Host Airline, Gala Dinner & Carbon Offset

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**AIRBUS** 





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Bronze Sponsor









Bronze Sponsor

Bronze Sponsor

Support Airline

Support Organization









Organization

Organization

Media Partner











# Welcome & Housekeeping Items



## **Jacqueline Mandel**

Senior Client Partner, Leader of the Human Resources Center of Expertise, South America





## Bienvenidos a Chile



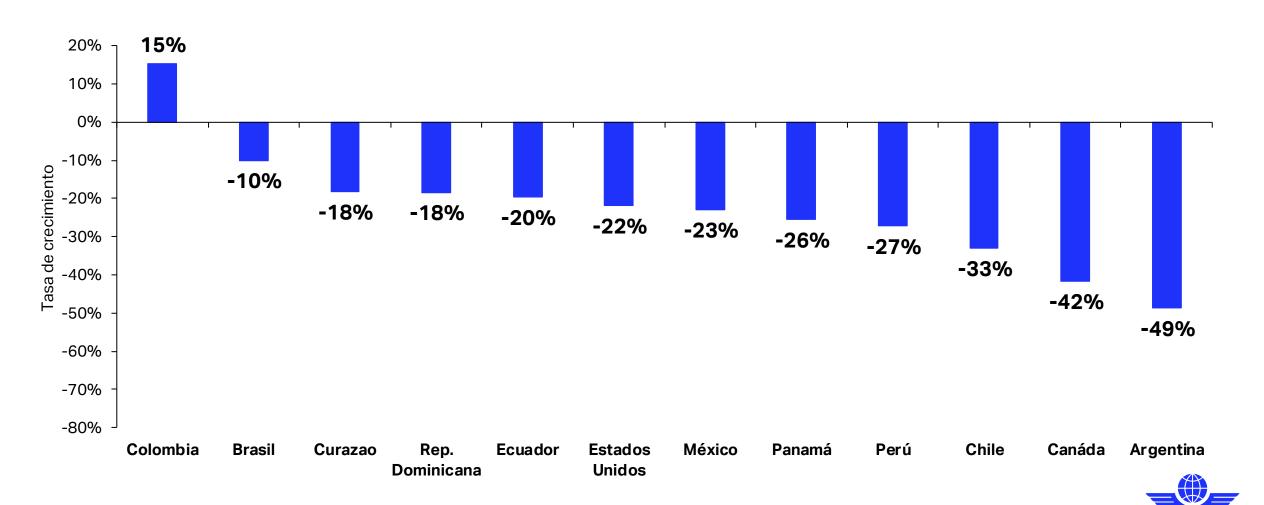
Peter Cerdá Regional Vice President, The Americas





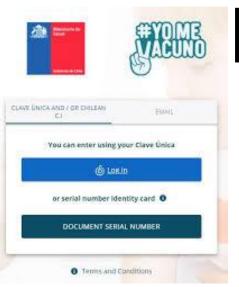


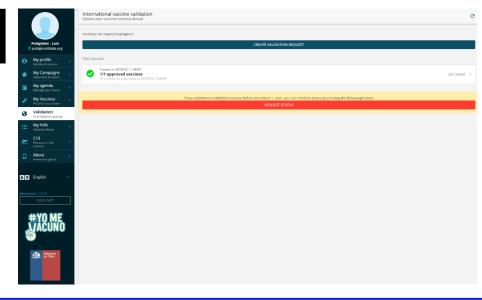
#### Evolución de las reservas en marzo 2022 vs. 2019





#### El protocolo Chileno impacta negativamente la recuperación









RE: INTERNATIONAL LIP TRANSPORT ABSOLUTION LATA, POLICIES NO.

950. RESIDENT EMERGENCY OFF COUNTRY MEDICAL AND EVALUATION
BIT A 1259MA GROUP BURNESS TRAVEL ACCIOENT AND ACCIDENTAL DEATH AND
DEMMERSHORM. PERSON
TO TRAVEL ACCIDENT AND ACCIDENTAL DEATH AND
TORNING THE COUNTRY AND ACCIDENTAL DEATH AND
THE MERCHAN PERSON

Densitis are periodic up to the maximum amounts shown above if the Insured Person suffers an Emergency Solvens or Reply within the counted of a overed lay. Overeign is provided for the Insured to the Company Solvens or Reply within the Counted of the Replace of the Replace of the Replace and any Insured online Emergency Solvens. All charges created must be Medically Nocessey. All charges and any Insured assistance service such as Emergency Evacuation or Reputations Intends to openion must be authorized in advance by the Solvention services provide. Timed Count of the Service 137-107 for from coversions.

Policy BTA 9126960A:

- Accidental Death and Diamemberment. Maximum coverage is a lump sum amount of USD 318,000.

- Regethiation benefit Included, maximum USD 15,000

The Policies have been renewed by LA.T.A. for the period of January 1, 2022, to January 1, 2023. Policies are issued by AIG Insurance Company of Canada, 2000 McGill College Avenue, Suite 920, Montreal, Quebec (Canada) H3A 3H3

Trust the enclosed is satisfactory and please do not hesitate to contact us should you have any



6









# Necesitamos el apoyo del Gobierno de Chile

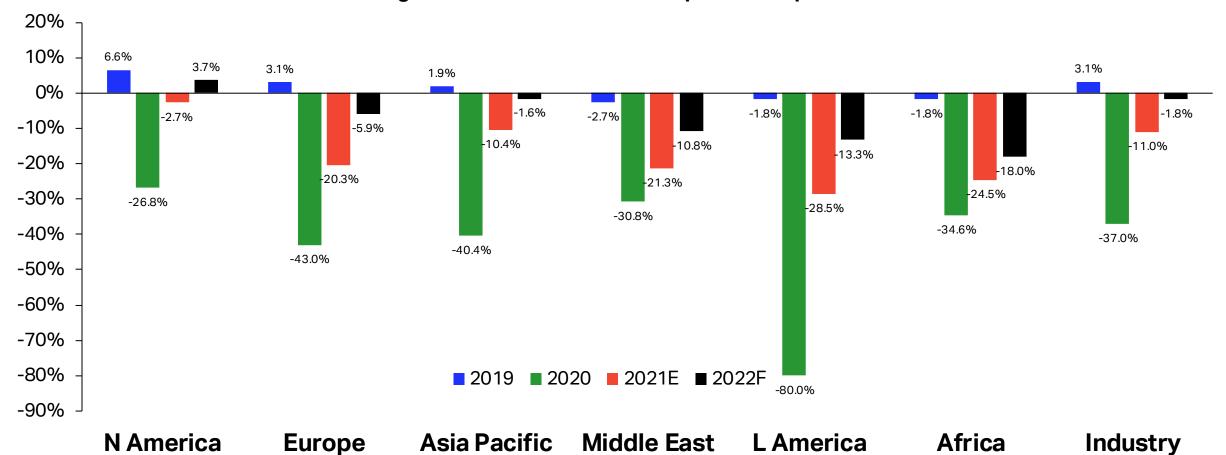
- Simplificar los requerimientos de entrada relacionados al COVID.
  - Los viajeros con todas sus vacunas no deberian tener barreras adicionales.
- Usar testeo solo para viajeros no vacunados.





