



# **BSP STATISTICS REPORT - AGENT**

**Revision 1.1**

**IATA Hong Kong**

**March 2006**

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# Introduction



## ***Product Description***

BSP HK currently offers 6 statistical reports for agents' subscription. Each chapter of this catalogue begins with a description on the major features of the report, followed by information on production frequency, available file format and definition of each data item. A sample report can be found at the end of each chapter.

Reports 050, 051 and 054 include statistics on sales of both automated tickets and auto MCOs. Reports 046, 052 and 053 cover automated sales only. Report 053 requires the customer to specify the segment carrier as the input parameter.

## ***Output Format & Delivery Medium***

All reports are available in softcopy only and distributed via BSPlink. Except report 046 (PDF), all reports are in Excel file format.

## ***Price***

Please refer to the Summary sheet on page iii.

## ***How to Order***

Order should be placed no later than the sales report submission date of the effective sales period (about 3 working days after a period ends). All orders are subject to a minimum subscription period of 4 months. Please place your order by completing and returning the Order Form on page 25 to the BSP office by fax. Or you can send an email to the BSP office giving relevant subscription details.

## ***Back-Run Reports***

Back-run reports for past periods of current year and last year are available upon request. A per-report surcharge of HKD 100.00 will apply.

## ***Customer Service***

Customers are welcome to contact the BSP office for further details concerning this catalogue:

**Customer Service HKG**  
**IATA HK**  
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**39 Gloucester Road, Wanchai**  
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**Email: cshkg@iata.org**

# Summary

Report Code	046	050	051	052	053	054
Report Name	HKG to All Destination for Agent	Sales Analysis by Airline	Growth Analysis of Agent Sales versus Market with Number of Ticket	Market Analysis by Class of Service of Flight Segment	Detailed Flight Segment Analysis per Airline	Growth Analysis with Agent Market Share
<b>Description</b>	<ul style="list-style-type: none"> <li>❖ Analysis of sales amount &amp; ticket volume to all destinations vs market's performance in current month &amp; year-to-date</li> <li>❖ Breakdown in gross amount, commission &amp; net amount</li> <li>❖ % share of each destination on each class</li> </ul>	<ul style="list-style-type: none"> <li>❖ Analysis of cash &amp; credit sales per location per airline vs market's performance in current month &amp; year-to-date</li> <li>❖ Breakdown in gross amount, commission &amp; net amount</li> </ul>	<ul style="list-style-type: none"> <li>❖ Analysis of sales in both dollar amount &amp; ticket volume per location per airline vs market's performance in current month &amp; year-to-date</li> <li>❖ Breakdown in net sales amount, tax &amp; payable amount</li> <li>❖ % growth over same period of last year</li> </ul>	<ul style="list-style-type: none"> <li>❖ Analysis of number of segment sold on each class on each airline by each location vs market's performance in current month &amp; year-to-date</li> <li>❖ % growth over same period of last year</li> <li>❖ market &amp; agent's variance in % growth</li> </ul>	<ul style="list-style-type: none"> <li>❖ Analysis of number of segment sold on each city on the specified airline vs market's performance in current month &amp; year-to-date</li> <li>❖ Breakdown in class of service</li> <li>❖ % growth over same period of last year</li> <li>❖ % share of each city pair on each class</li> </ul>	<ul style="list-style-type: none"> <li>❖ Analysis of net sales amount per location per airline vs market's performance in current month &amp; year-to-date</li> <li>❖ % growth over same period of last year</li> <li>❖ market &amp; agent's variance in % growth</li> </ul>
<b>Type of Statistics</b>	Sales revenue	Sales revenue	Sales revenue & number of ticket	Number of segment	Number of segment	Sales revenue
<b>Type of Ticket</b>	Auto ticket	Auto ticket & MPD	Auto ticket & MPD	Auto ticket	Auto ticket	Auto ticket & MPD
<b>Aggregation Level</b>	Location	Agent	Agent	Agent	Agent	Agent
<b>Production Frequency</b>	Monthly	Monthly	Monthly	Monthly	Monthly	Monthly
<b>File Format</b>	PDF	Excel	Excel	Excel	Excel	Excel
<b>Price</b>			HKD 150.00 per report + HKD 0.04 per transaction			

➤ **Report Code**  
**AIR\_CN\_046**

➤ **Report Name**  
**HKG TO ALL DESTINATION FOR AGENT**

➤ **Description**

This report shows an agent location's sales of automated tickets of which the first leg is an outbound segment i.e. HKG as the departure city in current month and Year-to-Date period. Statistics are available on both number of ticket and sales revenue, with breakdown by Class of Service. Sales revenue is defined as net sales excluding taxes.

On each route, the subscriber location's performance is compared against the entire market's performance to indicate the subscriber's market share. Subtotal of all Classes of Service on each route is also indicated.

Data are sorted in alphabetical order of the first segment's arrival airport code. Report total is available.

➤ **Production Frequency**

Monthly

➤ **File Format**

PDF

➤ **Data Definition**

AGENT CODE	The subscriber location's IATA code
AGENT NAME	Name of Agent
UP TO PERIOD	Last date of applicable BSP reporting period
DATE	Date of report generation
PAGE	Page number
PAX ROUTE - ORIGIN (HKG)	<ul style="list-style-type: none"><li>❖ The departure city of the first segment</li><li>❖ Must be HKG</li></ul>
PAX ROUTE - DESTINATION (XXX)	<ul style="list-style-type: none"><li>❖ The arrival airport of the 1<sup>st</sup> segment whose departure city is HKG</li><li>❖ For symmetric itinerary, XXX is the turnaround airport</li><li>❖ For non-symmetric itinerary, XXX is the first stopover airport</li></ul>
PAX ROUTE - TOTAL	<ul style="list-style-type: none"><li>❖ Sub-total of all Classes of Service per city pair</li></ul>
CLASS	<ul style="list-style-type: none"><li>❖ Class of Service</li><li>❖ Based on 1<sup>st</sup> character of fare basis code in 1<sup>st</sup> sector of ticket</li><li>❖ If 1<sup>st</sup> character is 'F', 'P', 'R' or 'A', ticket is counted as 'F'</li></ul>

