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PKFARE INTRODUCTION

GLOBAL TRAVEL B2B MARKETPLACE

07 / 28 / 2017

1 About PKFARE

Who We Are

PKFARE is an innovative global travel B2B marketplace targeting air tickets, hotels and destination products. Empowered by its global resources, machine learning technology and dynamic hedging and payment model, PKFARE provides global travel players with smart integrated solutions including real time inventory data, best buy rate, seamless multilingual customer service and diversified product portfolios.

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Global Coverage



50+
Countries

600+
Airlines

400,000+
Hotels

20,000,000+
Flight & Hotel data

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Core Competency



Global network



Machine learning & Artificial intelligence



Dynamic hedging & Payment model

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Key Partners

Apollo™

Galileo by Travelport

Travelport Worldspan

中国航信 TravelSky

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AXESS

INFINI A NEW ERA IN TRAVEL INFORMATION

amadeus

FARELOGIX

Sabre

Key Partners

























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Key Partners

























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Our Team



Founder and CEO
Jason Song
Former ZTE
14 years
Management, R&D, Operation



Co-Founder and Senior Vice President
Jason Sui
Serial Entrepreneur
12 years
Marketing, BD, Operation



Golder Dang
Former alitrip.com



Leon Wong
Former Huawei



Vivian Guo
Former Tencent



Sherry Xu
Former VFS Global



Tony Tan
Former ZTE



Linda Chen
Former mangocity.com



Carlos Xie
Former Kingdee



Iris Liu
Former Travelport



David Wang
Former Travelsky



Michelle Lee
Former Emirates



Larry Zhang
Former Cathay Pacific Airways



August Chen
Former Deloitte

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2 *Integrated Solutions for Global Buyers*

Solutions for Global Buyers

PKFARE.COM

The website based marketplace PKFARE.COM enables searching, booking, changing, refunding, voiding functions. It offers bookable and ticket-able airfare contents from 50+ point of sales countries / areas on a single platform.





API

PKFARE API can be seamlessly integrated into your company's existing booking tool or searching engine with standard shopping / pricing / booking / ticketing function, extending your arms of searching for lowest airfare.

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Why Work with PKFARE

Best price：	* Access market specific private / published fares - take advantage of a local point of sale and added revenues from fees and potential mark-ups
Multi-GDS:	* Issue non-BSP / ARC airlines tickets through one platform aggregated contents from multi-GDS
User-friendly and Efficiency:	* Easy roll-out to front line agents with minimal training * Ability to globally manage corporate / subagent accounts
Multi-currency display:	* Agents compare with local currency for each search
Multi-lingual seamless services:	* 24/7 multi-lingual customer services help agents to conduct excellent service to C-customers
Pay by local currency	* Support local currency instant payment in 140 countries and accept cash payment for 10+ main currencies

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Service Level Agreement for Air Tickets

1	2	3	4	5
Issue	Refund	Reissue / Revalidation	Void	24X7 helpdesk
30 mins – 2 hrs	Within 20 business days	Respond within 60 mins / next business day	Unless stated not allowed	PKFARE portal / email / telephone

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Settlement for Global Buyers