# Las pérdidas varían según las regiones

Márgenes de beneficio neto después de impuestos





La región tiene un enorme potencial

País	Viajes / pp en 2019
España	4.45
Canadá	2.63
<b>Estados Unidos</b>	2.6
República Dominicana	1.34
Costa Rica	1.31
Panamá	1.26
Chile	1.23
Colombia	0.78
Perú	0.68
Argentina	0.61
Brasil	0.48
Ecuador	0.44





#### Restaurar la conectividad

domésticas

#### **Marzo 2019**

# 2075 Rutas internacionales Pérdida de 391 rutas internacionales Pérdida de 102 rutas Pérdida de 102 rutas

**Marzo 2022** 

Pérdida de 493 rutas

domésticas



domésticas





# Competitividad de costes

Varios gobiernos y otros socios en la cadena de valor, ya han aumentado o están considerando un aumento de las tasas, tarifas e impuestos.



#### La discriminación de las tasas de tráfico aéreo

#### **Domestic vs. International**

#### **Overflight Fees**

Based on A320-200

#### **Overflight Fees**

Country	DOM	INT'L
Argentina	\$19	\$943
Brazil	\$157	\$727
Chile	\$39	\$114
Colombia	\$85	\$404
Ecuador	\$139	\$324
Paraguay	\$21	\$400
Peru	\$188	\$300



#### **Domestic vs. International**

#### **Landing Fees**

Based on A320-200

Landing 1 000			
Country	DOM	INT'L	
Argentina	\$1	\$526	
Bolivia	\$105	\$479	
Brazil	\$133	\$353	
Chile	\$170	\$305	
Colombia	\$166	\$586	
Ecuador	\$300	\$1,263	
Paraguay	\$58	\$184	
Peru	\$218	\$538	
Mexico	\$63	\$163	
Venezuela	\$355	\$443	

Landing Fees









# Optimización de 12 rutas entre América Latina y el Caribe, Estados Unidos y Europa

### Ejemplo de los ahorras ATL – LIM - ATL

Savings	90-Day	One Year
Flight minutes	515	2,089
Fuel (lb)	145,425	589,779
CO2 (kg)	208,445	845,360
Ops cost (\$)	94,693	384, 033











#### Medio ambiente y sostenibilidad

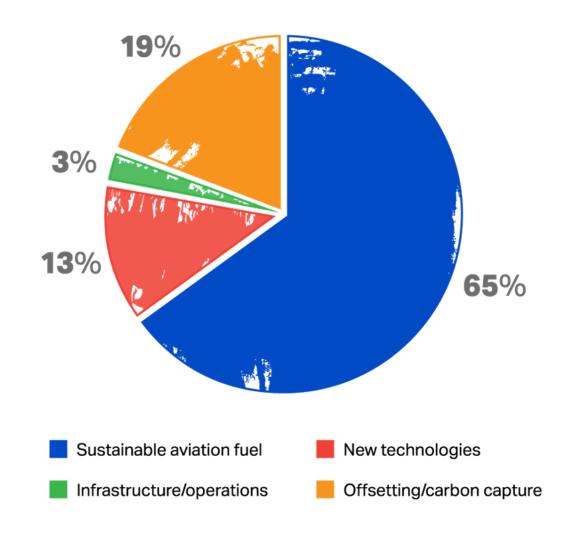
# Net Cero 2050 es alcanzable a través de:

#### Combinación de medidas:

 Combustible de aviación sostenible, nuevas tecnologías, mejoras operacionales y de infraestructura, y compensación/captura de carbono.

#### Esfuerzo colectivo

 de toda la industria conjuntamente con los gobiernos, los productores de petróleo e inversionistas.



