



IATA MEMBERSHIP

Today IATA represents some 230 Member airlines in over 110 countries. In an industry that safely flies over 2 billion passengers a year, IATA's Members carry 93% of the world's scheduled international air traffic.



Benefits of IATA Membership

Cost Benefits comparing IATA services between Members and Non-Members

	Fee Type	Annual costs (USD) Member	Annual costs (USD) Non-Member
<u>IATA 2 Character Designator Code</u>			
▪ International recognition by the Airline industry community	Assignment fee	3,000 ¹	3,000 ¹
▪ Publication in the IATA Airline Coding Directory and other industry publications	Annual Admin Fee	-	800
	Annual Retainer	-	3,000 ¹
<u>IATA 3 Digit Airline Accounting Code for Passenger ticketing and applications (requires separate application)</u>			
▪ Facilitates identification in Interline Passenger Accounting Procedures	Assignment fee	3,000 ¹	3,000 ¹
	Annual Admin Fee	-	800
▪ Publication in the IATA Airline Coding Directory and other industry publications	Annual Retainer	-	3,000 ¹
<u>IATA 3 Digit Airline prefix for Air Waybills and Applications (requires separate application)</u>			
▪ Facilitates identification in Interline Cargo Accounting Procedures	Assignment Fee	3,000 ¹	3,000 ¹
	Annual Admin Fee	-	800
▪ Published in the IATA Airline Coding Directory and other industry publications	Annual Retainer	-	3,000 ¹
<u>MITA - The IATA Multilateral Interline Traffic Agreement (requires separate application)</u>			
The cornerstone for the airlines interline network allowing airlines to accept each others tickets and air waybills	Assignment Fee	2,500	2,500
	Annual Fees	-	2,500 Min ²

¹Two codes: Accounting Code (Pax tickets) and Airline Prefix (AWBs) requested together, assignment fee USD5,000 and annual retainer fee USD4,000
All three codes: 2-Character Designator, Accounting Code (Pax tickets) and Airline Prefix (AWBs) requested together, assignment fee USD8,000

² Annual Fees based on revenues

Cost Benefits comparing IATA services between Members and Non-Members

	Fee Type	Annual costs (USD) Member	Annual costs (USD) Non-Member
<u>IATA Clearing House (requires separate application)</u>			
<ul style="list-style-type: none"> Fast and efficient settlement of intercompany payables and receivables Reduces interline collection work by consolidating all invoices into one claim and the use of a single claim-submission currency Opens access to an enlarged interline market, fast debt collection, improved receivables, cash management with reduced exposure to loss on exchange Assistance in case of bankruptcy and administration 	Deposit	5,000	5,000
	Annual Fee	-	Throughput up to 1m = 10,000 Throughput between 1m - 10m = 20,000 Throughput in excess of 10m = additional 0.09% of excess
<u>SIS – Simplified Interline Settlement</u>			
<ul style="list-style-type: none"> Electronic invoicing between industry participants using standard structures supported by all airlines Direct link to IATA Clearing House for weekly settlement if required Industry standards enable automated posting and reconciliation of incoming invoices Substantial reduction in industry costs due to elimination of paper, shipping, reconciliation etc 			Prices vary and are dependent on transaction volumes and business types. IATA members may benefit from potential savings of 10-20% over non-member prices. Different ICH fees may also apply for SIS users. For a more detailed analysis please contact sis@iata.org.
<u>BSP – The IATA Billing and Settlement Plan</u>			
<ul style="list-style-type: none"> Use of the 60,000 + IATA Agency network for the distribution of their product Standard reporting and remittance process Cash flow advantages and streamlined administration 	Joining Fee	Based on BSP Participation and Volume Transactions	Based on Participation and Volume Transactions
	Central and Regional Management Fee		
	Data processing Costs	-	50% surcharge
	Non-member fee		500 per BSP