Online Payment

PayPal

支付宝 ALIPAY

VISA

MasterCard

JCB

UnionPay 银联

AMERICAN EXPRESS

Prepayment

Initial 5,000USD

*May change according to the actual volume

*Payment deducted per each transaction

*Client tops up account before balance reaches to a threshold

Deposit and Weekly Payment

Initial 5,000USD

*May change according to the actual volume

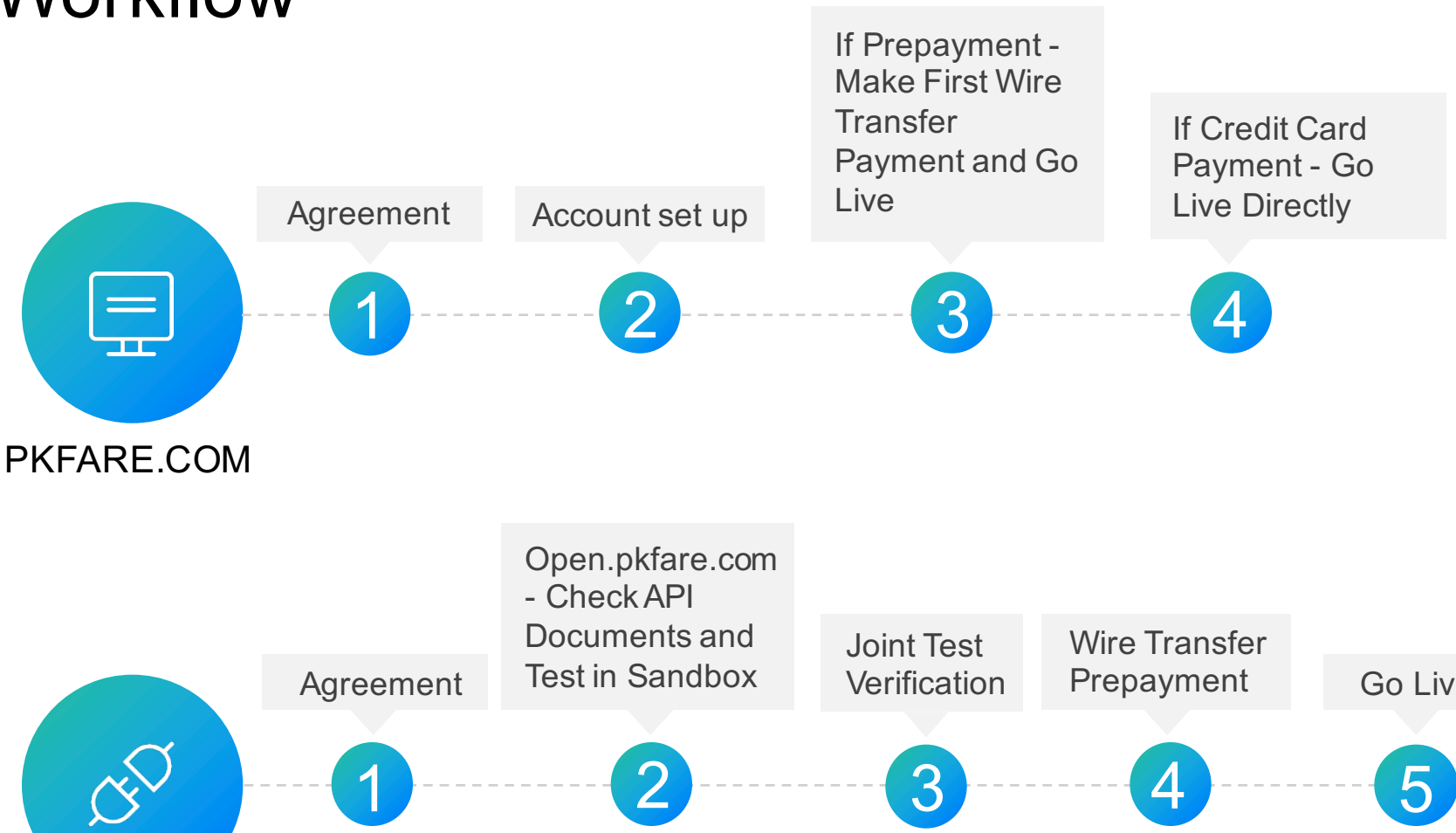
*PKFARE may grant 1.5 times credits against deposit client wire transfers