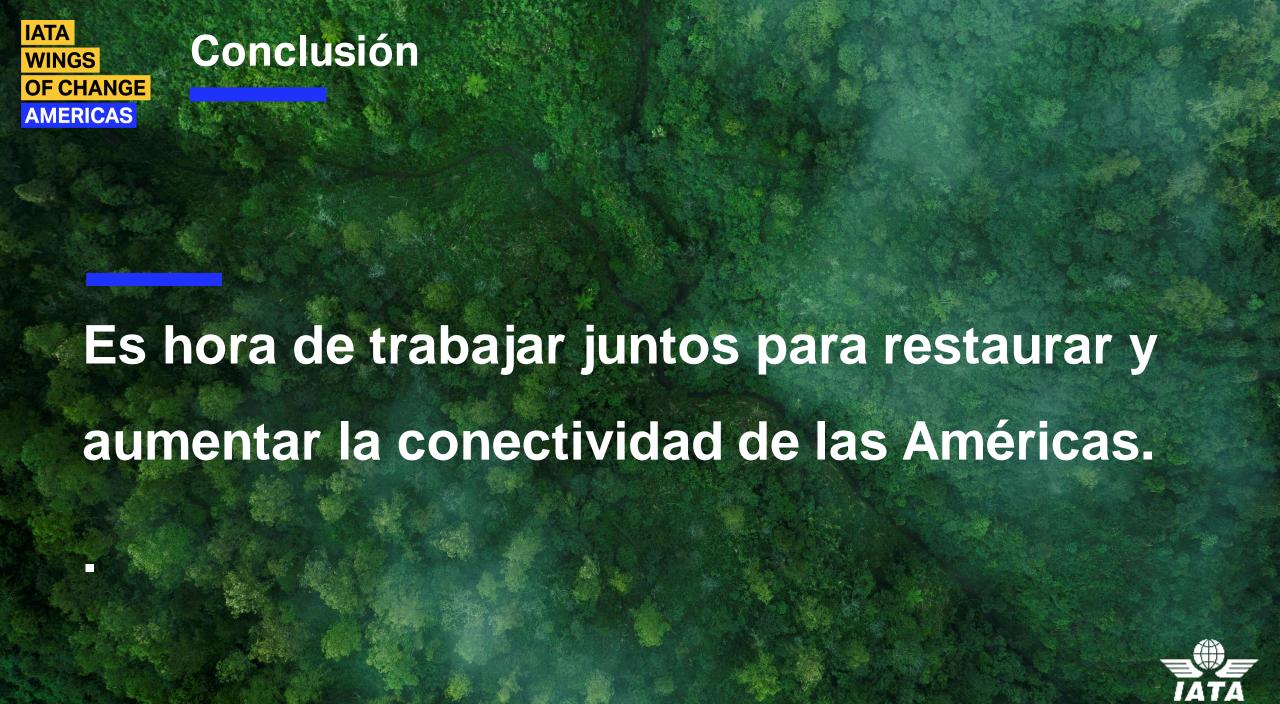




#### Marco normativo

Las tendencias más recientes relacionadas con el entorno normativo en toda la región son motivo de preocupación.







# **Gracias**



Peter Cerdá Vicepresidente Regional, Las Américas





## Bienvenidos a Chile



## Juan Carlos Muñoz Abogabir

Ministro de Transportes y Telecomunicaciones de Chile





# Uniting Aviation - Vision for ICAO



Fabio Rabbani

Director Regional de la Oficina Sudamericana





# The CEO Perspective: Air Transport in the Americas - How to Build a Sustainable Future Together?



Nicolás Paut - Economics Editor and Presenter, CNN

Pablo Ceriani - President, Aerolineas Argentinas

Adrian Neuhauser - CEO, Avianca

Roberto Alvo - CEO, LATAM Airlines Group



# **Networking Coffee Break**





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Support Airline

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Organization

Media Partner











# Latin America's Energy Transition to Achieve Net Zero



**Sebastian Mikosz -** Senior Vice President Environment and Sustainability, IATA

Maisa Rojas - Minister, Ministry of Environment, Chile

**Stephanie Zhu** - General Manager - Sustainability, Delta Air Lines

Erasmo Carlos Battistella, CEO - ECB Group

**Alex Philpott -** Head of International and Carbon Pricing, Aviation Decarbonisation Division, Department of Transport United Kingdom

# GLOBAL ENERGY TRANSITION

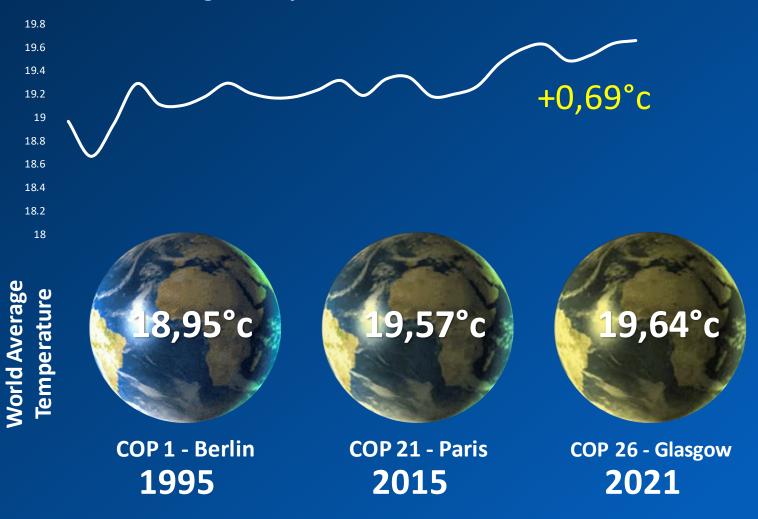
AVIATION





# How are we acting?

**Global Warming last 26 years** 





#### **Brazilian Practical Actions**

**First Generation of Biofuel Production** 

Past 26 years

Past 13 years

497bi Liters Ethanol 40bi Liters Biodiesel 537bi Liters Biofuels

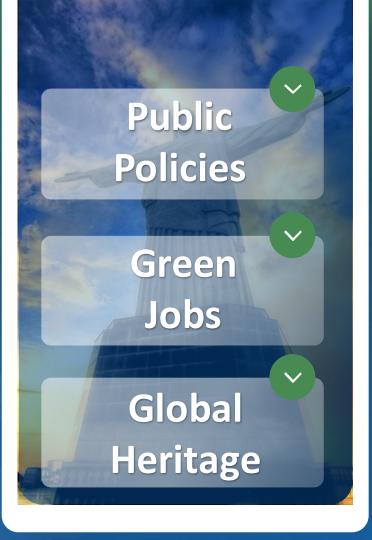
CO<sub>2</sub>

98,8 mi

Tons of CO2 Avoided



423K hectares of forest







# A BSBIOS is one of the world's pioneers in this market.

#### **Our Purpose**

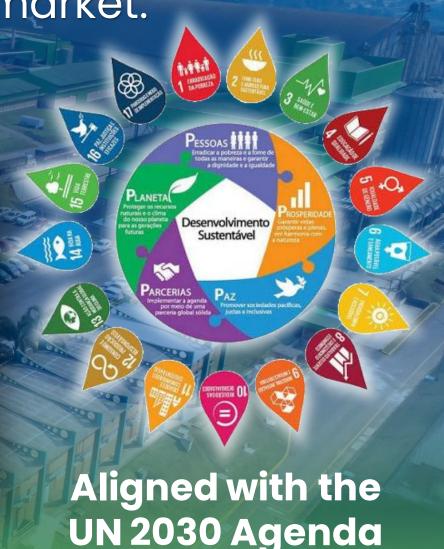
To participate in the Sustainable development of the planet through agribusiness and renewable energy.

#### **Our Vision**

To be among the three largest **biofuel** producers in the world by 2030.

