


Sirena Conference

 08 – 11 November 2016 | Riva del Garda

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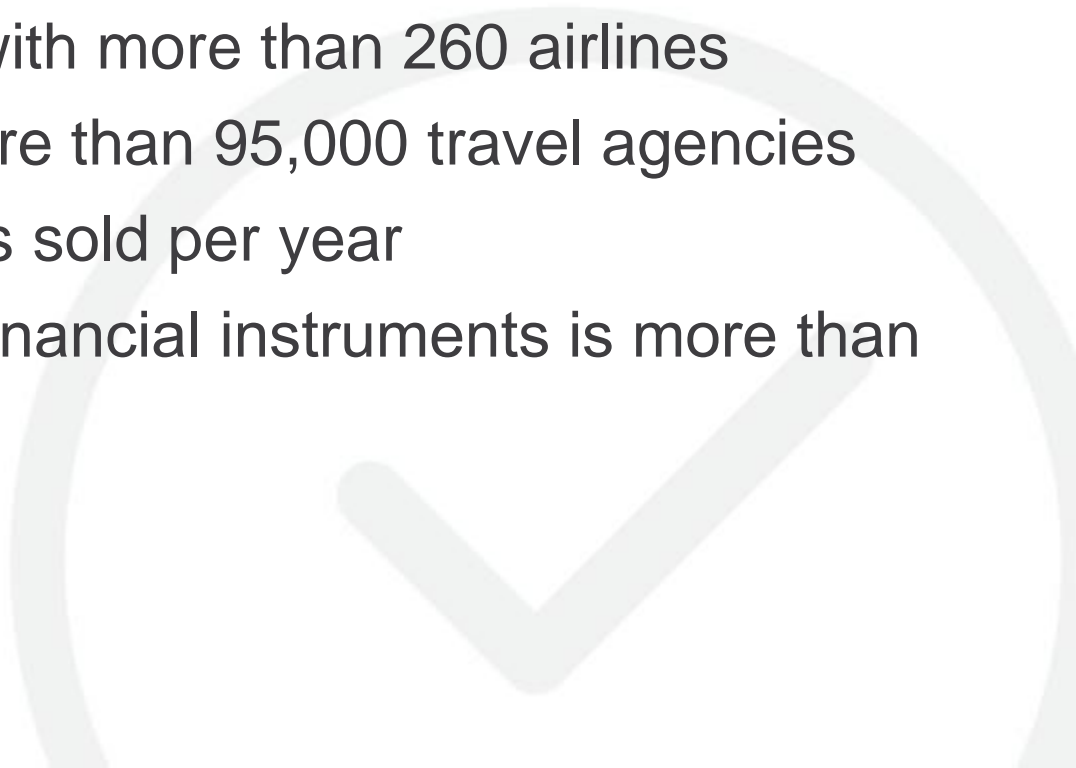


About
Hahn Air

Who We Are

- Head office 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 ticketing
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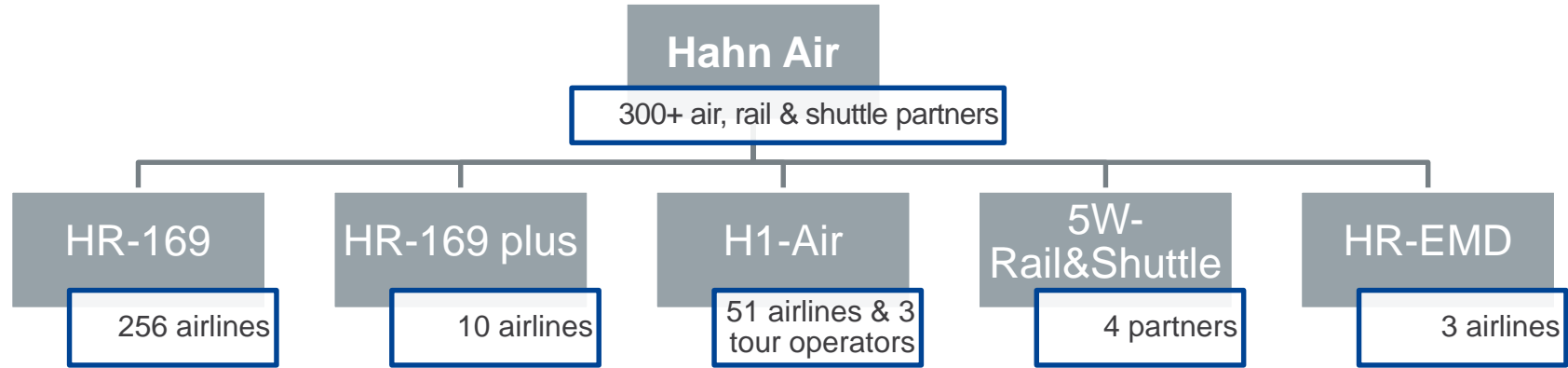
What We Do

