

Welcome to our  
**WORLD**  
of airline distribution

# Welcome to the 55<sup>th</sup> AFRAA Annual General Assembly & Summit



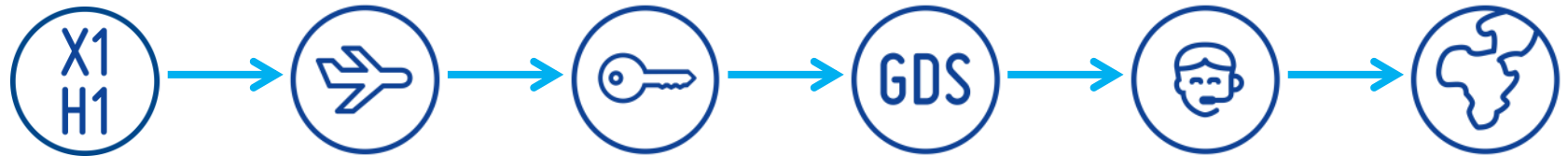


# Content – Airline Business

- Plug and Play for GDS
- GDS Access
- OTA Overview
- H1-Air and X1-Air or Traditional GDS
- Charges Split-Up
- Customers

# H1-Air and X1-Air

## Plug and Play for GDS (1/6)



- Hahn Air products H1-Air and X1-Air provide customers access to:
  - all GDSs
  - 100,000 travel agencies
  - more than 190 markets



# H1-Air and X1-Air

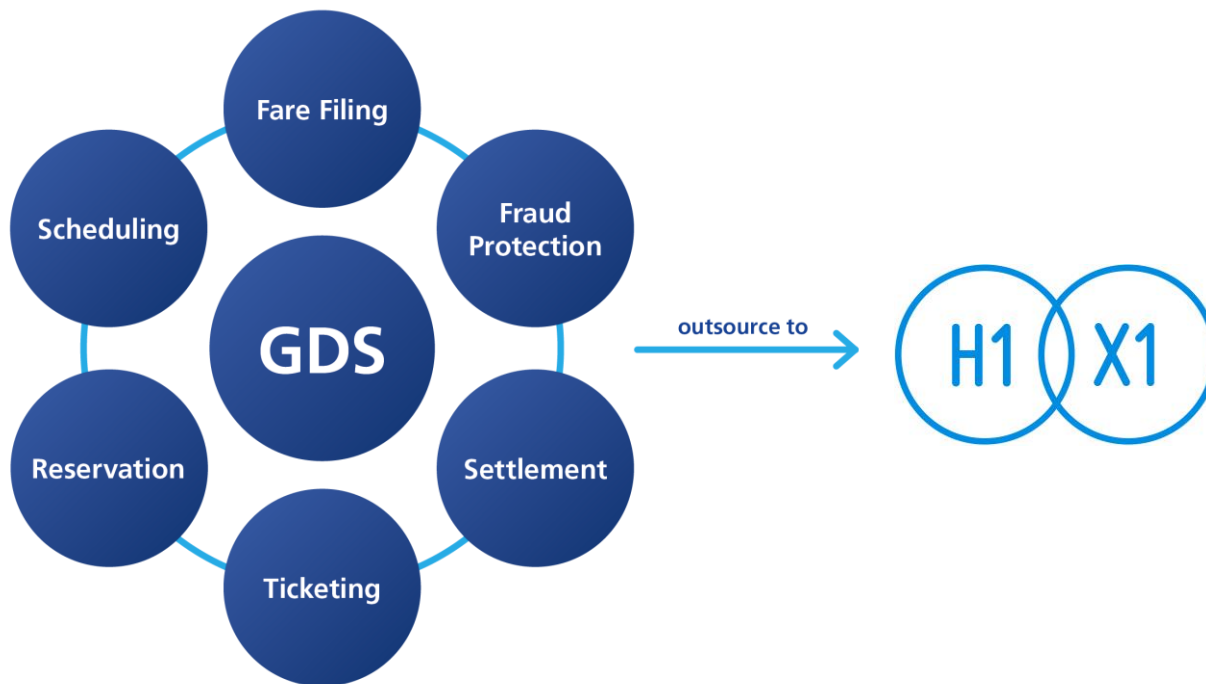
## Plug and Play for GDS (2/6)

