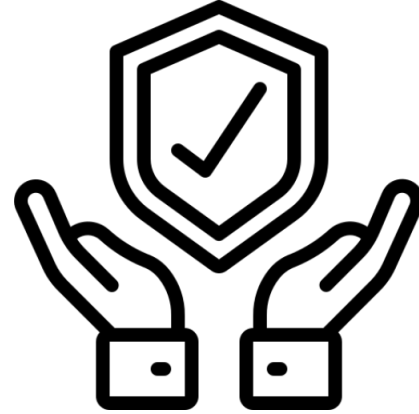




 **VERTEIL**[®]
CONNECTING PARTNERS DIRECTLY





CONFIDENTIAL

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COMPANY OBJECTIVE



Direct Connect Distribution Channel

Enable NDC for Airlines

To enable end to end NDC capabilities including NDC standard support, Payment, Settlement etc



To reduce distribution cost for Airlines by enabling direct connect distribution using modern standards like NDC (New Distribution Capability)



To enable offline and online travel agents to issue tickets directly on Airlines reservation system facilitated by Verteil Direct Connect platform



Airlines to get instant direct access to Verteil's agency partners globally

NDC Aggregator

To Roll Out NDC based Direct Connect Airline Ticketing Platform For Travel Service Providers around the world

In short, To Provide A Low Cost Alternate Distribution Channel compared to GDS

COMPANY INTRODUCTION



Headquarters

Thapasya Building, B Wing, Third Floor, Infopark
Campus, Kochi, Kerala, India



Subsidiary Office

3rd Floor, Cuore Ebisu, 4-11-9, Ebisu, Shibuya, Tokyo,
Japan



Sales Representations

Hong Kong, South Korea, China, USA, UK, UAE, Qatar,
Egypt, Africa



IATA NDC Certified Aggregator **Level 4**



IATA Financial Gateway (IFG) Certified

Leadership team

100+ man years experience in building Mission Critical Airline IT Systems



Jerrin Jos
CEO & Founder

- 20 years of Airline IT experience
- Architected and developed a new gen Airline Reservation System at IBS Software Services
- Influential role in the team that obtained industry's first IATA NDC certification for an airline reservation system
- Proven expertise in implementation and operation of mission critical airline enterprise customers worldwide



Satheesh S
COO & Co-Founder

- 17+ years of Airline IT experience
- Part of the Core Business Team that developed a new generation Airline Reservation System at IBS Software Services
- Deep domain expertise in Inventory, Scheduling functions & worldwide implementation management experience involving PSS migrations and multiple system integrations



Nevin J Perumana
Chief Technology Officer

- 20 years experience in airline and technology industries
- Led architecture, development, migration, re-engineering and evolution of 2 Airline Reservation Systems – at IBS Software and flydubai
- Hands on technologist and believer in open source, lean development and rapid delivery
- Early adopter of cloud native methodologies and tools



Prajoth Kumar
VP, Business Development

- 18+ years overall experience, with 16 years in Airline PSS and Travel Commerce
- Business development & nurturing partnerships
- Prior experience in Sales, Pre-Sales, Implementation Management
- Previous stints in Marketing Communications, Public Relations and Market Research with leading technology brands




Idicula Philip
VP, People Operations

- 18+ years in IT, incl BA, Process Engineering, QA, Service Delivery, PM Office in airline travel domain & HR Management
- Headed Talent Management and Business Partner HR for Consulting & Domain Services division comprising of 1000+ employees at IBS Software
- 10+ years of Global Service Delivery as BA, Program Manager & PM Office
- Certified Scrum Master & Agile coach with exp in Process Engineering & QA


MILESTONES & MARKET VALIDATION


2016


Aug  Incorporated Verteil. Based in Cochin, Kerala, India

Sep  Achieved "**NDC Capable**" Level 3 IT provider certification from IATA

2017

Aug  Strategic Partnership with IAAI, servicing 1400 agents

Dec  Becomes the first company to Issue NDC ticket In India

Dec  Launched British Airways' NDC channel in India

2018

Jan  Established strategic partnership with Airportte for Hong Kong, China and S.Korea markets

Feb



Verteil Technologies was awarded Destination Kerala's Startup Award for innovations in Civil Aviation sector

