

# ***AIRLINE DISTRIBUTION AND RETAILING UPDATES***

***Weeks 47 & 48, 2024***

**This edition contains news on:**

- All Nippon Airways
- EVA Air
- Lufthansa Group
- Qantas
- Ryanair
- Sabre
- Amex GBT
- CWT
- ARC
- SAP Concur

# QF announces updated distribution model

Qantas (QF) will implement a multi-tiered NDC distribution model starting July 2025, offering the following options for travel sellers:

- **Fully surcharged EDIFACT** content, with lower surcharge amounts than before (previously 17.50 AUD worldwide)
- **"Standard" NDC content**, with a **reduced surcharge when accessed via a GDS**
- **Always unsurcharged "Premium" NDC content**, (accessible by invitation and approval)

The carrier has secured new GDS agreements with Amadeus, Sabre, and Travelport. Earlier this year, QF launched the Qantas Distribution Platform (QDP) booking portal, allowing all connected agencies to access surcharge-free NDC content.



# QF's distribution model in detail

DISTRIBUTION TIER	PREMIUM NDC	STANDARD NDC	STANDARD NDC VIA GDS	EDIFACT
<b>Distribution tier details</b>				
Connectivity options	By invitation and approval from Qantas	Via QDP portal and Certified Technology Partners	Via all three major GDSs	Via all three major GDSs
Surcharged?	No	No	Yes	Yes
<b>Surcharge amounts</b>				
POS AU	None	None	4.50 AUD	11.50 AUD
POS NZ	None	None	5.00 NZD	17.50 NZD
POS ROW	None	None	3.00 USD	13.00 USD

# Lufthansa Group reduces Sabre surcharge

Starting January 1, 2025, Lufthansa Group (LHG) will reduce its Distribution Cost Charge (DCC) for Sabre-issued tickets from 24.50 to 22.00 EUR across all group airlines. The EUR surcharges for Amadeus and Travelport remain unchanged.

## Evolution of LHG GDS EUR surcharges

Effective date	Amadeus	Sabre	Travelport
September 2015	€16.00	€16.00	€16.00
October 2020	€19.00	€19.00	€19.00
September 2022	€17.50	€19.50	€23.00
January 2024	€17.50	€24.50	€23.00
January 2025	€17.50	€22.00	€23.00

 *Surcharge increase*

 *Surcharge decrease*

# Ryanair/ Concur bookings to be surcharged

In October, Ryanair integrated with SAP Concur via a direct connection. From 2025, Ryanair bookings through Concur Travel will incur a fee, though the exact timeline of the fee implementation remains disclosed.

The carrier also has an upcoming integration with Concur TripLink, which is expected to go live in H1 2025.

## Selected highlights of Ryanair's partnerships



## More industry distribution news

**EVA Air**, a Taiwanese carrier, has integrated NDC with **Sabre**. The go-live includes booking and servicing capabilities of EVA Air's NDC content for Sabre agents.

**All Nippon Airways (ANA)** has integrated with **ARC**, the US-based clearing house, to enable US sales via NDC.

**Amex GBT and CWT** have proposed remedies to address the CMA's concerns that the merger could reduce competition in the global TMC market. These remedies include price caps, service commitments, and opening CWT's partner network to competitors. The CMA must make a final decision by January 26, 2025.

**Paysafe**, a payments acquirer, has integrated with **CellPoint Digital** to utilize the latter's payment orchestration services for travel merchants.

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