#### **Commitment**

**Be Carbon Neutral by** 2030





## In the last 10 years

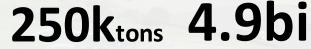








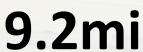




UCO, Animal Fat,

Waste

Liters of Biodiesel produced



Tons of CO2 Avoided







+500

Green Jobs + 1.900 Indirects Jobs



1Bi Liters of Biodiesel em 2022

US\$ 1.5bi Revenues 2021



10.1k **Supplier Families**  In 2019 BSBIOS was responsible for

22,8%

of the GDP Passo Fundo 206 k inhabitants

In 2019 BSBIOS was responsible for

38,3% of the GDP Marialva

36 k inhabitants

#### Certificates













#### Certifying





#### **Our ESG Report**





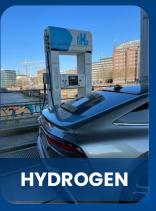




# POSSIBILITIES

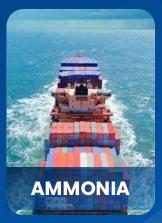
POSSIBLE =











CHALLENGES :











Biofuels are the immediate solution

# **2nd Wave Biofuels**



Biofuels are
Hydrogen & Solar
Energy Liquids!

Biofuel help eradicate hunger in the world



















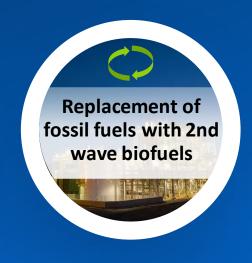
#### **Immediate solution**

#### **Our Green Work**

















## H2 REALITY!





Biofuels are the immediate solution.



## Omega Green

#### **Largest Advanced Biofuels Project in Latin America**



20k Barrels/day

1,0bi **Etimated Capex**  Vegetables Oils Pongamia, Carinata. Macaw, Soya..

Animal Fat Beff. Poultry. Fish, Pigs,...

UCO Used Cooking Oil

12.3mi



+20k Small farmer







Tons of CO<sub>2</sub> Avoided form 2025 to 2030

Equivalent

108mi

Trees



Naphtha

Omega Green

families benefited

+2.4kDirect and indirect employment



**Supplier Program** 

**2SC BSBIOS** SUSTAINABLE SUPPLIER CREDIT

2025 Star of commercial operations





















#### IT'S NOW OR NEVER

#### HVO

SOLUTION FOR LARGE CENTERS

#### SAF

GLOBAL SOLUTION FOR AVIATION

BIODIESEL A REALITY

INVESTMENTS
WHO PAYS THE
BILL?

GLOBAL COMPACT
PUBLIC
COMMITMENT





#### **HYDROGEN**

OPPORTUNITY, MAJOR INVESTIMENTS IN INFRASTRUCTURE



PEOPLE FIRST

PRAGMATISM WHY NOT?





## Thank you

"We believe that together we can build a greener and more sustainable world."

#### **Erasmo Carlos Battistella**

erasmo.carlos@bsbios.com

- linkedin.com/in/erasmo-carlos-battistella
- @ecbgroup @bsbios www.bsbios.com www.ecbgroup.com.br

www.biocombustivelavancado.com.br









## ENERGY TRANSITION TO ACHIEVE NET ZERO A UK Perspective

Alex Philpott, Head of International Aviation Decarbonisation, Department for Transport 6-7 April 2022, IATA Wings of Change Americas

The UK's net zero aviation strategy



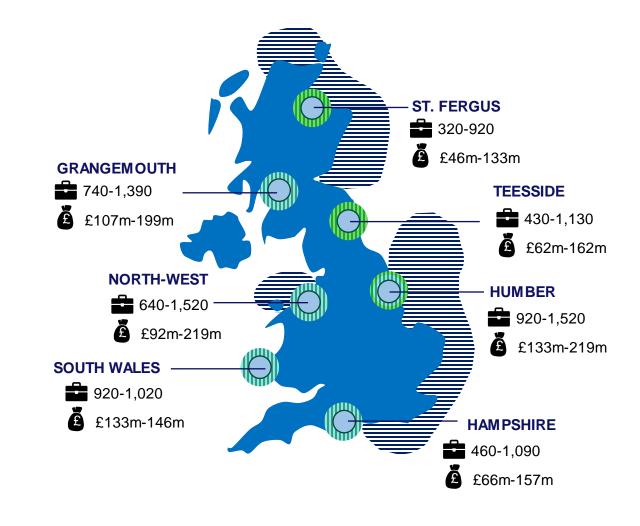


#### **Sustainable Aviation Fuels**

Our ambition is to enable the delivery of 10% SAF in UK's jet fuel mix by 2030.

- Project funding available through low carbon fuel industry competitions
- Consultation on a SAF Mandate on airlines / fuel suppliers
- SAF Clearing House to enable certification of new fuels
- Price support mechanisms under consideration
- International market development





#### **Zero Emission Flight**

Hydrogen and electric propulsion systems offer potential for revolutionary flight with zero tailpipe emissions.



- Long-term investment in aerospace research and development, through Aerospace Technology Institute
- FlyZero project, an in-depth study into the potential for a zero-emission aircraft by 2030
- Support for R&D into airport infrastructure for battery and hydrogen aircraft
- Cross-economy UK hydrogen strategy and battery investment
- Small scale demonstration projects and domestic subsidy routes

#### **Key observations**

- 1. Clear and ambitious goals
- 2. Industry/government collaboration at every stage
- 3. Catalyse existing natural and industrial resources
- 4. Carrots and sticks both necessary
- 5. Pursue co-benefits
- 6. Move together internationally



## Thank you!

alex.philpott@dft.gov.uk

www.gov.uk/government/consultations/achieving-net-zero-aviation-by-2050

www.gov.uk/government/groups/jet-zero-council

www.gov.uk/government/consultations/mandating-the-use-of-sustainable-aviation-fuels-in-the-uk

www.ati.org.uk/flyzero



## The CEO Perspective: The Strategic Importance of Latin America



Nicolás Paut
Economics Editor and Presenter





Javier Sánchez-Prieto
Chairman & CEO





# Breaking the Airline Industry's Glass Ceiling Followed by 25 by 2025 Signing Ceremony

Michael Bell - Senior Client Partner, Aviation & Aerospace, Korn Ferry

**Jacqueline Mandel -** Senior Client Partner, Leader of the Human Resources Center of Expertise, South America, Korn Ferry



Taking the Aviation Industry to New Heights Through Gender Diversity and Inclusion