- Interline agreements with more than 260 airlines
 - Over 190 markets, more than 95,000 travel agencies
 - Over 6 million coupons sold per year
 - Throughput in IATA's financial instruments is more than US\$1 bn per year
- 

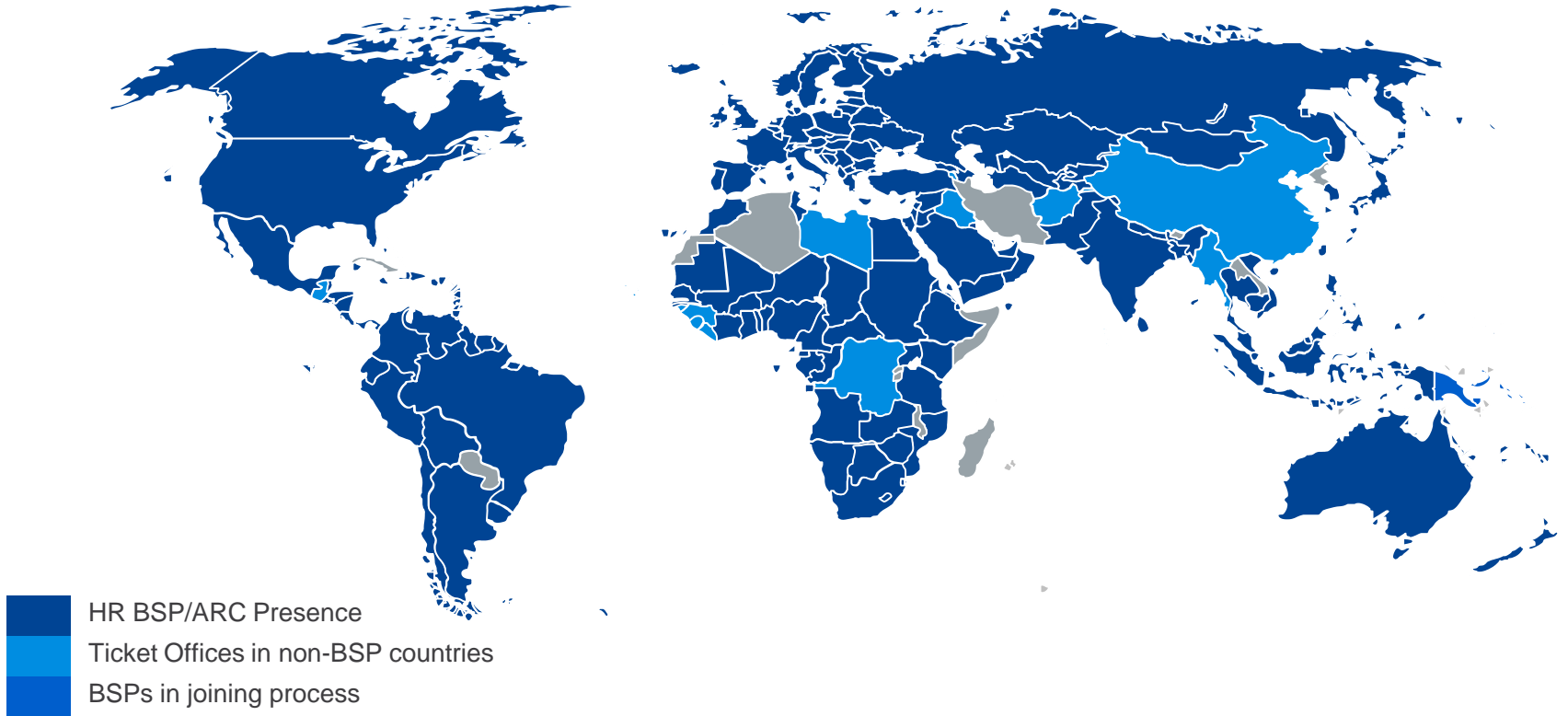
Where we are Available: GDS



Product Overview HR - Core Business



190+ Markets incl. 176 BSP/ARC Countries





Partner Airlines in CIS Countries





Ancillary
Revenue



Ancillary Revenue

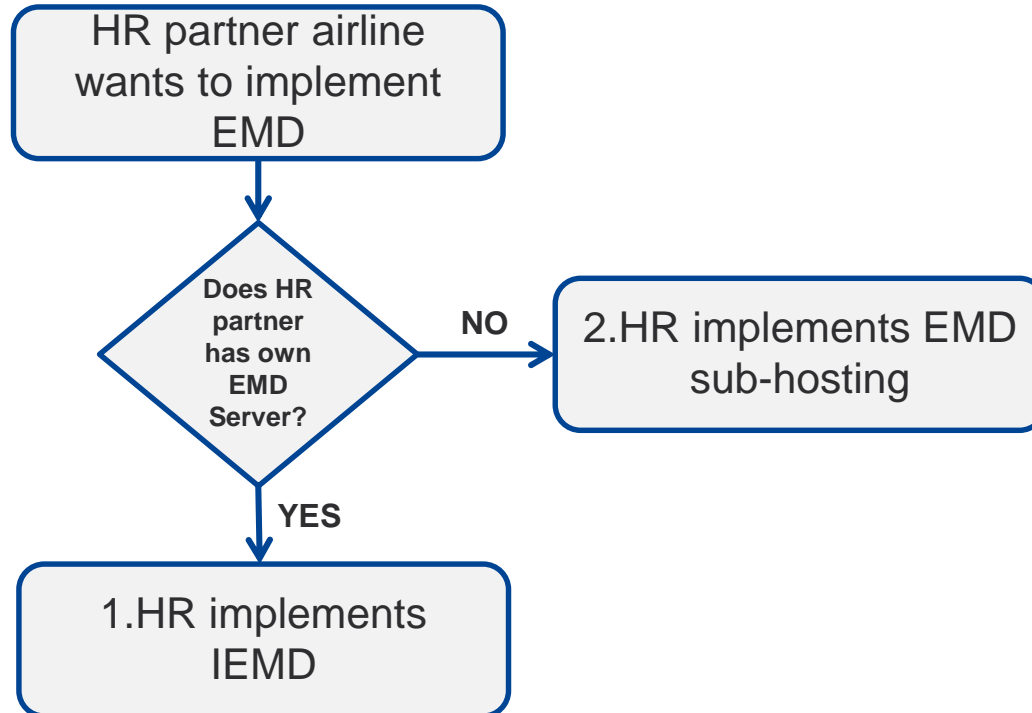
- Increase of ancillary revenue by US\$6.6U bn in 2014 (vs. 2013)*
- Average contribution per passenger \$17.49
- Ancillary revenue by world region:
 - Europe and Russia: 29%
 - The Americas: 56%
 - Asia and South Pacific: 14%
 - Middle East and Africa: 1%

Make the Most of your Ancillary Revenue

- Checked baggage constitute 50% and assigned seating 8% of ancillary revenue



Hahn Air's EMD based Products for Ancillary revenue



Interline EMD Implementations

- HR has implemented IEMD with Adria Airways, Luxair and Saudia
- Hahn Air Systems is our first sub-hosting EMD customer



Caravelo



What does Caravelo do?