Aug



First NDC aggregator to go live on Air Canada on the NDC Exchange

Nov



First NDC Aggregator in the world to be certified on NDC 17.2 by Lufthansa

Nov



Wipro Travel becomes the first TMC to issue NDC ticket in Asia Pacific

Dec



VDC launched in Japan with Lufthansa Group and F-ness

Dec



VDC obtains IFG Certification from IATA

2019

Jan



First set of agencies launched from UK, Europe

Jan



Verteil Japan Incorporation

Mar



Verteil launched in China

Jul



Verteil launched in Singapore

Oct



Achieved "**NDC Certified**" Level 4 Aggregator certification from IATA

Oct



Verteil launched in US. NDC Technology for JTB Global

2020

Jan



Ctrip, Qunar - go live

Apr

NDC technology for Bird Group, India

Jun



NDC technology for dnata, ME

Oct



Emirates Gateway Launch - Certified NDC tech partner

Nov



Etihad Airways launched through VDC

2021

Mar



Verteil Japan NDC Symposium, Tokyo

Apr



NDC technology for Satguru Travel Group

Rapidly Expanding Global Travel Agency Footprint

 - Verteil Sales Partners

 - Verteil Customer Base



Our NDC Airline Partners

NDC Airlines on Verteil Direct Connect



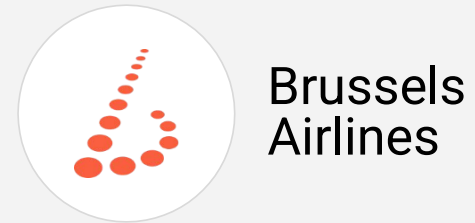
American Airlines



British Airways



Lufthansa



Brussels Airlines



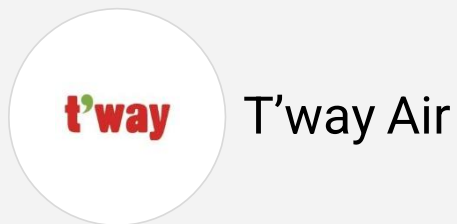
Cathay Pacific



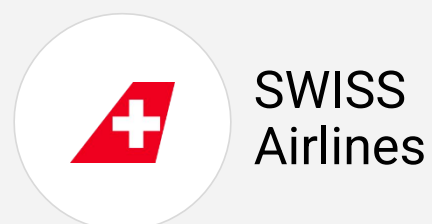
Austrian Airlines



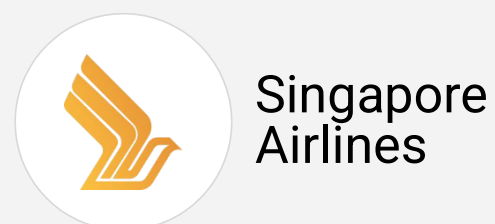
QANTAS*



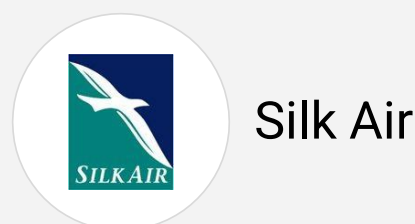
T'way Air



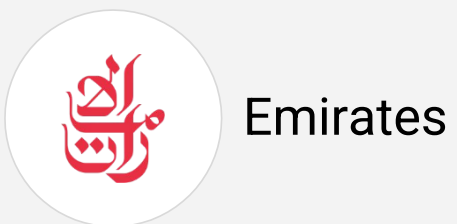
SWISS Airlines



Singapore Airlines



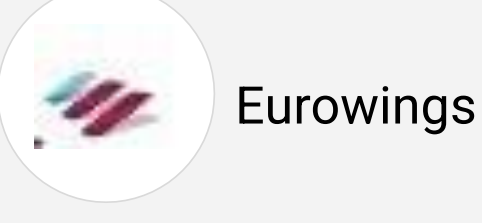
Silk Air



Emirates



Air Canada



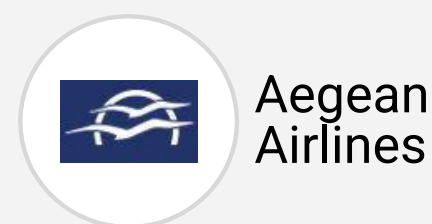
Eurowings



IBERIA



Etihad Airways



Aegean Airlines



Olympic Air



United Airlines



Qatar Airways

Airlines currently being on-boarded



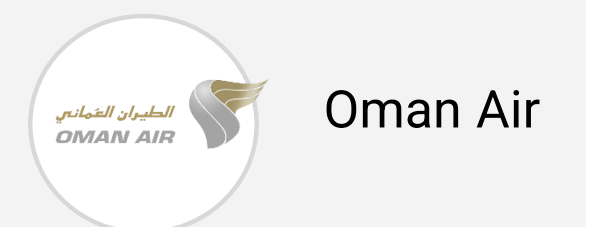
Saudia



Finnair



JAL



Oman Air



China Eastern



Indigo

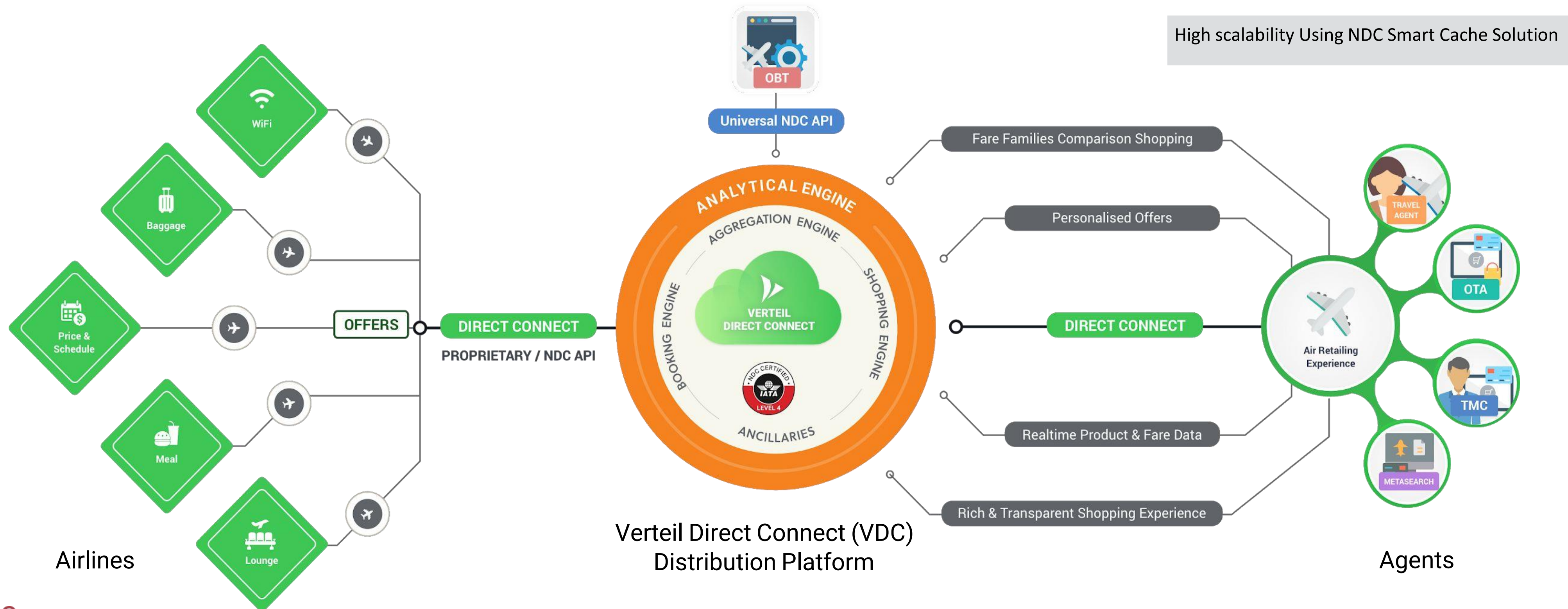
