



From: "Jones, Wade" <Wade.Jones@sabre.com>
Sent: Mon, 14 Jan 2019 12:49:07 -0600 (CST)
To: "Menke, Sean" <Sean.Menke@sabre.com>
Cc: "Shirk, Dave" <Dave.Shirk@sabre.com>; "Wagner, Shelby" <Shelby.Wagner@sabre.com>
Subject: RE: [REDACTED]
Attachments: [REDACTED] Review_011419 vF.pptx

Below are the answers to your questions. I've also attached an updated version of the document I sent yesterday. We are on your calendar for 30 minutes at 2:30 today.

1. Do you have a sheet that show [REDACTED] versus [REDACTED] ?
The revenue impact is below:

[REDACTED]

The Plan assumes earnings increase by [REDACTED] vs. current.

2. What pushback or feedback are you getting from TMCs and FCTG?

[REDACTED]

[REDACTED]

[REDACTED]

PLAINTIFF EXHIBIT
PX160

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5. What happens if you don't agree to the proposal?
Qantas will announce the Qantas Channel program on Feb 5 or 7. They will announce Amadeus, Travelport and a number of agencies as signed program participants (CTM, CWT, etc). we expect QF will also announce that Sabre is not in the program and they will begin actively encouraging Sabre Subscribers to find another tech solution (oGDS, direct connect) if they want continued access to QF full content after July 31.

Qantas will be very frustrated with Sabre if we don't move forward. If we want to sign the current deal after Jan 15, then we expect QF will agree to this, but we think it is highly unlikely QF will agree to any pricing increase with Sabre. If we do not execute a new agreement, then on July 31 our full content amendment will expire and our relationship will be governed by the existing PCA.

Australia accounts for [REDACTED] of our QF bookings. Some agencies in AU (large and small) have agreed to be in the Qantas channel and Qantas is a near monopoly in that mkt. Therefore, agencies in AU that have not signed on to be in the Qantas Channel will most likely be compelled by their customers (travelers) to secure QF full content. They will sign deals with other GDSs if Sabre cant provide the content.

Qantas will most likely not work with Sabre on an NDC implementation without the the Qantas Channel amendment in place. If we delay execution of agreement it will, at some point delay the timing of when we can distribute NDC content vs. our competitors. It may also result in Qantas changing its position with DOJ on the FLGX acquisition (currently favorable feedback)

[REDACTED]

From: Menke, Sean
Sent: Monday, January 14, 2019 6:29 AM
To: Jones, Wade <Wade.Jones@sabre.com>
Cc: Shirk, Dave <Dave.Shirk@sabre.com>; Wagner, Shelby <Shelby.Wagner@sabre.com>
Subject: Re: [REDACTED]

Wade,

Couple of questions:

1. Do you have a sheet that show [REDACTED] versus [REDACTED]?
2. What pushback or feedback are you getting from TMCs and FCTG?
3. What have you assumed with [REDACTED]? Why wouldn't they push for a similar arrangement? If so, what is

[REDACTED]

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the impact?

4. Where do the other GDSs stand?
5. What happens if you don't agree to the proposal?
6. Remind me exactly what BRO covers.

Probably have a few more questions, but none of this addressed in the deck.

Thx,
Sean

Sent from my iPad

On Jan 13, 2019, at 5:38 PM, Jones, Wade <Wade.Jones@sabre.com> wrote:

Per Shelby's request, attached is what I think is the last PPT reviewed with you. It's pretty old. At that time the proposal we discussed was a price of [REDACTED] in [REDACTED] and [REDACTED] in ROW with a rebate of [REDACTED] if the key agencies agreed to a [REDACTED] I/PB reduction. We also discussed that [REDACTED] would want the net pricing ([REDACTED] ROW = [REDACTED]) to apply to all bookings. At these prices and the volumes at that time, our NEF would have been [REDACTED]. As you know, [REDACTED]

[REDACTED] I've also attached the document we plan to review with you tomorrow.

<image005.png>

J. Wade Jones
President, Sabre Travel Network | Southlake, TX

Office:

[REDACTED] | Mobile: [REDACTED]

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[Review_011419_vf.pdf](#)>

[Sabre Proposal - Internal Review 8.10.2018 draft.pdf](#)>

Sabre.

