



PEAKWORK

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Breakout Session Flight

Agenda

1

The Peakwork Flight
Network

2

Peakwork Solutions for
Airlines & Flight Supplier

3

Outlook: Flight
Enhancements for nexTOs



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The Peakwork Flight Team



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The Peakwork Flight Network

57
Flight Supplier
connected

35 Airlines directly (incl. 9 major LCCs)
4 Tour Operator
8 Consolidator & Flight Broker

2 OTAs
5 IT-Partner / Aggregator
3 GDSs

+400
Airlines available
via Peakwork

19
NDC Airlines
directly connected



since 2021

Top Booked Flight Destinations

2024

1. PMI (Mallorca)
2. AYT (Antalya)
3. HRG (Hurghada)
4. HER (Heraklion)
5. BCN (Barcelona)

2025 (JAN-APR)

1. AYT (Antalya)
2. HRG (Hurghada)
3. PMI (Mallorca)
4. HER (Heraklion)
5. LPA (Gran Canaria)



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Flight Ancillary Sales via Peakwork



How many Flight Ancillaries (Bag & Seat) have been optionally booked via Peakwork in 2024?

282.938

Ancillaries booked (Bag & Seat)

118.304

Bookings

~ 99,00€

Ancillary value per booking

>11.7M €

Total ancillary value



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Industry-leading performance for real-time travel search



60M
searches / day



<10 milliseconds
web response time



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Peakwork Solutions for Airlines & Flight Supplier

Flight Supply & Distribution

Distribute your flights to leading Tour Operators, OTAs, Consolidator and Flight Broker.

Metasearch & OTA Connectivity

Connect to world's leading META and OTA channels and reduce distribution cost!



Aero Cache Pro

Optimize high-traffic channels like META search, OTA and NDC — reduce your distribution costs!

Airline Holidays

Combine empty seats with hotel rooms to build competitive holiday packages and boost margins.



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Flight Supply & Distribution

Distribute your flights

- › Leading Tour Operator in multiple markets
- › Consolidator and Flight Brokers
- › Metasearch & OTA channels
- › Your O&Ds, Fare Types, Class of Services
- › Boost ancillary sales in leisure travel

How to connect

- › Easy cache data format
- › API/Booking connectivity: Peakwork + Airline/Supplier



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Aero Cache Pro (ACP)

Reduce costs! Improve conversions! Scale smarter!

- › **Cost Optimization**, reduce operational cost while ensuring high-quality service
- › **Solve look-to-book challenges** from high volume channels like META, OTA or NDC
- › **Boost conversions** while ensuring optimal performance
- › **Benefit from Peakwork's distribution network**, distribute to leading Tour Operators and OTAs
- › **Connect Aero Cache Pro into your website** for additional search features



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Metasearch & OTA Connectivity

Distribute In Leading Meta & OTA Channels

- › Built-in connectivity to world's leading META & OTA Channels
- › Your new API Suite – plug & play ready for your local partners
- › Decrease look-to-book ratio with Aero Cache Pro
- › Decrease live traffic against your PSS or GDS and related cost with Aero Cache Pro



Airline Holiday / Vacations

Trusted by **Eurowings Holidays**  **condor**  | **Holidays**

Monetize Unsold Inventory

Package distressed seats to streamline operations, boost revenue, and enhance profit margins

Protect Pricing Strategy

Use opaque pricing to conceal fare details and protect brand positioning



Drive High-Value Bookings

Convert web traffic into premium sales using dynamic packaging

Support Custom Search

Offer flexible search options tailored to customer preferences to enhance personalization



