

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

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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.”

About Grupo Aeroméxico

Grupo Aeroméxico, S.A.B. de C.V. is a holding company whose subsidiaries are engaged in commercial aviation in Mexico and the promotion of passenger loyalty programs. Aeroméxico, Mexico’s global airline operates more than 600 daily flights and its main hub is in Terminal 2 at the Mexico City International Airport. Its destinations network features more than 80 cities on three continents, including 46 destinations in Mexico, 16 in the United States, 16 in Latin America, four in Europe, three in Canada and two in Asia.

The Group's fleet of about 130 aircraft is comprised of Boeing 787, 777 and 737 jet airliners and next generation Embraer 145, 170, 175 and 190 models. In 2012, the airline announced the most significant investment strategy in aviation history in Mexico, to purchase 100 Boeing aircraft including 90 MAX B737 jet airliners and 10 B787-9 Dreamliners.

As a founding member of SkyTeam, Aeroméxico offers customers more than 1,000 destinations in 177 countries served by the 20 SkyTeam airline partners rewarding passengers with benefits including access to 636 premium airport lounges around the world. Aeroméxico also offers travel on its codeshare partner flights with Delta Air Lines, Alaska Airlines, Avianca, Copa Airlines and Westjet with extensive connectivity in countries like the United States, Brazil, Canada, Chile, Colombia and Peru. www.aeromexico.com www.skyteam.com

About Travelport

Travelport is the technology company which makes the experience of buying and managing travel continually better. It operates a travel commerce platform providing distribution, technology, payment and other solutions for the global travel and tourism industry. The company facilitates travel commerce by connecting the world's leading travel providers with online and offline travel buyers in a proprietary business-to-business (B2B) travel platform.

Travelport has a leading position in airline merchandising, hotel content and distribution, car rental, mobile commerce and B2B payment solutions. The company also provides IT services to airlines, such as shopping, ticketing, departure control and other solutions. With net revenue of over \$2.5 billion in 2018, Travelport is headquartered in Langley, U.K., has over 3,700 employees and is represented in approximately 180 countries and territories.

About MTT

MTT, part of Travelport Digital, provides an industry-leading digital travel platform and solutions that enable airlines, travel management companies and travel agencies to interact with their customers through sophisticated, tailored, multi-device services at every touch point in the travel lifecycle. With a specialism in creating engaging, revenue-generating apps across smartphones, tablets and wearables as well as supporting

services such as day of travel solutions, real-time travel messaging and ancillary upsell, MTT works with some of the largest airline and travel brands worldwide.

MTT provides unrivalled travel industry experience, world-class mobile development, creative design and UX expertise. As a pioneer in mobile travel having first launched mobile bookings for airlines in 2006, MTT has remained a first-mover in this space. MTT's airline and other travel apps are now used by millions of travellers worldwide every day. Clients include Singapore Airlines, Etihad Airways, Aeromexico, LATAM Airlines, Copa Airlines, easyJet, BCD Travel, Capita Travel and Events, Transavia and eDreams Odigeo. MTT was acquired by Travelport, the leading Travel Commerce Platform provider, in July 2015.

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