	(First) Class ❖ If 1 <sup>st</sup> character is 'C', 'J', 'D', 'I' or 'Z', ticket is counted as 'C' (Business) Class ❖ If 1 <sup>st</sup> character is not 'F', 'P', 'R', 'A', 'C', 'J', 'D', 'I' or 'Z', ticket is counted as 'Y' (Economy) Class
PAX - SELF	Total number of ticket, breakdown by Class of Service, sold on each route by the subscriber location in current month of current year
PAX - ALL AGT	Total number of ticket, breakdown by Class of Service, sold on each route by all Agent locations in current month of current year
PAX - %SHARE	% share of sales (in number of ticket), breakdown by Class of Service, sold on each route by the subscriber location vs all Agent locations in current month of current year
SALE - SELF	Total net sales excluding taxes, breakdown by Class of Service, generated on each route by the subscriber location in current month of current year
SALE - ALL AGT	Total net sales excluding taxes, breakdown by Class of Service, generated on each route by all Agent locations in current month of current year
SALE - %SHARE	% share of sales (in net sales revenue), breakdown by Class of Service, generated on each route by the subscriber location vs all Agent locations in current month of current year
YEAR-TO-DATE - PAX - SELF	Cumulative number of ticket, breakdown by Class of Service, sold on each route by the subscriber location from January till current month (Year-to-Date) of current year
YEAR-TO-DATE - PAX - ALL AGT	Cumulative number of ticket, breakdown by Class of Service, sold on each route by all Agent locations for Year-to-Date period of current year
YEAR-TO-DATE - PAX - %SHARE	Cumulative % share of sales (in number of ticket), breakdown by Class of Service, generated on each route by the subscriber location vs all Agent locations for Year-to-Date period of current year
YEAR-TO-DATE - SALE - SELF	Cumulative net sales excluding taxes, breakdown by Class of Service, generated on each route by the subscriber location for Year-to-Date period of current year
YEAR-TO-DATE - SALE - ALL AGT	Cumulative net sales excluding taxes, breakdown by Class of Service, generated on each route by all Agent locations for Year-to-Date period of current year
YEAR-TO-DATE - SALE - %SHARE	Cumulative % share of sales (in net sales revenue), breakdown by Class of Service, generated by the subscriber location vs all Agent locations for Year-to-Date period of current year



PAX ROUTE		CLASS		PAX			SALE			YEAR TO DATE			PAX			YEAR TO DATE			SALE			
ORIGIN	DESTINATION			SELF	ALL A/L	SHARE	SELF	ALL A/L	SHARE	SELF	ALL A/L	SHARE	SELF	ALL A/L	SHARE	SELF	ALL A/L	SHARE	SELF	ALL A/L	SHARE	
HKG	ZRH		Y		6				49,900					6					49,900			
	TOTAL			0	6	.00	0		49,900.00	0		.00	0	6		0		49,900	0			.00
	REORT TOTAL			35	231	15.15	427,864		2,668,474	16.03	444	16.89	1,491,821		5,557,786	989.62						

BSP-Hong Kong



HKG TO ALL DESTINATION FOR AGENT

AGENT CODE: 13399912  
 AGENT NAME: Test Agent  
 UP TO PERIOD: Mar/31/01  
 AIR\_CN\_046  
 DATE : Jun/06/2001  
 PAGE : 2

➤ **Report Code**  
**AIR\_CN\_050**

➤ **Report Name**  
**SALES ANALYSIS BY AIRLINE**

➤ **Description**

This report shows an agent’s sales of automated tickets and MPDs on each airline in current month and Year-to-Date period. It contains detailed breakdown of sales data into gross cash and credit sales amount, cash and credit commission amount, and net sales amount. Statistics are available on 3 levels: individual approved location, the subscriber agent and the entire market.

Data are sorted in alphabetical order of 2-character Airline code.

➤ **Production Frequency**

Monthly

➤ **File Format**

Excel

➤ **Data Definition**

AIRLINE	<ul style="list-style-type: none"> <li>❖ 2-character Airline code</li> <li>❖ The airline on which the ticket is plated</li> </ul>
LOCATION - 133XXXXX	IATA code of each approved location of the subscriber agent
LOCATION - AGENT TOTAL	Subtotal of all approved locations of the subscriber agent
LOCATION - MARKET TOTAL	Total of all agents in BSP HK including the subscriber
CURR_SELF_GROSS_CA_SALE	Total gross cash sales excluding taxes generated on each airline by each location in current month of current year
CURR_SELF_CROSS_CC_SALE	Total gross credit card sales excluding taxes generated on each airline by each location in current month of current year
CURR_SELF_CA_COMM	Total commission earned from cash sales on each airline by each location in current month of current year
CURR_SELF_CC_COMM	Total commission earned from credit card sales on each airline by each location in current month of current year
CURR_SELF_NET_SALE	<ul style="list-style-type: none"> <li>❖ Total net sales excluding taxes generated on each airline by each location in current month of current year</li> <li>❖ = CURR_SELF_GROSS_CA_SALE + CURR_SELF_CROSS_CC_SALE - CURR_SELF_CA_COMM - CURR_SELF_CC_COMM</li> </ul>
YTD_SELF_GROSS_CA_SALE	Cumulative gross cash sales excluding taxes generated on

	each airline by each location from January till current month (Year-to-Date) of current year
YTD_SELF_GROSS_CC_SALE	Cumulative gross credit card sales excluding taxes generated on each airline by each location for Year-to-Date period of current year
YTD_SELF_CA_COMM	Cumulative commission earned from cash sales on each airline by each location for Year-to-Date period of current year
YTD_SELF_CC_COMM	Cumulative commission earned from credit card sales on each airline by each location for Year-to-Date period of current year
YTD_SELF_NET_SALE	<ul style="list-style-type: none"> <li>❖ Total net sales excluding taxes generated on each airline by each location for Year-to-Date period of current year</li> <li>❖ = YTD_SELF_GROSS_CA_SALE + YTD_SELF_GROSS_CC_SALE - YTD_SELF_CA_COMM - YTD_SELF_CC_COMM</li> </ul>

