



ACAVE urges Vueling to reverse its marketing policy in indirect channels as a step prior to the initiation of legal actions

- **ACAVE's lawyers, specialists in antitrust, have sent a letter to Marco Sansavini, president of Vueling, in which they urge the company to reverse its policy of collections**

Wednesday, March 1, 2023.- ACAVE considers unacceptable the new policy for indirect channels that Vueling intends to impose on travel agencies, and through a law firm specialized in defense of competition, has sent a letter to the president of the company, Marco Sansavini.

In this letter, ACAVE states that the new policy for indirect channels "*pursues the objective of privileging in the market its direct sales channels to the detriment of indirect channels without any objective justification and taking advantage of the situation of dependence in which they find themselves travel agencies*". Likewise, according to the lawyers, Vueling's conduct "*could constitute an infringement of Law 15/2007, of July 3, on the Defense of Competition ("LDC") as well as the Treaty on the Functioning of the European Union ("TFEU").*"

In view of these facts, ACAVE requires Vueling to reverse "*its new policy for indirect channels immediately; Otherwise, we will be obliged to adopt as many legal measures as necessary, before the different administrative and judicial instances, in defense of the interests of our represented and its associates, with express reservation of actions for damages and damages that could be caused as a result of their conduct.*"

The sending of this letter is part of the steps prior to the exercise of the pertinent legal actions that have already been entrusted by ACAVE if Vueling does not immediately withdraw the announced policy.

Vueling is the airline with the most frequent flights of those operating in some of the main airports in Spain, such as Barcelona and Bilbao; this means that a relevant part of the sales of ACAVE associates depend on the company's ticket sales. Due to this situation of dependency, many travel agencies, especially OTAS and fare consolidators, have been forced in recent years to make heavy investments to implement the technological adaptations required to enable the connection with their NDC/API channels.



Consequently, Vueling's decision causes serious damage to travel agents and consumers, to the exclusive benefit of the company, in so far as it prevents competition on equal market terms and limits the quality of the services offered to the final consumer.

ACAVE took the decision to expel Vueling as a member of the association and of all the actions in which the airline had confirmed its participation, as well as any other collaboration with the airline.

About ACAVE

The Corporate Association of Specialized Travel Agencies (ACAVE) is the association of state-wide travel agencies based in Catalonia. It is the most representative association in Spain and includes 450 associates and around 1,000 points of sale throughout the country. Agencies of different types are part of the Association: holiday and corporate broadcasters, tour operators, coastal and city receptives, online agencies and cruise companies.

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