IATA Wings of Change Conference April 6, 2022 Michael Bell & Jackie Mandel





#### **Our Key Messages Today**

- Relative to other industries, aviation/aerospace has been "behind" relative to closing the gender gap
- BUT, the industry has mobilized fairly quickly and is making excellent strides in the right direction
- Major progress has been made in other parts of the aviation value chain, notably airports and aerospace
- Whereas there has been less progress in the airline sector, there is now good momentum and the trend is very positive
- The Latin America/Caribbean region has actually made very progress, but there is more work to be done
- IATA is playing a key role in supporting, and encouraging the industry, through the 25 by 2025 initiative, the IATA Diversity & Inclusion Awards, and other initiatives
- We at Korn Ferry are playing a major role in advancing D&I across ALL industries and specifically in aviation aerospace – both programmatically – "Soaring through the Glass Ceiling" study and day-today through our recruitment/placement activities
- Today we celebrate the progress that has been made and the commitment made by those airlines in the region who have recently signed up for 25 by 2025



#### Soaring Through the Glass Ceiling – Why The Study?

While women have made great strides in many professional fields and industries, there remains a gap in critical leadership roles in aviation and aerospace:

 Women account for: 5.1% airline pilots; 26% of air traffic controllers; 18% of flight dispatchers; 9% of aerospace engineers; and only 3% of CEOs



#### Soaring Through the Glass Ceiling – What?



A multi-sector, multi-faceted global study of the key enablers and inhibitors of the advancement of women into leadership roles in the global aviation and aerospace industry, with a focus on identifying specific, actionable best practices



#### Soaring Through the Glass Ceiling – Who (The Partners)

Seven partner organizations representing the key sectors within the industry and bringing complementary global knowledge









Aerospace Industries Association (AIA) Airlines for America (A4A)

Airports Council International (ACI)

Civil Air Navigation Services
Organization (CANSO)







International Air Transport
Association (IATA)

International Aviation Womens
Association (IAWA)

Korn Ferry – Civil Aviation Practice (NYSE:KFY)



#### Soaring Through the Glass Ceiling – How?

- Global survey of four key stakeholder groups
  - Women
  - Business Leaders
  - Human Resources Leaders
  - Education Leaders
  - Over 9,000 individuals reached out to
    - Over 2,400 responded an encouraging response rate – 27%
      - 1,880 women
      - 250 business leaders
      - 230 human resources leaders
      - 20 educational leaders

- Global interviews of representatives of four key stakeholder groups
  - Over 50 completed to date, plus another 20+ to be done
    - VERY high level of engagement
- Case studies of best practice organizations and leaders
- Insights from Korn Ferry on diversity and inclusion





#### **Key Inhibitors**

- Lack of opportunity for advancement or upward mobility
- Lack of female executives or board directors
- Unclear understanding of potential career paths
- Male-dominated industry
- Navigating the double bind be warm/ be tough

49% of female survey respondents cite lack of opportunity for advancement as a critical inhibitor

Only 60% of female survey respondents feel that their voice is heard

Only 34% of female survey respondents feel that they are treated similarly to men

#### **Key Enablers**

- Representation of women in leadership and women serving as role models
- Clear and unequivocal communication that gender diversity is a strategic priority on the part of business leaders



"I have made sure that our leadership team is diverse. Although only 18% of the Air Traffic Organization is gender diverse, three of my eight Vice Presidents are now women. That has set the example going forward." *Teri Bristol, Chief Operating Officer, Air Traffic Organization, Federal Aviation Administration* 



"It goes back to our brand, which we define along three dimensions – people, performance, and place, with people being first. It is a priority of ours to actively identify opportunities for people, at all stages of their careers, to move into roles where they can demonstrate their full potential. One result is that, at the end of 2018, a number of our corporate office leaders and half of our portfolio CEOs are women." *George Casey, President & CEO, Vantage Airport Group* 



#### Diversity is a Driver of Economic Value in Aviation/Aerospace

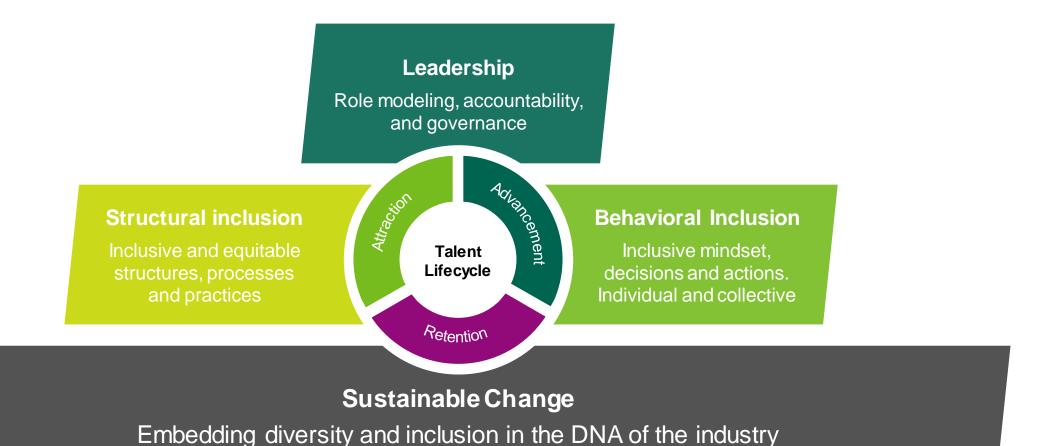
#### American Airlines



"Organizations are undoubtedly much better off if they are diverse. That is certainly the path we are taking at American Airlines. Having women like Elise Eberwein and Maya Liebman on our top leadership team has been huge for us and for me, personally. We are orders of magnitudes better as a team because their perspectives are different. In fact, with Elise and Maya on our team, they mentor me more than I mentor them!" Doug Parker, Chief Executive Officer, American Airlines

"It's not just the right thing to do; it's the smart thing to do. We would not be where we are as an airline without our focus on our people and on diversity." Ed Bastian, Chief Executive Officer, Delta Air Lines

## **Korn Ferry Gender Diversity and Inclusion Strategy Implementation Framework**





#### Sustainable Diversity – A Shared Responsibility

**Industry Associations** 

**Business Leaders** 

Organizations & HR Leaders

#### Sustainable Change

Embedding diversity and inclusion in the DNA of aviation and aerospace the industry

Women

Men

Mentors Sponsors & Advocates

## Substantial Penetration of Women into the U.S. Airport CEO Suite

- Female Leaders Among the Top 20 U.S. Airports 30%
- Female Leaders Among the Top 50 U.S. Airports 35%





#### Women Have Ascended into Top Airport Leadership Roles across North America



**Tamara Vrooman**Vancouver



**Deborah Ale Flint**Toronto



Jamie Rhee Chicago



**Kim Day** Ex-Denver



Rosemary Vassiliadis Las Vegas



**Gina Marie Lindsey** Ex-Los Angeles



Rosie Andolino Ex-Chicago



**Christina Cassotis**Pittsburgh

## Female CEOs are Prominent at Top U.S. Aerospace Companies



Phebe Novakovic
Chair & CEO
General Dynamics



Marillyn Hewson
Chair & CEO
Lockheed Martin



Sondra Barbour EVP Lockheed Martin



Dawne Hickton
EVP & COO, Critical
Mission Solutions, Jacobs



Eileen Drake CEO Aerojet Rocketdyne



Marion Blakey Ex-CEO Rolls-Royce N.A.