*Credits are deducted per each transaction

*Client pays on weekly basis if credits are not exhausted

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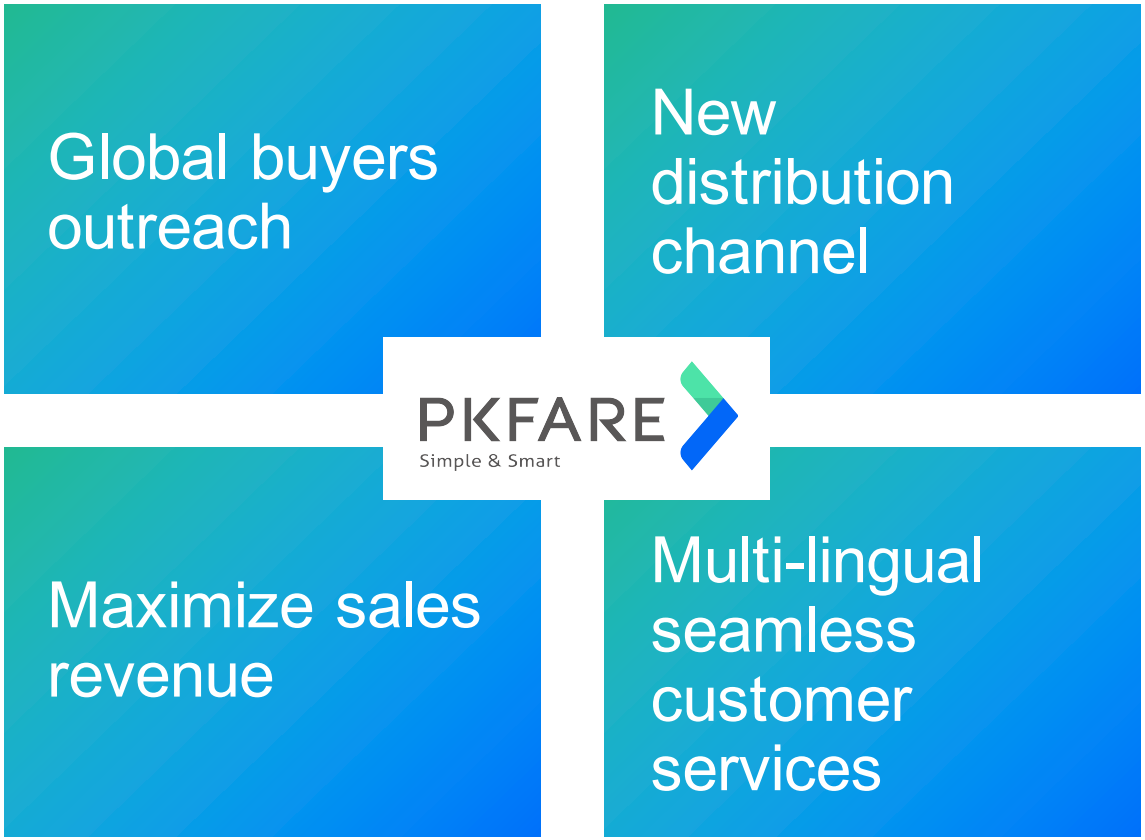
Workflow



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3 *Integrated Solutions for Global Suppliers*

Why Work with PKFARE



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Settlement

In line with supplier's local BSP / ARC settlement period: Weekly

Example: May, 2016

Sun	Mon	Tue	Wed	Thu	Fri	Sat
8	9	10	11	12	13	14
15	16 Invoice (9-15,May)	17 PKFARE confirm and make payment	18	19	20	21

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Global Supplier Requirements

Requirements

- IATA/IATAN accredited ticketing agency
- GDS webservice enabled
- Competitive local & International fares
- Authorize PKFARE handle ticketing is preferred

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Workflow on GDS integration

Amadeus

* Dedicated OID
* Private / corporate fare loading
* EOS Setting
* Webservice Account

Sabre

* Dedicated IPCC
* Private / corporate fare loading
* C-Branch IPCC to PKFARE's PCC
* BFM Interface Permission
* Web Service Access

Galileo

* Private/corporate fare loading on PKFARE local PCC in corresponding POS
* Ticketing PCC provided bundled to PKFARE PCC
* Service Bureau Bundling

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Q&A

Thank you!

www.PKFARE.com

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