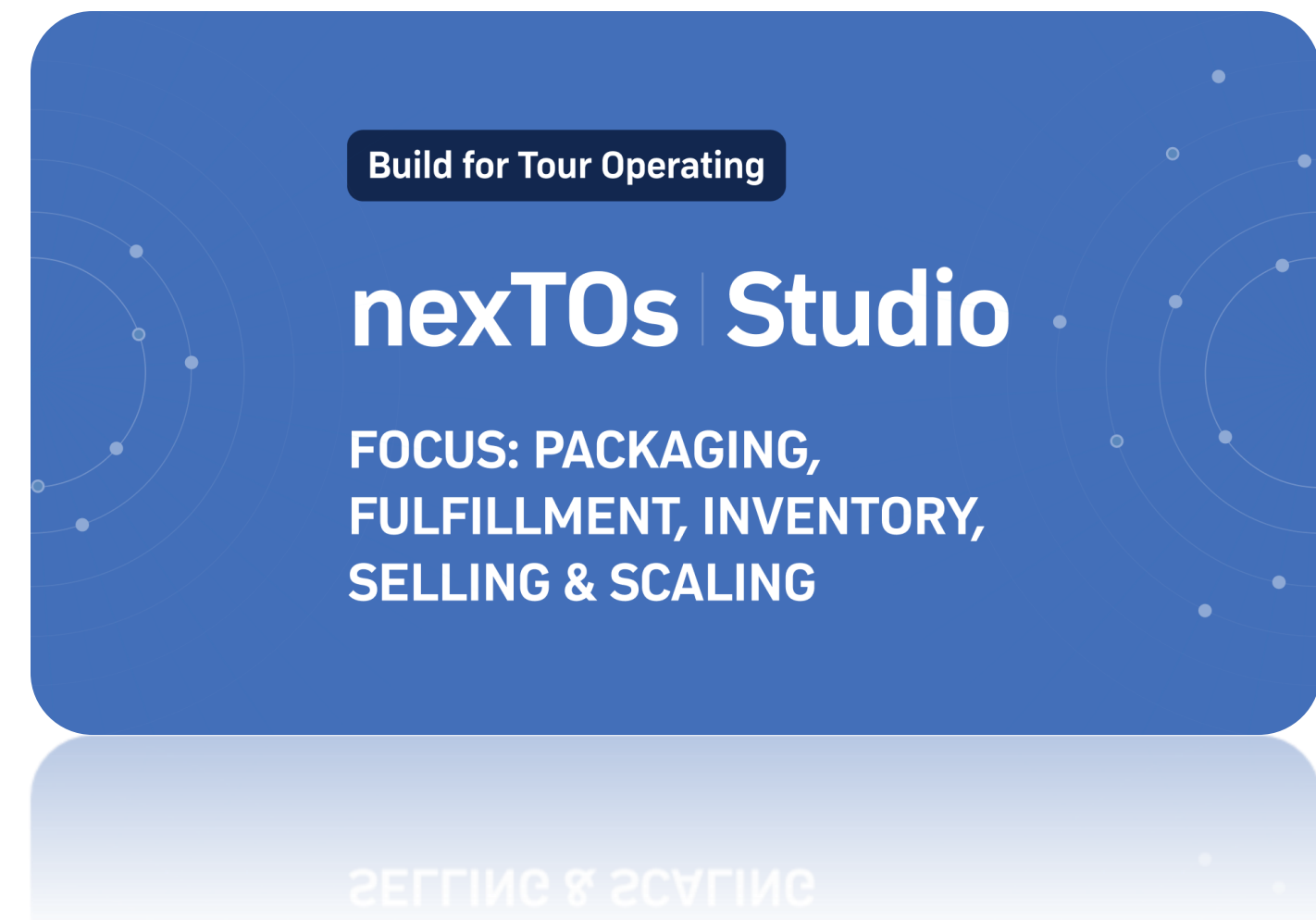
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Outlook:

Flight enhancements for nexTOs Studio

What is nexTOs Studio?