- Ancillary Revenue
- Solutions & Airline Technology
- Provide the technology airlines need to:

“Sell more seats”



— Seat Resale

Sell beyond your limits and reach unserved demand

“Sell more services”



— Upgrade
— Extra Seat


Convert distressed inventory into ancillary revenue

“Save time & resources”




— Refund Management

Convert inefficient work into insights and a valuable service



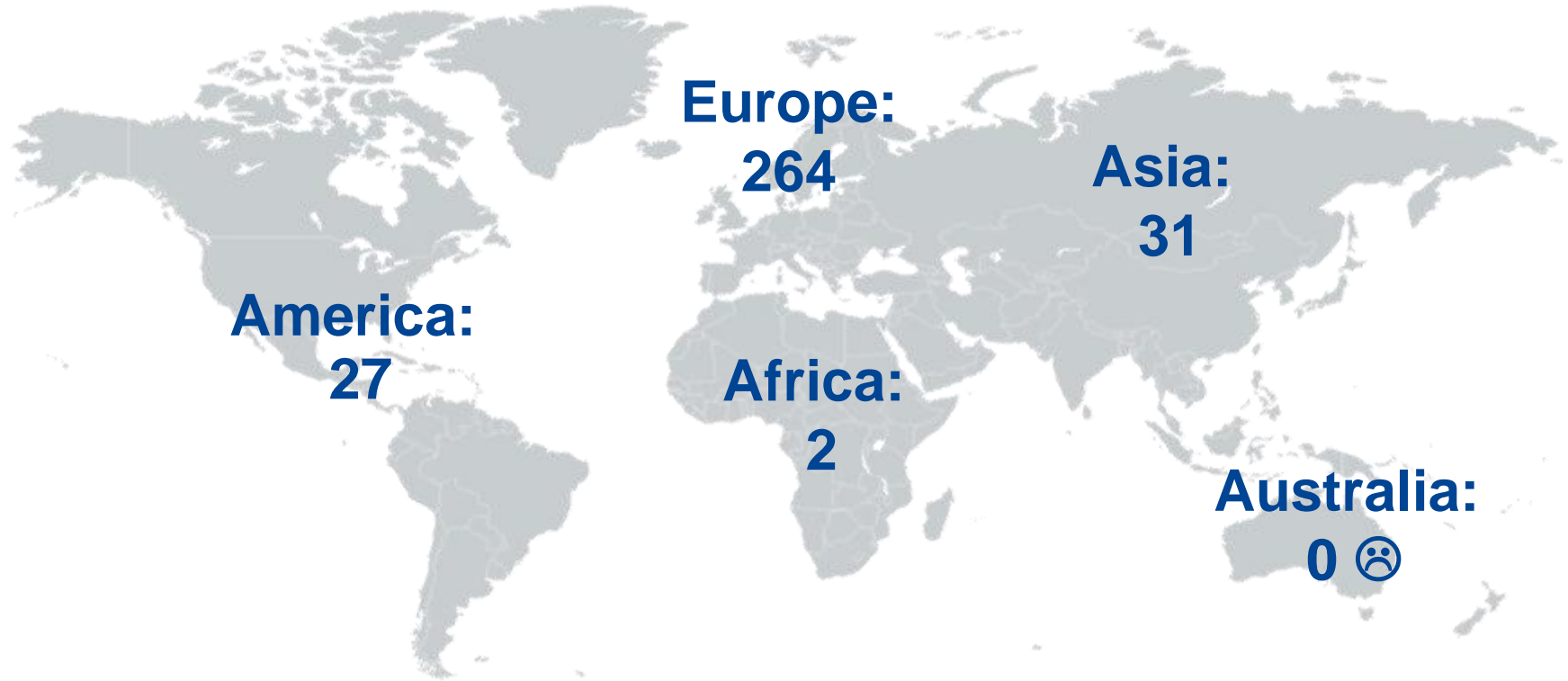
People at
Hahn Air



The Hahn Air Team



We come from...







