

Heiko Holtmann, Fraport AG

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# Electronic Invoicing

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**What do we do at Fraport?**

**Why e-Invoicing with IATA InvoiceWorks?**

**What will the future invoicing process be?**

**What have we experienced and what are our expectations going forward?**



**What do we do at Fraport?**

Why e-Invoicing with IATA InvoiceWorks?

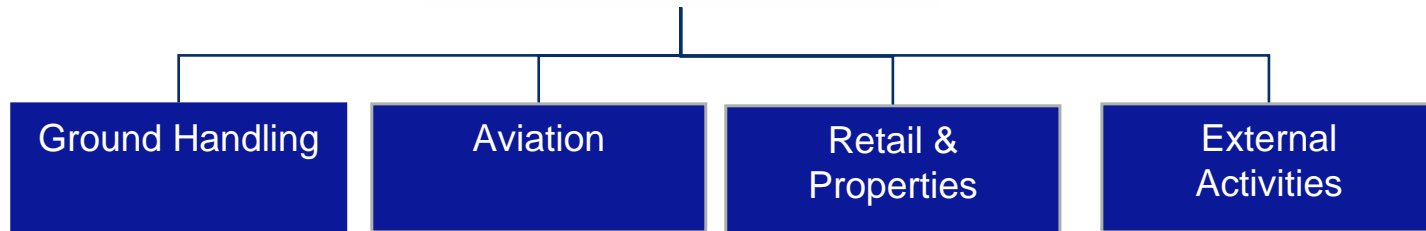
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# Fraport at a Glance (2005)



## Segments



- 16,390 employees (25,781 Group employees)
- 52.2 million passengers
- 1,963 million tonnes air-freight
- 490 thousand aircraft movements
- 2,142 €million Revenue



What do we do at Fraport?

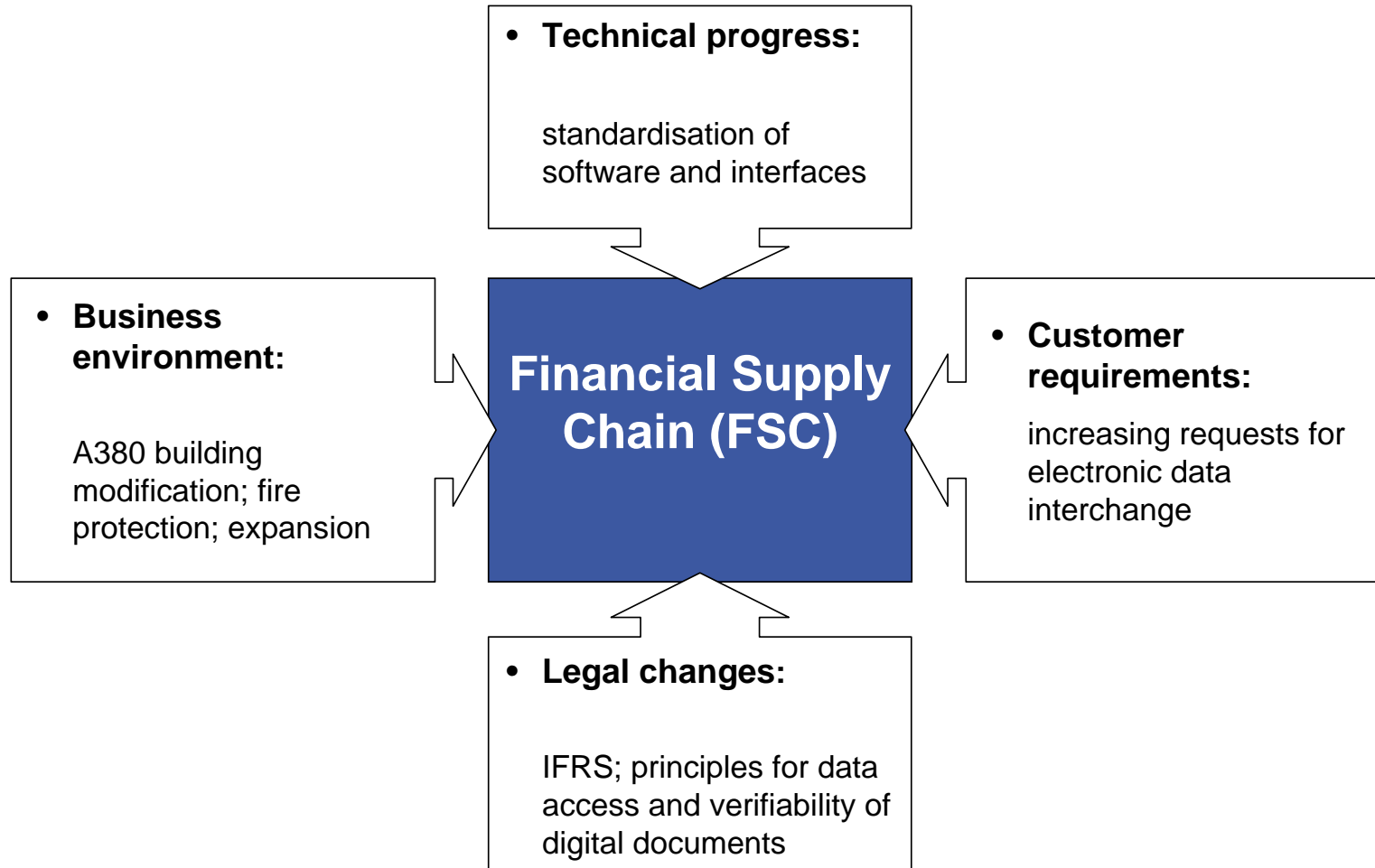
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## Requirements for changing the Financial Supply Chain (FSC)



