

# ***TRAVEL DISTRIBUTION AND RETAILING UPDATES***

***Weeks 7 & 8, 2025***

**This edition contains news on:**

- Air France-KLM
- Lufthansa Group
- Icelandair
- Breeze Airways
- Finnair
- Hahnair
- FlySafair
- Sabre
- Spotnana
- Atriiis

# Air France-KLM partners with Amadeus for Offer and Order

As a multi-year transition from the existing Altea PSS, Air France-KLM (AF-KL) will be utilising Amadeus Nevio's capabilities to deploy an Offer and Order system. An investment 'north of €100 million once fully implemented' is expected for the project.

AF-KL is the fourth airline to be announced for Amadeus' new product suite.

## Nevio's current roster (and announcement date)

**Finnair**

*December  
2022*

**Saudia**

*October  
2023*

**British  
Airways**

*April  
2024*

**Air France-  
KLM**

*February  
2025*

# Lufthansa Group NDC expands on Sabre

Lufthansa Group's (LHG) NDC content will now be available to Sabre-connected agents in the group's home markets. The expansion includes Sabre commencing distribution of Discover Airlines content. In late 2024, LHG reduced its EDIFACT surcharge for Sabre.

LHG's NDC content is now available to agents in over 100 countries via Sabre.

## Home markets added to distribute LHG NDC via Sabre



- Germany
- Austria
- Switzerland
- Belgium

# Icelandair selects Amadeus for NDC API

Icelandair has renewed its distribution relationship with Amadeus by signing an expanded agreement.

The revamped agreement announces Amadeus Altéa NDC as the carrier's NDC API provider. Furthermore, it allows Amadeus-connected agents to access the full range of Icelandair's 'content and fares', including NDC and web fares.

**The Icelandair/Amadeus Altéa NDC API integration is scheduled to commence in**

**Q1 2025**

# **Breeze Airways signs deal with Amadeus**

Amadeus has become the first GDS to distribute Breeze's content. Previously limiting distribution to its own channels, Breeze established direct connections with AmTrav and Navan in 2024.

The airline also achieved its first quarterly operating profit in Q4 2024. Launched in 2021, Breeze is a US low-cost carrier focused on underserved US markets.

# **Travelport launches Finnair NDC**

All of Finnair's NDC content is now available to Travelport+ connected agents in 60 countries. Further rollouts are planned for 'coming weeks'. The NDC deal was initially announced in July 2024.

# Sabre reports 2024 financial results

For the full year 2024, Sabre reported overall growth in distribution KPIs compared to 2023. The positive development was attributed to an increase in average booking fees due to a ‘favourable shift in the bookings mix’, growth in the number of bookings, and lowered technology costs.

Sabre claims it is positioned to ‘achieve double-digit YoY growth in distribution bookings and CRS transactions in 2025’ stemming from new agency business.

## Distribution insights from Sabre’s 2024 financial results

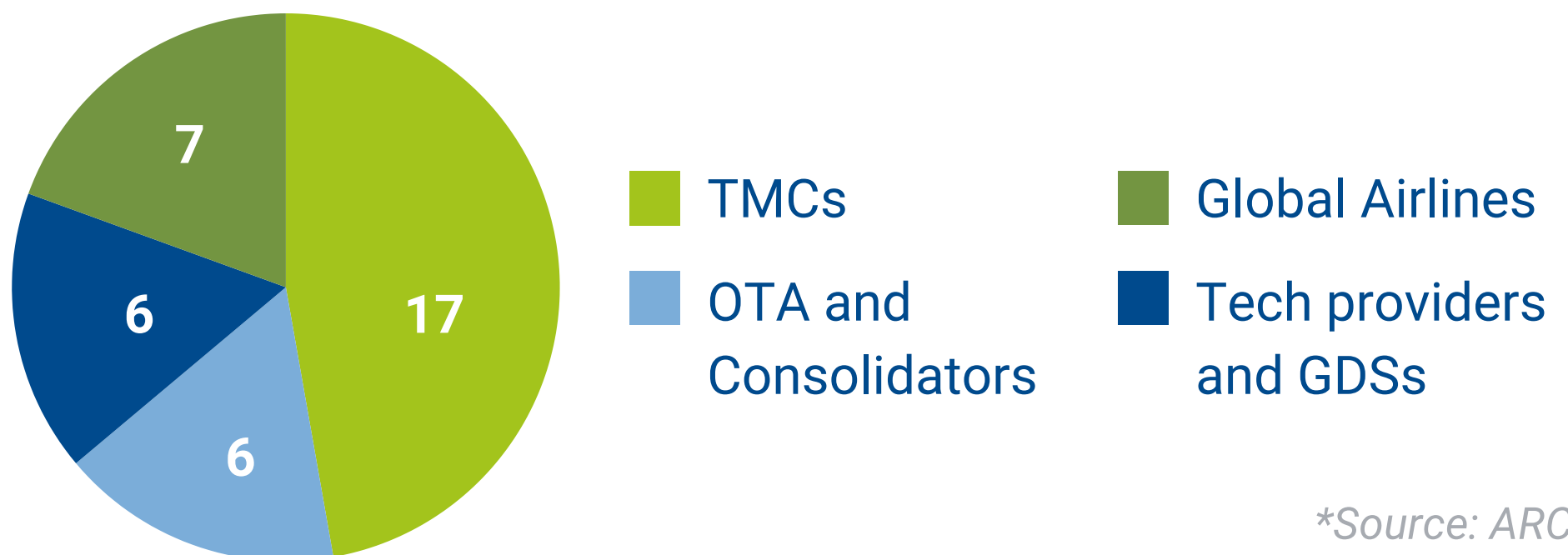
	2024 results	Change vs 2023
Distribution revenue	\$2,174 m	+6%
Air bookings	308 m	+2%
Average booking fee	\$5.98	+1%

# Hahnair joins ARC's NDC Advancement Working Group

Hahnair has joined ARC's NDC Advancement Working Group. Airlines Reporting Corp. (ARC) created the working group in late 2023 to make headway in NDC and define industry best practices.

In 2024, the working group released a set of 20 best practices aimed to increase NDC adoption and standardize servicing capabilities.

**The group comprises of a mix of various industry stakeholders\***



\*Source: ARC

## More industry distribution news

**TPConnects** will begin providing **FlySafair** content via its agency platform, Iris. FlySafair is a South African low-cost carrier.

**Spotnana** has integrated with Indian OTA **Cleartrip**, gaining access to content from a range of Indian LCCs. The integration enables Spotnana to access content from IndiGo, Air India Express, SpiceJet and Akasa Air.

**Atriis**, a corporate travel platform, has expanded its multi-source agreement with **Travelport** to allow for access to the GDS's NDC content. The integration has already gone live. Atriis also announced NDC agreements with both Amadeus and Sabre in 2024.



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- Offer-Order transformation approach



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