

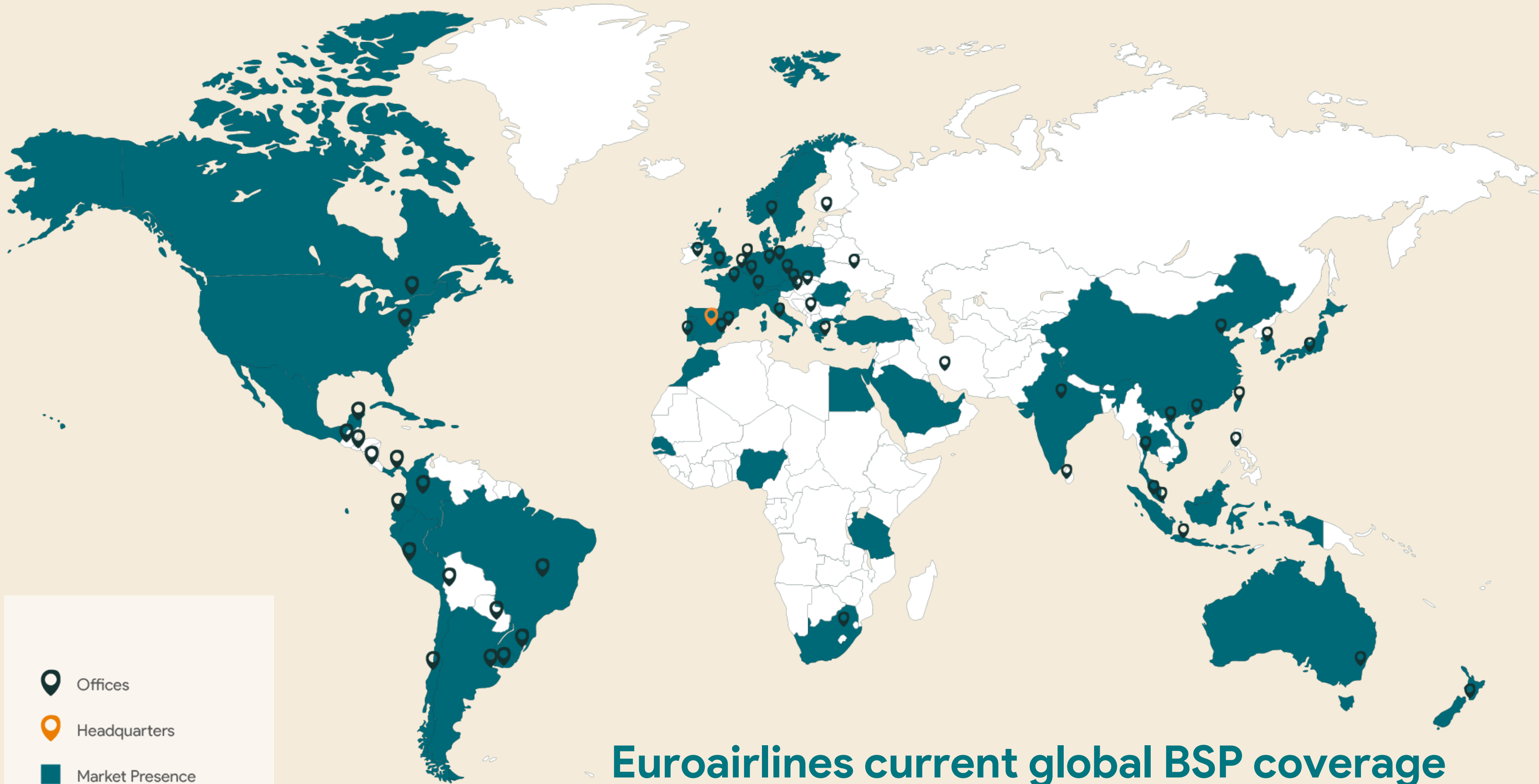





 euroairlines  
Connecting Beyond

Euroairlines provides worldwide distribution services to airlines through its IATA Q4-291 plate, with the support of leading travel agencies and GDS in over 40 markets. Partnering with Euroairlines means growing with our network of alliances and distribution points. Every month, more airlines and travel agencies trust in our expertise and support to reach new horizons. Euroairlines is headquartered in Madrid, Spain, with offices in Europe and America, including Miami, Cancun, Mexico City, Buenos Aires, Lima, and São Paulo.