Leanne Caret
President & CEO
Boeing, Defense, Space
& Security



**Kathy Warden**Chief Executive Officer,
Northrop Grumman

## Several Women Have Served in C-Suite Roles in Latin American & Caribbean Airlines



**Claudia Sender** Ex-President, TAM Brasil



Rosario Altgelt
Ex-CEO LATAM
Argentina



Isela Costantini Ex-CEO, Aerolineas Argentina



Carolina Breton Ex-CEO, Wingo



**Silvia Mosquera** Ex-Vice President, Commercial, Avianca



**Sonia Jerez** Ex-Chief Financial Officer, Volaris



Julie Reifer-Jones Ex-CEO, LIAT



Rachel Kolf-Deira Ex-CFO, Surinam Airways

#### And Many Others Currently Playing Key Aviation Aviation Leadership Roles in the Region



Nirmala Ramai
(Acting) Chief Operations
Officer, Caribbean
Airlines



**Monica Fristovic** CEO, LAN Ecuador



Nalini Lalla General Counsel, Caribbean Airlines



Monika Infante CEO, Aeropuertos Dominicanos Siglo XXI, S.A. (AERODOM)



Ximena Andreas Rojas Olmedo Human Resources Director, jetSMART



Victoria Huertas SVP, Airlines, Latin America & Caribbean, Amadeus



**Ángela María Orozco** Minister of Transport, Colombia



Alina Nassar
Ex-President, IAWA;
Partner, Nassar
Abogadoes
Centroamerica



# IATA Diversity & Inclusion Awards 2022

- Inspirational Role Model
- High Flyer
- Diversity Team





### IATA's 25 by 2025 Program

# Objective: 50% of IATA member airlines in 25by2025

## % of IATA member airlines in 25b2025

Region	Total	Joined	%
AME	57	12	21%
Americas	45	24	53%
ASPAC	45	13	29%
NASIA	40	5	13%
Europe	102	45	44%
Non Members		5	
Total	289	104	36%





#### 25by2025 signatories















































































































































































































Thank you





#### **Networking Luncheon**







# From SAF to Carbon-Offsetting: How to Achieve Net-Zero Carbon Emissions by 2050?



Haldane Dodd - Executive Director, ATAG

Jorge Rosillo, CEO, Aeropuerto Ecológico Galápagos

**Arturo Barreira -** President Latin America and Caribbean, Airbus

**Carolina Betancourt - Marketing and Sales Manager,**BioD S.A

Landon Loomis – Vice President Latin America, Caribbean & Global Policy Managing Director, Boeing

Juan José Tohá, Director of Corporate Affairs and Sustainability, LATAM Airlines Group

#### Airbus ambitions



Pioneering Sustainable Aerospace

Offer 100% SAF capability on our commercial aircraft **before** 

2030

Be the 1<sup>st</sup> major manufacturer to offer a climate neutral commercial aircraft by

2035

Reach aviation net-zero emission target by

2050

**AIRBUS** 

### Airbus leading decarbonisation



**AIRBUS** 

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#### Primary environmental issues for airports





Environmental management and sustainability initiatives



Wildlife Trafficking



Airport Carbon Accreditation – ACA



Noise management



Bird Hazard Management



Water management

#### **EMISSION SCOPES**





Lighting

Design: inextremis be - Wastrations: stock adobe com-



#### **STRUCTURE**





#### Level 4+

Offsetting of residual Scope 1 & 2 emissions

#### Level 4

Extended carbon footprint, absolute emissions reductions in line with the Paris Agreement, enhanced 3rd party engagement







Level 2

target, carbon

Emissions reduction

management plan &

annual reductions

#### Level 3+ Offsetting of residual Scope 1 & 2 emissions

#### Level 3

Engagement of 3rd parties & measurement of their emissions

- Absolute long-term emissions reduction targets, aligned with Paris Agreement (IPCC scenarios), with possible inclusion of Scope 3 emissions
- Emissions trajectory with interim milestones
- Extended carbon footprint (e.g., full flight emissions)
- Strengthened stakeholder engagement
- All Level 4 requirements
- Offsetting of residual emissions



airport

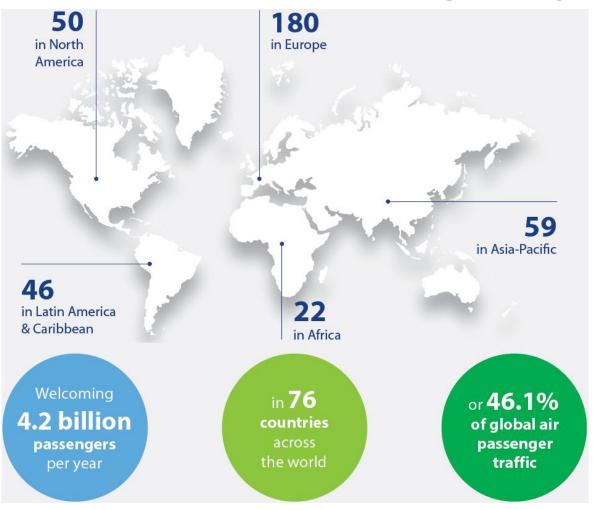
carbon accredited

Level 1 Carbon footprint & policy

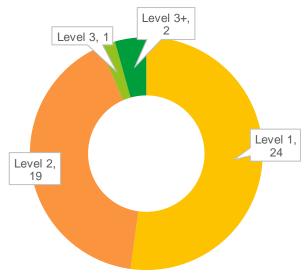




#### 357 accredited airports globally



#### Accredited LAC airports per level









## **THANK YOU**

<u>www.airportcarbonaccreditation.org</u> <u>www.airportco2.org</u>

#### AIRPORT CARBON ACREDITATION – ACA PROGRAM



#### **OVERVIEW**

- Launched in 2009 by ACI EUROPE.
- Only global carbon management standard for airports.
- Developed by airports for airports: it is the only global standard for managing CO2 emissions.
- Recognized by ICAO, European Commission, FAA and UNFCCC.
- 4 accreditation levels.
- Proven reductions from level 2Annual renewals.
- Independent Administrator WSP.
- Technical task force of airport environmental managers.
- Independent expert advisory board.















