

## Press Release

### **AirPlus International starts strategic partnership with Japan Airlines**

**AirPlus and Japan Airlines sign partnership agreement to offer business travel payment solutions in Japan // New powerful payment solution integrating comprehensive local Japanese and international transaction data for more efficient corporate travel management**

**London, August 3rd, 2017** – AirPlus International, a leading global provider of solutions for the day-to-day management of business travel, is going to launch its award winning travel payment solution in Japan: companies will benefit from a complete payment and cost analysis solution for corporate travel, enabling companies to thoroughly analyze all their travel expenses and benefit from a unique cost transparency.

To complete the offer, AirPlus and Japan Airlines sign a partnership agreement to offer business travel payment solutions in Japan. As of July 1<sup>st</sup>, 2017, the newly established partnership agreement with Japan Airlines allows both parties to introduce the JAL-AirPlus Company Account and the AirPlus Information Manager to Japanese companies and travel agencies. This joint engagement shows the commitment from both parties to make the settlement of business travel expenses as convenient as possible.

The cooperation underlines the increasing need for providers to work together in delivering relevant solutions in top business travel markets such as Japan. “We are delighted to have such a strong relationship with Japan Airlines, the flag carrier airline of Japan, in offering our renowned Company Account to the market.” explained Patrick W. Diemer, Managing Director of AirPlus International. “Together we offer the know-how of travel and payment, and we believe this is beneficial for our customers and partners. It shows that AirPlus is constantly striving to come up with industry firsts: with our corporate payment solution we are ahead of our competitors in Japan and will continue to further diversify and improve our product range.”

Hideo Ninomiya, President of JAL Sales added “In such a big market, our new offer will give customers the tools they need to control and report on their expenses. We have experienced a shift in business travel demand in the last few years and most companies require full data when it comes to payment. Our partnership with AirPlus gives us the edge in offering this type of solution.”

The combined solution provides both AirPlus and Japan Airlines an enhanced service and coverage portfolio.

The core element of the partnership is the JAL-AirPlus Company Account, a central payment account which makes paying and evaluating business travel much simpler for companies. The AirPlus Company Account enables corporate customers to better analyze and control their travel spending by providing detailed and accurate data including company, traveler and trip-specific information. Additionally, the AirPlus Information Manager will be available to the Japanese market. This software allows companies to perform detailed analyses of their travel spend; they can generate reports and, most importantly, identify vast saving potentials – an

excellent basis for price negotiations with airlines, hotels, car rental companies and other travel-related service providers.

For Japanese corporates, the benefits of the JAL-AirPlus solutions are clear: they can easily pay for the travel expenses, get instant access to all the business travel related data, and improve the efficiency of their business travel management. Corporate travel spend may include expenses for everything from flights and car rental companies to hotel accommodation and many other services:

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### **About AirPlus International:**

AirPlus is a leading international provider of solutions for the day-to-day management of business travel. 49,000 corporate clients count on AirPlus for the payment and analysis of their business trip costs. Products and services are marketed worldwide under the AirPlus International brand. The AirPlus Company Account is the most successful central bill account based on UATP. More information is available at [www.airplus.com](http://www.airplus.com).

### **About Japan Airlines**

Japan Airlines Co., Ltd. (JAL) is the flag carrier airline of Japan. JAL group operations include scheduled and non-scheduled international and domestic passenger and cargo services in 56 countries. JAL group has 127 domestic routes, and 54 international routes. More information is available at <https://www.jal.com/>

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