[REDACTED] Review

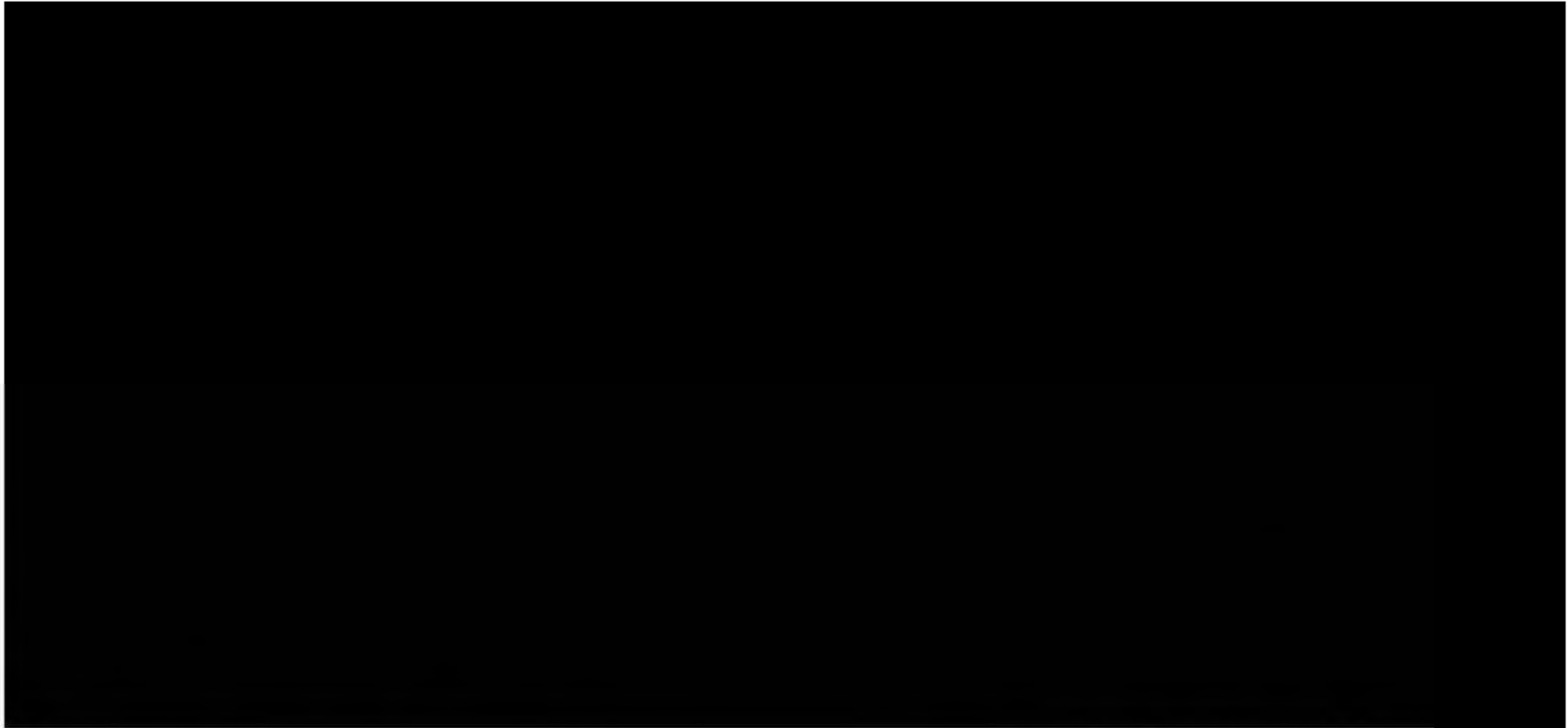
[REDACTED]
January 14, 2019

[REDACTED]
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Executive Summary

- [Redacted]
- [Redacted]
- [Redacted]

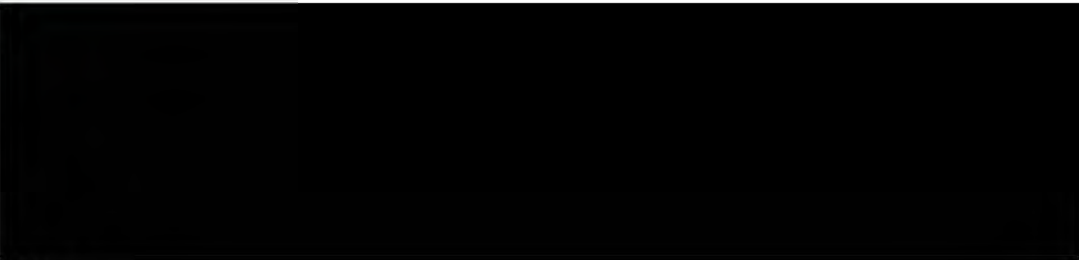
[Redacted]



