

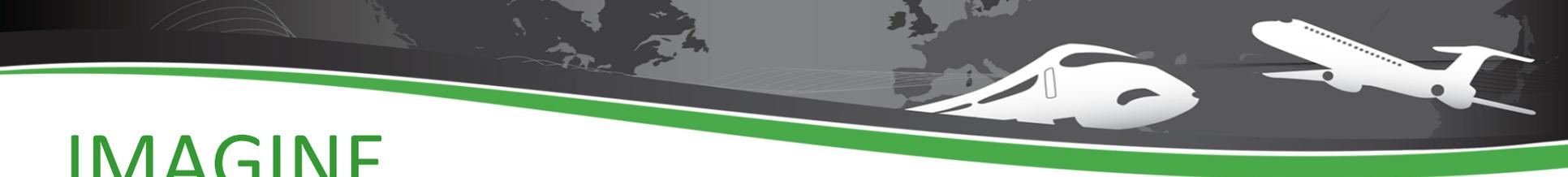


# More sales, less costs with 9B seamless intermodality

July 29, 2020

# Post covid-19 business accelerator

- Generating more sales
- Getting quicker results
- Saving costs
- Accelerating recovery and achieving long term growth

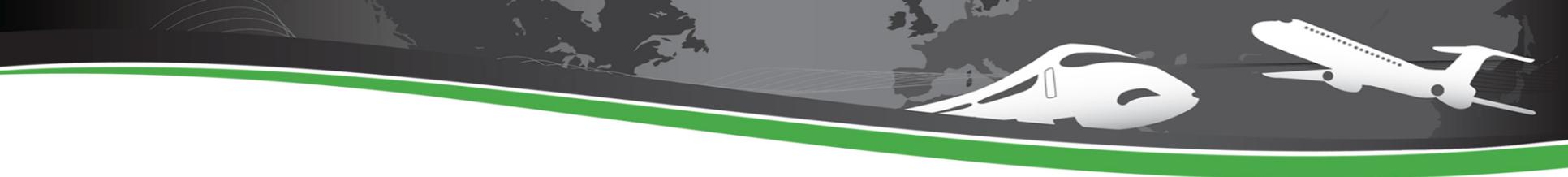


# IMAGINE...



- That your airline can achieve that with one single established partner AccesRail
  - We are carrier code 9B
  - We offer you many interline possibilities
  - Or, if you prefer, we can even code share some routes with your airline





# AccesRail 9B



- We put railways on the GDS primary screen
- We can interact seamlessly with airlines
- We follow airline protocols and IATA standards
- We file schedules and fares like any airline



# AccesRail 9B



- We are completely seamless with air as we provide through-ticketing in a common booking (air-rail).
- And...we settle seamlessly through ICH as you would normally do with any interline or code share airline partner.



# 9B Railway Partners



Western  
Europe



United  
Kingdom



Eastern  
Europe



Scandinavia



Benelux



Asia



North  
America



# 9B's 100+ Interline Partners





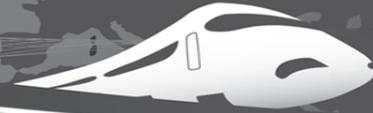
# AccessRail 9B now makes possible...

## 1) Offering more destinations for your customers:

- Increase the number of destinations without the financial risk of launching a new air route.



# More Destinations...



**MANCHESTER**

**YOUR HUB**

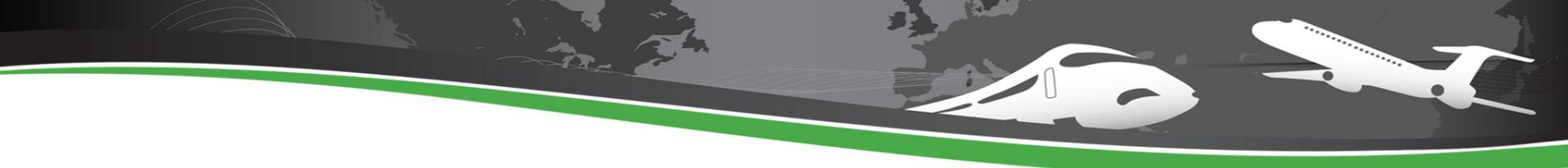
**LEEDS**

**BRADFORD**

**LIVERPOOL**

➡ Why not market Liverpool?





