



PRESS RELEASE

East Meadow, NY, September 25, 2019

Lufthansa Group hub airlines and Corporate Travel Management Announce NDC Partnership

- **Lufthansa Group hub airlines and Corporate Travel Management expand NDC capabilities**
- **Corporate Travel Management worldwide will get access to Lufthansa Group hub airlines' NDC Smart Offers**

Today, the Lufthansa Group hub airlines and Corporate Travel Management announced that they will jointly leverage cutting-edge NDC technology. The aim is to help corporate customers access the best possible air travel options with Lufthansa, Austrian Airlines and SWISS when booking through CTM offices and the CTM online booking engine *Lightning*.

CTM, who plays a vital role in the global corporate travel supply chain, is now connected to Lufthansa Group hub airlines' Direct NDC API (powered by Farelogix). With the latest IATA NDC@Scale certification, CTM and Lufthansa Group hub airlines jointly ensure a better end-to-end experience in the corporate segment. The multi-year cooperation will enable greater technological collaboration between the companies.

Initially, Corporate Travel Management will provide its customers in the APAC and home markets the opportunity to benefit from the attractive offers of the Lufthansa Group airlines' NDC Partner Program. This includes the "NDC Smart Offer", the most competitive fares offered by the Lufthansa Group's hub airlines. The global agreement allows Corporate Travel Management to continue its roll out to all markets it operates in.

"The cooperation with CTM will further enhance the booking experience for travelers. Developing the business travel industry by leveraging new distribution opportunities is key to remaining at the forefront of innovation and meeting our customers' expectations," said Heike Birlenbach, Senior Vice President Sales Lufthansa Hub Airlines.

CTM's Global Chief Operating Officer, Laura Ruffles, said this new partnership cemented CTM as a front-runner in NDC offerings in the corporate market. "Our partnership with Lufthansa Group hub airlines is key to delivering our customer value proposition of innovative technology and customer service excellence, which delivers a return on investment to our customers. We are proud to partner with

Lufthansa Group airlines to bring yet another innovative NDC solution to our customers around the globe.”

About Corporate Travel Management

Corporate Travel Management (CTM) is an award-winning global provider of innovative and cost-effective travel solutions spanning corporate, events, leisure, loyalty and wholesale travel. The company’s proven business strategy is underpinned by personalised service excellence supported by market-leading technology solutions which deliver a return-on-investment to our customers. Headquartered in Australia, the company provides local service solutions to customers of all sizes across the world.

About the Lufthansa Group

The Lufthansa Group is an aviation company with operations worldwide. With 142 million passengers in 2018, the Lufthansa Group is number one in Europe’s airline sector. The Lufthansa Group aims to be the first choice for customers, employees, shareholders and partners in the aviation industry and to continue shaping the global aviation market as a key player in the future.

The Lufthansa Group is composed of the three business segments Network Airlines, Eurowings and Aviation Services (comprising the segments Logistics, MRO and Catering). The Group’s Network Carriers comprise Lufthansa, SWISS and Austrian Airlines. With their multi-hub strategy from Frankfurt, Munich, Zurich and Vienna hubs, the Network Airlines offer their passengers a premium product and a comprehensive route network combined with the highest level of travel flexibility. With Eurowings, the Lufthansa Group has an innovative and competitive offering in direct traffic, which addresses both price-sensitive and service-oriented customers with low-cost basic fares and additional service options that can be booked flexibly. The aviation services are all global market leaders in their individual industries. This way, the Lufthansa Group has found success in further areas of the aviation business.

The Lufthansa Group’s airlines currently (i.e. as of Summer 2019) serve 318 destinations in 102 countries on five continents. The Group’s total fleet comprises 763 aircraft, employs around 135,000 personnel and generated a revenue of EUR 35.8 billion in 2018.

For further information, please visit www.lufthansagroup.com and www.lhgroupairlines.com/ndc

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Media Relations

Deutsche Lufthansa AG

Corporate Communications, The Americas

Tal Muscal / Christina Semmel

Tel: +1 516-296-9474

americaspr@dlh.de/ Follow us on Twitter: @lufthansaNews