- Eurodistribution provides real or virtual connectivity between its own customers, exponentially increasing the network of its operators.
- In addition to the GDS, Eurodistribution is present on platforms such as Travelfusion and facilitates the direct integration of agencies, either by API connection or through its agency portal.
- Sold tickets are regularly reported by the local BSPs, and Euroairlines ensures complete revenue collection, processing all data and generating a sales report for the Company.
- We offer 24/7 call center services, 360° support: reservation, issuance, cancellation, refund, collections, ancillaries, chargebacks.





-  Offices
-  Headquarters
-  Market Presence

**Euroairlines current global BSP coverage**

# Euroairlines Distribution Services

## Our Value Proposition

- With only one Interline or code-share agreement get access to a wide range of markets, without additional investment
- Euroairlines (Q4) will bear the cost related to BSP membership
- Increase your network substantially by interlining with third-party airlines
- All tickets are issued on Q4-291 stock, which removes the admin work for our partner airline
- Euroairlines covers the risk of travel agencies default and is responsible of the money transfer
- With the code-share model, Q4 as the marketing carrier will bear the GDS cost for tickets issued on Q4-291 stock
- Passengers and travel agents receive technical support from Euroairlines Network offices
- Access to all travel agencies in 40+ markets: Online and Offline Travel Agencies , Travel Management Companies and Non IATA travel agencies

### Access to the major Global Distribution channels



### Compliance with IATA standards



# Commercial Proposal

## PRODUCT

- IATA distribution plate (Q4-291) for passenger and cargo distribution through Interline and code-share agreements
- Presence in 50 BSP markets
- Distribution on main GDSs (Amadeus, Sabre, Travelport) and direct distribution channels (Travelfusion, Letsfly, OTAs, etc)

## COST

- No implementation cost
- No recurring cost

## SETTLEMENT

- Processed 15 days after coupon status NOT CHECKED IN/FLOWN
- NO SHOWS are settled when the coupon becomes CLOSED

## FARE & COMMISSION STRUCTURE

- Q4 will set a mark-up (distribution fee) on the airline fare, applying a YR tax adapted to each route and each market
- Our airline partner gets paid the full fare and taxes (public/private), deducting only the YR tax
- The distribution fee (YR tax) is charged to the end customer

## IMPLEMENTATION

- Estimated timeline for a standard project implementation: 6-8 weeks
- IET and subsequent Codeshare (recommended to reduce distribution cost and increase presence in more channels)

## INCLUDED SERVICES

- 24/7 Call Center and Helpdesk for passengers and travel agencies
- ATPCO fare filling (public and private) processed by Q4 as part of the CSH implementation
- OAG schedules publication.

# Added Value Services



**Distribution**



**Call Center**



**Commercialisation**



**Revenue Accounting**



**Marketing, Social Media  
& Brand Content**

- **24/7 Multilingual Call Center** and Helpdesk for passengers and travel agencies.
- **ATPCO fare filling** (public and private) and OAG schedules publication.
- **Commercial and marketing activities:** Q4 has its own GSA in America (USA, Canada and LATAM) with a deep knowledge of key markets, and capacity to perform local promotional activities (email marketing campaigns, local meetings, incentive agreements, social media, etc.).
- All Q4-291 tickets are periodically reported by the local IATA BSPs. Our **Revenue Accounting staff** assures complete revenue collection, processes all data, generates a sales report and performs the sales auditing for our airline partners.
- **Monthly Sales Reports** including KPIs for ticket sales and market analysis.
- Highly skilled team available to support our airline partners in their **distribution and commercial strategy**.

# Airline Partners Euroairlines

Collaboration between CodeShare Airlines (FreeSale / BlockSpace): Shared flights issued with Q4 code



Collaboration between Interline Airlines: Separate flights issued with the operator's code



# Key benefits from the Euroairlines distribution platform



## Market reach

- 50 BSPs markets
- Strength in South and Central America, and Europe

## Channels

- Availability in all relevant channels
- Fast adoption of alternative distribution platforms

## Connectivity

- A growing network of airline partners to connect with
- A tailored product approach (focus on unique content)

## An attractive commercial model

- No implementation nor set-up costs
- Transparent fare policy, pragmatic commission model

## Flexibility and ad hoc Services

- Customized level of services to passengers and travel agents
- Close account management with our airline partners





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