found via NDC. Executive

Travel uses Traveport+ as its main source for NDC, where airlines will be rebooked automatically. Outside of Traveport+ rebookings will be done manually. The program goes live on May 1.



## **Travelport downsizes its commercial organisation across all regions**

The number, positions, and departments of the laid off staff has not been disclosed.

This news comes at the heels of Travelport's \$570 million financing in January.

## **Amadeus and Expedia Group expand partnership to include NDC**

The two companies have held a two-decade-long partnership, which has now been expanded to integrate Amadeus' NDC content.

## **Breeze Airways partners with OTA Priceline**

Priceline becomes the first OTA to establish a direct API with Breeze and host the carriers full inventory on its platform. Breeze Airways is a US-based low cost carrier, launched in 2021.

## **GlobalStar and AirGateway announce partnership**

GlobalStar and content aggregator AirGateway have entered into a partnership. GlobalStar is the fourth largest largest network of TMCs in Europe, with presence in 50+ countries.

GlobalStar members will have access to NDC for 30+ airlines via AirGateway.