

PRESS RELEASE

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Lufthansa Group and MakeMyTrip enhance their partnership

- **MakeMyTrip becomes a Direct Connect Partner for Lufthansa Group in India**
- **Collaboration with largest Online Travel Agency in India expands the reach of the best Lufthansa Group Airlines fares in the Indian market**
- **Customers will benefit from exclusive Lufthansa Group offers using state of the art New Distribution Capability (NDC) API**



The Direct Connect cooperation between Lufthansa Group and MakeMyTrip gives customers access to innovative and even more competitive flight products. Mr. Wolfgang Will, Senior Director Sales South Asia for Lufthansa Group Airlines and Mr. Rajesh Magow, Co-founder & CEO India, MakeMyTrip jointly signed the cooperation.

Direct Connect is a distribution functionality that enables partners to use the Lufthansa Group's API (application programming interface) for a direct access to the airlines' inventories and rich content. The API software facilitates the travel partner to provide an enhanced customized offer for third parties.

MakeMyTrip will be able to offer Lufthansa Group Airlines' differentiated travel content to consumers with personalized flight products. Amongst other services, passengers can use the platform to conveniently purchase flight tickets and other services from Lufthansa German Airlines, SWISS, Brussels Airlines and Austrian Airlines without paying the 16 Euro Distribution Cost Charge applied to bookings made via traditional sales channels.

"This Direct Connect Solution with MakeMyTrip is an incredible milestone in addressing the new-generation of travellers", said Mr. Wolfgang Will, Senior Director Sales South Asia for Lufthansa Group Airlines. "MakeMyTrip as a Direct Connect Partner of Lufthansa Group in India is a key partner for our future developments in distribution."

"At MakeMyTrip, we are always looking to provide best content to our users to help make them best travel decisions. We are delighted to partner with Lufthansa and take another step in providing customised and more relevant offerings to better serve Indian travellers", shared Mr. Rajesh Magow, Co-founder & CEO India, MakeMyTrip

The efforts to develop and establish new Direct Connect Solution are generating strong interest in today's aviation industry. The market is clearly ready for innovations and developments of this kind. The airlines of the Lufthansa Group have been particularly active devising solutions together with key technology partners that will enable them to develop and offer new "Direct Connect" booking channels. Lufthansa Group has achieved the highest level of NDC certification covering the end-to-end distribution process and is the industry leader in state of the art distribution capability.

As the leading European airlines in India, Lufthansa Group has been in India for more than 50 years and its carriers Lufthansa, SWISS and Brussels Airlines currently offer 67 flights from five Indian gateways, namely Delhi, Mumbai, Chennai, Pune and Bengaluru connecting to 170 destinations in more than 100 countries via its four European hubs of Frankfurt, Munich, Zurich and Brussels.

Lufthansa Group in brief

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.

The Lufthansa Group is divided into the three strategic areas of Hub Airlines, Point-to-Point Business and Service Companies. The Group's network carriers, with their premium brands of Lufthansa, SWISS and Austrian Airlines, serve its home market from their Frankfurt, Munich, Zurich and Vienna hubs. With its Eurowings brand, the Group also offers short- and long-haul point-to-point services in the growing private travel market. And with its service companies, which are all global market leaders in their individual industries, the Lufthansa Group has found success in further areas of the aviation business.

Lufthansa Group airlines serve 343 destinations in 103 countries, offering 15,415 weekly frequencies. The current fleet is comprised of 728 aircraft (as of December 2017) and the Group will continue to take delivery of new aircraft until 2025. In 2017, the Lufthansa Group employed around 130,000 personnel, welcomed 130 million passengers aboard its flights and generated sales of around EUR 35.6 billion.

The Lufthansa Group is headed by the five-member Executive Board. Carsten Spohr is Chairman & CEO; Thorsten Dirks is in charge of Eurowings and Aviation Services; Harry Hohmeister bears responsibility for the Commercial Management of the

Group's Hub Airlines and Airports; Ulrik Svensson is the Head of Finance and IT; and Dr. Bettina Volkens is in charge of HR and Legal Affairs.

For further information, guests may log on to www.lh.com or contact their nearest travel agent. Terms & conditions apply. Follow us on Twitter: @lufthansaNews

MakeMyTrip in brief

MakeMyTrip Ltd. (NASDAQ: MMYT) is India's leading online travel company. We own and operate well recognized online brands, including MakeMyTrip, Goibibo and redBus. Through our mobile apps and primary websites, travelers can search, plan and book a wide range of travel services and products in India as well as overseas. Our services and products include air ticketing, hotel and alternative accommodations bookings, holiday planning and packaging, rail ticketing, bus ticketing, car hire and ancillary travel requirements such as facilitating access to third-party travel insurance and visa processing. We provide our customers with access to all major domestic full-service and low-cost airlines operating in India and all major airlines operating to and from India, over 50,000 domestic accommodation properties in India and more than 500,000 properties outside India, Indian Railways and all major Indian bus operators.

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