GREAT
PLACE
TO
WORK®

DEUTSCHLANDS
BESTE ARBEITGEBER
2016





The Year
2016



Achievements in 2016

**26+ Mio insolvency-safe
HR-169 tickets sold**

50 H1-Air partners

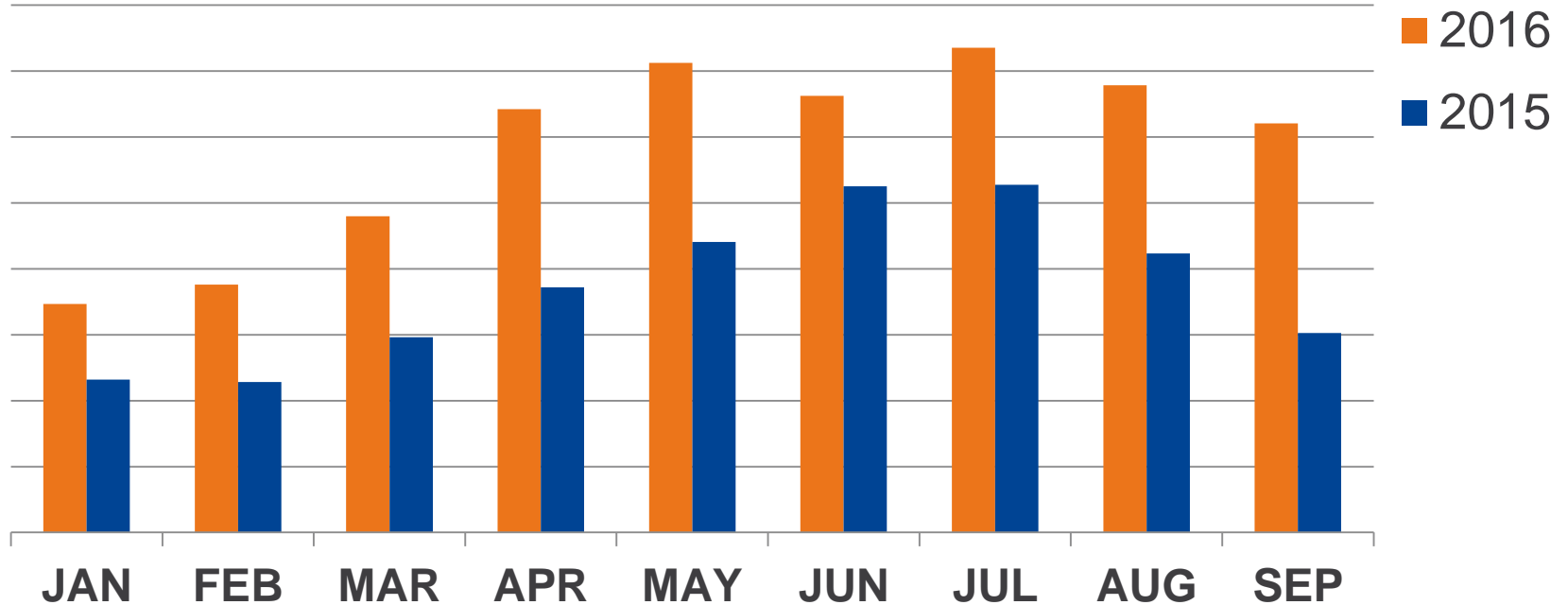
40 new partner carriers so far

*acquisition of 2nd
Cessna Citation Sovereign*

New Partners in 2016



H1-Air Sales Development in 2016





*Social
Engagement*





