

TRAVEL DISTRIBUTION AND RETAILING UPDATES

Weeks 15 & 16, 2025

This edition contains news on:

- BermudAir
- Hahn Air
- Kenya Airways
- La Compagnie
- LATAM
- Ryanair
- Outpayce
- CellPoint Digital
- AirBooking.com

LATAM announces differentiated surcharges

Starting May 12, LATAM will implement differentiated GDS surcharges. Key details include:

- Updated surcharge amounts for EDIFACT bookings
- NDC content will also carry a surcharge across all three GDSs
- Surcharges now vary by GDS in EDIFACT and NDC
- Amadeus surcharges are further differentiated by point of sale (POS)

The carrier has now secured GDS NDC agreements with Amadeus, Sabre, and Travelport. Earlier this year, LATAM NDC has gone live on Sabre, with the Amadeus and Travelport timelines not yet announced.

LATAM's surcharges in detail

	May '23	July '24	May '25
	EDIFACT surcharge per coupon		
Amadeus	12 USD	13 USD	POS South America: 10.61 USD POS North & Central America: 15.96 USD POS Europe, Middle East, Africa: 15.33 EUR POS ROW: 16.12 USD
Sabre			14.19 USD
Travelport			11.00 USD

Surcharge increase

Surcharge decrease

	NDC surcharge per coupon		
Amadeus	N/A	N/A	POS Europe, Middle East, Africa <ul style="list-style-type: none">• Domestic: 3 EUR• International: 6 EUR POS ROW <ul style="list-style-type: none">• Domestic: 3 USD• International: 6 USD
Sabre		Basic fare brand: - Other fare brands: 4 USD	
Travelport		N/A	Basic fare brand: - Other fare brands: 2.50 USD

LATAM signs NDC deal with Travelport

Ahead of LATAM's differentiated surcharge announcement, the carrier renewed and expanded its distribution agreement with Travelport, including access to NDC content. LATAM's NDC content will be made available via Travelport+. A go-live date of LATAM NDC content on Travelport has not been announced.

Timeline of LATAM NDC progress with GDS



Ryanair content now bookable on Expedia

Customers booking Ryanair flights via Expedia skip the airline's verification process, which is required for bookings through 'unauthorised OTAs'. In July 2024, Ryanair announced its partnership with Expedia Group.

Ryanair shifted its strategy in 2024 by partnering with 'approved OTAs' and offering them direct-connect access. In return, these OTAs have agreed not to mark up Ryanair's prices.

Selection of Ryanair's 2024 partnerships

OTAs	Aggregators	Tech providers
<ul style="list-style-type: none"> • Expedia Group • Kiwi • Etraveli Group • TUI 	<ul style="list-style-type: none"> • Travelfusion • Paxport 	<ul style="list-style-type: none"> • SAP Concur • Kyte

Kenya Airways NDC goes live on Amadeus

The integration gives Amadeus users connected to the Amadeus Travel Platform access to Kenya Airways (KQ)'s NDC content. KQ is the first carrier in the sub-Saharan region to offer NDC content via Amadeus.

KQ is a customer of Amadeus' Altéa NDC (since 2021).

BermudAir integrates Sabre PSS and GDS

BermudAir has entered a multi-year technology partnership with Sabre. The partnership includes implementing Sabre's low-cost carrier PSS (Radixx) and integrating with the Sabre GDS.

Last month, BermudAir flights went live on Amadeus and Travelport via an integration with Hahn Air.

Hahn Air onboards 8 more airlines to HR-169

Hahn Air's HR-169 ticketing product enables airlines connected to GDS to sell tickets in markets without being connected to the local settlement system. Airlines can be booked on select or all GDS using either their own IATA code or Hahn Air's X1/H1 codes.

In 2024, Hahn Air onboarded 10 airlines to HR-169 including Alaska Airlines and SKY Airline Perú.

Airlines integrated on HR-169 in Q1 2025

Aero Dili

EuroAtlantic Airways

Air Rarotonga

Eurowings

BermudAir

LIAT20

Centrum Air

Widerøe

La Compagnie migrates to Zenith PSS

La Compagnie, a French business-class only airline, has shifted PSS. Previously a customer of the Bravo PSS, the airline is now utilising CitizenPlane's Zenith PSS. The integration enables the airline to integrate to all three major GDS.

CitizenPlane is a Paris-based travel technology company which acquired TTI's Zenith PSS in 2024.

Outpayce launches payments marketplace

Amadeus's payments arm, Outpayce, has launched a 'travel payments marketplace' to support payment orchestration. Built in collaboration with airlines, it lets airlines find, compare, and connect with payment providers linked to Outpayce's Xchange Payments Platform.

Sabre expands partners with CellPoint Digital

The partnership gives Sabre's PSS customers (SabreSonic and Radixx) access to more payment options and helps simplify their payment processes. CellPoint Digital provides the payment orchestration technology behind the integration.

More industry distribution news

AirRetailer Travel Technology has launched **AirBooking.com**, a new AI-powered travel and expense management platform. It is an NDC-enabled solution offering airline content from GDSs and direct connects. Certified by Amadeus and Sabre, the platform is for SMEs and TMCs in the Middle East and Asia.

Mesh has integrated NDC content from **Sabre** onto its platform. Mesh is a travel and expenses management platform provider.

lastminute.com (OTA) and **Omeir Travel Agency** (TMC) have expanded their partnerships with **Amadeus** to include access to Amadeus-sourced NDC content and additional technology solutions.

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