

From: Morgan, Kathy
Sent: Thu, 10 Jan 2019 16:11:25 -0600 (CST)
To: Vilches, Jorge[Jorge.Vilches@sabre.com]; Lane, Matthew[Matthew.Lane@sabre.com]; Wilding, Chris[Chris.Wilding@sabre.com]; Ciancimino, Alessandro [Alessandro.Ciancimino@sabre.com]; Tibor, Chad[Chad.Tibor@sabre.com]; Narayanan, Rakesh[Rakesh.Narayanan@sabre.com]
Subject: RE: NDC Content strategy in 2019

Jorge, thanks for sharing. I'm Looping in Robbie Thomas as he is has been instrumental in the commercial model work initiated last year.

Chris / Matt – not sure who owns scheduling the meeting, but please include both of us.

Thank you!

PLAINTIFF EXHIBIT
PX367

From: Vilches, Jorge
Sent: Thursday, January 10, 2019 4:50 AM
To: Lane, Matthew <Matthew.Lane@sabre.com>; Wilding, Chris <Chris.Wilding@sabre.com>; Ciancimino, Alessandro <Alessandro.Ciancimino@sabre.com>; Tibor, Chad <Chad.Tibor@sabre.com>; Narayanan, Rakesh <Rakesh.Narayanan@sabre.com>; Morgan, Kathy <Kathy.Morgan@sabre.com>
Subject: FW: NDC Content strategy in 2019

Guys,

Wanted to share this with you... I think we need to continue the conversation around the commercial model for NDC considering what we have been seeing in the market place during the last months.

Chris, Matt, you coordinate this agenda but I think is worth having a chat as working team on this.

Thanks,
Jorge

From: Vilches, Jorge
Sent: 10 January 2019 11:46
To: Gaine, Adam <Adam.Gaine@sabre.com>
Cc: Butler, Dustin <Dustin.Butler@sabre.com>; Scott, Cristina <Cristina.Scott@sabre.com>; Petric, Jennifer <Jennifer.Petric@sabre.com>
Subject: RE: NDC Content strategy in 2019

Hi Adam!

Happy to discuss in person or over the phone but let me give you my perspective on this since I believe is pretty clear what is happening in the market and what will continue to be the tone from carriers regarding NDC.

[REDACTED]

[REDACTED] Carriers see our current FC contracts as abusive but there's nothing they can do because they need the distribution and they are tied with a contract. Now 3 elements come into play. One is the fact that there's a real alternative to the GDSs. This is through the Farelogix of the world but

[REDACTED]

also the fact that direct connects are working better than in the past, so there's a real way out for carriers at lower cost. [REDACTED] The third is the fact that carriers have reached a comfortable level of direct sales as well. All of these gives them confidence and an incentive to get out of the GDS basically because it is perceived as an expensive channel.

[REDACTED]
[REDACTED] All of that is true but the carrier's experience with the GDSs has been so negative in the past (the famous gun to their heads) that they will bypass us if they can.

[REDACTED]

Happy to discuss further!

Cheers,
Jorge

From: Gainey, Adam
Sent: 08 January 2019 16:17
To: Vilches, Jorge <Jorge.Vilches@sabre.com>
Cc: Butler, Dustin <Dustin.Butler@sabre.com>; Scott, Cristina <Cristina.Scott@sabre.com>; Petric, Jennifer <Jennifer.Petric@sabre.com>
Subject: NDC Content strategy in 2019

Hi Jorge,

I am curious what your thoughts are about our approach to NDC content as we get into 2019. [REDACTED]

[REDACTED]

I guess my underlying question that I would want to discuss is, [REDACTED]

[REDACTED]

Happy to discuss when you are in the office next or set-up a call to discuss further as I know this is a really big topic but wanted to at least put this out there in email to start a discussion. I have added finance and contracts to this email string as [REDACTED]

Thanks,

[REDACTED]

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