* Integration complete, contracting in progress

OUR COMPANY'S OFFERING

VERTEIL DIRECT CONNECT

An IATA NDC
Compliant
Distribution Platform

THE DIRECT CONNECT PLATFORM FOR AIRLINE DISTRIBUTION



VDC is integrated with airlines using direct connect technology.

VDC has **central access** to all the products and services of all airlines to which it is integrated.

Any OTA, travel agent or TMC can **register** with VDC and get access to these products to serve its customers.

Configuration oriented airline integration framework providing functional scalability

Stamp of approval on

VERTEIL DIRECT CONNECT

“ We are very happy to be working with Verteil Technologies in India and these first British Airways NDC bookings in the market are a fantastic achievement. We're looking forward to progressing further with Verteil throughout 2018 as the market's understanding and interest in NDC grows.

Daniel Murphy

NDC Onboarding & Exploitation Manager

BRITISH AIRWAYS

On the occasion of launch of BA NDC in India





“Etihad’s adoption of NDC earlier this year was a major milestone, and it has given us the ability to connect with innovative new-age travel technology companies like Verteil Technologies”

- Dieter Westermann, Vice President Revenue Management, Etihad Airways

The Iberia logo, consisting of the word "IBERIA" in a white, sans-serif font followed by a stylized yellow and red wing icon.

IBERIA
NDC Channel goes live on
Verteil Direct Connect

The Verteil logo, featuring a white chevron symbol followed by the word "VERTEIL" in a white, sans-serif font.

“Iberia is happy to be partnering with Verteil Technologies who have been doing pioneering work in promoting NDC technology across different geographies. Iberia continues to promote exclusive NDC content through this channel and remain committed to improving our retailing capabilities for the benefit of travel agents”

- Cliff Trotta, Head of Distribution,
Iberia



Thank You

Verteil Technologies Private Ltd, India