# AccesRail 9B now makes possible...



## 2) Better offers for your customers:

- More and sometimes better through-fares when using rail over current “air-air” interline arrangements.
- Often shorter through-journey elapse times when using rail over current “air-air” interline arrangements.
- City center to city center offers.
- Easy stop overs in city centers
- All the above improves/complements your current offer





# More Interline Partner Options...



MADRID

YOUR HUB



OTHER AIR PARTNER



VALENCIA

Why not also offer the train option to Valencia?



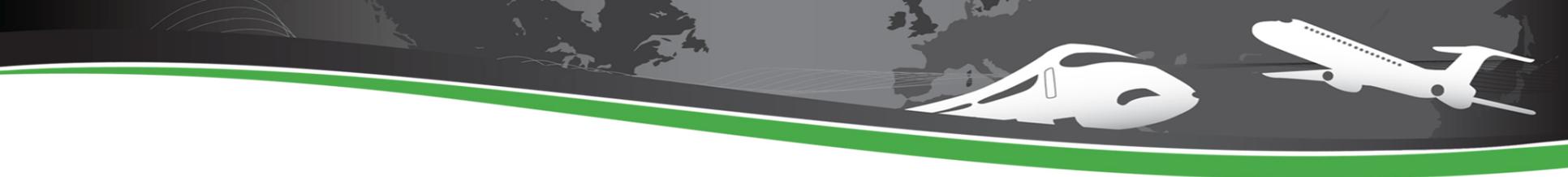


# AccesRail 9B now makes possible...

## 3) Additional frequency and flexibility for your customers:

- Rail options combined with air options means more choices and possibilities for your clients.
- It improves and complements your current through-journey offer





