



LUFTHANSA GROUP

PRESS RELEASE

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**corporate travel
management**

Lufthansa Group and Corporate Travel Management (CTM) activated first NDC API solution in Hong Kong

- The global-leading travel management company continues to deliver values to its customers with robust technology and partnership with suppliers.**
- Lufthansa Group welcomes CTM to the newly launched NDC Partner Program. NDC Smart Offer content now seamlessly available within the CTM ecosystem**

Lufthansa Group and Corporate Travel Management (CTM) have signed a pan-Pacific agreement to work together on the implementation of the Lufthansa Group New Distribution Capability (NDC API).

Lufthansa Group, which includes Austrian Airlines, Lufthansa German Airlines and Swiss International Air Lines is partnering with CTM so its customers can benefit from better as well as more fares and travel content without paying any additional fees.

Mr. Malte Haut, General Manager, Hong Kong, South China & Macau of Lufthansa Group Airline Sales, said "I am convinced that the travel industry needs to become more digital, and technological cooperation across the supply chain will be an innovation driver. I am very proud to announce the first NDC API with CTM starting in Hong Kong region. This milestone will bring a new quality to the value chain between Lufthansa Group and CTM and benefit our joint customers."

As an industry trendsetter, Lufthansa Group takes a leap forward as to modern airline retailing-business models by offering its B2B partners an advantageous value proposition that entails technology, servicing, exclusive discounted fares and upfront discounts on all classes (Hong Kong NDC Smart Offer).

The NDC Partner Program clearly focuses on value creation with more customer centric offers. It also enables customized fare products which result in disrupting the current way of packaging offers. In both home and global market, Lufthansa group already partners with industry leaders offering exclusive benefits through their NDC Partner Program to their travelers.

The Lufthansa Group achieved the highest IATA NDC level of certification already in 2017 and continues investing further in innovative NDC solutions which improve the capabilities and offers for its travel agency partners and furthermore, strengthens its leading position in the industry. In August, Lufthansa Group launches NDC Partner Program website in Hong Kong (www.lhgroupairlines.com/ndc), which enhances the capability of communications between airlines and travel agents.

“This has been a very considered and collaborative approach to ensure that CTM delivers greater value to our customers,” said CTM Asia CEO Larry Lo.

“CTM prides itself on being at the forefront of the ever-changing business travel landscape. The flexibility of CTM’s technology and the agility of our development teams, coupled with solid industry relationships and company processes, means we are both equipped and committed to integrating NDC into our platforms.”

CTM received the highest level of certification for the International Air Transport Association’s (IATA) NDC program in May 2018. The Level 3 certification highlights the company’s commitment to ensuring customers have seamless access to the best travel content and cost-saving opportunities through CTM’s SMART Technology. CTM has worked exclusively with IATA to ensure its NDC solutions - developed in-house and with our technology partners - are optimally designed for further enhancements.

About Lufthansa Group

The Lufthansa Group is the world’s largest aviation group in terms of turnover as well as the market leader in Europe’s airline sector. The Group strives to be the “First Choice in Aviation” for its customers, employees, shareholders and partners. Safety, quality, reliability and innovation are the prime credentials and priorities of all its business activities. Currently, Lufthansa Group offers six destinations in Greater China region including Hong Kong.

About Corporate Travel Management (CTM)

CTM is an award-winning provider of innovative and cost-effective travel management solutions to the corporate market. Its proven business strategy combines personalized service excellence with client facing technology solutions to deliver a return on investment to clients. Headquartered in Australia, the company employs approximately 2,700 FTE staff globally (including Lotus) and provides local services solutions to clients in more than 70 countries.

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