- H1-Air and X1-Air enable airline customers to entirely outsource GDS distribution and all its complexities
- Customers get access to **all GDSs** without any agreement with any GDS
- H1-Air and X1-Air use HR's universal ticketing platform for ticketing and global exposure



# H1-Air and X1-Air

## Plug and Play for GDS (3/6)





# H1-Air and X1-Air

## Plug and Play for GDS (4/6)

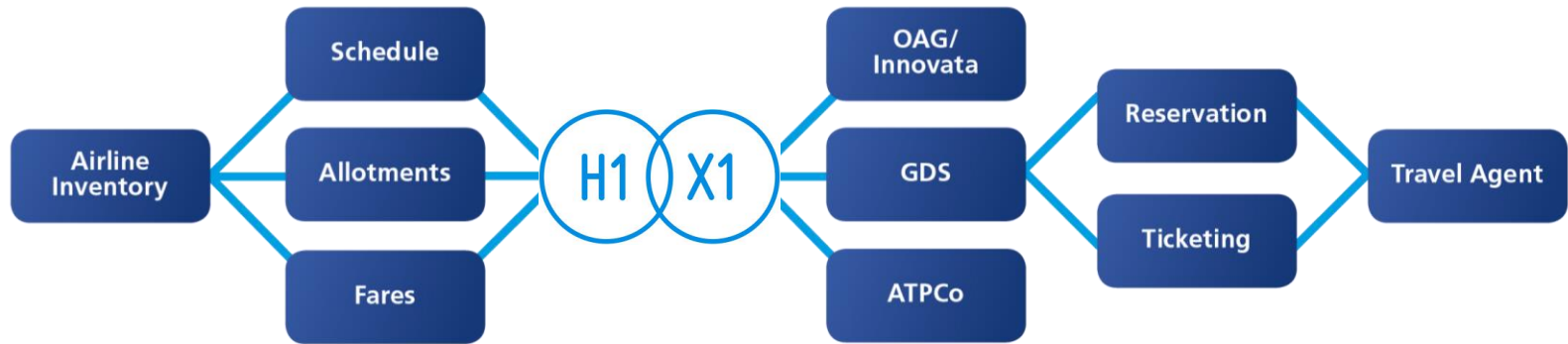
- H1-Air and X1-Air establish a link to the airline customers' reservation system
- H1-Air and X1-Air retrieve schedule, availability and fare information



# H1-Air and X1-Air

## Plug and Play for GDS (5/6)

- Processes of GDS are handled by H1-Air and X1-Air teams for loading customers' content accordingly





# H1-Air and X1-Air

## Plug and Play for GDS (6/6)

- Flights of H1-Air and X1-Air are displayed in the GDS as a franchise/commuter flight (virtual code tagging)

```
TN06MAYKULSIN/AH1
** HAHN AIR - TN ** SIN SINGAPORE          06MAY21 13MAY21
1XX*H19950    7    KUL SIN          0945 1045 0 06MAY21 13MAY21 737 1:00
NO MORE FLIGHTS 06MAY21 TO 13MAY21
```

```
H19950 Y 06MAY 7 KULSIN HK1          0945 1045    737 E 0
OPERATED BY XX
SEE RTSVC - TRAFFIC RESTRICTION EXISTS
SCHEDULED FLIGHT
```



