

From: Stepp, Brandon <Brandon.Stepp@sabre.com>
Sent: Thursday, July 19, 2018 5:27 PM
To: Boyle, Chris <Chris.Boyle@sabre.com>; Thomas, Robbie <Robbie.Thomas@sabre.com>
Subject: Slide we reviewed this afternoon
Attach: Marlins_GTM_Framework.pptx

Hey Chris,

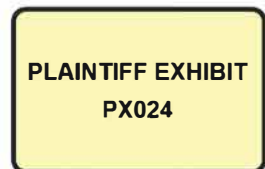
Here's a copy of the slide we worked on this afternoon. I've made some small edits as I reviewed it.

I also reached out to Lisa to get her take on the question of tickets actually coming through FLX to the GDS instead of directly to the GDS. I'll let you know what I find out.

Thanks,

Brandon Stepp

Strategy | Sabre Travel Network
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SABR-000002524

Adding Marlins' technology creates an opportunity to redefine and capture value for new segments

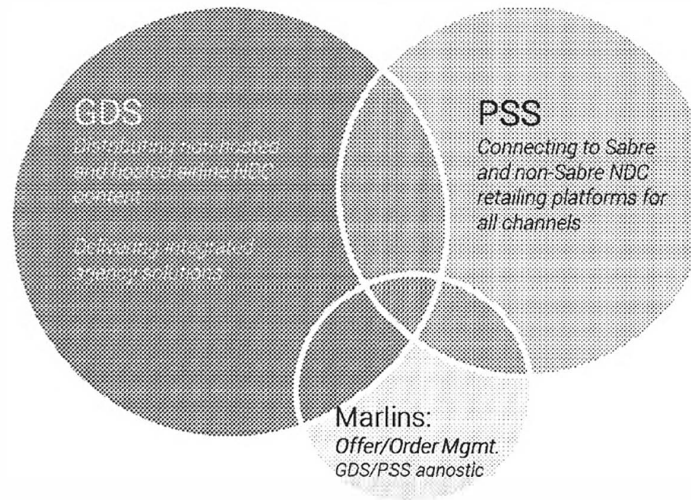
GDS + Marlins

Airline Value

- NDC Offers integrated in the GDS sooner
- Tighter collaboration decreases delivery timeliness and increases quality

Sabre Value

- Opportunity to define standards (tech and commercial)
- Immediate access to NDC API
- Ability to scale NDC volume quickly
- Mitigate risk from potential GDS bypass



PSS + Marlins

Airline Value

- Adds NDC platform to existing product offering
- Integrate production merchandising engine with PSS for E2E tech stack solution

Sabre Value

- Ability to drive tech conversations with non-hosted carriers
- Capture value from non-hosted airline direct connect and other GDS bookings

PSS + GDS + Marlins

Airline Value

- Fully integrated E2E solution across tech stack and all distribution channels

Sabre Value

- Accelerate Travel Solutions vision on retailing, distribution, and fulfillment
- Deeper relationships with carriers

Existing Sabre technology
New technology

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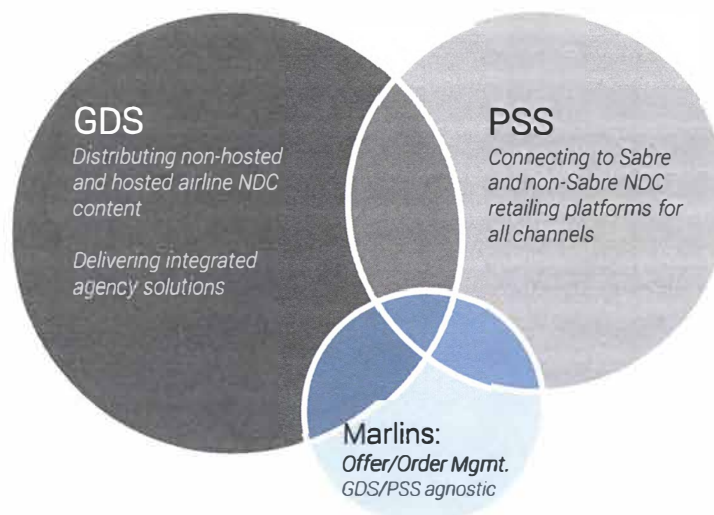
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