Cost Benefits comparing IATA services between Members and Non-Members

	Fee Type	Annual costs (USD) Member	Annual costs (USD) Non-Member
CASS – <u>The Cargo Accounts Settlement System</u>			
<ul style="list-style-type: none"> Simplifies the reporting & remittance of cargo sales, financial control and cash flow between carriers and cargo intermediaries 	Joining Fee	2,500	3,500
	Operational Costs	Based on CASS participation per country	Based on CASS participation per country
	Annual Fee	-	500
Fuel Efficiency Gap Analysis (FEGA)			
<ul style="list-style-type: none"> Detailed assessment of the airline's fuel management processes and procedures Identify fuel savings in all operational activities of the areas under analysis 	Per Assessment	20,000	75,000
<u>Operational Cost Management Initiative (OCMI)</u>			
<ul style="list-style-type: none"> On-site assessment of the airlines' management processes and procedures for the following areas: Flight Operations, Technical Operations, Ground Operations, Operations Control Centre (OCC) and Operations Planning Identify potential cost savings and efficiency gains in all operational activities of the areas under analysis Pricing can be customized depending on different workscope requirements 	Per Assessment	100,000 ¹ per area	140,000 ¹ per area
Membership Fees and Dues			
Application Fee	One time Fee	15,000	
Entrance Fee	One time Fee		
Active Member		15,000	
Associate Member		12,000	
Annual Dues Fixed Minimum (2011)	Annual Charge	16,667	
Variable Assessment	Annual Charge	Based on number of International RTKM's ² over 5m	
International Airlines Training Fund	Annual Charge	1,500	

¹Prices are indicative only; detailed price quotes are available on request by contacting consulting@iata.org

²Revenue Tonne Kilometres

What other benefits does IATA offer its Members?

International Recognition and Lobbying

- IATA provides a powerful, unified and experienced voice to support and promote its member airlines' operations and aspirations
- Supported by over 80 offices covering 110 countries, IATA actively lobbies governments and other international bodies on key issues affecting aviation such as safety, security, taxation, cost efficiency, liberalisation and environmental responsibility.

Targeting key industry priorities

- Safety remains the industry's number 1 priority and IATA assists its members in continuing to meet Industry standards
- IOSA, which is now mandatory for IATA membership, is a critical component of IATA's safety programme
- IATA is actively working with ICAO to globally harmonise security measures and is working to improve security processes through Simplifying Passenger Travel (SPT)
- Environmental responsibility. IATA is driving the aviation industry towards carbon-neutral growth and ultimately a carbon-free future

Driving industry change

- IATA members have the opportunity to help drive the industry's goals and priorities on key initiatives such as Simplifying the Business, which aims to improve passenger convenience while reducing costs and improving efficiency
- In 2008, the industry reached its goal of 100% e-ticketing and continues to support members in implementing other StB projects

Reducing Costs

- IATA offers a number of financial services at reduced fees to members, to help contain costs, improve cash flow and maximise efficiency
- Through its External Costs Campaign, IATA is helping its members to achieve cost reductions related to ATC charges, fuel and taxation
- In working directly with airlines to implement best practice, IATA's Green Teams typically manage to generate savings of between 2% and 12% on an airline's fuel bill
- Since 2004 IATA has saved airlines over US\$12 billion by shortening routes and improving operations

Communication

- Participation in member conferences, committees and groups offers unprecedented access to a variety of airline and industry partners
- The IATA Annual General Meeting and World Air Transport Summit bring together representatives from leading international airlines
- IATA helps its members gain influence with the travel agent community through the IATA Agency Programme

Training and other IATA Products and Services

- Provides training to member airlines in major fields such as passenger, cargo, safety
- Offers programmes that strengthen the capabilities of aviation industry professionals
- IATA members receive discounts ranging from 15% to 30% on a number of IATA products and services

**WITH THE SUPPORT OF ITS MEMBERS,
IATA WILL CONTINUE TO REPRESENT, LEAD AND SERVE THE AIRLINE INDUSTRY**



www.iata.org/membership