

Aeroméxico and Travelport agree on extended partnership including new digital services with MTT

May 25, 2016

Under the new agreement, Mexico's leading airline signs up for global distribution, merchandising and mobile transformation.

Travelport (NYSE:TVPT), a leading Travel Commerce Platform, and Aeroméxico (AM), Mexico's global airline, and a founding member of the Sky Team Alliance, today announced details of a substantially extended relationship. As part of the new partnership, the expanding airline will not only continue to distribute all of its content through Travelport's global Travel Commerce Platform, which connects online, leisure and corporate travel agencies in over 180 countries, but it will now also adopt Travelport's industry-leading merchandising technology as well as digital travel services from MTT. MTT is part of the Travelport group and a leading provider of digital solutions to the global travel industry.

By working with MTT for the first time, Aeroméxico, who operate more than 600 daily flights across three continents, plans to transform its digital offering to passengers and launch new, customer centric iOS and Android apps, as well as other innovative digital travel services.

With growing multi-device usage across Mexico, the country leads the Latin American region in terms of both smartphone and tablet penetration, with over 70% of Mexicans predicted to use smartphones by 2019 (source eMarketer). In response to this trend, Aeroméxico will now work with MTT to launch sophisticated, multi-lingual apps that will provide passengers with more personalized and tailored digital services and products that allow greater control and flexibility over the entire booking and travel experience. The airline will also partner with MTT to offer additional digital travel services such as "day of travel" solutions to enhance the traveler's experience with the airline.

As well as the digital strategy focus of the new partnership, Aeroméxico has also committed to continue distributing all of its published fares and inventory to Travelport-connected agencies worldwide. Furthermore, the airline is to deploy Travelport's pioneering merchandising technology to effectively display its full range of products and services through the intermediary channels in the same way as it does on its own website. Approximately 160 airlines have now implemented Travelport's merchandising solution,

which was recently enhanced to include the capability to support tailored offers, or targeted messages, from airlines. As with other features of Travelport's merchandising technology, the tailored offers enhancement helps airlines drive additional revenues per seat and the award-winning merchandising solution also includes rich imagery and visuals helping to illustrate and explain the various fare families, ancillaries or additional products an airline offers.

Roger Harris, Senior Vice President, Revenue Management, Distribution & Alliances, for Aeroméxico, commented:

"We are impressed with the innovative technology Travelport continues to introduce in the marketplace. We believe Travelport is committed to producing the solutions Aeroméxico requires to grow our business and to continue our strategy of technological renovation to provide our customers with the best traveler experience available."

David Moran, CEO of MTT, said:

"We are delighted to be collaborating with Aeroméxico on the transformation of their mobile and digital business. MTT will work with Aeroméxico to launch solutions which delight and engage customers as part of their digital strategy to serve the needs of their ultra-connected travelers. We look forward to extending Aeroméxico's reputation in this area."

Chris Engle, Travelport's Vice President, Air Commerce added:

"We greatly value our relationship with Aeroméxico, one of the leading and most innovative airlines in the Latin America region. The extended agreement we are announcing today is testimony to the strength Aeroméxico has seen in the entire Travelport offering which now includes sophisticated digital and merchandising services as well as our long-established global distribution and travel booking capabilities."