

**From:** u=Menke; Sean/O=EXCHANGELABS/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=8E98071BFCBB4853A89B9BF9C7D69690-MENKE; SEAN  
**Sent:** Fri, 9 Aug 2019 11:38:47 -0500 (CDT)  
**To:** "Scott Kirby" <scott.kirby@united.com>  
**Cc:** "Wagner, Shelby" <Shelby.Wagner@sabre.com>  
**Subject:** request for a call -- Farelogix  
**Attachments:** Reaffirming our Farelogix promises

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Scott,

I hope you are doing well.

I am following up on a letter that you should have received from me earlier today. If you haven't had a chance to review or maybe hadn't received it I have attached it once again. Over the past several months we have been working with DOJ to seek the approval of our proposed acquisition of Farelogix. As we had discussed in the past I joined Sabre to help evolve the marketplace in a positive and productive manner. The letter provides more specifics on where we currently stand and the commitments we have made to the DOJ, but I would like to request a call with you to discuss in more detail. I have copied my assistant Shelby in the hopes that we can schedule a time to discuss next week.

Cheers,  
Sean

**From:** SMenke <SMenke@sabre.com>  
**Sent:** Fri, 9 Aug 2019 07:34:33 -0500 (CDT)  
**To:** "scott.kirby@united.com" <scott.kirby@united.com>  
**Subject:** Reaffirming our Farelogix promises

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 <https://assets.sabre.com/common/edl/img/sabre-logo-slab.png>

Dear Scott,

In May, I reached out to express how much Sabre values our relationship with United Airlines. My email also described how our proposed acquisition of Farelogix will help us meet your evolving needs. Further, I conveyed Sabre's commitment to our continued support of your retailing and distribution strategy – regardless of channel. Bottom line, after the acquisition, we will fully maintain and develop Farelogix's products and services, including Farelogix Open Connect and Farelogix Merchandise.

The proposed Farelogix acquisition is being led by a new Sabre executive management team. Our leaders have embarked upon a strategy focused on advancing retailing and distribution capabilities that will improve personalization and revenue generation for airlines around the world. We know that your strategy relies on all forms of distribution, inclusive of both direct and indirect channels. Sabre is not only focused on helping you create new offers. Equally important, we are dedicated to ensuring that the desired product offering can be properly displayed, sold and managed for the end traveler – whether they choose to book directly or through one of your travel agent partners around the world.

The intent of this note is to reaffirm our prior promises. As you likely know, the U.S. Department of Justice is continuing to review our acquisition of Farelogix. We have committed to the DOJ – and I am committing to you here – that, after the acquisition, Sabre will:

- Continue to offer and support Farelogix's NDC APIs and Open Connect capabilities to any third parties and all outlets that wish to use them to connect to Sabre, other GDSs, other distribution partners, or directly to travel agents;
- Continue to offer Farelogix's NDC APIs and Open Connect capabilities to airlines and other third parties for both GDS bypass and GDS pass-through;
- Continue to make Open Connect agnostic to any form of distribution or provider;
- Commit to make Farelogix's NDC APIs and Open Connect available at industry competitive rates that are no greater than they are today;
  - Provide at least the current level of support (or more) for the capabilities;
- Continue to invest in the development of Farelogix's capabilities at levels no less than current levels; and
- Offer to extend any existing Sabre GDS contract or Farelogix contract on the same terms for a period of at least three years past the current termination date.

From my perspective, these commitments simply underscore that our goal in acquiring Farelogix is to strengthen our ability to provide United the next-generation retailing, distribution, and fulfillment products and services you need. Please do not hesitate to reach out to me if you have questions.

We look forward to a continued strong partnership with United, now and in the future.

Sincerely,



Sean Menke  
President & CEO, Sabre