# AccessRail 9B now makes possible...

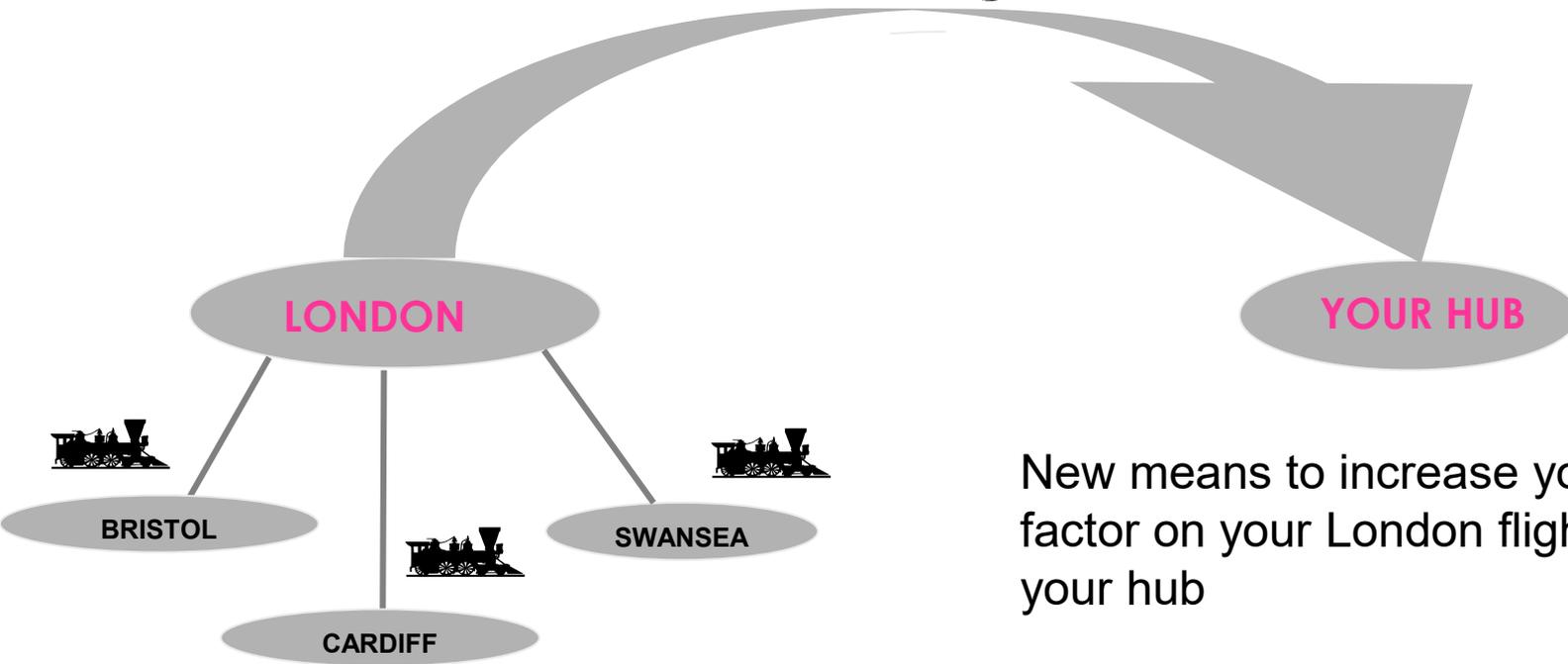


## 4) Improved load factors :

- The access to rail feeder routes will help increase the load factor on your long haul flights.



# More Feeders...



New means to increase your load factor on your London flight back to your hub



# Rail, the Airline Way



## Interline

```

AN20AUGABZBRS -MD-
** AMADEUS AVAILABILITY - AN ** BRS BRISTOL.GB          47 TH 20AUG 0000
1 *KL1440 8 C8 D8 I8 Z8 O5 Y9 /ABZ AMS 0605 0835 E0/E90
  B9 M9 P9 U9 F9 K9 W9 H9 S9 L9 A9 Q9 T9 E9 N9 R3
  *KL1053 9 C9 D9 I9 Z9 O8 Y9 /AMS BRS 1615 1630 E0/E75 10:25
  B9 M9 P9 U9 F9 K9 W9 H9 S9 L9 A9 Q9 T9 E9 N9 R9 V9 X9 G9
2 :VS6947 8 C8 D8 I8 Z8 Y9 B9 /ABZ AMS 0605 0835 E0.E90 TR
  R9 L9 U9 M9 E9 Q9 X9 N3 O0 T9
  :VS7042 9 C9 D9 I9 Z9 Y9 B9 /AMS BRS 1615 1630 E0.E75 TR 10:25
  R9 L9 U9 M9 E9 Q9 X9 N9 O9 T9
3KL:MF9334 6 C6 D6 I6 O6 Y9 H9 /ABZ AMS 0605 0835 E0.E90
  B9 M9 L9 K9 N9 Q9 V9 T9 R9 U9 G9 S9
  *KL1049 9 C9 D9 I9 Z9 O8 Y9 /AMS BRS 0955 1015 E0/E75 4:10
  B9 M9 P9 U9 F9 K9 W9 H9 S9 L9 A9 Q9 T9 E9 N9 R9 V9 X9 G9
4 BA1307 9 C9 D9 R8 I4 Y9 B9 /ABZ LHR 5 1105 1245 E0/319
  H9 K9 M9 L9 V9 N9 O9 Q9 S9 G9
  *9B 083 59 LHRIN BRS 1410 1615 E0 BUS 5:10
5KL:MF9334 0 C0 D0 I0 O0 Y0 H0 /ABZ AMS 1105 1340 E0.E90
  B0 M0 L0 K0 N0 Q0 V0 T0 R0 U0 G0 S0
  *KL1053 9 C9 D9 I9 Z9 O8 Y9 /AMS BRS 1615 1630 E0/E75 5:25
  B9 M9 P9 U9 F9 K9 W9 H9 S9 L9 A9 Q9 T9 E9 N9 R9 V9 X9 G9
    
```