The Hahn Air Foundation – international commitment

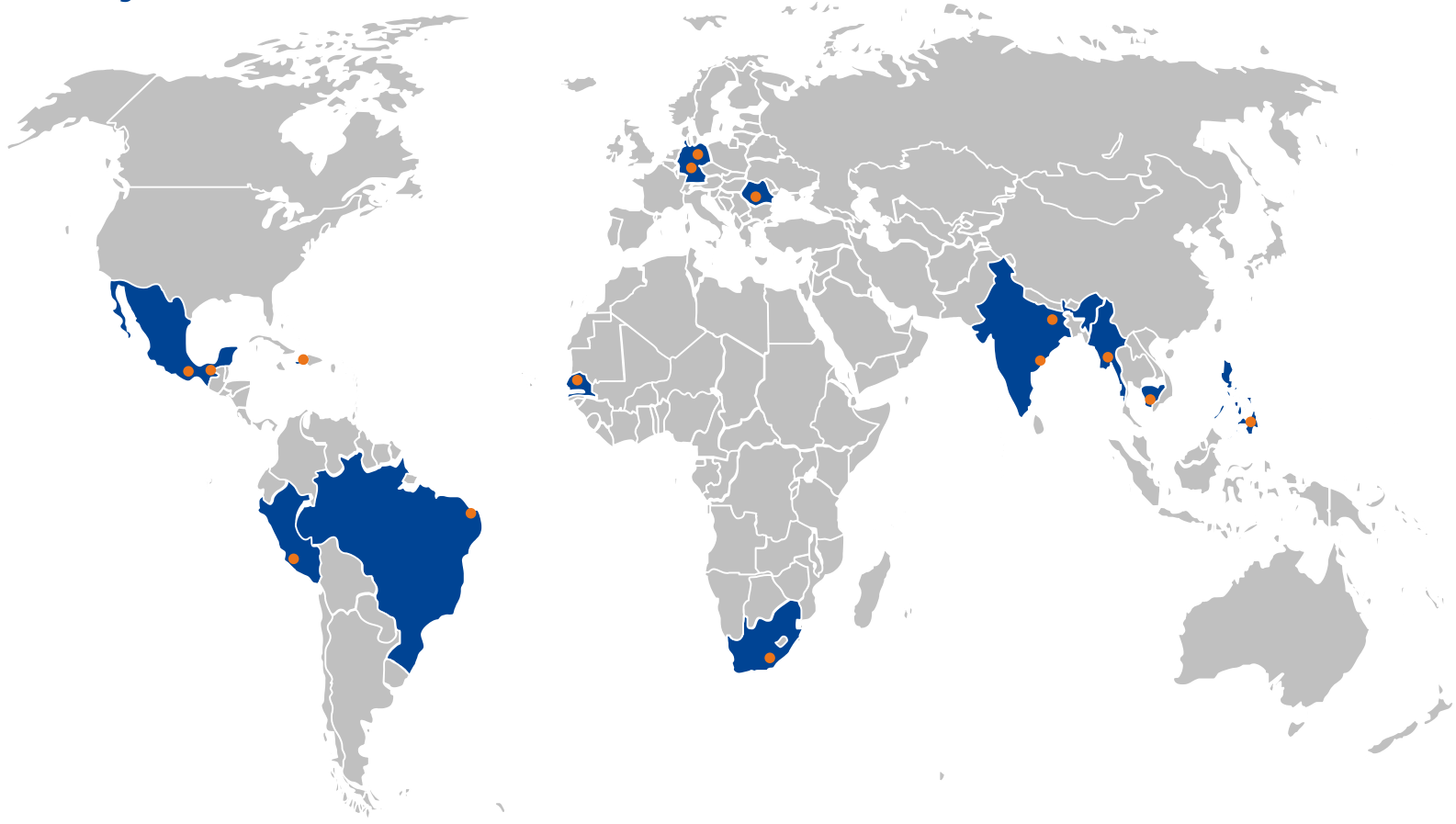
15 projects worldwide

320.000€ investment per year





Projects Around the Globe





Hahn Air Sportpark Dreieich – local commitment

Sports activities accessible to the 8.000
children of the area

Foster personal development and community spirit



Thank you!
Your Hahn Air Team