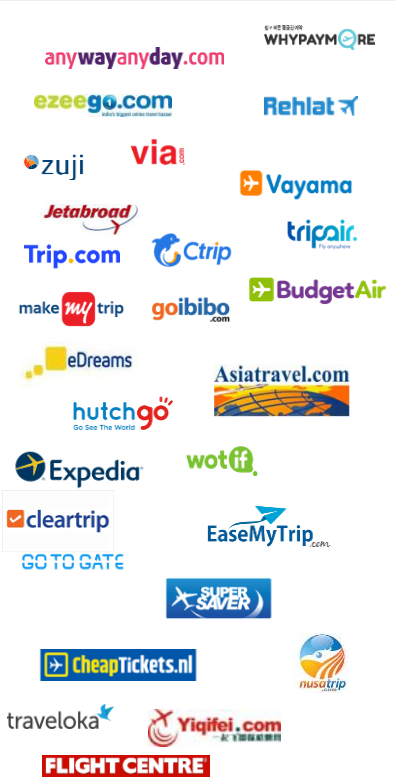


- Fares are auto priced



# H1-Air and X1-Air GDS Access



# Global Access: OTAs

Americas	Europe	Asia	Africa	Australia
				



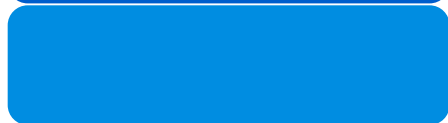
# H1-Air and X1-Air Charges Split-Up



**H1-Air and X1-Air fee** (administration, processing, etc.)



**System fee** (techn. environment, messaging, ATPCO)



**Market fee** (BSP, credit card disagio/handling, repatriation, commission/incentives)



**GDS Ticketing fee**



**GDS Booking fee** (segments, cancellations, dynamic schedules, numeric availability, etc.)

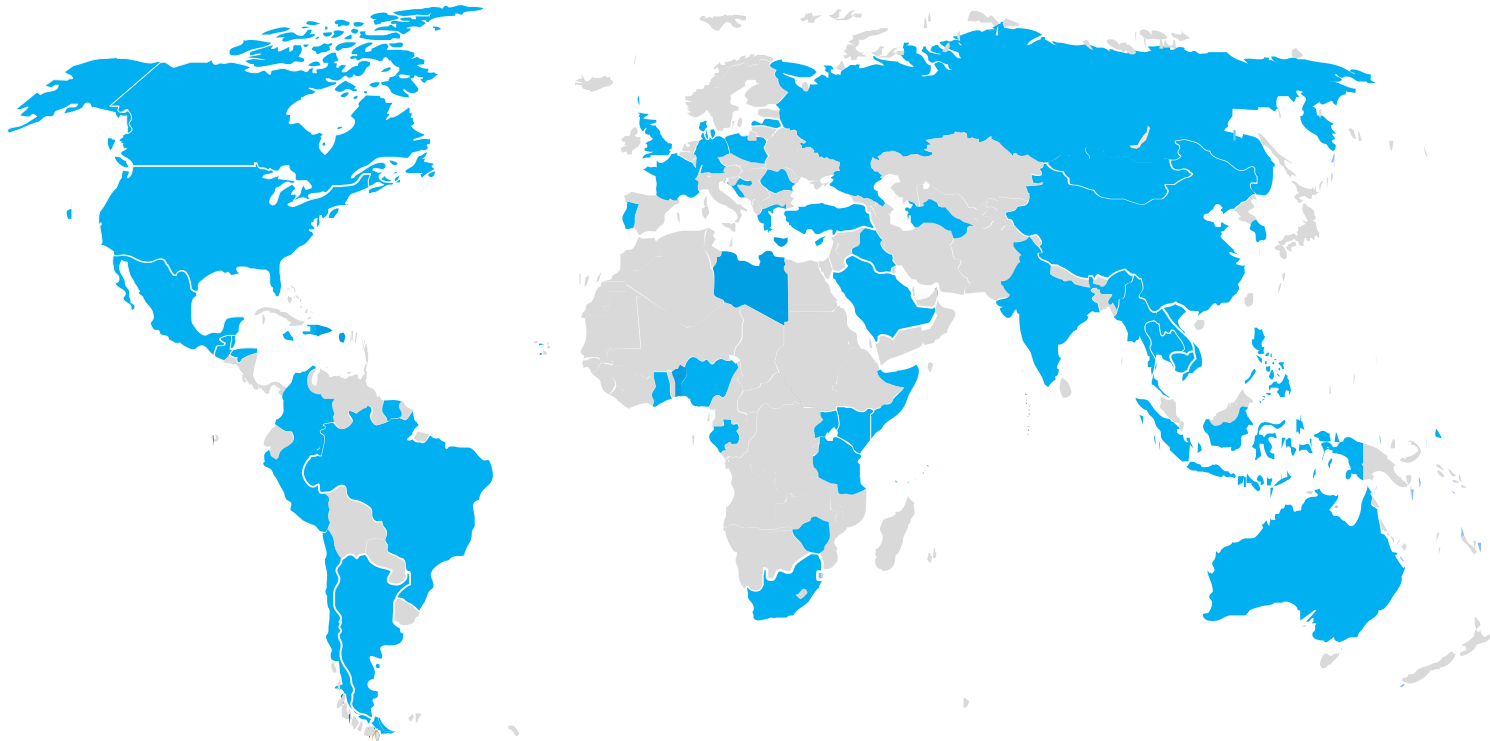


# H1-Air and X1-Air Customers in Africa





# H1-Air and X1-Air Global Partner Network





# Content – Agency Distribution

- Hahn Air in Numbers
- GDS Access
- HR-169
- H1 and X1
- Website

# HAHN AIR IN NUMBERS

**190**  markets

**350 +**  
partner airlines

**8**  website languages



**100,000**   
travel agencies trusting  
in Hahn Air's services

**4,000**  destinations

**47,000,000 +**  
insolvency-safe tickets with  
Securtix® since 2010

**210**  employees from  
**42** different nationalities

**20 +** years of experience

every **9"** seconds,  
a passenger boards a plane  
holding an HR-169 ticket



# Available GDS


Galileo  
 TRAVELPORT

**amadeus**

Worldspan  
 TRAVELPORT

 abacus™

**Sabre**

Global Distribution System  
**sirena** 

Apollo  
 TRAVELPORT

**INFINI**  
A NEW ERA IN TRAVEL INFORMATION

**中国航信**  
**TravelSky**



# HR-169

## accepted payment methods

- > cash sales via ARC/BSP/TCH
- > credit cards
- > depending on the country



NO service charge for CC sales by HR



# HR-169, how to issue tickets on HR-169

1. book flight segment(s) and complete booking
2. auto-price with validating carrier HR (Hahn Air)
3. select your form of payment
4. issue ticket on HR-169

**Important:** Please note that: Hahn Air works only with published fares, negotiated fares cannot be issued. Agencies are informed via Newsletter whenever there are promotions for a certain airline or for a specific fare.



# H1 and X1

how to book and issue H1-Air and X1-Air partners

1. select the flight displayed with H1\*XY or X1\*XY
2. enter pax info
3. price with HR-169 as validating carrier
4. choose the form of payment and issue ticket on HR-169 ticket stock