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AIRLINE	LOCATION	CURR_SELF_GROSS_CA_SALE	CURR_SELF_GROSS_CC_SALE	CURR_SELF_CA_COMM	CURR_SELF_CC_COMM	CURR_SELF_NET_SALE	YTD_SELF_GROSS_CA_SALE	YTD_SELF_GROSS_CC_SALE	YTD_SELF_CA_COMM	YTD_SELF_CC_COMM	YTD_SELF_NET_SALE
AA	1339912	1,198,876.00	0.00	6,892,378.00	2,160.00	-5,692,502.00	-721,633.00	.00	-4,075,500.00	16,116.70	3,337,730.00
AA	1339908	939,808.00	0.00	4,029,970.00	.00	-3,090,162.00	-528,997.80	.00	-2,420,725.00	21,080.00	1,901,947.00
AA	1339934	1,289,844.00	0.00	6,420,253.00	.00	-5,130,409.00	-2,111,405.00	.00	-2,426,285.00	10,207.90	1,605,972.00
AA	Agent Total	3,318,528.00	0.00	14,342,601.00	2,160.00	-11,027,811.00	-4,361,043.80	.00	-8,652,511.00	47,524.60	6,844,949.00
AA	Market Total	28,201,660.00	584,230.00	116,378,642.00	4,140,179.00	-81,314,365.00	-16,433,980.40	244,387.60	-56,207,976.00	1,498,127.78	47,514,655.00
CO	1339912	4,899,392.00	44,220.00	18,823.00	18,823.00	-18,823.00	-2,170,638.70	69,351.80	-38,888,478.70	949,277.30	25,537,914.00
CO	1339934	1,197,033.00	0.00	10,844,448.00	.00	-9,647,415.00	-547,487.80	.00	-7,478,169.20	59,239.00	6,871,441.00
CO	Agent Total	6,096,425.00	44,220.00	29,668,090.00	62,794.00	-20,471,830.00	-2,718,126.50	41,780.00	-46,366,647.90	255,256.90	8,216,647.00
CO	Market Total	33,332,538.00	898,690.00	209,258,068.00	251,617.00	-172,813,564.00	-3,919,764.40	307,327.19	-139,301,621.25	4,762,294.86	100,261,561.00
DL	1339912	25,453.00	0.00	134,381.00	.00	-109,928.00	-2,309.40	.00	-11,633.20	9,323.00	9,323.00
DL	1339934	41,280.00	0.00	41,280.00	.00	-41,280.00	-1,080.90	.00	-3,701.70	.00	2,620.00
DL	Agent Total	66,733.00	0.00	82,661.00	.00	-151,208.00	-3,390.30	.00	-14,734.90	.00	11,943.00
DL	Market Total	1,654,633.00	111,387.00	8,331,188.00	1,697,611.00	-6,485,138.00	-209,807.60	20,638.70	-1,470,503.27	116,844.50	1,164,489.00
NW	1339912	601,440.00	0.00	2,695,900.00	.00	-2,094,460.00	-321,776.20	.00	-1,368,313.20	15,860.00	1,020,657.00
NW	1339934	601,440.00	0.00	1,917.00	.00	-1,917.00	-321,776.20	.00	-5,817.60	.00	1,020,657.00
NW	Agent Total	1,202,880.00	0.00	4,612,917.00	0.00	-4,016,377.00	-643,552.40	.00	-1,374,130.80	.00	2,041,314.00
NW	Market Total	88,214,661.00	1,574,143.00	293,103,999.00	7,665,201.00	-241,297,226.00	-29,716,103.52	280,478.80	-154,633,622.53	1,646,696.58	133,039,910.00
AC	1339912	6,054,338.00	0.00	22,848,903.00	1,303.00	-16,793,565.00	-2,600,279.90	.00	-11,792,810.00	-34.30	9,182,564.00
AC	1339934	1,831,118.00	0.00	6,094,522.00	.00	-4,263,404.00	-487,020.00	.00	-3,198,435.00	.00	2,687,415.00
AC	Agent Total	7,885,456.00	0.00	28,943,425.00	1,303.00	-21,056,969.00	-3,087,299.90	.00	-14,991,245.00	.00	11,870,000.00
AC	Market Total	16,815,190.00	1,461,680.00	801,483,492.00	6,200,642.00	-300,336,325.00	-4,666,718.70	.00	-28,786,534.36	-34.30	16,417,849.00
UA	1339912	1,189,248.00	97,360.00	10,318,300.00	1,095,263.00	-8,019,089.00	-54,503,558.82	491,096.89	-275,901,587.50	2,687,372.40	219,222,356.00
UA	1339934	52,669.00	0.00	103,183.00	.00	-50,514.00	-540,776.00	22,673.40	-4,103,198.70	129,698.70	3,455,487.00
UA	Agent Total	1,241,917.00	97,360.00	10,421,483.00	1,095,263.00	-8,069,603.00	-55,044,334.82	413,770.29	-279,904,786.20	2,817,071.10	222,687,843.00
UA	Market Total	1,693,264.00	99,340.00	10,922,966.00	1,695,263.00	-8,574,867.00	-57,609,200.84	22,673.46	-4,126,015.50	129,698.70	3,470,173.00
US	1339912	262,226,970.00	29,470,844.00	1,381,652,936.00	18,078,624.00	-1,281,605,986.00	-100,669,253.85	3,038,947.98	-430,568,322.42	21,643,869.97	511,953,746.00
US	1339934	4,460.00	0.00	3,460.00	.00	-3,460.00	-491.40	.00	-491.40	.00	.00
US	Agent Total	266,686.970.00	29,470,844.00	1,385,112,936.00	18,078,624.00	-1,285,065,986.00	-100,673,715.25	3,038,947.98	-431,059,713.82	21,643,869.97	511,953,746.00
US	Market Total	72,896.00	0.00	463,970.00	5,899.00	-398,991.00	-6,399.00	.00	-40,372.20	.00	33,972.00
RG	1339912	90,564.00	0.00	516,199.00	.00	-425,635.00	-15,443.00	.00	-151,959.10	.00	136,516.00
RG	1339934	179,716.00	0.00	54,054.00	.00	-125,662.00	-38,200.00	.00	-17,261.00	.00	135,229.00
RG	Agent Total	270,280.00	0.00	570,253.00	.00	-251,297.00	-53,643.00	.00	-169,220.10	.00	271,745.00
RG	Market Total	2,276,800.00	159,267.00	13,348,835.00	68,932.00	-10,013,038.00	-1,516,636.00	18,909.10	-3,365,009.40	26,307.90	2,807,764.00
KA	1339912	2,793,809.00	0.00	14,761,565.00	1,204,481.00	-11,967,766.00	-520,739.94	.00	-2,592,359.85	83,821.01	1,986,308.00
KA	1339934	1,915,720.00	24,800.00	2,125,513.98	120,760.00	-1,894,753.98	-42,851.60	3,022.90	-359,438.47	13,989.00	308,110.00
KA	Agent Total	4,709,529.00	24,800.00	16,887,078.98	1,325,241.00	-13,862,520.00	-563,591.54	181.50	-1,951,798.32	97,810.01	2,294,418.00
KA	Market Total	17,628,439.00	199,057.00	109,941,115.00	1,389,021.00	-100,014,743.00	-406,132.74	21,430.50	-3,418,969.72	110,093.81	420,686.00
AZ	1339912	211,927.00	20,124,656.00	1,129,821,473.00	135,624,410.00	-1,071,682,482.00	-52,146,632.28	883,131.55	-342,871,897.48	5,643,915.95	285,944,643.00
AZ	1339934	11,244.00	0.00	1,529,970.00	2,226.00	-1,518,726.00	-12,607.22	.00	-12,607.22	2,119.25	108,696.00
AZ	Agent Total	223,171.00	20,124,656.00	1,131,791.00	137,850.00	-1,530,402.00	-65,253.50	.00	-354,504.70	4,763.20	296,640.00
AZ	Market Total	144,091.00	0.00	700,136.00	.00	-556,035.00	-5,705.00	.00	-56,976.48	846.45	45,624.00
AF	1339912	372,846.00	0.00	2,447,167.00	2,526.00	-2,074,321.00	-22,079.82	.00	-196,110.69	2,965.70	170,272.00
AF	1339934	3,199,288.00	108,550.00	37,468,833.00	689,809.00	-30,660,395.00	-1,039,517.45	7,302.60	-3,191,196.74	109,615.54	2,979,273.00
AF	Agent Total	3,572,134.00	108,550.00	40,917,996.00	692,335.00	-31,734,786.00	-1,061,537.27	7,302.60	-3,387,397.43	112,531.04	3,048,545.00
AF	Market Total	7,959,500.00	3,248,900.00	46,506,000.00	46,506.00	-24,448,900.00	-354,465.40	.00	-1,529,183.80	.00	7,686,742.00
AF	1339912	2,372,522.00	0.00	3,346.00	.00	-13,011,680.00	-985,467.40	.00	-6,602,000.50	12,678.00	5,623,865.00
AF	1339934	6,372,200.00	0.00	40,914,158.00	692,335.00	-35,052,228.00	-2,419,602.50	.00	-16,908,873.70	34,107.80	14,465,315.00
AF	Agent Total	8,744,722.00	0.00	44,268,846.00	694,335.00	-48,063,908.00	-2,431,204.90	.00	-17,510,873.20	46,785.80	19,989,180.00
AF	Market Total	46,983,095.00	864,450.00	272,834,494.00	7,623,973.00	-233,536,922.00	-12,294,124.90	419,840.20	-86,246,641.66	1,541,082.75	72,134,074.00



