



NewGenISS

PAPGJC Programme Update



NewGen ISS Programme Update

- NewGen ISS Pilots – Wave 1
 - Country Selection
 - Status

- Global Default Insurance
 - Roll-out Plan
 - Pilot Markets

- BSP Manual for Agents & RHC Guide for Agents

- “Crossing the Line Together”



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Wave 1 Pilot Markets

Wave 1 – Pilot Markets

- **Iceland**
- **Norway**
- **Finland**
- **Sweden**
- **Denmark**
- **Bermuda**
- **Canada**
- **Hong Kong**
- **Macau**
- **Singapore**



NewGen ISS Global Default Insurance Roll-Out

- Pilots to commence in 14 European markets in March 2017
- Roll-out complete by end 2018

- Austria
- Belgium
- Germany
- Denmark
- Finland
- France
- Iceland
- Italy
- United Kingdom
- Netherlands
- Norway
- Poland
- Spain
- Sweden



After 4 months -
4 countries added to pilot (1 per
Region other than Europe)



Deployment finalized
in Europe



Deployment by Region
(sequence TBD)



NewGen ISS Remittance Holding Capacity Calculation - WG Proposal

- For Risk Status A & B Agents, the RHC Working Group has proposed the following two calculations:

Proposal 1

Number of days in Reporting period plus number of days in Remittance period

Average daily turnover for the 3 highest Reporting periods of the previous 12 months

Provides room for YoY sales growth

$$\text{RHC} = \text{Total Days} \times \text{Daily Average BSP Cash Turnover}_{3 \text{ Reporting periods}} + 15\%$$

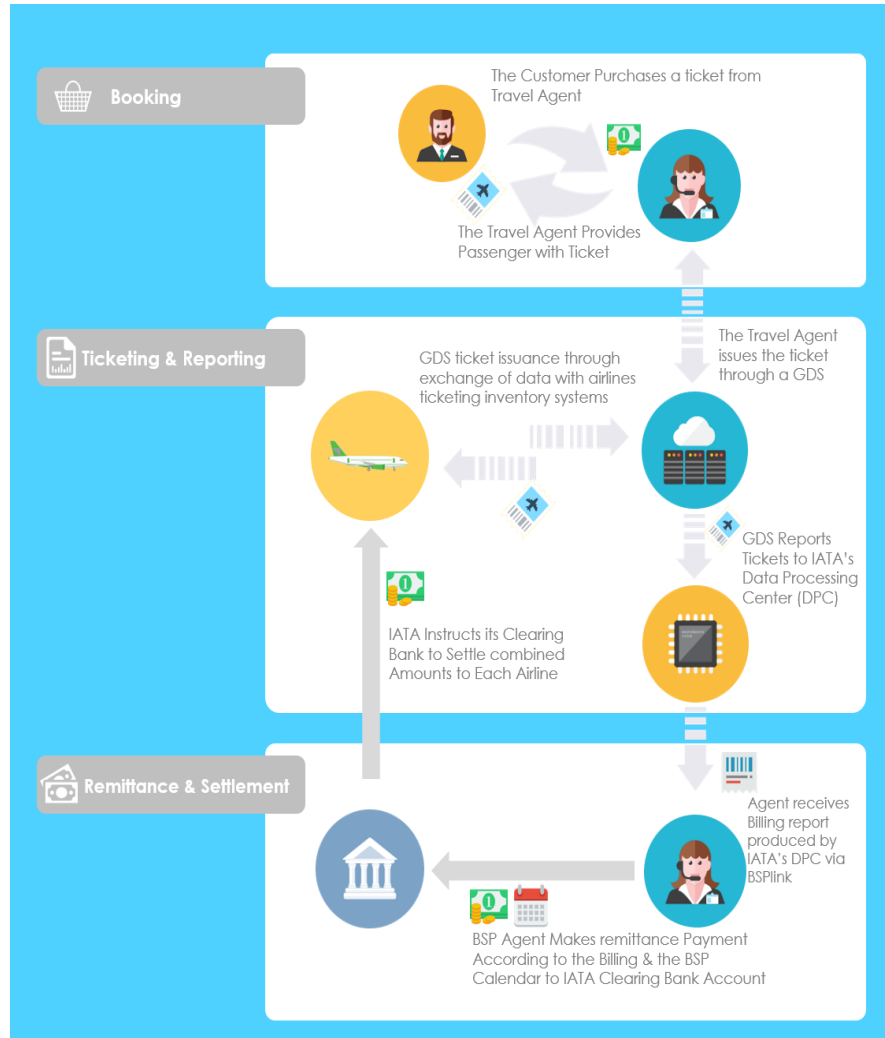


5 exceptional increases per year (+20%)

