

AIRLINE DISTRIBUTION AND RETAILING UPDATES

Weeks 41 & 42, 2024

This edition contains news on:

- Air India
- Arjet
- Etihad Airways
- Finnair
- Hawaiian Airlines
- Oman Air
- Riyadh Air
- United Airlines

Riyadh Air adopts Offers and Orders

Riyadh Air is adopting technology from both FLYR and Sabre to build its retailing platform.

FLYR's retailing platform will support the airline's new commercial system, while Sabre's "IQ suite" will optimise offers.

This marks the first public announcement of a multi-vendor environment within the offer-order paradigm, a key goal long sought by airlines.

The airline is set to launch its maiden flight in 2025.

Finnair halts EDIFACT content removal plan

In April, Finnair removed its Classic fare from intra-European routes in Croatia, Cyprus, Greece, and Turkey. Further removals planned for November have now been cancelled.

Finnair has a strong direct and NDC channel presence. In the first six months of this year, 70% of bookings came from these channels.

Finnair's existing NDC adoption strategy



Market-based content removal. Finnair has fully removed domestic content from EDIFACT



15 EUR EDIFACT surcharge



NDC-only fare brands such as PrioFlex for corporates



Continuous pricing enabled in modern channels

Air India continues NDC momentum

Acceleration of Travelport NDC integration

Travelport is expediting the launch of the airline's NDC content. The expected go-live date is Q4 2024.

Air India renewed its contracts to include NDC with Amadeus, Sabre, and Travelport in October 2023. It deployed NDC in September this year. No GDS has yet launched the carrier's NDC content. Sabre's integration is expected imminently.

Partnership with Verteil

Verteil, a travel aggregator, has integrated Air India NDC content on its platform. The integration will include access to “exclusive offers and ancillary services”.

Oman Air joins ARC Direct Connect

The integration will allow the carrier to establish NDC in the US market.

ARC Direct Connect allows airlines to provide NDC in the US market using ARC's settlement services. In 2024 Kenya Airways, TAP Air Portugal, and Turkish Airlines have integrated ARC Direct Connect.

ARC Direct Connect statistics for August 2024*



893

agencies



32

participating
airlines



18.8%

of total
transactions

**Source: ARC (website)*

United Airlines and Amadeus sign NDC deal

Amadeus and United Airlines have signed an expanded distribution contract. This includes access to NDC and EDIFACT content via the Amadeus Travel Platform. The final timeline for the distribution of United’s NDC content is not specified yet.

Arajet and Sabre sign distribution agreement

Arajet, a Dominican Republic low-cost carrier, has signed a multi-year distribution contract with Sabre to distribute the carrier’s content via the GDS.



Arajet’s portfolio

2

years of operations

16

countries

23

destinations

10

aircraft fleet

1.3M

passengers

TPConnects implements Hawaiian NDC

TPConnects is now providing Hawaiian Airlines NDC content.

Iris, TP Connects' agency platform, is used by travel sellers in North America, Europe, the Middle East, and Asia.

Etihad NDC available via APG Platform

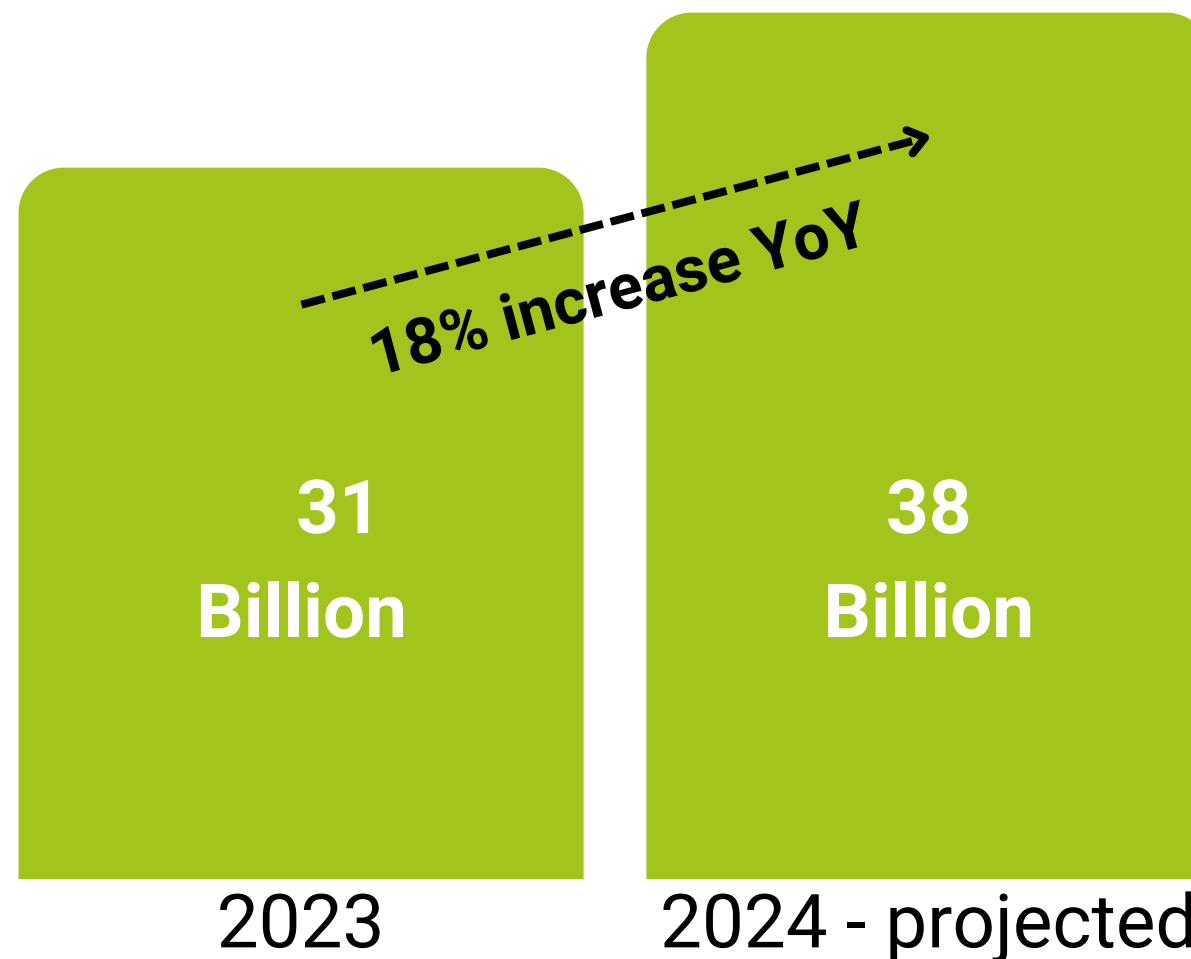
Etihad Airways' NDC content is now available to agents using the APG platform, in over 130 countries.

Yatra integrates NDC in its booking tool

Yatra claims to be the first Indian TMC to implement NDC in its booking tool.

In September, Yatra acquired Globe All India Services adding 360 customers to its portfolio.

Projected 2024 Indian corporate travel spending (USD)



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