- › Comprehensive end-to-end solution for Tour Operators
- › Streamlines sourcing, pricing, booking, distribution, booking management and fulfillment
- › One single, powerful system to optimize operations




Ancillary Sales via nexTOs Studio


Enhancements in scope: Add Baggage

Zusätzliches Gepäck buchen

Frankfurt am Main → Punta Cana

**Handgepäck**
Hier könnte noch eine Beschreibung stehen

	Kleines Handgepäck 40 x 30 x 25 cm	Großes Handgepäck (10kg) 80 x 40 x 40 cm
Donald Duck	<input checked="" type="checkbox"/> Inklusive	<input checked="" type="checkbox"/> +10 €
Daisy Duck	<input checked="" type="checkbox"/> Inklusive	<input type="checkbox"/> +10 €

**Aufgabegepäck**
Hier könnte noch eine Beschreibung stehen


	Gepäck bis 25 kg	Gepäck bis 25 kg	Gepäck bis 36 kg
Donald Duck	<input type="button" value="-"/> 1 <input type="button" value="+"/> +10 €	<input type="button" value="-"/> 0 <input type="button" value="+"/> +23 €	<input type="button" value="-"/> 0 <input type="button" value="+"/> +68 €
Daisy Duck	<input type="button" value="-"/> 0 <input type="button" value="+"/> +10 €	<input type="button" value="-"/> 1 <input type="button" value="+"/> +23 €	<input type="button" value="-"/> 0 <input type="button" value="+"/> +68 €

Abbrechen

Gesamtpreis
43,00 €

Speichern und schließen

Flugdaten


 Hinflug


Frankfurt am Main → **Punta Cana**
FRA PUJ

Datum	Abflug	Ankunft	Flugnr.	Reiseklasse
24.05.2023	9:10	15:35	EW 1234	Economy

Zugebuchte Services

	Sitzplatz	Handgepäck	Aufgabegepäck	€
Donald Duck	Sitzplatz mit mehr Beinfreiheit (4B) 24 €	Großes Handgepäck (10kg) 10 €	1x Gepäck bis 14 kg 10 €	44 €
Daisy Duck	Sitzplatz mit mehr Beinfreiheit (4C) 24 €		1x Gepäck bis 25 kg 23 €	47 €
				91 €

 Sitzplatzreservierung buchen

 Zusätzliches Gepäck buchen



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Ancillary Sales via nexTOs Studio

Enhancements in scope: Add Seats

Sitzplatzreservierung buchen

Frankfurt am Main → Punta Cana

Donald Duck

Daisy Duck

Sitzplatz mit mehr Beinfreiheit

	A	B	C		D	E	F
Exit							Exit
1							
2							
3							
4							
5							
Exit							Exit
6							
Exit							Exit
7							

Standard Sitzplatz

	A	B	C		D	E	F
8							
9							
10							
11							
12							
13							
14							
15							
16							

Sitzplatz mit mehr Beinfreiheit24€

Standard Sitzplatz10€

Reserviert

Ausgewählt

Abbrechen

Gesamtpreis
48,00 €

Speichern und schließen

Frankfurt am Main → Punta Cana

FRA PUJ

Datum	Abflug	Ankunft	Flugnr.	Reiseklasse
24.05.2023	9:10	15:35	EW 1234	Economy

Zugebuchte Services

	Sitzplatz	€
Donald Duck	Sitzplatz mit mehr Beinfreiheit (4B)	
	24 €	24 €
Daisy Duck	Sitzplatz mit mehr Beinfreiheit (4C)	
	24 €	24 €
		48 €

Sitzplatzreservierung buchen

Zusätzliches Gepäck buchen

Your Advantages

- › Boost ancillary sales also in leisure travel
- › Differentiate from your competitors

