Welcome to the World of Hahn Air

» Grow Revenue
» Grow Global Reach
» Minimise Cost & Complexity
Who we are

► Headquarters in Frankfurt, Germany
► IATA member airline HR-169 since 2001
► IATA Clearing House Member / SIS compliant
► MITA participant
► Leader in the airline distribution industry
► Specialized in worldwide e-ticketing
What we do

► Interline Agreements with more than 260 airlines
► Over 190 markets, more than 91,000 travel agencies
► Over 6 million coupons sold per year
► Throughput in IATA’s financial instruments is more than US$1 bn per year
Where we are available: 190+ markets

**Europe/Russia**
Albania, Andorra, Austria, Azerbaijan, Belgium, Bosnia Herzegovina, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Faroe Islands, Finland, France, Georgia, Germany, Gibraltar, Greece, Greenland, Hungary, Iceland, Ireland, Italy, Kazakhstan, Kosovo, Kyrgyzstan, Latvia, Liechtenstein, Lithuania, Luxembourg, Macedonia, Malta, Moldova, Monaco, Mongolia, Montenegro, Netherlands, Norway, Poland, Portugal, Romania, Russia, San Marino, Serbia, Slovakia, Slovenia, Spain, Sweden, Switzerland, Turkey, United Kingdom, Ukraine, Vatican

**Asia and Near/Middle East**
Bahrain, Cambodia, Hong Kong, India, Israel, Japan, Jordan, Kuwait, Lebanon, Macao, Malaysia, Mongolia, Nepal, Oman, Pakistan, Philippines, Qatar, Saudi Arabia, Singapore, South Korea, Sri Lanka, Taiwan, Thailand, United Arab Emirates

**Australia/Oceania**
American Samoa, Australia, Cook Islands, French Polynesia, Guam, Kiribati, Marshall Islands, Micronesia, New Caledonia, New Zealand, Northern Mariana Islands, Palau, Samoa, Wallis & Futuna Islands

**Africa**
Benin, Botswana, Burkina Faso, Cameroon, Chad, Congo-Brazzaville, Côte d’Ivoire, Egypt, Gabon, Ghana, Kenya, La Reunion, Lesotho, Mali, Mauritania, Mauritius, Morocco, Mozambique, Namibia, Niger, Nigeria, Senegal, South Africa, Swaziland, Tanzania, Togo, Tunisia, Uganda, Zambia, Zimbabwe

**North America & Caribbean**
Antigua & Barbuda, Aruba, Bahamas, Barbados, Bermuda, Bonaire, British Virgin Islands, Canada, Cayman Islands, Curacao, Dominica, Dominican Republic, Grenada, Guadeloupe, Haiti, Jamaica, Martinique, Mexico, Montserrat, Netherlands Antilles, Puerto Rico, Sint Maarten, St. Kitts & Nevis, St. Lucia, St. Pierre and Miquelon, St. Vincent & the Grenadines, Trinidad & Tobago, Turks & Caicos Islands, USA (ARC), Virgin Islands

**Central & South America**
Argentina, Bolivia, Brazil, Chile, Colombia, Costa Rica, Ecuador, El Salvador, French Guyana, Guyana, Honduras, Nicaragua, Panama, Paraguay, Peru, Suriname, Uruguay

**Hahn Air Ticket Printers/HR UATP e-payment account usage:**
Afghanistan, Angola, Armenia, Azerbaijan, Cape Verde, Democratic Republic of the Congo, Eritrea, Gambia, Iraq, Maldives, Myanmar, Palestinian Terr., Sao Tome and Principe, Sierra Leone, Sudan, Venezuela

**In joining process:**
Bangladesh, Fiji Islands, Papua New Guinea, Tonga
Going global overnight

30 August, 2013
Interlining With Over 260 Airlines

Hahn Air’s e-ticketing platform enables interlining between carriers

Just one IET with HR-169 enables your airline to interline with any carrier participating in Hahn Air’s universal e-ticketing platform.
Hahn Air Partner Airlines – CIS Countries
Why travel agents ticket on HR-169

All HR tickets are insured

Various forms of payment

Support

► Service Desk (7 days/week)
► 30+ Service Partners
► 20+ team members in Agency Distribution Department

Regular HR Newsletter

Detailed assistance through HR website
What are the benefits for our partner airlines

- No Risk of agent default / credit card fraud
- Interlining with 260+ airlines
- Service Desk
- IATA standards
- Incremental revenue in 190 markets
Hahn Air’s service fee covers the following costs:

- ARC/BSP joining + operational cost (ARC participation fees/BSP regional/central/local management fees)
- BSP/ARC data processing
- GDS ticketing fees
- E-ticketing fees
- Risk: agency defaults and fraud / credit card fraud
- Credit card charges
- Credit card reporting (Card Clear)
- Revenue accounting services (BSP HOTs/Refunds/ADM/ACMs)
- Money repatriation fees (ICCS Banking or local bank account)
- 51 Service Partners worldwide
- Marketing activities: 91,000 travel agencies in 190 markets worldwide
Increase your revenue – save cost

Why it is so important to file fares ´correctly´
Going global overnight

Ticketing Process in GDS

Three simple steps in GDS to issue an e-ticket

1. Book flight segment(s) and complete booking
2. Get fare quote for validating carrier
3. Issue electronic ticket

Travel agents usually issue the ticket the easiest way
The Validating Carrier Selection

- Validating Carrier Selection Logic is used by the GDS to identify the validating carrier (VC).
- If no sales restrictions are hardcoded
  - VC is selected automatically by GDS according to their own logic
- When your airline’s stock is identified as VC and GDS finds out that your ticket is not available (when you are not a BSP member)
  - GDS cannot automatically identify HR as an alternative ticketing airline
  - Result: Stuck. No sale.

⇒ FIX: Include Hahn Air in “CAT 15 Sales Restriction”, so that it reads:
  - "Tickets must be issued on XX or HR"
  - both carriers are now defined as validating carriers
  - HR is now available for ticketing

By including Hahn Air in your sales restrictions, you increase your sales from non-BSP markets
Combinations Coding can also impact your sales

**Definition:** end-on-end combinations is what allows different fares to be combined on same ticket.

When coding is: “end-on-end combinations allowed,”

- your carrier can now take advantage of the vast Interline opportunities with all Hahn Air partner airlines.

With this coding, it allows agencies/customers to book their entire travel plans with multiple carriers on one ticket.
### Sales Restrictions (15) Details

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<th>LOC 1</th>
<th>LOC 2</th>
<th>Fare Class/Family</th>
<th>Fare Type</th>
<th>Season Type</th>
<th>Day Type</th>
<th>OW/RT</th>
<th>General Rule</th>
<th>Alt General Rule</th>
<th>RTG</th>
<th>GFS FAN</th>
<th>FN 1</th>
<th>FN 2</th>
<th>Joint Carrier</th>
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Then Provisions Apply: [ ]

Note Text: [ ]

Data Incomplete: [ ]

Override Data Table: [ ]

Sell and Ticket: [ ]

Sell and Ticket: [ ] Ticket On [ ]

Owning/OAL/GDS: [ ]

All Segments Must Be on Owning/OAL Carrier: [ ]

Travel Agents May: [ ]
Next Steps

Revert to your Fare Filing Specialist

For any questions, ask your Hahn Air contact

Adapt your filings with ATPCO /GDS
Thank you! Gracias! Merci! Спасибо! Mange Tak! 謝謝! Grazie! Enkosi! شكرا
Contact Us

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