



Oct 7, 2025 at 3:59 PM

From: Ted Donelly <tdonelly@roomscanner.com>

Date: Oct 7, 2025 at 3:59 PM

Subject: Re: Re: CoFly

To: James Spencer <jspencer@roomscanner.com>, Bob Corker <bcorker@roomscanner.com>, Martin Hatch <mhatch@roomscanner.com>, Diane Fischer <dfischer@roomscanner.com>, Tim King <tking@roomscanner.com>, Benjamin Cantwell <bcantwell@roomscanner.com>, Jameson Romelhardt <jromelhardt@roomscanner.com>

I am starting to hear about new potential partnerships of CoFly in Europe too, particularly in the UK and Germany where they seem to be able to engage with airlines better than in some of our other core markets (e.g., Italy).

Oct 7, 2025 at 3:56 PM

From: James Spencer <jspencer@roomscanner.com>

Date: Oct 7, 2025 at 3:56 PM

Subject: Re: CoFly

To: Bob Corker <bcorker@roomscanner.com>, Martin Hatch <mhatch@roomscanner.com>, Diane Fischer <dfischer@roomscanner.com>, Tim King <tking@roomscanner.com>, Benjamin Cantwell <bcantwell@roomscanner.com>, Jameson Romelhardt <jromelhardt@roomscanner.com>, Ted Donelly <tdonelly@roomscanner.com>

I don't think this news is of particular concern to us.

Oct 7, 2025 at 3:25 PM

From: Jameson Romelhardt <jromelhardt@roomscanner.com>

Date: Oct 7, 2025 at 3:25 PM

Subject: Re: CoFly

To: Bob Corker <bcorker@roomscanner.com>, Martin Hatch <mhatch@roomscanner.com>, James Spencer <jspencer@roomscanner.com>, Diane Fischer <dfischer@roomscanner.com>, Tim King <tking@roomscanner.com>, Benjamin Cantwell <bcantwell@roomscanner.com>, Ted Donelly <tdonelly@roomscanner.com>

Bob,

I dug around a bit and bumped into a few articles discussing a potential move of a Chinese company into the North American flights MSS space. If that's the case, I think your information is spot on. I'd guess they're looking for partnerships with U.S. based airlines and OTAs, and wonder if any of them may be our partners. If that's the case, not sure how worried we should be, but I'd be happy to

look into this further.

Thanks,
Jameson

[Quoted text hidden]

Oct 7, 2025 at 1:19 AM

From: Bob Corker <bcorker@roomscanner.com>

Date: Oct 7, 2025 at 1:19 PM

Subject: CoFly

To: Martin Hatch <mhatch@roomscanner.com>, James Spencer <jspencer@roomscanner.com>, Diane Fischer <dfischer@roomscanner.com>, Tim King <tking@roomscanner.com>, Benjamin Cantwell <bcantwell@roomscanner.com>, Jameson Romelhardt <jromelhardt@roomscanner.com>, Ted Donelly <tdonelly@roomscanner.com>

Has anyone else heard something about CoFly making a move into the US or Europe? They've been well established in China for some time, but I picked up some talk about expansion into our flights MSS market here. Perhaps worth a more in-depth look. Just thought I'd put up a flag.