Proposal 2

$$\text{RHC} = \text{Total Days} \times \text{Daily Average BSP Cash Turnover}_{3 \text{ Reporting periods}} + 100\%$$

No exceptional increases

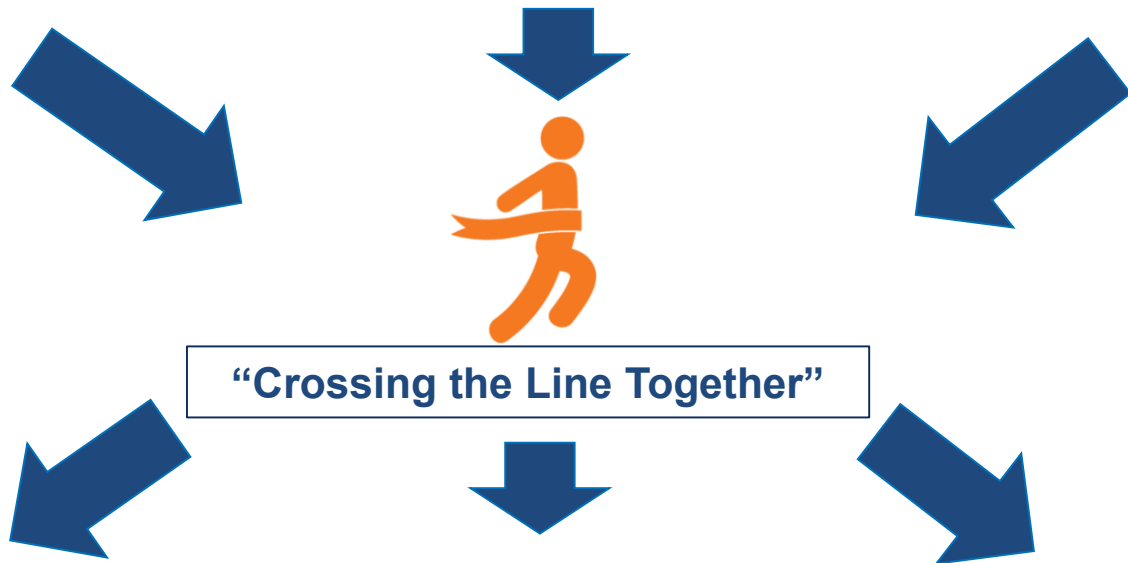


<p>PACoNf Steering Group (PSG)</p> <ul style="list-style-type: none"> - Sub group of PACoNf - Provides executive guidance and strategic direction to PACoNf - Gives direction to IATA between Conferences, especially on urgent operational matters - Reviews PACoNf agenda and evaluates proposals - Governed by Resolution 868 	<p>Passenger Agency Conference (PACoNf)</p> <ul style="list-style-type: none"> - Establishes rules and procedures of the Passenger Agency Programme globally - Governs the relationship between Airlines and the Accredited Agents - New Resolutions/ Proposals adopted by unanimous vote - Governed by the "Provisions for Conduct of IATA Traffic Conferences" 	<p>Passenger Agency Programme Global Joint Council (PAGJC)</p> <ul style="list-style-type: none"> - Provides input on aspects relevant to the airline/agent relationship - Reviews the Conference agenda and provides input - Oversees the Travel Agency Commissioner (TAC) Programme (ref. section X) - Governed by Resolution 860a
<p>Local Customer Advisory Group (Passenger) LCAG-P</p> <ul style="list-style-type: none"> - Group of BSP Airlines established in a country with a BSP Operation - Provides advise to ISS Management on local customer service issues - Provide recommendations to ISS Management - Governed by Resolution 850, Attachment 'B' 	<p>Joint Agency Liaison Working Group (JALWGs)</p> <ul style="list-style-type: none"> - Informal Forum for Representatives of the local Travel Agents Association and BSP participating Airlines. - A touchstone for the BSP operation and ensure that nothing is experimented with or introduced into the BSP without adequate prior consultation and explanation. 	<p>Agency Programme Joint Council (APJC)</p> <ul style="list-style-type: none"> - Equal number of Airline /Agent representatives in a country/group of countries - APJCs may consider all aspects of the Agency Programme, but the most common topics of discussion are the Local Financial Criteria (see section X) and Remittance Frequency - PACoNf must adopt any recommendations coming from an APJC prior to implementation - Governed by Resolution 818g, section 1
<p>Financial Advisory Group (FAG)</p>		