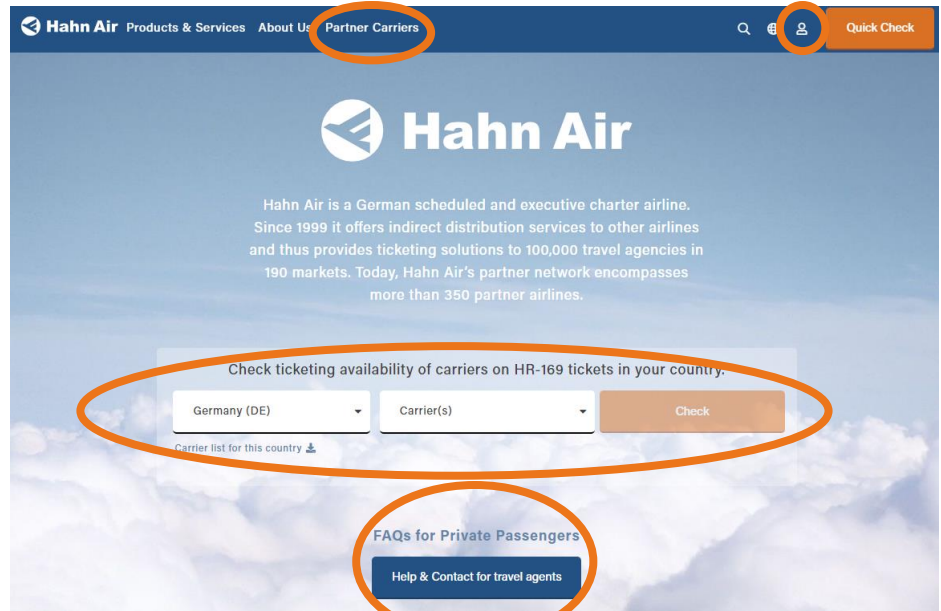


standard GDS reservation and ticketing process



# Hahn Air Website agency online support

- > Partner Carriers
  - Route Maps / Profiles
- > Quick Check
- > Help & Contact
  - FAQs / GDS Assistant
- > Registration



visit [www.hahnair.com](http://www.hahnair.com)



# Hahn Air Service Desk

Email: [service@hahnair.com](mailto:service@hahnair.com) (24/7)

Website: [contact form](#)

**Daily agency  
support  
around the  
clock**



# Res**360**

Your all-inclusive  
sales hub

## Res360 – Your all-inclusive sales hub

**Res360 is your one-stop-shop** connecting your airline to all sales channels.

**Join airlines of all business models** using our PSS solution – from LCCs and regional carriers to full-service national airlines.

**Maximum scalability** allows you to grow and develop your business at your own speed.

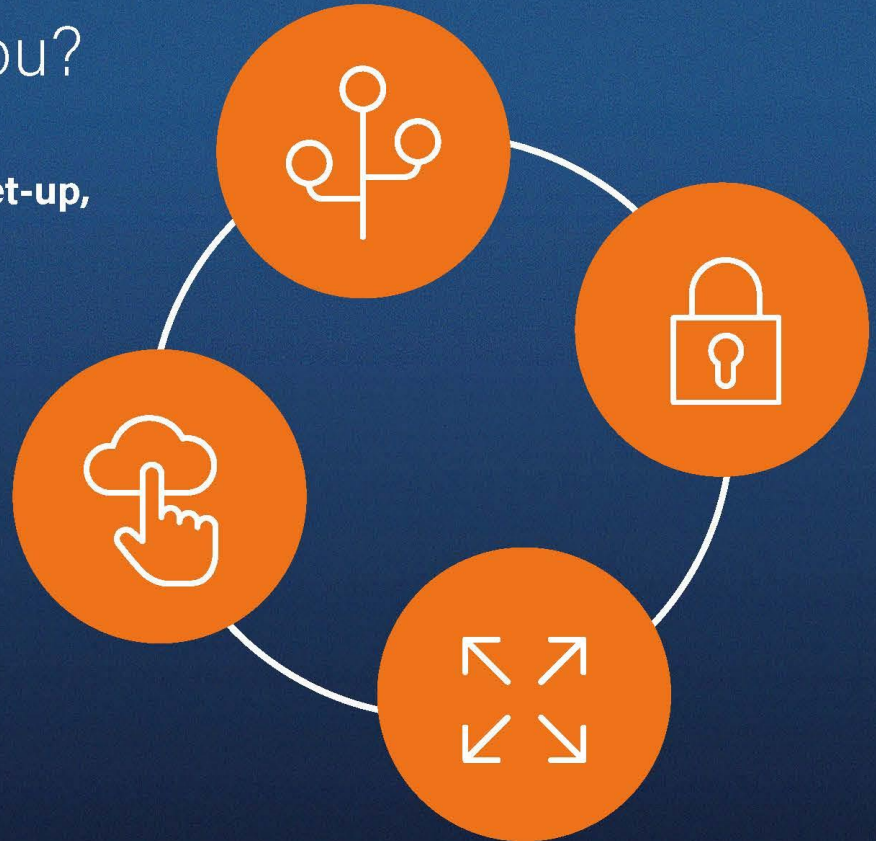
**Enhance customer experience** with tailor-made offers.

