

EXHIBIT *Lit 9*  
 WIT: *Jones*  
 DATE: *11-6-19*  
 JULIE BRANDT, RMR, CRR

**From:** Jones, Wade  
**Sent:** Sat, 22 Sep 2018 17:31:58 -0500 (CDT)  
**To:** Menke, Sean[Sean.Menke@sabre.com]; Shirk, Dave[Dave.Shirk@sabre.com]  
**Cc:** Barnett, Doug[Doug.Barnett@sabre.com]; Neisler, Maria Thereza [Maria.Neisler@sabre.com]; Herrmann, Kit[Christopher.Herrmann@sabre.com]  
**Subject:** RE: LHG Light Fares

RECOVERY PERCENTAGE		POINT OF ORIGIN	
		GERMANY	EUROPE
POINT OF SALE	GERMANY	[REDACTED]	
	EUROPE		
	ROW		

Keep in mind that for 2018, this is only being implemented in Germany point of origin, so the numbers for Europe point of origin are 2019.

**From:** Menke, Sean  
**Sent:** Saturday, September 22, 2018 4:04 PM  
**To:** Jones, Wade <Wade.Jones@sabre.com>; Shirk, Dave <Dave.Shirk@sabre.com>  
**Cc:** Barnett, Doug <Doug.Barnett@sabre.com>; Neisler, Maria Thereza <Maria.Neisler@sabre.com>; Herrmann, Kit <Christopher.Herrmann@sabre.com>  
**Subject:** RE: LHG Light Fares

What did we assume on recapture?

**From:** Jones, Wade  
**Sent:** Friday, September 21, 2018 1:02 AM  
**To:** Menke, Sean <Sean.Menke@sabre.com>; Shirk, Dave <Dave.Shirk@sabre.com>  
**Cc:** Barnett, Doug <Doug.Barnett@sabre.com>; Neisler, Maria Thereza <Maria.Neisler@sabre.com>; Herrmann, Kit <Christopher.Herrmann@sabre.com>  
**Subject:** RE: LHG Light Fares

Impact analysis based on Q4 (Oct 9) implementation in Germany, and Jan 2019 rollout to Europe is below. We are thinking through how/if we can use the [REDACTED]. The team is coming back to me with options next week, and we will take a recommendation to Dave.

	REVENUE	OP INC
2018	[REDACTED]	[REDACTED]
2019	[REDACTED]	[REDACTED]

**From:** Menke, Sean  
**Sent:** Wednesday, September 19, 2018 8:05 AM  
**To:** Jones, Wade <Wade.Jones@sabre.com>; Shirk, Dave <Dave.Shirk@sabre.com>  
**Cc:** Barnett, Doug <Doug.Barnett@sabre.com>; Neisler, Maria Thereza <Maria.Neisler@sabre.com>; Herrmann, Kit <Christopher.Herrmann@sabre.com>  
**Subject:** RE: LHG Light Fares

PLAINTIFF EXHIBIT  
 PX159

SABR-000635770

Thanks, when will we have impact analysis done. Copying finance.

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**From:** Jones, Wade  
**Sent:** Friday, September 14, 2018 3:42 PM  
**To:** Menke, Sean <Sean.Menke@sabre.com>; Shirk, Dave <Dave.Shirk@sabre.com>  
**Subject:** FW: LHG Light Fares

LHG is exerting more content restrictions in the GDS to try to drive agencies to direct connects/NDC. More details are below.

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**From:** Vilches, Jorge  
**Sent:** Thursday, September 13, 2018 8:59 PM  
**To:** Jones, Wade <Wade.Jones@sabre.com>; Shirk, Dave <Dave.Shirk@sabre.com>; Mendis, Roshan <Roshan.Mendis@sabre.com>; Ciancimino, Alessandro <Alessandro.Ciancimino@sabre.com>; Finkelstein, Andy <Andrew.Finkelstein@sabre.com>; Wilding, Chris <Chris.Wilding@sabre.com>; Morgan, Kathy <Kathy.Morgan@sabre.com>; Lane, Matthew <Matthew.Lane@sabre.com>; Vecchio, Antonella <Antonella.Vecchio@sabre.com>; Millward, Lindsay <Lindsay.Millward@sabre.com>  
**Subject:** LHG Light Fares

Team,

I had a conversation this afternoon with Xavier from LHG. He called me to inform us that from Oct 9th their Basic Fare family in Economy cabin and their equivalent for Business cabin (BXX) will only be available through their .coms and through the Direct Connect APIs that they have mostly with OTAs but also with some Tour Operators and TMCs.

This will apply initially only to Germany "Point of Origin", not Point of Sale. This is one of the technological evolutions they have been working on their NDC workforce. This means that a ticket bought in New York for a flight departing in Frankfurt to Paris will not be available through the GDS. This will only apply for domestic and regional flights within Europe (he couldn't tell me if Moscow or Tel Aviv were included), not Long Haul flights or MEA. Depending on their success the plan is to continue in DACH countries by the beginning of next year, followed by other Western Europe countries 3 months later.

Tomorrow they will communicate this to key agencies (TMCs) and this will be communicated to the market place next Tuesday the 18th.

Regarding how the TMCs would react to this he told me that they have already agreed with Lufthansa City Center, an important agency in Germany that does a little bit of everything, leisure and corporate. I don't know if they have API connectivity with the major TMCs today (TBC).

We need to estimate the impact of this. Alessandro, Roshan, we need to calculate how many bookings would be affected by this and with a clearer picture will schedule a call to discuss next steps. I'll talk to you both tomorrow morning.

Thanks,  
Jorge

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SABR-000635771