➤ **Report Code**

**AIR\_CN\_051**

➤ **Report Name**

**GROWTH ANALYSIS OF AGENT SALES VERSUS MARKET WITH NUMBER OF TICKET**

➤ **Description**

This report shows an agent’s sales of automated tickets and MPDs on each airline in current month and Year-to-Date period. Sales performance is defined in terms of both number of ticket and sales revenue, the latter is further broken down into net sales amount, tax amount and net payable amount.

Statistics are available on 3 levels: individual approved location, the subscriber agent and the entire market. The report also compares each level’s performance in current month and in Year-to-Date period against the same period of previous year to reflect percentage of growth.

Data are sorted in alphabetical order of 2-character Airline code.

➤ **Production Frequency**

Monthly

➤ **File Format**

Excel

➤ **Data Definition**

AIRLINE	❖ 2-character Airline code ❖ The airline on which the ticket is plated
LOCATION - 133XXXXX	IATA code of each approved location of the subscriber agent
LOCATION - AGENT TOTAL	Subtotal of all approved locations of the subscriber agent
LOCATION - MARKET TOTAL	Total of all agents in BSP HK including the subscriber
CURR_TKT	Total number of ticket sold on each airline by each location in current month of current year
CURR_TKT_%GTH	% growth of sales (in number of ticket ), sold on each airline by each location in current month of current year vs same month of previous year
CURR_NET_SALE	Total net sales excluding taxes generated on each airline by each location in current month of current year
CURR_TAX	Total taxes generated on each airline by each location in current month of current year
CURR_PAYABLE	❖ Total payable amount generated on each airline by each

	location in current month of current year ❖ = CURR_NET_SALE + CURR_TAX
CURR_NET_SALE_%GTH	% growth of sales (in net sales revenue), generated by each location in current month of current year vs same month of previous year
YTD_TKT	Cumulative number of ticket sold on each airline by each location from January to current month (Year-to-Date) of current year
YTD_TKT_%GTH	Cumulative % growth of sales (in number of ticket), sold on each airline by each location for Year-to-Date period of current year vs same period of previous year
YTD_NET_SALE	Cumulative net sales excluding taxes generated on each airline by each location for Year-to-Date period of current year
YTD_TAX	Cumulative taxes generated on each airline by each location for Year-to-Date period of current year
YTD_PAYABLE	❖ Cumulative payable amount generated on each airline by each location for Year-to-Date period of current year ❖ = YTD_NET_SALE + YTD_TAX
YTD_NET_SALE_%GTH	Cumulative % growth of sales (in net sales revenue), generated by each location for Year-to-Date period of current year vs same period of previous year

