



What do corporate clients need in an Offers & Orders-driven airline ecosystem

Insights from
IATA Industry Survey

5th November 2025

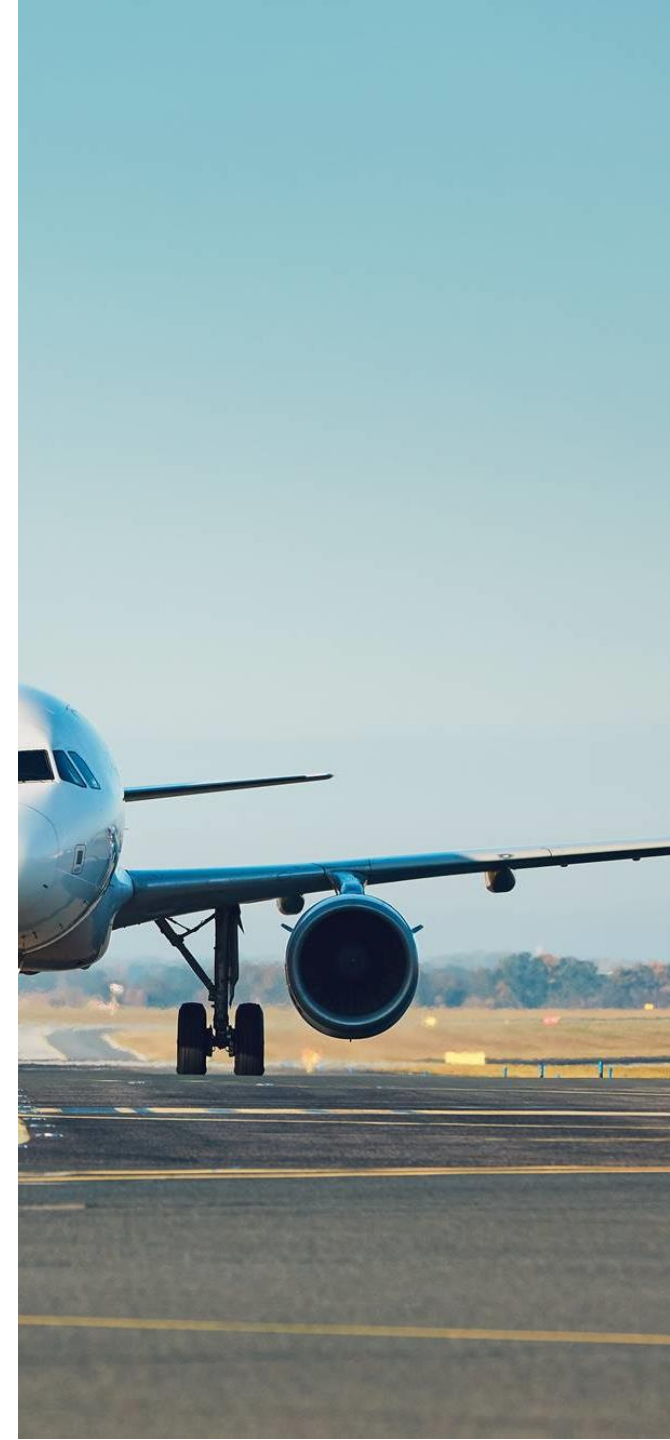
Corporates

- Centralized processing
- Seamless Data flow
- Payment options
- Duty of care



Airlines

- Global solutions
- At the source of data
- Payment options
- Opportunity with NDC/O&O



TMCs

- Duty of care
- Data consolidation
- Not a Bank



Summing up

Corporates, TMC and Airlines expect global scalable solutions

Opportunity for better data for corporate

More payment options can bring value to Corporates and Airlines

Corporates rely on TMC to ensure Duty of Care

Right time with O&O transformation to address these needs