Give

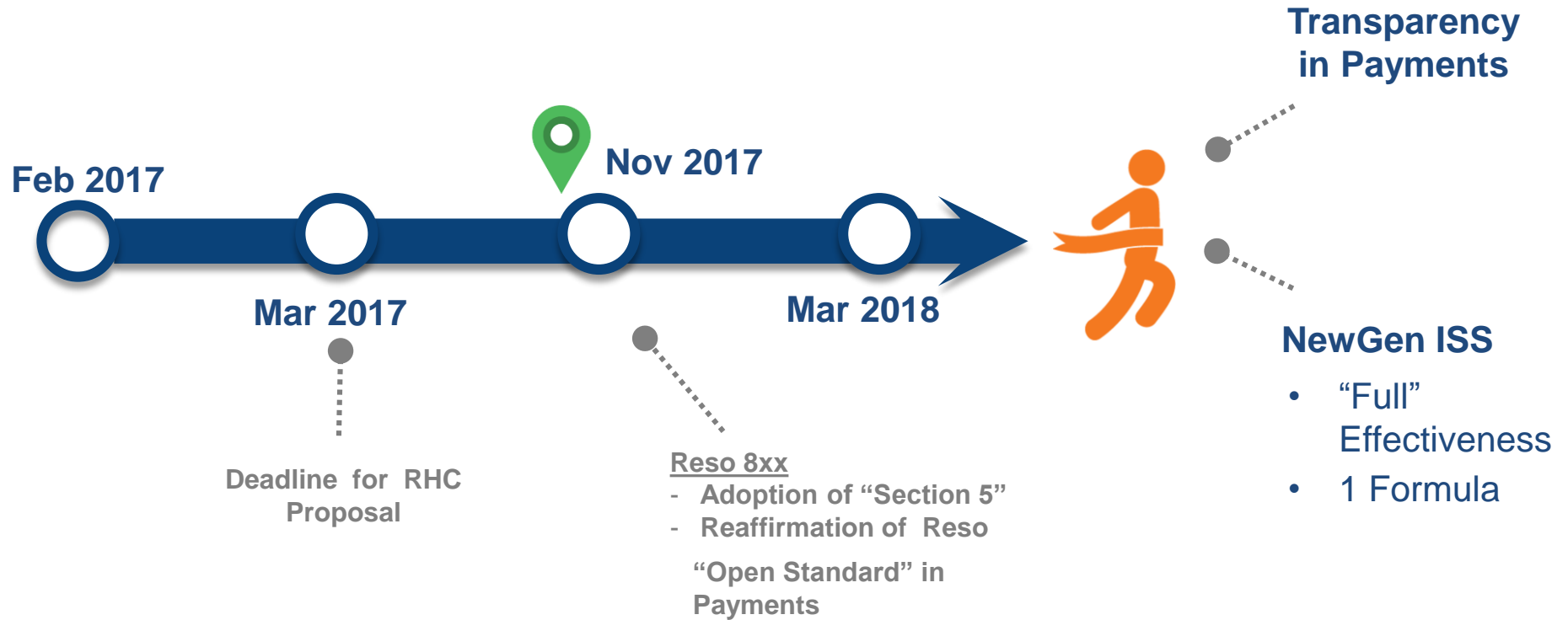
- | | | |
|---|---|---|
| <ul style="list-style-type: none"> ➤ Open Standard in Payments | <ul style="list-style-type: none"> ➤ Acceptance of Remittance Holding Capacity | <ul style="list-style-type: none"> ➤ NewGen ISS & TIP technical implementation |
|---|---|---|



“Crossing the Line Together”

Get

- | | | |
|--|---|---|
| <ul style="list-style-type: none"> ➤ Security of funds collection through safer selling environment ➤ Wider distribution network ➤ Acceleration of cash-flow ➤ Safe & Economical Industry Settlement Methods | <ul style="list-style-type: none"> ➤ Access to efficient & secure payment products ➤ Certification of payment providers' robustness ➤ New & cost-effective financial security type ➤ Choice of accreditation models | <ul style="list-style-type: none"> ➤ Open environment to provide payment products ➤ New potential clients: Access to BSP participants through certification |
|--|---|---|





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Appendix