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AIRLINE	LOCATION	CURR_TKT	CURR_TKT_%GTH	CURR_NET_SALE	CURR_TAX	CURR_PAYABLE	CURR_NET_SALE_%GTH	YTD_TKT	YTD_TKT_%GTH	YTD_NET_SALE	YTD_TAX	YTD_PAYABLE	YTD_NET_SALE_%GTH
AA	13399912	17	-10.53	205,169.00	3,980.00	208,149.00	102.89	137	.74	1,225,383.10	31,828.00	1,257,191.10	32.57
AA	13399923	18	-18.18	54,298.50	2,773.00	57,072.50	-68.79	131	-31.41	920,713.80	35,062.00	955,775.80	-37.55
AA	13399934	9	-40.00	11,039.10	398.00	11,437.10	-72.73	28	-9.68	102,433.00	3,950.00	106,383.00	17.49
AA	13399945	0	-100.00	.00	.00	.00	.00	19	533.33	113,999.70	4,886.00	118,885.70	2,275.59
AA	13399956	0	.00	.00	.00	.00	.00	16	-8.31	240,622.30	4,786.00	245,411.30	4.52
AA	Agent Total	44	-24.14	270,507.60	7,151.00	277,658.60	-14.87	331	-31.12	2,603,131.90	80,515.00	2,683,646.90	-21.94
AA	Market Total	2,195	8.02	11,890,757.20	709,848.00	12,600,605.20	209.33	257	103.87	53,436,053.72	2,984,851.00	56,400,914.72	118.78
AC	13399912	70	112.12	792,480.00	11,142.00	803,622.00	111.87	446	85.83	2,203,194.30	34,121.00	2,237,315.30	53.86
AC	13399923	74	85.00	764,134.84	8,396.00	772,530.84	111.87	446	85.83	3,102,403.04	55,640.00	3,158,043.04	162.18
AC	13399934	13	160.00	88,203.80	3,584.00	91,787.80	31.58	80	321.05	372,058.30	11,850.00	383,908.30	134.03
AC	13399945	5	.00	50,230.00	1,432.00	51,662.00	13.70	13	160.00	103,384.20	2,065.00	105,449.20	83.94
AC	13399956	17	115.66	1,892,351.04	28,024.00	1,920,375.04	159.91	838	114.87	443,430.20	7,220.00	450,650.20	130.01
AC	Agent Total	179	148.45	62,340,571.98	1,024,778.00	63,365,349.98	162.14	33,802	-23.72	230,280,330.90	4,199,586.00	234,479,916.90	-26.92
AC	Market Total	2,5	108.33	290,807.40	4,326.00	295,133.40	115.96	119	6.45	1,665,805.30	26,120.00	1,691,925.30	42.47
AF	13399923	30	47.06	481,384.10	7,156.00	488,540.10	118.45	132	-7.41	2,800,826.30	33,042.00	2,833,868.30	-5.50
AF	13399934	25	.00	514,911.30	6,182.00	521,103.30	-12.30	100	107.69	383,276.00	6,561.00	389,837.00	89.93
AF	13399956	8	.00	14,768.40	928.00	15,696.40	69.37	27	-85.05	226,916.70	2,365.00	229,281.70	5.84
AF	Agent Total	93	55.00	1,370,209.30	19,835.00	1,390,044.30	31.64	368	-3.24	7,156,075.98	101,884.00	7,257,959.98	20.27
AF	Market Total	2,496	35.80	33,644,410.20	804,650.00	34,449,060.20	29.79	14,887	-5.12	191,140,422.09	4,711,486.00	195,851,908.09	-32.24
AI	13399912	5	-50.00	20,685.50	1,216.00	21,901.50	-77.35	36	-21.74	218,436.20	5,447.00	223,883.20	-52.82
AI	13399923	3	-66.67	30,559.80	425.00	30,984.80	-45.61	18	-62.50	158,004.20	3,310.00	161,314.20	-45.29
AI	Agent Total	8	-57.89	51,245.30	1,641.00	52,889.30	-65.27	54	-45.45	376,440.40	8,757.00	385,197.40	-18.09
AI	Market Total	996	-26.39	3,158,342.30	125,385.00	3,283,727.30	-37.87	7,865	-13.30	25,374,849.40	866,046.00	26,240,895.40	44.92
AN	13399912	47	147.37	490,832.30	8,696.00	499,528.30	96.04	160	53.85	1,704,716.10	26,422.00	1,731,138.10	22.66
AN	13399923	36	28.57	406,636.60	6,957.00	413,593.60	7.88	273	61.54	2,278,555.80	3,814.00	2,282,369.80	-56.74
AN	13399945	2	-81.82	28,960.00	434.00	29,394.00	-80.57	29	-40.82	227,855.80	3,814.00	231,669.80	-20.54
AN	13399956	7	.00	40,947.60	890.00	41,837.60	-47.82	26	73.33	185,375.10	3,822.00	189,197.10	16.18
AN	Agent Total	92	41.54	956,406.50	16,950.00	973,356.50	13.17	488	44.81	4,814,092.50	79,923.00	4,894,015.50	3.13
AN	Market Total	3,323	121.24	20,612,384.15	612,808.00	21,225,192.15	25.82	17,161	80.26	95,989,246.27	3,087,423.00	99,076,669.27	1,838.50
AY	13399912	1	.00	16,425.50	167.00	16,592.50	102.89	2	.00	26,515.50	516.00	27,031.50	26.27
AY	13399923	1	.00	16,480.10	74.00	16,554.10	102.89	14	.00	97,302.90	2,348.00	99,650.90	2.250.31
AY	13399934	1	.00	1,358.50	216.00	1,574.50	102.89	2	.00	1,957.00	381.00	2,338.00	64.208.80
AY	Agent Total	3	.00	34,264.10	456.00	34,723.10	102.89	18	.00	125,835.40	3,445.00	129,280.40	2,167,087.20
AY	Market Total	67	.00	293,678.10	13,082.00	306,760.10	102.89	464	.00	2,098,909.20	68,178.00	2,167,087.20	141,981.00
AZ	13399912	3	.00	14,508.00	618.00	15,126.00	102.89	47	74.07	136,884.00	7,830.00	144,714.00	-39.36
AZ	13399923	5	-50.00	41,865.28	1,018.00	42,883.28	83.44	27	3.85	230,197.68	7,830.00	238,027.68	17.55
AZ	13399945	0	-100.00	3,382.00	216.00	3,598.00	-85.01	25	38.89	61,288.80	2,920.00	64,208.80	26.27
AZ	Agent Total	10	-23.08	59,755.28	1,852.00	61,607.28	67	11	1,000.00	79,346.80	2,779.00	82,125.80	2,250.31
AZ	Market Total	504	-14.72	6,865,903.16	209,167.00	7,074,970.16	27	110	52.78	507,718.28	18,708.00	526,426.28	7.23
BA	13399912	123	66.22	3,450,057.10	62,193.00	3,512,250.10	94.40	684	77.71	33,959,361.20	1,096,630.00	35,055,991.20	36.63
BA	13399923	115	-20.14	1,829,181.60	47,625.00	1,876,806.60	-44.16	722	-4.24	20,854,633.40	316,223.00	21,170,856.40	57.10
BA	13399934	27	145.45	370,153.30	9,127.00	379,280.30	18.99	143	45.92	1,716,922.70	47,751.00	1,764,673.70	-5.78
BA	13399945	14	.00	54,674.30	3,980.00	58,654.30	102.89	55	2,650.00	385,247.90	16,120.00	381,367.90	1,838.50