## **Networking Coffee Break**





## **Lufthansa Systems**



Aviation Regulation: How to Ensure Adherence to Global Best Practices to Make the Americas More Competitive



Ricardo Bernardi

**Partner** 

Bernardi & Schnapp

### **Aviation Regulation:**

Bernardi & Schnapp

ADVOGADO



#### Two Sorts of Problems to be Resolved:

- Regulations Inconsistent with ICAO Consumer Protection Principles

- How Courts Interpret Regulations



# The Problem Countries in the Region

ADVOGADOS

#### **Dominican Republic**

Project of law: Increase compensation requirements for flights delays and cancelations, that include a refund for a percentage of the ticket price that would depend on the number of delay hours involved as well as Baggage damages and delays compensation requirements that exceed Montreal Convention limits.

#### Peru

Project of Law: To establish automatic compensation requirements for passengers in the case of flight delays and cancellations, conflicting with MC99

#### **Ecuador**

Project of law: To establish preferential pricing for a specific age group - the bill establishes a 25% reduction for air transport fares for all passengers from 18 to 29 years of age

#### Colombia

Project of law: To require airlines to establish insurance policies to guarantee that passengers will receive the services acquired or a refund in the case of an airline's insolvency (applicable to all tickets).

#### **Argentina**

Project of law – to impose fare bands establishing price ceilings and floors applicable to all domestic flights in the country and Court´s interpretation – not enforcing the MC 99.

# The Problem Brazil: Court's interpretations

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Refusal to apply the 1999 Montreal Convention – even after the decision from the Supreme Court – Tema 210.

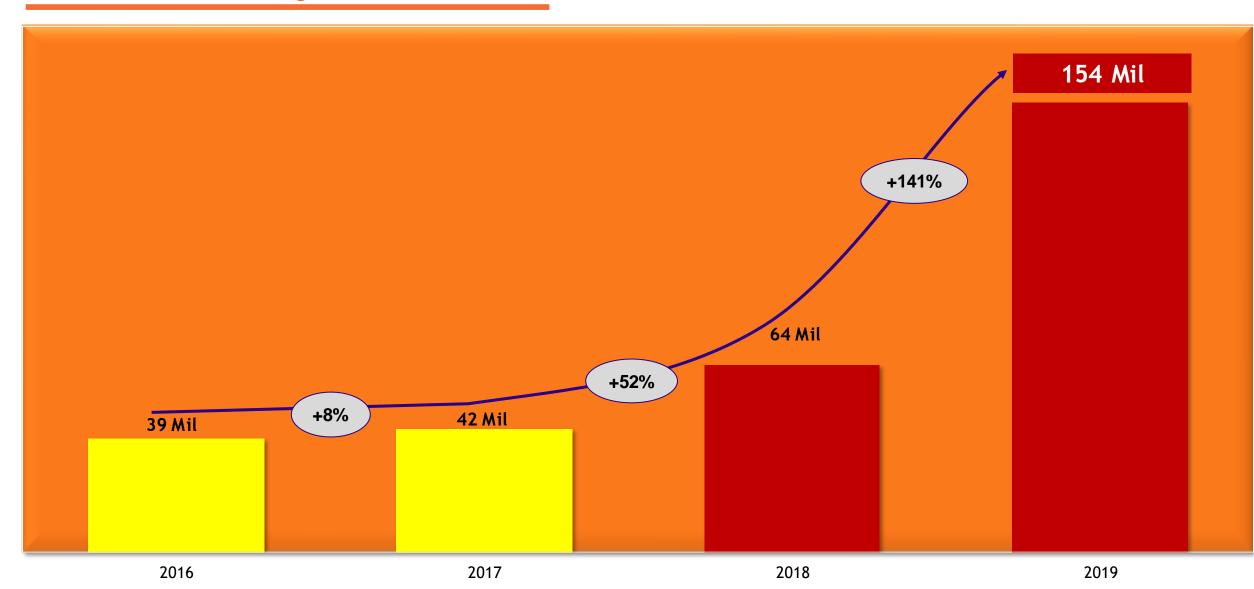
Presumed moral damage ("in re ipsa") and with punitive or pedagogical effect – in events of flight delays or cancellations, even if caused by force majeure / aviation safety, in addition to problems with baggage.

Result: Unprecedent Growth of judicialization.



## Increase on Volume of Litigation in Brazil

**Statistics - Domestic Air Carriage** 



### Comparison Brazil vs. USA

Overview - United States

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2017



4.021.779

Flights





**397.754.000**Passengers

**353** Lawsuits



1 Lawsuit
For every 1.126.780 Passengers

2018



4.180.050

Flights



413,407,000

Passengers



**368**Lawsuits



1 Lawsuit
For every 1.123.388 Passengers

2019







**4.338.321** Flights

**429.060.000**Passengers

342 Lawsuits



1 Lawsuit
For every 1.254.561 Passengers

### Comparison Brazil vs. USA

Overview - Brazil

7.797

Lawsuits

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2017

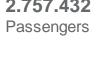


7.263

Flights









1 Lawsuit For every 353 Passengers

2018



7.300 Flights



2.800.698 Passengers



1 Lawsuit For every 309 Passengers

2019







9.044

Lawsuits



2.549.978 Passengers



11.225 Lawsuits



1 Lawsuit For every 227 Passengers

## Comparison Brazil vs. USA

**Statistics Summary** 

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Brasil	2017	2018	2019
Number of flights	7.263	7.300	5.913
Passengers transported	2.757.432	2.800.698	2.549.978
Number of lawsuits filed	7.797	9.044	11.225
% of lawsuits filed per flight operated	1 lawsuit for each 1,07 flights	1 lawsuit for each 1,2 flights	1 lawsuit for each 1,8 flights
% of lawsuits filed per passenger transported	1 lawsuit for each 353 passengers	1 lawsuit for each 309 passengers	1 lawsuit for each 227 passengers
Estados Unidos	2017	2018	2019
Number of flights	4.021.779	4.180.050	4.338.321*
Passengers transported	397.754.000	413.407.000	429.060.000*
Number of lawsuits filed	353	368	342*
% of lawsuits filed per flight operated	1 lawsuit for each 11.393 flights	1 lawsuits for each 11.358 flights	1 lawsuit for each 12.685 flights
% of lawsuits filed per passenger transported	1 lawsuit for each 1.126.780 passengers	1 lawsuit for each 1.123.388	1 lawsuit for each 1.254.561 passengers

