

RwandAir optimizes network and price planning with solutions from Lufthansa Systems

NetLine/Sched and ProfitLine/Price now in use by the African airline

Raunheim, January 28, 2020 – Lufthansa Systems today announced that the national carrier of the Republic of Rwanda is now using the NetLine/Sched and ProfitLine/Price solutions. These products will optimize RwandAir's complex flight scheduling and efficiently determine the best ticket prices based on the current market situation as well as supply and demand. RwandAir and its passengers will both benefit from these important control tools, which will simplify scheduling and support the airline's expansion of its route network and available flights.

Yvonne Manzi Makolo, Rwandair CEO, said: "Thanks to our adaption of Lufthansa Systems' scheduling and pricing solutions, our customers will be able to find fares more easily and enjoy an easy-to-understand flight schedule. Working closely with Lufthansa Systems, we have been able to optimize our ticket pricing and flight schedules to ensure RwandAir continues its ambitious growth as it enters into exciting new markets."

NetLine/Sched, the schedule management system from Lufthansa Systems, helps airlines to make quick and well-founded decisions when creating and optimizing their flight schedules while taking operational and economic aspects into account. This is important due to the extremely volatile competitive environment in the airline industry, which permanently affects an airline's flight schedule and makes short-term modifications necessary. NetLine/Sched perfectly supports this highly complex process. Among other things, the solution helps to evaluate different schedule scenarios from an economic perspective. Using NetLine/Sched, airlines can take measures quickly and effectively to optimize their schedules.

ProfitLine/Price is a comprehensive pricing system which considers the current competitive situation, price trends and underlying fare structures. It covers all core processes in both reactive and proactive pricing for published and market fares. In addition to enabling airlines to react swiftly to market changes, the system provides powerful analysis tools for developing

effective pricing strategies. Its integrated pricing simulation model goes one step further by forecasting revenue changes based on fare modifications.

“We are delighted that RwandAir, an important customer in Africa, is now relying on our NetLine/Sched and ProfitLine/Price solutions. I am certain that both products will make a significant contribution to the airline’s expansion plans,” said Marco Cesa, Vice President Regional Management EMEA at Lufthansa Systems.

Caption (Copyright: Lufthansa Systems): NetLine/Sched and ProfitLine/Price from Lufthansa Systems enable RwandAir to optimize its network and price planning.

Further images can be found in the download section of our website at:

<https://www.lhsystems.com/about-us/downloads/galleries>

About RwandAir

From its hub in the heart of Africa at Kigali International Airport, RwandAir is reputed for its excellent on-time performance, customer service and safety, and has one of the youngest fleets on the African continent. An IATA member airline, RwandAir is IOSA, ISAGO and EASA certified. With a fleet of twelve aircraft including two wide-body Airbus A330s, the airline currently reaches out to 29 destinations across East, Central, West and Southern Africa, the Middle East, Europe and Asia. In addition to its hub in Kigali, Rwandair has a second hub in Cotonou, from which it serves Dakar, Abidjan, Libreville, and Douala. Recently, in mid-2019, RwandAir started operations to Kinshasa, Guangzhou and Tel Aviv.

About Lufthansa Systems

Lufthansa Systems GmbH & Co. KG is a leading airline IT provider. Based on long-term project experience, a deep understanding of complex business processes and strong technological know-how, the company provides consulting and IT services for the global aviation industry. Over 350 customers worldwide rely on the know-how of IT specialists at Lufthansa Systems. Its portfolio covers innovative IT products and services which provide added value for its customers in terms of enhanced efficiency, reduced costs or increased profits. The company is celebrating its 25th anniversary in 2020 and, in addition to its headquarters in Raunheim near Frankfurt/Main, Germany, now has offices in 16 other countries.

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