



iiNET PERIODICAL NEWSLETTER • JANUARY 2007

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## ➤ Seasons Greetings from iiNET Team!

**Dear Friends and Colleagues!**

On behalf of the iiNET Team we wish you, your families and colleagues a safe and glamorous New Year! >>>

## ➤ RAM 40 - 40th Annual Revenue Accounting Meeting

We sincerely thank all of you for stopping by our booth at RAM40 in Bangkok, Thailand, and for your support and invaluable feed-back.

We look forward to serving you more and sure hope to see you at our booth at the next year's Revenue Accounting Meeting.

In the meantime, please do not hesitate to contact our Customer Care Team at any time for any questions or concerns you may have on iiNET Data Exchange services. >>>



## ➤ IATA Business Intelligence Reports

IATA statistical services give you more time to analyze results and trends. IATA provides customized analysis and builds individually tailored reports to meet your unique statistical requirements for monitoring global and regional trends, identifying market opportunities or benchmarking:

### ➤➤➤ CARRIER TRACKER

The **Carrier Tracker** report monitors passenger and cargo markets for more than 122 airlines representing 94% of global international traffic. The report shows RPK, ASK, FTK, ATK, PLF and WLF by airline and by region. Also included is an executive summary analyzing key industry trends.

To find out more about the *Carrier Tracker* report, please follow this link:

**WEB:** <http://www.iata.org/ps/publications/9169.htm>

### ➤➤➤ ROUTE TRACKER

The **Route Tracker** report monitors directional Origin & Destination traffic by class of service. This report is an excellent tool to assess the trends for all route areas. *Route Tracker* includes passenger volumes, freight tones, RPK, ASK, FTK, ATK and Passenger Load Factors for each route area.

To learn more about the Route Tracker report please follow this link:

**WEB:** <http://www.iata.org/ps/publications/9529.htm>

### ➤➤➤ AETF (Airline Economic Task Force)

**Airline Economic Task Force** is a group of IATA Member airline cost experts that meet to discuss and share information on matters concerning airline revenues and expenditures. *AETF* has been running for many years with increasing coverage of regions. This year there were 58 participating airlines.

*AETF's* main task is to undertake an annual data collection of detailed airline costs and revenues, broken down by route area, type of operation and class of service. The main benefit to *AETF* participants is access to a key source of data, unavailable elsewhere, that is free and can be used to benchmark carriers against their competitors.

To find out more about *AETF* report please follow this link:

**WEB:** <http://www.iata.org/ps/publications/8711-53.htm>

### ➤➤➤ WATS (World Air Transport Statistics)

**WATS** is the air transport industry's most comprehensive and up-to-date reference digest offering extensive coverage on a wide range of critical industry issues. Compiled from data submissions by more than 200 IATA Member airlines, the 50th special edition reviews the airline performance in 2005 and incorporates information from other IATA data collections, ICAO and from several key external sources.

**New this year - WATS now includes an interactive CD-ROM to make data viewing even easier!**

*WATS* analyses each airline and includes performance indicators for passenger and cargo traffic, capacity, load factors for international, domestic and system-wide operations, scheduled and charter services. It also provides IATA members' settlement activities, regional and service demand, forecast, fleet utilization, safety, financials, employees, fuel utilization, environmental impact and more.

To find out more about the WATS publication please follow this link:

**WEB:** <http://www.iata.org/ps/publications/9011.htm> ➤➤➤

## iiNET Community

- Airlines
- CRS / GDS
- ARC
- Data Processing Centers
- Air Traffic Controllers
- Travel Agency Chains
- Data Audit Companies
- Banks
- Hotels
- Railroads
- Tour operators
- Consolidators
- All IATA BSP and DPC Offices
- IATA Clearing House
- IATA Interline Tariffs
- ISS Revenue Systems
- IDEC Centre
- ATPCO
- UATP / ATCAN
- Airline Alliances

## File Types Exchanged on iiNET

ARC Agency List Files  
 ARC CAT Files  
 ARC Carrier 445 Sales Sum  
 ARC ECCB Files  
 Agency Data Download  
 Air Navigation Facility Charges  
 Airline to Airline (A2A) Data  
 Alliance Data  
 BSP Statistics Files  
 BSP Ticket Stock / TI Data  
 Billing Analysis  
 CargoIS Data  
 Credit Card Data  
 FROP  
 Frequent Flyer data  
 Hand Off Tape (HOT)  
 IATA Revenue Accounting Data  
 IDEC Files  
 IROE Data  
 ISS Summary Invoice Data  
 Mileage Data  
 PC-EFT Files  
 Prorate (PMP) Data  
 Passenger Data Statistics (PAXIS)  
 Reporting Tape (RET)  
 TAIP Data  
 Ticketing Data (TIDT, TCN...)  
 Traffic Data  
 Weblink Data

## ➤ IATA releases its passenger and freight forecasts 2006 - 2010

IATA forecasts that international air passenger traffic will increase at an average annual growth rate (AAGR) of 4.8% between 2006 and 2010. Over the same period, international air freight traffic is forecast to increase at an AAGR of 5.3%. These forecasts are based upon a comprehensive survey of the airline industry.

