### TravelgateX

#### Company profile

- **Founded in**: 2012
- **Head Office**: Spain (Palma de Mallorca)
- **Countries with offices**: Spain
- **Main activities**: "Technology provider offering smart solutions for connectivity between buyers and sellers. TravelgateX is the global marketplace for the travel trade with over 600+ sellers and 250+ buyers”.
  
- **Number of employees**: 92
- **Countries with operations**: 25
- **Global revenues**: Not specified
- **Main references in airline industry**: Iberia, Lufthansa, Condor, American Airlines, Vueling, EasyJet, Amadeus, Galileo, Sabre, etc.

#### Intended positioning on the market

"The global marketplace for the travel trade"
TravelgateX

Current NDC offer

Product Name:
- FlightX

Addressed Clients:
- Airlines,
  Aggregators, OTA,
  other distributors,
  CBT, MSE, etc.

Value proposition

“A single endpoint for all NDC needs with direct connections to NDC carriers, low cost airlines and GDS

What differentiates this solution

More than 6 years experience in integrating travel suppliers, we have more than 80 engineers fully dedicated to connectivity solutions.

Currently in production with
- Iberia, Iberia Express, Lufthansa, Condor

NDC Roadmap

- “Integrate as many NDC airlines as possible, actively looking for new partners to integrate"

NDC perception

Modules bringing most value
- Affinity shopping
- Air ancillary services
- Airline profile

Areas of innovations
- Integration of Loyalty
- Untie from PSS
- Implement Interline
- One Order

Main pain points heard from industry
- Relationship with their current IT provider
- No clear view of how to transition
TravelgateX

**Value chain**

<table>
<thead>
<tr>
<th>Airlines</th>
<th>Offer Mgt</th>
<th>Content Mgt</th>
<th>Order Mgt</th>
<th>API Mgt</th>
<th>Airline.com</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>interline</td>
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<tr>
<td>Aggregators</td>
<td>Aggregation</td>
<td>Sellers</td>
<td>Tools for sellers</td>
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**Functional coverage**

- BRD NDC use cases coverage
  - 26% BRD use cases covered
    - 55% Shopping
    - 13% Booking
    - 57% Payment & ticketing
    - 50% Airline Profile
    - 17% Interline

**Market presence**

- 8 airlines
- 1 aggregator
- 1 seller

**Engagement**

- <10 working on NDC
- +0 - 50% NDC bookings
  - in next 2 years (target)
  - in 2 years (target)

**Key points**

- Translate in both ways messages from and to the airline’s proprietary XML and NDC XML.
- No offer and order management modules
- Connected to Logitravel Group (OTA) and Iberia, Condor

**Architecture**
<table>
<thead>
<tr>
<th>Use cases</th>
<th>Functional items</th>
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<th></th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Air ancillaries</td>
<td>Non-air</td>
<td>Personalization</td>
<td>Dynamic pricing</td>
<td>Rich media</td>
<td>Affinity shopping</td>
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<tr>
<td>Offer Mgt</td>
<td></td>
<td>ancillaries</td>
<td></td>
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<td></td>
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</tr>
<tr>
<td>Content Mgt</td>
<td>Reference in NDC message</td>
<td>Text</td>
<td>Video</td>
<td>Picture</td>
<td>Multi-language</td>
<td></td>
</tr>
<tr>
<td>Order Mgt</td>
<td>Order creation</td>
<td>Post-booking ancillaries</td>
<td>Order change</td>
<td>Order cancellation</td>
<td>Payment</td>
<td>Order repository</td>
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<tr>
<td>Airline API Mgt</td>
<td>Direct connect Integration</td>
<td>Aggregators Integration</td>
<td>Airline Profile</td>
<td>Network</td>
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<tr>
<td>Airline.com</td>
<td>B2C web site and mobile app</td>
<td>B2B web site and mobile app</td>
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<tr>
<td>Interline</td>
<td>Offer Interlining</td>
<td>Order Interlining</td>
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<tr>
<td>Integration Mgt</td>
<td>CRM integration</td>
<td>Loyalty integration</td>
<td>PNR synchronization</td>
<td>Analytics</td>
<td>RMS integration</td>
<td>CMS integration</td>
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<tr>
<td>Aggregation</td>
<td>Offer messages</td>
<td>Order Messages</td>
<td>Rich media</td>
<td>Airline Profile</td>
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</tr>
<tr>
<td>Sellers</td>
<td>Travel agency solutions</td>
<td>Self Booking Tool</td>
<td>TMC solutions</td>
<td>OTA solutions</td>
<td>MSE solutions</td>
<td>Two-way translation</td>
</tr>
</tbody>
</table>
OTA NDC Aggregator

Architecture

NDC Interline Partners

CBT

OTA

TMC

Travel Agent

B2C / B2B

Airline Profile Distribution

NDC Aggregator

NDC XML API

Airline.com

Pricing

Offer Management & Merchandizing

Order Management

Rich Media

Airline Profile

Integration Layer

Passenger Services System

Revenue Accounting

Fulfilment Platforms

CRM / Loyalty

Reservation

Payments

Analytics

Ticketing

Miscellaneous

Inventory

DCS

Security Identity Management

Tools for NDC Developers