



PRESS RELEASE

Tokyo, 24 April 2019

Lufthansa Group airlines to provide NDC Smart Offer in Japan and welcome new NDC partner “Trip.com”

- **New NDC Smart Offer now available for flights from Japan to non-European destinations**
- **Lufthansa Group airlines enter into an NDC partnership with online travel agency “Trip.com” in Japan**

As part of the NDC Partner Program, the NDC Smart Offer comprises the Lufthansa Group airlines' (Austrian Airlines, Lufthansa, SWISS) most competitive, beneficial fares, e.g. special promotions and reduced fares. Effective April 1, NDC sales partners and customers can benefit from a price advantage of JPY 4000 in Economy class and JPY 5000 in First and Business class on flights from Japan to non-European destinations.

With “Trip.com” being Lufthansa Group airlines' new NDC partner, travelers can now purchase flight tickets to the most favorable conditions embraced by the NDC Smart Offer.

Additionally, sales partners and customers of Trip.com are also able to book ancillary products such as advanced seat reservation, excess baggage, Wi-Fi and lounge access vouchers directly, accelerating and simplifying the booking process.

“We want to provide our local distribution partners with the best possible solutions. The NDC Partner Program and its website are an important tool. A steadily increasing number of travel agencies are already using and benefiting from NDC Smart Offer,” says Donald Bunkenburg, Senior Director Japan and Korea for Lufthansa Group airlines. He adds: “At the same time we extend our NDC Smart Offer to Japanese customers. Partners using one of the NDC solutions will benefit for example from an additional price advantage or reduced price for ancillary service.”

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.

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 Austrian Airlines, Lufthansa and SWISS, 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 ser-

vices in the growing private travel market. Brussels Airline is also part of the point-to-point services. 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 13,267 weekly frequencies during summer 2019. The current fleet is comprised of 763 aircraft (as of February 2019) and the Group will continue to take delivery of new aircraft until 2025. In 2018, the Lufthansa Group employed around 135,000 personnel, welcomed 142 million passengers aboard its flights and generated sales of around EUR 35.8 billion.

About Trip.com

Trip.com provides one-stop travel booking services in 13 languages through a website and mobile app. They are a part of the Ctrip Group, a NASDAQ listed company since 2003 (NASDAQ: CTRP) with over 30,000 employees and over 300 million members, making it one of the leading online travel agencies in the world. With more than 1.2 million hotels in 200 countries and regions, they have built an extensive hotel network to give our customers a fantastic choice of accommodation. Their far-reaching flight network has over 2 million individual flight routes connecting more than 5,000 cities around the globe. The website is operated by Ctrip.com (Hong Kong) Limited, ("Trip.com"), a Hong Kong entity duly incorporated and registered in Hong Kong. Trip.com is part of the Ctrip Group of companies.

Travel agencies interested in using the free of charge NDC online platform SPRK, can now register by simply filling out the online form available on the new NDC Partner Program website.

The NDC Partner Program website can be accessed at **www.lhgroupairlines.com/ndc**.

As first airline group, the Lufthansa Group airlines achieved the IATA NDC level 4 certification in March 2019 and continue 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.

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