# Why e-invoicing with IATA InvoiceWorks (II)

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## Objectives of e-invoicing in general

- Reduction in time and cost (printing, mailing)
- Reduction of DSO (Days Sales Outstanding)
- Optimization of cash-flow
- Speed-up processing of complaints

## Reasons for IATA InvoiceWorks

- Worldwide solution for the aviation sector
- Web-based service, no additional hard-/software is necessary
- About 75% of Fraport customers (airlines) know IATA IW or already use it
- IATA IW is easy to use



What do we do at Fraport?

Why e-Invoicing with IATA InvoiceWorks?

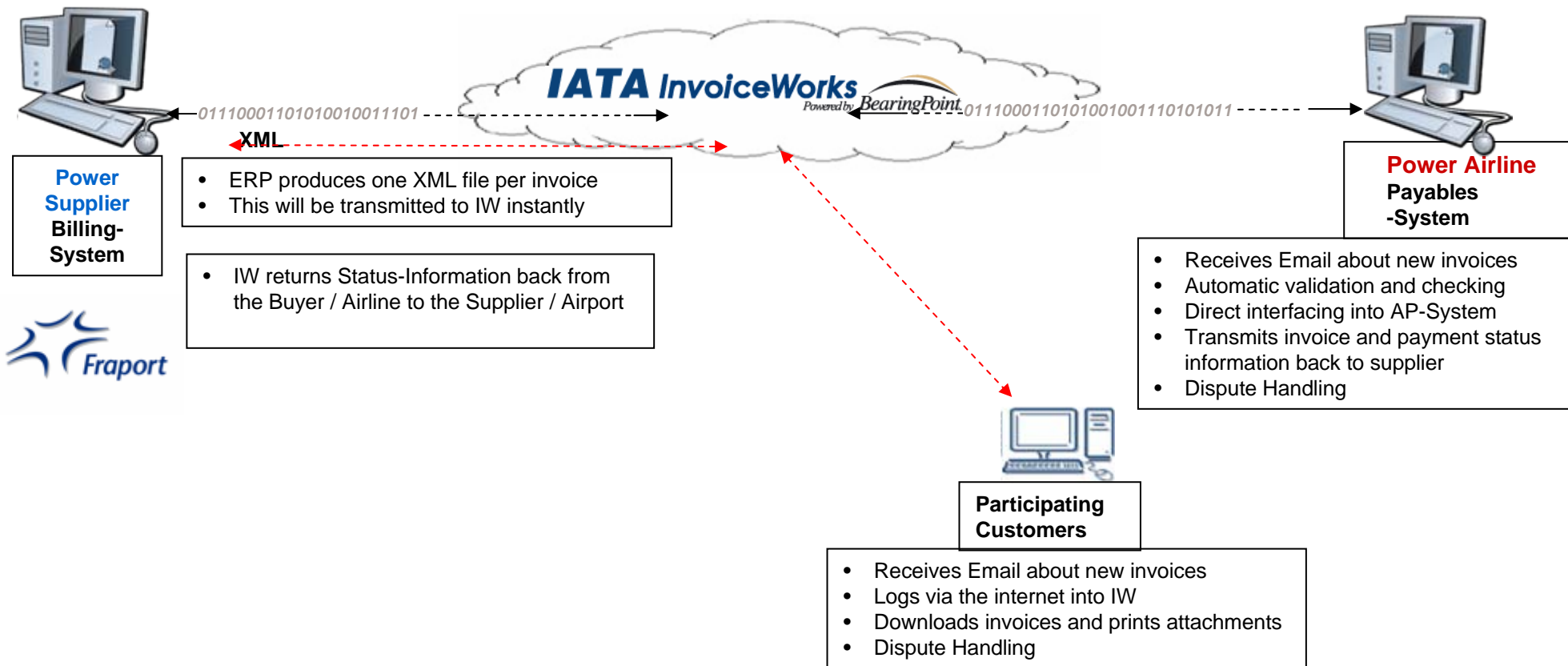
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# The future invoicing process:



## Process of electronic invoicing amongst aviation participants with IATA InvoiceWorks





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Why e-Invoicing with IATA InvoiceWorks?

What will the future invoicing process be?

**What have we experienced and what are our expectations going forward?**

# Experience & Expectations

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- **Implementation of IATA IW can be done within 3 months**
- **Excellent co-operation between the IATA and BAA to develop and introduce a common XML-standard for invoicing aviation fees**
- **Go live at Fraport is scheduled for October 28<sup>th</sup>, 2006**
- **At Fraport we are going to start invoicing aviation fees only**
- **In the long run all products and services will be invoiced electronically**

## We expect

- **An increasing number of electronic invoices in Germany every year**
- **A common European standard for the digital signature of invoices**
- **That within the next 2 or 3 years all our customers will participate in electronic invoicing**

# Thank You



For additional information or questions, please contact:

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