## Code share

```

AN20AUGBKKZWS/AQR
** AMADEUS AVAILABILITY - AN ** ZWS HBF RAILWAY STA.DE 47 TH 20AUG 0000
1 QR 837 9 C9 D9 I9 R9 Y9 B9 /BKK DOH 0210 0505 E0/77W
  H9 K9 M9 L9 V9 S9 N9 Q9 T9 O9 W9
  QR 067 9 C9 D9 I9 R9 Y9 B9 /DOH FRA 1 0755 1330 E0/77W
  H9 K9 M9 L9 V9 S9 N9 Q9 T9 O9 W9
9B:QR4721 9 C9 D9 I9 R9 Y9 B9 /FRATN ZWS 1453 1648 E0/TRN TR 19:38
  H9 K9 M9 L9 V9 S9 N9 Q9 T9 O9 W9
2 QR 835 9 C9 D9 I9 R9 Y9 B9 /BKK DOH 1925 2205 E0/77W
  H9 K9 M9 L9 V9 S9 N9 Q9 T9 O9 W9
  QR 067 9 C9 D9 I9 R9 Y9 B9 /DOH FRA 1 0755+1 1330+1E0/77W
  H9 K9 M9 L9 V9 S9 N9 Q9 T9 O9 W9
9B:QR4721 9 C9 D9 I9 R9 Y9 B9 /FRATN ZWS 1453+1 1648+1E0/TRN TR 26:23
  H9 K9 M9 L9 V9 S9 N9 Q9 T9 O9 W9
3 QR 835 9 C9 D9 I9 R9 Y9 B9 /BKK DOH 1925 2205 E0/77W
  H9 K9 M9 L9 V9 S9 N9 Q9 T9 O9 W9
  QR 069 9 C9 D9 I9 R9 Y9 B9 /DOH FRA 1 0145+1 0710+1E0/77W
  H9 K9 M9 L9 V9 S9 N9 Q9 T9 O9 W9
9B:QR4721 9 C9 D9 I9 R9 Y9 B9 /FRATN ZWS 1453+1 1648+1E0/TRN TR 26:23
  H9 K9 M9 L9 V9 S9 N9 Q9 T9 O9 W9
    
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# Regional Focus: Western Europe



DB PTP



9B: 2100-2499

DB Rail & Fly



9B: 2900-3999

NTV/Italo



9B: 7000-7249

Renfe

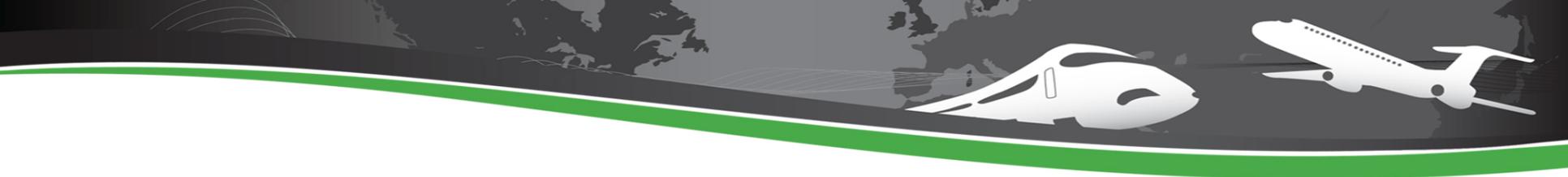


9B: 4000-4999

TrenItalia



9B: 7300-7999



# Air-Rail now makes possible...



- 1) Better servicing your customer travel needs
- 2) Winning new customers with an increased product offer
- 3) Improving Frequency and profitability
- 4) Improving load factors and profitability

All at virtually no cost and in a seamless fashion!





# Thank You!

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