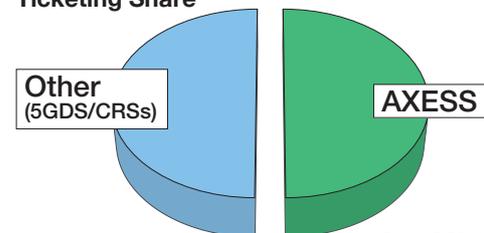


## New products - AXESS MIDT

AXESS MIDT will be available from April 2006. AXESS accounts for nearly 50% of all tickets issued under BSP Japan despite 6GDS/CRSs competing in this market. AXESS MIDT enables you to analyze AXESS bookings, and you can get to know more about the latest and specific sales performance by travel agency and trends in the Japanese market. AXESS assures you that AXESS MIDT will support the development of your marketing strategies in Japan.

BSP Japan  
Ticketing Share



Data: BSP Japan  
From April to December 2005

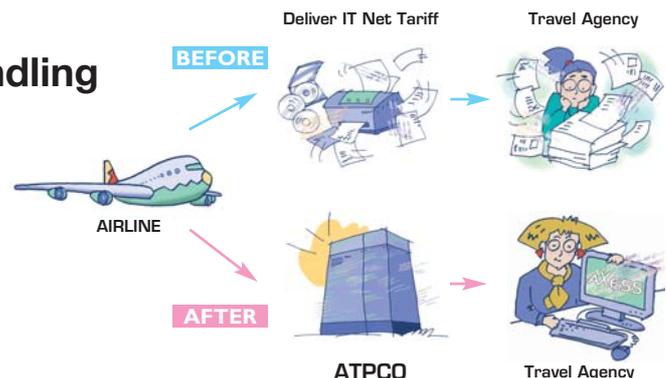
MIDT or Marketing Information Data Transfer, an effective means to sharpen an airlines competitive edge, maximize its market potential, develop effective sales incentive plans and improve an airlines overall operations. MIDT provides package data to help airlines know who is booking, how much and in what markets. This product provides benefits that span the majority of business functions including sales and marketing pricing and yield management, scheduling and route planning.

Frequency	Medium option
Daily	FTP (electronic transmission) only
Weekly	CD-ROM, DVD-R or FTP (electronic transmission)
Monthly	CD-ROM, DVD-R or FTP (electronic transmission)

## Implementing CAT35 handling

AXESS has begun CAT35 handling (\*). CAT35 handling provides with the ability to display and also provides auto-priced IT net fares in AXESS. The most popular fare in Japan is the IT (Inclusive Tour) which accounts for approximately 70% in all the tickets issued through AXESS. Currently airline sales people distribute IT net fare tariffs to each appointed travel agency via email or facsimile and the travel agencies are required to calculate the fares manually based on IT net tariffs provided by the airlines.

CAT35 handling can automate IT net fare calculation for booked itineraries provided that airlines file IT net fare data via ATPCO. It enables airlines to distribute IT net tariffs to travel agencies through AXESS. On the other hand, CAT35 handling will also help travel agencies improve the accuracy of IT net fare calculation since the fare calculation activity is shifted to "automatic" from manual. As a result, it will be expected to reduce



the volume of ADM issued by airlines to adjust differences in ticketed amounts. CAT35 handling simplifies IT net tariff distribution and improves operational efficiency overall.

Several airlines are currently in the process of introducing CAT35 handling in AXESS. Responding to requests from airlines, AXESS will make every possible effort to provide with CAT35 handling.

(\* CAT35 is one of the fare categories in ATPCO used for filing negotiated fares

# 10th anniversary of AXESS/Sabre partnership

In October 2005, AXESS celebrated the 10th anniversary of the AXESS/Sabre business partnership. On this brilliant occasion here are some comments by Christopher Vasiliou, Senior Vice President and General Manager of Sabre Holdings Asia Pacific, and Yoshiro Matsubara, President and CEO of AXESS.