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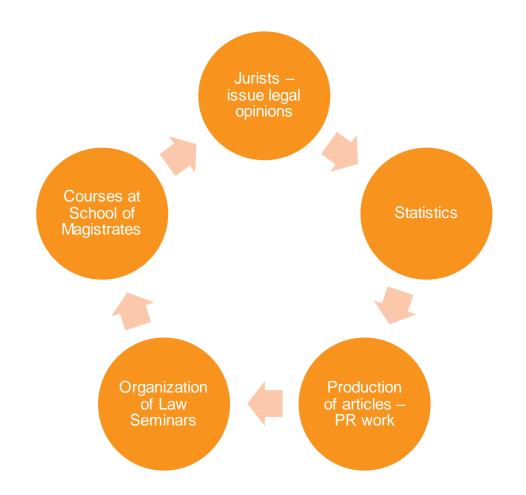
# Liability Project – IATA, ALTA and Airline Associations: Objectives

Expand the effects of the Supreme Court ruling issued when Tema 210 was reviewed based on its own terms – which justify the validity of the Montreal Convention in its entirety.

Avoid awards for moral damages "in re ipsa" and with punitive purpose.



### How to achieve objectives





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#### Effects of the Judicialization



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**Barriers for the entry of new airlines** - new airlines – would allow ticket sales at a lower cost.



**Increase of ticket fare** - as a result of the need of transferring costs to the passenger.



Emergence of opportunist LawTechs (websites)
that foster litigation – Moral damages as a
"judicial commodity"



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#### Joint Efforts – Public and Private Sectors





### Liability Project – Airline Associations Key Result - Law 14.034/20.

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• Indemnification for extra-patrimonial damage (moral damage is included within the concept of extra-patrimonial damage) caused by flaws associated with air carriage services will be subject to evidence of damage and its significance, to be produced by the passenger as well as cargo shipper or consignee. Thus, the law will prohibit compensation for presumed (in re ipsa) moral damage.



### Liability Project – Airline Associations Key Result - Law 14.034/20.

Airlines will not be held liable for flight delays if it presents evidences that, for causes beyond its control, it was impossible to adopt the necessary and sufficient measure to avoid the damage.

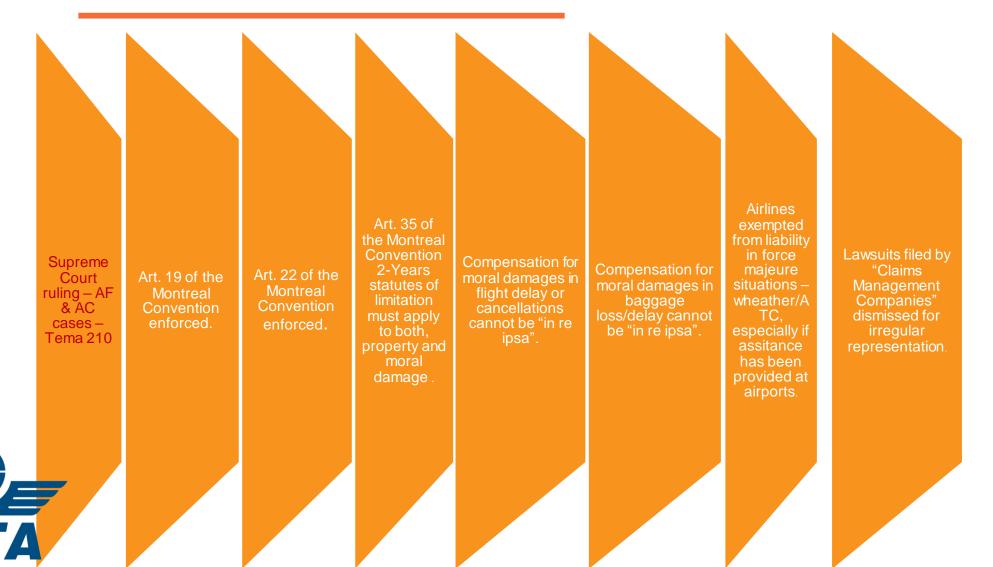
- landing or takeoff restrictions imposed by air traffic control authorities resulting from meteorological adverse conditions;
- landing or takeoff restrictions resulting from lack of airport infrastructure;
- restrictions for flights, landing and takeoffs determined by civil aviation authorities or other governmental authority; and,
- declaration of pandemic status or publication of rulings resulting therefrom, aiming at prohibiting or restricting air carriage services or airport operations.



## Liability Project Important Results - Precedents

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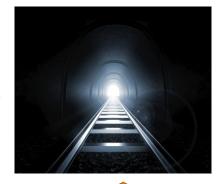
# **Liability Project Next Steps**

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Expand
project –
partneship
with local
Associations:

Seminars – education of judges and regulators in the region



Expand statistic data-value of aviation



Materials
on efficiency of
air carriage –
Flight delays,
cancellations and
baggage

## Bernardi & Schnapp

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#### Thank you

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## Driving Innovation for a Sustainable Future: From eVTOLs to Green Airports



Pilar Wolfsteller - Americas Air Transport Editor

Rafael Echevarne - Director General, ACI LAC

José Ricardo Botelho - Executive Director & CEO, ALTA

Luiz Castanha - Sales Director, SITA

James Dorris - Co-Founder & CEO, Odys Aviation



# Key Takeaways & Closing of Day 1



## **Jacqueline Mandel**

Senior Client Partner, Leader of the Human Resources Center of Expertise, South America







## Welcome Reception

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**Location: Pool Area** 



# **Gala Dinner Sponsored by**



**Location: Bohio Garden next to Pool** 

Host Airline, Gala Dinner & Carbon Offset

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