



UNPRECEDENTED NETWORK GROWTH FOR THE HAHN AIR GROUP IN 2017

News / Airlines

Hahn Air

Reporting network growth of over 16%, the year 2017 proved successful for the Hahn Air Group. Despite the challenging times for the industry, the distribution specialist integrated a total of 46 new carriers into its network of air, rail and shuttle partners, enabling them to be ticketed on the Hahn Air HR-169 document in over 190 markets. To date, more than 350 partners take advantage of the group's ticketing solutions that provide the missing links in airline distribution via Global Distribution Systems (GDSs) worldwide.

Last year alone, the HR-169 product was chosen by 29 additional partners. Airlines that signed an interline agreement with Hahn Air, such as Flair Airlines (F8) from Canada or La Compagnie (B0) from France, enhanced their distribution strategy to include ticketing on the HR-169 document under their own designator. One unique partner is the UK-based high-speed rail operator Eurostar (9F). By joining Hahn Air's partner network, it became the first and only Hahn Air rail partner to use the HR-169 product.

Hahn Air Systems, a subsidiary of the Hahn Air Group, also recorded expedited expansion with 17 new partners. The majority of new additions, such as Jeju Air (7C) from South Korea and Citilink (QG) from Indonesia chose its H1-Air product, which allows their distribution in all major GDSs under the H1 two-letter code. Tallink (1TL) from Estonia, the second ferry partner to take advantage of Hahn Air Systems' other product, specifically 5W-Rail&Shuttle, was introduced in March 2017.

Additionally, eight airlines joined the list of Dual Partners, reaffirming the growing trend of airlines trying to expand their commercial reach by taking advantage of more than one product by the Hahn Air Group. Among the new Dual Partners are, for example Beijing Capital Airlines (JD) from China, FlySafair (FA) from South Africa and NokScoot (XW) from Thailand.

Hahn Air's General Manager, Nikolaus Gormsen, commented, "Both Hahn Air and Hahn Air Systems have been striving to offer quality products and customer service that's tailored to the needs of all our partners, no matter their business model and size. The fact that we've achieved a turnover of 1 billion USD for our clients speaks volumes for the popularity of our ticketing solution and directly reflects our dedication to both sides of the customer spectrum. Propelled by the 2017 results, we look forward to continuing our mission in 2018 and creating additional business opportunities for air, rail and shuttle companies as well as travel agents worldwide."

More information about the Hahn Air Group is available on www.hahnair.com.

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