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5Q	Agent Total	1,208	5.96	8,208,142.21	171,917.00	9,380,059.21	-17.30	6,359	-2.78	55,785,243.61	965,152.00	56,741,395.61	-13.61
SQ	Market Total	21,783	-5.57	110,929,005.70	3,290,213.00	114,219,218.70	-7.63	122,209	-4.69	603,163,616.52	18,926,892.00	622,110,498.52	-10.75
SR	13399912	12	-45.45	167,157.40	3,860.00	171,017.40	-34.36	110	35.80	1,850,127.50	26,901.00	1,877,028.50	35.93
SR	13399923	24	71.43	393,086.30	5,595.00	398,671.30	180.78	140	-2.10	2,004,238.90	30,160.00	2,034,398.90	-18.58
SR	13399934	4	-63.64	94,618.20	1,339.00	95,957.20	-68.86	33	-23.26	891,165.80	9,871.00	901,036.80	4.96
SR	13399945	2	100.00	72,554.00	509.00	73,063.00	1,291.77	10	233.33	188,038.00	2,722.00	190,760.00	135.87
SR	13399956	4		69,771.60	665.00	70,436.60		13		214,572.10	2,165.00	216,737.10	
SR	Agent Total	46	-4.17	796,397.50	11,957.00	808,344.50	13.25	306	13.33	5,146,162.30	71,619.00	5,219,381.30	8.36
SR	Market Total	1,700	3.60	18,534,931.50	613,964.00	19,148,895.50	29.97	8,081	23.99	96,005,938.97	2,972,712.00	98,978,650.97	25.65
SU	13399912	66	6,500.00	43,161.30	.00	43,161.30	271.42	73	3,550.00	56,796.10	116.00	56,882.10	141.28
TG	13399912	286	77.64	1,289,063.80	23,701.00	1,312,764.80	39.88	1,228	7.81	5,599,194.10	94,835.00	5,694,029.10	-6.80
TG	13399923	351	19.39	1,690,323.20	27,200.00	1,717,523.20	20.43	2,104	2.09	10,900,640.60	193,386.00	11,094,026.60	5.35
TG	13399934	78	-20.41	581,554.90	4,942.00	586,496.90	11.77	564	-10.05	3,149,313.10	31,733.00	3,181,046.10	-5.53
TG	13399945	46	4.55	321,484.70	2,857.00	324,341.70	28.50	228	98.26	1,561,600.00	15,702.00	1,577,302.00	151.68
TG	13399956	41		197,185.10	3,402.00	200,587.10		136		629,210.40	10,229.00	639,439.40	
TG	Agent Total	802	34.34	4,079,615.70	62,110.00	4,141,725.70	31.79	4,280	8.07	21,840,018.60	345,885.00	22,185,903.60	7.54
TG	Market Total	32,131	-8.03	80,160,614.10	2,136,061.00	82,296,675.10	-8.13	208,052	-7.93	494,170,102.16	13,552,308.00	507,722,410.16	-9.28
UA	13399912	486	17.97	9,648,965.70	144,639.00	9,793,604.70	27.54	2,291	-6.34	44,062,968.45	705,238.00	44,768,196.45	-1.13
UA	13399923	540	9.53	9,353,656.10	162,336.00	9,515,992.10	17.87	2,837	-7.92	50,189,257.54	867,515.00	51,056,772.54	-3.80
UA	13399934	54	12.50	897,881.20	15,619.00	913,500.20	27.46	231	1.32	3,102,527.90	63,126.00	3,165,653.90	26.92
UA	13399945	15	-28.57	125,767.60	3,720.00	129,507.60	-32.62	90	233.33	657,011.30	24,954.00	681,965.30	165.03
UA	13399956	40		813,714.00	13,644.00	827,358.00		181		3,286,410.06	59,408.00	3,347,818.06	
UA	Agent Total	1,115	16.51	20,639,804.60	339,956.00	21,179,762.60	27.13	5,630	-2.63	101,260,165.25	1,720,239.00	103,000,404.25	1.88
UA	Market Total	17,363	.16	179,511,519.12	6,214,789.00	184,726,308.12	.41	99,345	6.99	904,674,429.55	28,103,728.00	933,778,157.55	2.19
UL	13399912	3		12,627.80	150.00	12,777.80		8		31,413.20	400.00	31,813.20	
UL	13399923	1		4,480.00	50.00	4,530.00		7	250.00	19,182.80	380.00	19,562.80	-5.56
UL	13399945	0	.00	1,520.00	50.00	1,570.00		18	200.00	83,881.40	2,355.00	86,236.40	127.93
UL	13399956	2		6,010.00	.00	6,010.00		2		8,796.00	100.00	8,896.00	
UL	Agent Total	6	-17.49	15,141,124.10	41,507.00	15,556,631.10	-8.62	27	200.00	111,780.20	2,835.00	114,615.20	89.25
UL	Market Total	571	200.00	5,196.10	.00	5,196.10	30.37	14	102.46	11,946,690.90	327,657.00	12,274,347.90	70.79
US	13399912	3	100.00	8,381.10	44.00	8,425.10	271.37	9	-53.33	76,167.00	154.00	76,321.00	-25.74
US	13399923	2	150.00	13,677.20	44.00	13,721.20	117.49	23	-47.06	25,225.20	467.00	25,692.20	-37.50
US	13399934	5	62.50	64,710.10	1,855.00	66,565.10	10.83	132	-51.06	101,392.20	621.00	102,013.20	-29.06
US	13399912	8	100.00	38,850.50	485.00	39,335.50	205.96	17	1.54	420,119.50	10,966.00	431,085.50	7.31
VN	13399923	6	100.00	17,850.80	90.00	18,040.80	50.00	17	-10.53	77,903.10	815.00	78,718.10	-1.16
VN	13399945	0	.00	.00	.00	.00		2	-63.83	61,344.60	706.00	62,050.60	-70.72
VN	13399956	14	100.00	56,781.30	555.00	57,336.30	130.16	36	-45.45	148,649.10	1,621.00	150,270.10	-48.25
VN	Agent Total	773	-12.06	2,822,395.50	41,570.00	2,863,965.50	-11.77	4,635	-24.08	16,602,697.70	262,900.00	16,865,597.70	-23.89
VS	13399912	30	23.00	399,802.50	11,672.00	411,474.50	-28.44	205	1.99	3,761,086.40	84,438.00	3,845,524.40	-2.00
VS	13399923	98	24.05	1,653,625.30	36,728.00	1,690,353.30	-8.64	337	-46.93	5,713,989.90	130,505.00	5,844,494.90	-44.77
VS	13399945	41	70.83	395,515.60	20,394.00	385,979.60	77.26	178	14.10	1,575,086.30	85,568.00	1,660,654.30	20.51
VS	13399956	31	.00	288,211.60	1,310.00	289,521.60	10.08	92	48.39	895,022.60	48,425.00	943,447.60	61.33
VS	13399912	4		46,529.40	47,847.40	94,376.80		23		289,897.40	8,761.00	297,658.40	
VS	Agent Total	204	29.11	2,733,784.40	87,452.00	2,821,236.40	-1.25	835	-20.78	12,232,092.60	357,717.00	12,589,809.60	-23.76
VS	Market Total	4,175	40.90	36,829,896.40	1,443,264.00	38,273,160.40	11.24	19,353	-18.68	161,356,498.80	6,923,032.00	168,281,530.80	-22.03