Also in scope: Ancillary API

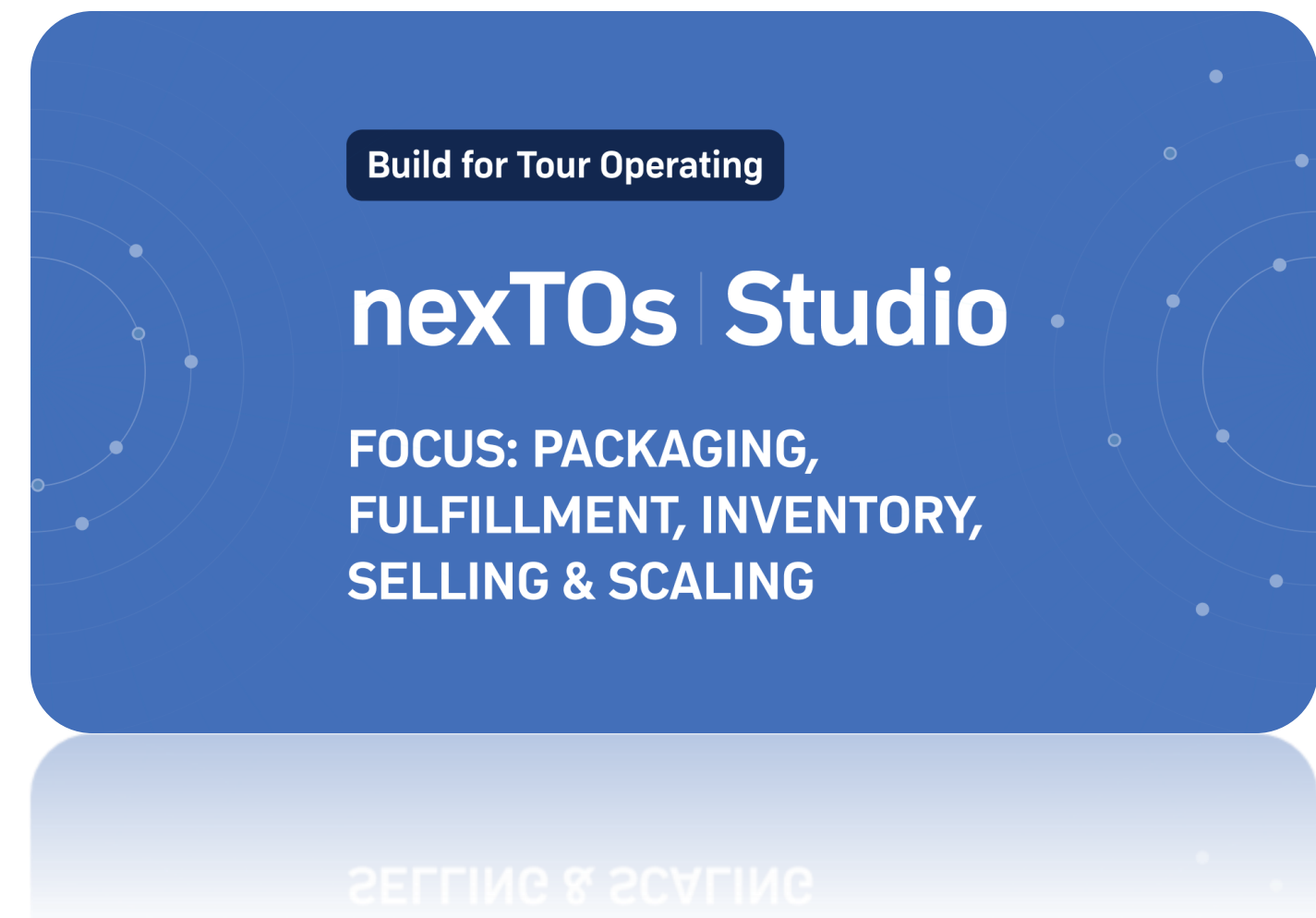


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Flight enhancements for nexTOs Studio

More functionalities in scope:

- › Cancellation
- › Rebooking
- › Upsell e.g., to a Premium Class of Service



Thank you!



Christian Andersen

Director Flight & Delivery



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Delivery Manager Flight



Tobias Loos

Senior Delivery Manager Flight



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