**Comment**

**Yoshiro Matsubara**

*President and CEO  
AXESS International Network Inc.*



Partnering with Sabre, the largest GDS, AXESS has been providing superior functions in the Japan market. AXESS is proud of such an advanced pricing system and Hotel & Car system which are linked to the Sabre function, AXESS has received a high reputation from travel agencies and airlines.

AXESS hopes to continue servicing your businesses by further strengthening and maintaining its partnership with Sabre.

**Comment**

**Christopher Vasiliou**

*Senior Vice President and  
General Manager of Sabre  
Holdings Asia Pacific*



I believe there are several key factors attributable to AXESS's strength and success. With a team of highly skilled professional staff using the latest support technology, AXESS has been able to provide a superior level of service and support to the Japanese customers.

Moreover, AXESS and Sabre over the years have placed a great amount of emphasis on jointly analyzing and understanding global and local industry/market trends. As a result, AXESS has more quickly than other GDSs been able to provide Japanese customers with business tools they need to successfully compete in a rapidly changing environment. Undoubtedly, the Japanese travel industry can continue to expect AXESS to be the market leader in the foreseeable future.

## Airlines interview

# Korean Air



AXESS made electronic ticketing available for Korean Air (KE) from November 2005.

Under the corporate mission: "Excellence in Flight", KE has developed its global network currently connecting 83 cities in 27 countries, including 13 cities of Japan-Korea routes, as a member of the SkyTeam alliance.

Mr. Inoue, Manager of Group Reservation and Ms. Park, Manager of Ticketing, both from Regional Passenger Sales Office in Tokyo, talk about KE's efforts against e-ticketing operation.



**Members of Group Reservation and Ticketing, Regional Passenger Sales Office**

Following the introduction of ET capability through AXESS, KE is making efforts to promote e-ticketing by changing reservation procedure with travel agencies' consent and understanding. Since KE has many sales patterns for Japan-Korea routes, we used to create PNRs with blocked seats on one way flight basis, which is suitable for various combinations for passengers. However, since one way based PNR is not applicable for e-ticketing of round trip

fare itinerary, KE is shifting its handling to round-trip PNRs instead of one way based blocked PNRs. This procedural change worked effectively to reduce the workload of blocked PNR creation at the KE Reservation Office as well as to increase e-ticketing penetration.

Furthermore, KE usually requires the submission of a Refund Application/Authorization Notice (RAAN) in order to process a ticket refund; however, when processing e-ticket refunds, a RAAN is not necessary, and travel agents are only required to send some specific information by e-mail to a dedicated address. By introducing this procedure, KE hopes to alleviate travel agencies' workload for e-ticket refunds.

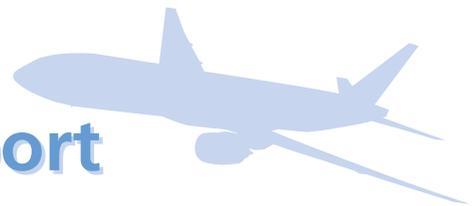
Now, almost 90% of tickets are issued as e-tickets at our CTO in Tokyo, which has consequently seen significant cost-reduction. We are still in the early stage of introducing e-ticketing by AXESS, but KE will proactively work with AXESS on promoting ET in a way to maximize its penetration in the marketplace.

Since October 4, 2005 it has been required by the U.S. government for all individuals traveling to U.S. territory without U.S. citizenship or permanent residency to submit such information as addresses while in U.S. and country of residence. AXESS has already supported all the entries of SSR DOCA/DOCO/DOCS for APIS (Advanced Passenger Information System). AXESS also provides the support tool named "APIS Guide" to simplify travel agencies' activity of inputting hotel address information in SSR DOCA data.