▼ **Report Code**  
**AIR\_CN\_052**

▼ **Report Name**  
**MARKET ANALYSIS BY CLASS OF SERVICE OF FLIGHT SEGMENT**

▼ **Description**

This report shows an agent's sales of automated tickets in terms of number of ticket sold on each airline in current month and Year-to-Date period. Data are broken down by individual approved location and by Class of Service.

The report also compares each location's and the entire market's performance in current month and in Year-to-Date period against their performance in the same period of previous year to reflect percentage of growth. Further comparison is made between each location's and the market's growth rate to indicate the extent to which each location outperforms or lags behind the market.

Data are sorted in alphabetical order of 2-character Airline code.

▼ **Production Frequency**

Monthly

▼ **File Format**

Excel

▼ **Data Definition**

AIRLINE	<ul style="list-style-type: none"> <li>❖ 2-character Airline code</li> <li>❖ The airline on which the ticket is plated</li> </ul>
LOCATION	IATA code of each approved location of the subscriber agent
CLASS	<ul style="list-style-type: none"> <li>❖ Class of Service</li> <li>❖ Based on 1<sup>st</sup> character of fare basis code in 1<sup>st</sup> sector of ticket</li> <li>❖ If 1<sup>st</sup> character is 'F', 'P', 'R' or 'A', ticket is counted as 'F' (First) Class</li> <li>❖ If 1<sup>st</sup> character is 'C', 'J', 'D', 'I' or 'Z', ticket is counted as 'C' (Business) Class</li> <li>❖ If 1<sup>st</sup> character is not 'F', 'P', 'R', 'A', 'C', 'J', 'D', 'I' or 'Z', ticket is counted as 'Y' (Economy) Class</li> </ul>
CURR_SELF	Total number of segment, breakdown by Class of Service, sold on each airline by each location in current month of current year
CURR_SELF_%GTH	% growth of number of segment, breakdown by Class of Service, sold on each airline by each location in current month

	of current year vs same period of previous year
CURR_ALL	Total number of segment, breakdown by Class of Service, sold on each airline by all Agent locations in current month of current year
CURR_ALL_%GTH	% growth of number of segment, breakdown by Class of Service, sold on each airline by all Agent locations in current month of current year vs same period of previous year
CURR_%GTH_VARIANCE	<ul style="list-style-type: none"> <li>❖ The difference between each location's growth rate and the market's growth rate in current month of current year</li> <li>❖ = CURR_SELF_%GTH – CURR_ALL_%GTH</li> </ul>
YTD_SELF	Cumulative number of segment, breakdown by Class of Service, sold on each airline by each location from January to current month (Year-to-Date) of current year
YTD_SELF_%GTH	Cumulative % growth of number of segment, breakdown by Class of Service, sold on each airline by each location for Year-to-Date period of current year vs same period of previous year
YTD_ALL	Cumulative number of segment, breakdown by Class of Service, sold on each airline by all Agent locations for Year-to-Date period of current year
YTD_ALL_%GTH	Cumulative % growth of number of segment, breakdown by Class of Service, sold on each airline by all Agent locations for Year-to-Date period of current year vs same period of previous year
YTD_%GTH_VARIANCE	<ul style="list-style-type: none"> <li>❖ The difference between each location's growth rate and the market's growth rate for Year-to-Date period of current year</li> <li>❖ = YTD_SELF_%GTH – YTD_ALL_%GTH</li> </ul>