Future Plans

Timing

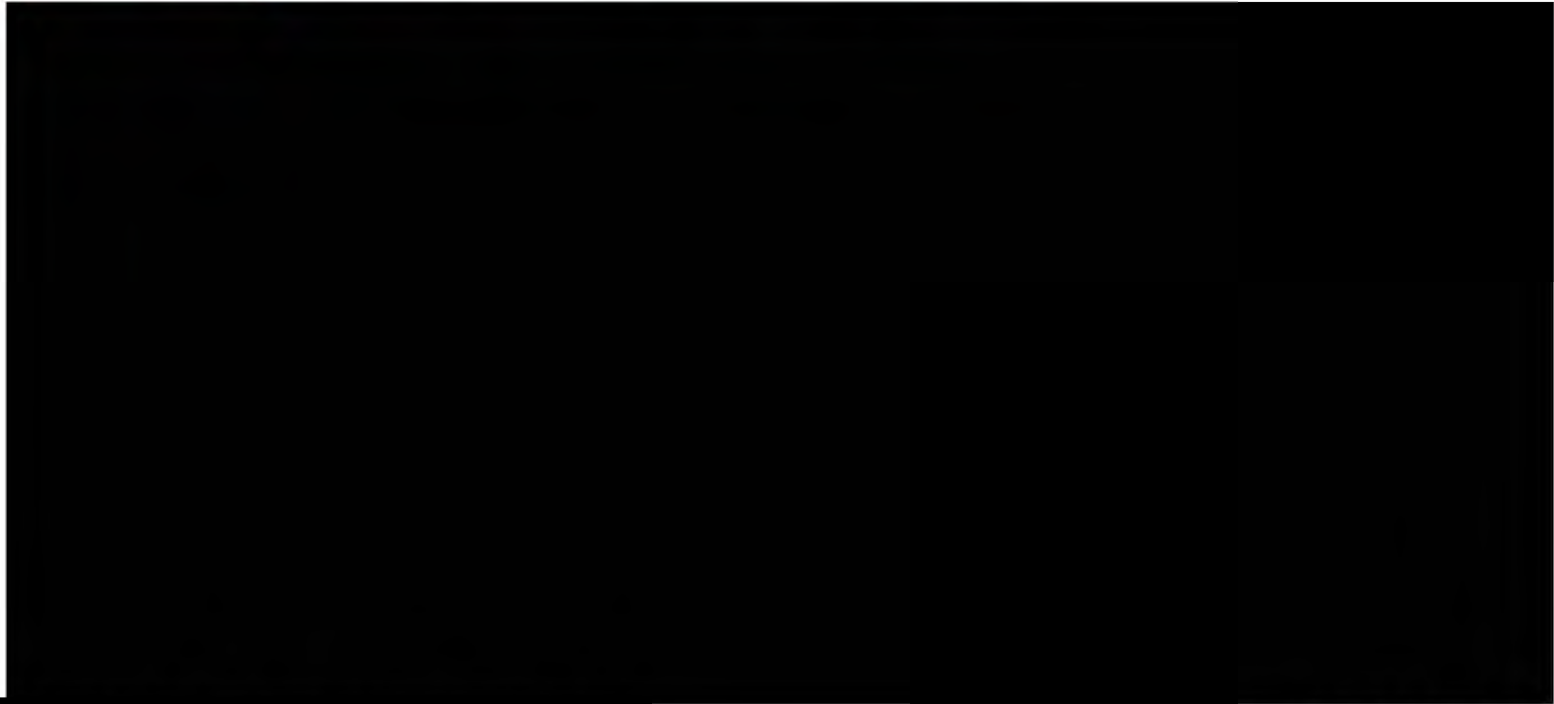
- Nov to ???:
- Jan 15:
- Feb 5 or 7:
- Aug 1:



Agency Overview



Incentive Analysis: General Principles

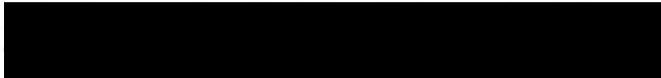


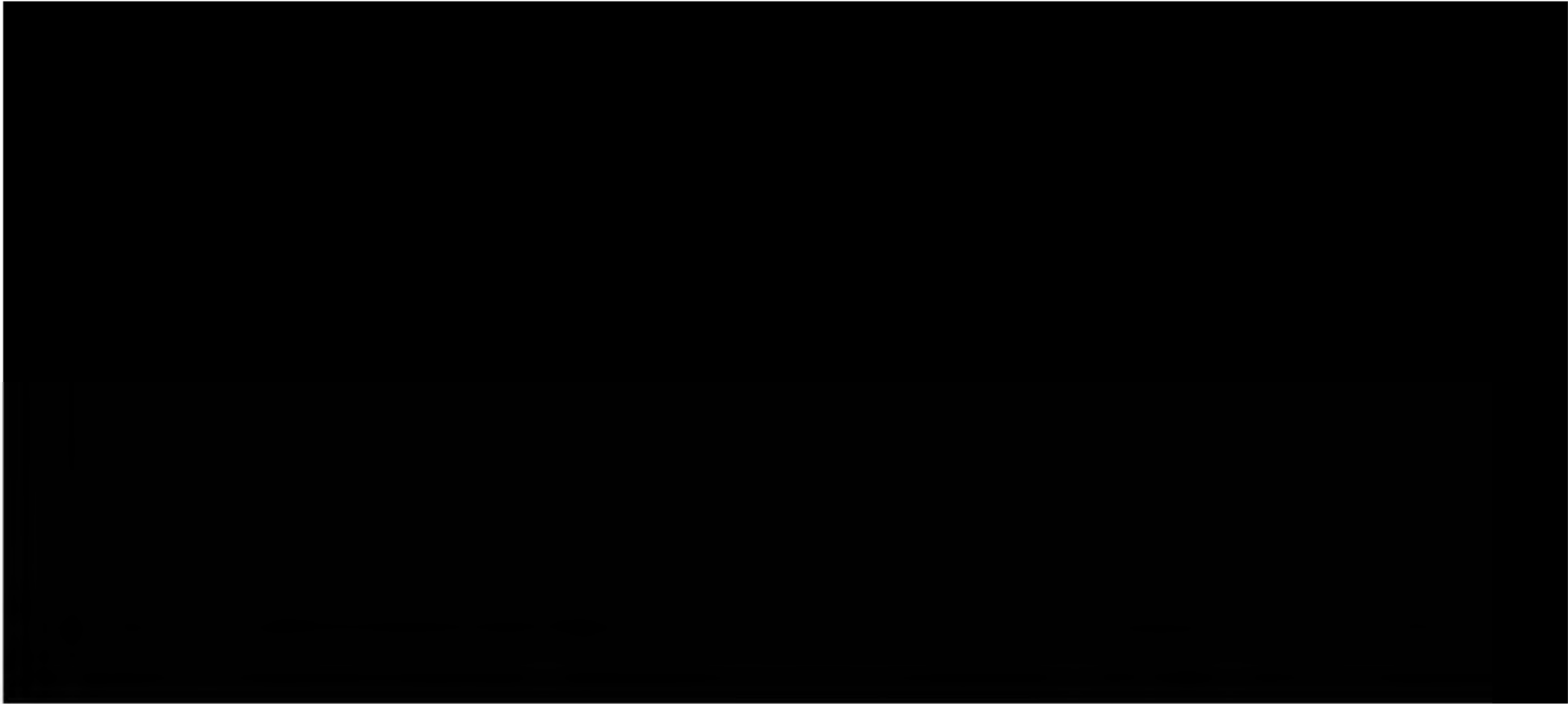
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Incentive Analysis: POS Approach

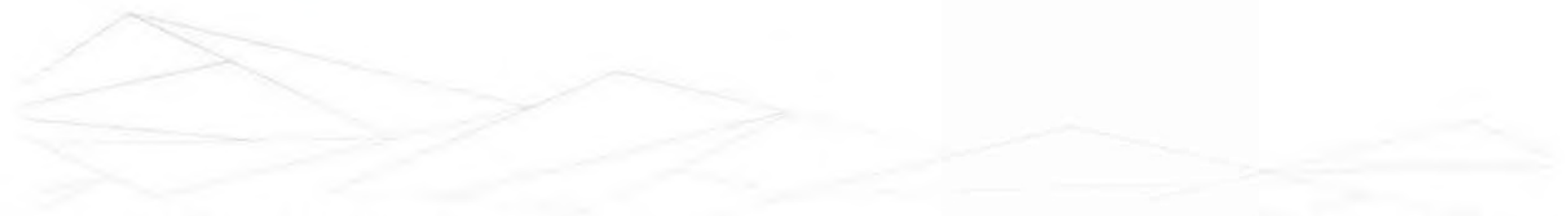


Other Considerations





APPENDIX



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SABR-003332739