**Enjoy 100% flexibility** to add channels and components to meet your business targets.

**Trust in a robust and reliable solution** adhering to the strictest data security standards.

## Res360 – What's in it for you?

**This reliable solution comes with a speedy set-up,  
smooth implementation and easy handling.  
And this is only the beginning.**





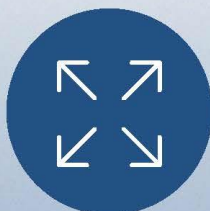
## Limitless connectivity

Connectivity is key. With the flexible set-up of Res360, you can add any systems or solutions via API. Quickly build and connect any tools you need with Hahn Air and our partners. The sky is the limit.



## System security and stability

Trust in world-class security, stability and system support. Res360 is 100% cloud-hosted by the Amazon AWS hosting service.



## Scalability to enable growth

Change is progress. To continuously develop your business, you need room and flexibility to grow. Pick and choose the modules suited to your airline's needs. Add new channels and components any time. We offer a full suite of features for full-service national carriers, LCCs and every airline in between.



## Anytime access to your data

Access means control. Your airline will have access to all production data in real-time to build comprehensive reports and custom service applications. Retrieve any data to monitor, analyse and leverage your results.

# One-stop-shop solution for 360° sales

## The Res360 suite encompasses five revenue-generating modules.

All interconnected sales channels will give you access to key target groups, maximise your ticket sales and give you full control over your sales performance.

Based on strong and agile API architecture, Res360 empowers airlines to seamlessly connect existing and future tools and solutions, speed up their time-to-market and deliver a perfect customer experience.





**IBE, Mobile & Call Center**

## Direct bookings via IBE, mobile & call centre

**Give passengers direct access  
to your services.**

Our state-of-the-art internet booking engine (IBE) easily integrates with your website, responsive mobile apps, affiliate sites or customer service desk. Fully branded with your look & feel, it combines a user-friendly booking experience with sophisticated features for the discerning customer.



**GDS, OTA & Metasearch**

## Travel aggregators GDS, OTA & metasearch

**Connect with indirect and direct  
travel aggregators**

With Res360 your content will be made available to more than 400 OTAs and metasearch sites via direct APIs, thereby allowing you to save fees associated with indirect distribution. In addition, you expand your sales reach to all major GDSs giving you access to more than 100.000 travel agencies worldwide.



Corporate Booking

## B2B clients

Corporate bookings

**Cater to the distinctive demands of corporate travel managers.**

With a dedicated B2B portal, you empower corporate travel professionals to make bookings, access special negotiated fares, run customised reports, manage their accounts and conveniently handle all employee travel.



B2B Agent Portal

## Direct connect

Key travel agencies  
and closed user groups

**A dedicated online portal gives selected travel agents and other closed user groups control to book your services and ancillaries.**

In addition, they can conveniently manage all bookings and accounts, create and manage sub-accounts for affiliated agencies and run elaborate performance reports of their agents, accounts and agencies.

Dziękuję

感謝你

TACK SÅ MYCKET

MERCI

Gracias

Thank you

EKHMET

ขอบคุณ

DANKESCHÖN

GRAZIE

благодаря



**Hahn Air**

OBRIGADO

Tack

SUKSAMİ

Obrigado

BiYAN

धन्यवाद

Bolzin

MEHRBANI

Danke

KIITOS

Спасибо!

ありがとう