APIS  
support tool

## Renovation of Narita International Airport Terminal 1



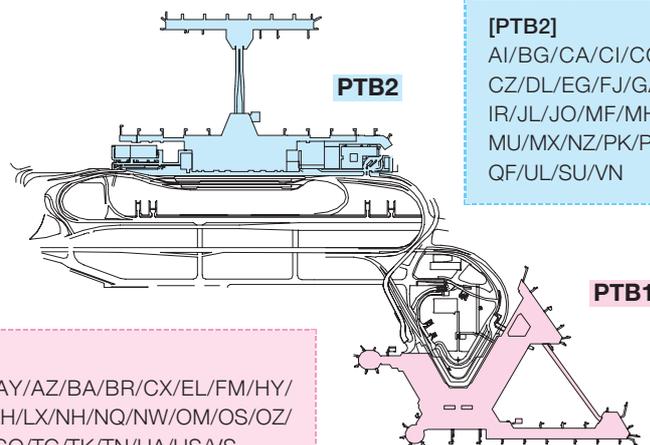
Narita International Airport, where nearly 60% of flights in Japan are centralized, is very congested. To alleviate its congestion, Narita International Airport Corporation (NAA) is renovating Passenger Terminal Building 1 (PTB1). PTB1 is scheduled to have its renovation completed on June 2, 2006. The South Wing and Satellite 5 in PTB1 are nearly completed and PTB1 will be the largest airport terminal building in Japan. According to NAA, airlines are relocated by the same alliance group and this will alleviate departure congestion. Currently, the ratio of the passengers required moving between PTB1 and PTB2 for connecting flights is very high. After the relocation, that ratio will decrease dramatically, and the minimum connecting time required for each flights within PTB1 will be substantially reduced.

	Currently		As of June 2006	
	PTB1	PTB2	PTB1	PTB2
The number of airlines	16	44	32	28
Passenger utilization ratio	30%	70%	54%	46%

Data provided by Travel Journal

The renovation of PTB1 will provide passengers with a user-friendly terminal building, including significantly improved convenience in flight connection and other services. In addition, NAA announced that Narita International Airport is preparing to accommodate the new A380 aircraft in 2007. NAA has a plan to construct boarding bridges, aircraft stands etc. so on for the A380.

### New layout of PTB 1/2 (as of June 2006)



[PTB1]  
AA/AC/AF/AY/AZ/BA/BR/CX/EL/FM/HY/  
KA/KE/KL/LH/LX/NH/NQ/NW/OM/OS/OZ/  
RG/SB/SK/SQ/TG/TK/TN/UA/US/VS

[PTB2]  
AI/BG/CA/CI/CO/CS/  
CZ/DL/EG/FJ/GA/IB/  
IR/JL/JO/MF/MH/MS/  
MU/MX/NZ/PK/PR/PX/  
QF/UL/SU/VN

# FAQs

**Q We have already implemented ET in AXESS. Please advise the conditions of implementing Interline ET.**

**A** The partner airlines have implemented ET with your airline and must be AXESS participants. When these conditions are met, please contact with AXESS Airline Marketing Group to activate Interline ET with such airlines.

**Q Please advise about handling of the Fuel/Insurance Fee in AXESS.**

**A** There are two ways to collect the fuel/insurance surcharge: the "Q surcharge" in a fare calculation and "YQ/YR surcharge" in a tax column. Any "Q surcharge" information should be filed to ATPCO. Any "YQ/YR surcharge" information should be reported to Sabre as AXESS uses Sabre Air Pricing as its fare system. In spring 2006 AXESS plans to introduce ATPCO's "Service Fee" system and YQ/YR surcharge collection shall be automatically processed.



From editor

**Norihiro Furuse**  
Marketing

I joined editor team of AXESSCOPE from this issue and we have renewed the format. We are committed to provide with more timely information than ever to support your business. We have also renovated our website under <http://www.axess.co.jp/eng/>. We trust that you will be able to enjoy our refreshed AXESSCOPE and website.

## AXESS update

### \*\*New Participants\*\*

HZ/Sakhalinskie Aviattrassy  
S2/Sahara Airlines

### \*\*Locator Display\*\*

7F/First Air  
HZ/Sakhalinskie Aviattrassy  
S2/Sahara Airlines

### \*\*Multi-Japan\*\*

PX/Air Niugini  
XF/Vladivostok Air

### \*\*E-Ticketing\*\*

AY/Finnair  
KE/Korean Air  
OZ/Asiana Airlines  
QF/Qantas Airways

Participating airlines...147 (as of February 2006)