On the passenger side, demand continues to be driven by global economic growth, the liberalisation of markets and the emergence of new routes and services. The forecast for 2006 to 2010 is slightly lower than last year's forecast for the 2005 to 2009 period (a 5.6% AAGR). This reflects slightly lower economic growth expectations (especially for the US), but also a more cautious approach to capacity growth among airlines, as they pursue profitable and efficient growth, rather than just volume growth.

On the freight side, demand is driven by economic growth, globalisation and trade. The most dynamic freight markets are those associated with economies that are both fast-growing and rapidly integrating into the global economy. The forecast for 2006 to 2010 is also slightly lower than last year's forecast for the 2005 to 2009 period (a 6.3% AAGR), reflecting slightly lower expectations for the impact of global economic growth on air freight demand.

The risks faced by the global airline industry, several of which are beyond its direct control, mean that further volatility cannot be discounted, but the fundamental factors driving growth for both passengers and freight remain reasonably positive. The industry has responded to the shocks of the last five years by improving cost efficiency and by restructuring operations. Further cost efficiencies, rational capacity management and greater operational flexibility (the latter driven by further liberalisation) are necessary to translate the improvements already achieved into a stable and profitable industry over the next five years. >>>

	Average Annual Growth Rate (AAGR) 2006 to 2010	
	Passenger Numbers	Freight Tonnes
<b>TOTAL INTERNATIONAL</b>	<b>4.8%</b>	<b>5.3%</b>
Africa	5.1%	5.0%
Asia Pacific	5.7%	6.0%
Europe	4.4%	4.6%
Latin America/Caribbean	4.6%	4.3%
Middle East	6.9%	5.8%
North America	4.3%	4.5%

## ➤ Meet iiNET Network members: MERCATOR

Mercator is the IT division of the Emirates Group, and is a leading supplier of IT solutions to the global air travel industry. The company also meets and satisfies the full range of the demanding IT needs of the main constituent parts of the Emirates Group - the award winning Emirates Airline, and Data, the largest air travel services organization in the Middle East.

Through Mercator's vast experience in serving the IT requirements of these major organizations, it has developed an extensive portfolio of products.

Its range of financial solutions encompasses passenger and cargo revenue accounting, outsourced revenue accounting, and outstation accounting. The industry leading RAPID revenue accounting system is the foundation of this suite of products, and is currently in use by more than 30 customers.

A number of these RAPID customers use iiNET to receive their tickets sales data from BSP agents.

They benefit greatly from this single mode of data transmission. Earlier some files used to be delivered through the mail on a CD or a floppy disk, but now all files can be accessed online in a single place at any time.

Furthermore, the data transfer process can be completely automated by using the FTP link which iiNET has established. As a result, airlines enjoy major productivity benefits in sales processing as the complete downloading process is seamless without the need for any manual intervention.

All RAPID users benefit by closing their books in record time at the end of each financial period, boosting cash flow and protecting hard-earned profits. Efficiency and productivity is boosted, accounting costs are slashed and competitive edge is sharpened.

Customers include major world airlines such as: Air Malawi, Air New Zealand, Air Niugini, Air Pacific, Air Tahiti Nui, Air Zimbabwe, Avianca, British Airways, Emirates, Jet Airways, Kenya Airways, Malaysia Airlines, MEA, Olympic Airways, Qantas, Royal Air Maroc, Royal Brunei Airlines, Singapore Airlines, South African Airways, SriLankan, Syrian Arab Airlines, TACA, Tarom, Valuair, Varig, Virgin Nigeria and Yemenia.

Other Mercator product areas include: Air Cargo and Logistics solutions; Passenger and Airport solutions; Airline Process outsourcing; Airline Business consultancy >>>

## ➤ Automate your iiNET Account and Save!

Automation is now made easier with the help of iiNET File Renaming Service available free of charge for BSP HOT and ARC CAT file types. Contact our Customer Care Team for more information on this service and how it could help with your iiNET automation project. >>>

## ➤ SPREAD THE WORD AND WIN Contest

### Meet the Winner!

It is our great pleasure to announce our WINNER in the iiNET Spread the Word and Win contest launched in August 2006. We were truly excited to present Almaz Tsegaye from Ethiopian Airlines with a 6.0 Mega Pixels Sony Digital Camera DSC - T9 >>>

**We sincerely congratulate Mrs. Tsegaye on the win!**