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AIRLINE	LOCATION	CLASS	CURR_SELF_CURR_SELF_%GTH	CURR_ALL_CURR_ALL_%GTH	CURR_CURR_%GTH	YTD_SELF_YTD_SELF_%GTH	YTD_ALL_YTD_ALL_%GTH	YTD_SELF_YTD_SELF_%GTH_VARIANCE	YTD_ALL_YTD_ALL_%GTH_VARIANCE	YTD_SELF_YTD_SELF_%GTH_VARIANCE	YTD_ALL_YTD_ALL_%GTH_VARIANCE	
AA	13399912	C	6	500.00	46	142.11	357.89	23	109.09	243	26.56	82.53
AA	13399912	F	0	-100.00	4	-66.67	-33.33	3	-57.14	63	-40.57	-16.58
AA	13399912	Y	10	-33.33	2,095	6.67	-40.00	98	-11.71	9,317	-33.21	21.50
AA	13399923	C	0	.00	46	142.11	-142.11	16	60.00	243	26.56	33.44
AA	13399923	F	0	-100.00	4	-66.67	-33.33	3	-62.50	63	-40.57	-21.93
AA	13399923	Y	18	.00	2,095	6.67	-6.67	106	-34.16	9,317	-33.21	-0.95
AA	13399934	F	0	.00	4	-66.67	66.67	2	-40.57	63	-40.57	17.08
AA	13399934	Y	9	-40.00	2,095	6.67	-46.67	26	-16.13	9,317	-33.21	26.56
AA	13399945	C	0	.00	46	142.11	-142.11	1	500.00	243	26.56	533.21
AA	13399945	Y	0	-100.00	2,095	6.67	-106.67	18	500.00	9,317	-33.21	26.56
AA	13399956	C	0	.00	46	142.11	-142.11	3	243	243	26.56	533.21
AA	13399956	F	0	.00	4	-66.67	66.67	2	63	63	-40.57	17.08
AA	13399956	Y	0	.00	2,095	6.67	-6.67	11	9,317	9,317	-33.21	26.56
AC	13399912	C	11	1,000.00	322	100.00	900.00	30	50.00	1,224	106.06	-56.06
AC	13399912	Y	58	87.10	7,053	151.80	-64.71	225	118.45	32,470	133.88	-15.44
AC	13399923	C	14	7.69	322	100.00	-92.31	38	-17.39	1,224	106.06	-123.45
AC	13399923	Y	60	122.22	7,053	151.80	-29.58	405	109.84	32,470	133.88	-24.04
AC	13399934	C	1	-66.67	322	100.00	-166.67	2	-33.33	1,224	106.06	-139.39
AC	13399934	Y	11	450.00	7,053	151.80	298.20	77	381.25	32,470	133.88	247.37
AC	13399945	Y	5	.00	7,053	151.80	-151.80	13	160.00	32,470	133.88	26.12
AC	13399956	C	1	100.00	322	100.00	100.00	3	1,224	1,224	106.06	26.12
AC	13399956	Y	16	7,053	7,053	151.80	151.80	39	32,470	32,470	133.88	26.12
AF	13399912	C	8	300.00	344	91.11	208.89	43	-29.51	2,126	13.21	-42.71
AF	13399912	F	0	-100.00	30	-6.25	-93.75	1	-85.71	155	-26.89	-58.83
AF	13399912	Y	12	200.00	1,476	37.43	162.57	50	-12.28	8,885	-17.16	4.88
AF	13399923	C	9	125.00	344	91.11	33.89	48	6.67	2,126	13.21	-17.16
AF	13399923	F	1	.00	30	-6.25	-6.25	4	.00	155	-26.89	26.89
AF	13399923	Y	10	-23.08	1,476	37.43	-60.51	43	-18.87	8,885	-17.16	-1.71
AF	13399934	C	11	1,000.00	344	91.11	908.89	21	5.00	2,126	13.21	-8.21
AF	13399934	F	1	.00	30	-6.25	-6.25	3	155	155	-26.89	26.89
AF	13399934	Y	4	37.43	1,476	37.43	-191.11	13	160.00	8,885	-17.16	177.16
AF	13399945	C	0	-100.00	344	91.11	-191.11	4	100.00	2,126	13.21	86.79
AF	13399945	Y	8	166.67	1,476	37.43	129.24	13	225.00	8,885	-17.16	242.16
AF	13399956	F	1	.00	30	-6.25	-6.25	1	155	155	-26.89	26.89
AF	13399956	Y	3	1,476	1,476	37.43	37.43	5	8,885	8,885	-17.16	-17.16
AI	13399912	C	0	-100.00	30	-53.85	-46.15	8	-50.00	222	-37.64	-12.36
AI	13399912	Y	5	.00	914	-24.96	24.96	28	-6.67	6,636	-13.00	6.34

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UA	13399956	C	17	1,839	10.92	-24.06	52	9,714	-5.84	-32.53
UA	13399956	F	0	.232	24.06		9	1,335	1.06	
UA	13399956	Y	23	15,177	-1.00		114	87,574	9.34	
UL	13399912	C	0	.00	-50.00	50.00	2	110	32.53	
UL	13399912	Y	1	563	-16.72		5	5,482	104.71	
UL	13399923	C	0	.00	-50.00	50.00	3	110	32.53	
UL	13399923	Y	1	563	-16.72		15	5,482	104.71	45.29
UL	13399945	Y	0	.00	-16.72	16.72	2	5,482	104.71	
US	13399912	F	0	.00	-66.67	66.67	5	15	.00	
US	13399912	Y	3	200.00	92.31	107.69	9	-70.00	117	1.74
US	13399923	F	0	.00	-66.67	66.67	1	-50.00	15	.00
US	13399923	Y	2	100.00	92.31	7.69	8	-46.67	117	1.74
VN	13399912	C	2	11	.00		2	-33.33	100	7.50
VN	13399912	Y	6	50.00	-12.33	62.33	15	-6.25	4,533	17.28
VN	13399923	Y	6	200.00	-12.33	212.33	17	-48.48	4,533	-24.95
VN	13399945	Y	0	.00	-12.33	12.33	2	4,533	-23.53	
VS	13399912	C	3	-66.67	-44.36	-22.31	74	-7.50	1,306	30.46
VS	13399912	Y	24	3,883	53.54	6.46	117	3.54	17,620	20.61
VS	13399923	C	34	60.00	-44.36	13.75	125	-44.20	1,306	-6.24
VS	13399923	Y	63	133.33	53.54	79.79	201	-48.85	17,620	-31.79
VS	13399934	C	1	217	-44.36	8.96	3	50.00	1,306	87.96
VS	13399934	Y	39	62.50	53.54		169	23.36	17,620	40.42
VS	13399945	C	1	217	-44.36		6	1,306	-37.96	
VS	13399945	Y	30	3,883	53.54	-56.76	83	36.07	17,620	-17.07
VS	13399956	C	1	217	-44.36		4	1,306	-37.96	
VS	13399956	Y	2	3,883	53.54		17	17,620	-17.07	

▼ **Report Code**  
**AIR\_CN\_053**

▼ **Report Name**  
**DETAILED FLIGHT SEGMENT ANALYSIS PER AIRLINE**

▼ **Description**

This report shows an agent location's sales of flight segment on a specific airline in current month and in the Year-to-Date period. Data are broken down by city pair and by Class of Service. The report also compares each location's and the entire market's performance in current month and in Year-to-Date period against their performance in the same period of previous year to reflect percentage of growth. For each city pair, the subscriber location's performance is compared against the entire market's performance to indicate the subscriber location's market share.

Data are sorted in alphabetical order of arrival city code.

▼ **Production Frequency**

Monthly

▼ **File Format**

Excel

▼ **Data Definition**

DEPARTURE_CITY	<ul style="list-style-type: none"> <li>❖ The department city of each segment</li> <li>❖ Ignore transit/stopover</li> <li>❖ If the city has more than one airport, all will be included in the city count</li> </ul>
ARRIVAL_CITY	<ul style="list-style-type: none"> <li>❖ The arrival city of each segment</li> <li>❖ Ignore transit/stopover</li> <li>❖ If the city has more than one airport, all will be included in the city count</li> </ul>
CLASS	<ul style="list-style-type: none"> <li>❖ Class of Service</li> <li>❖ Based on 1<sup>st</sup> character of fare basis code in each segment</li> <li>❖ If 1<sup>st</sup> character is 'F', 'P', 'R' or 'A', ticket is counted as 'F' (First) Class</li> <li>❖ If 1<sup>st</sup> character is 'C', 'J', 'D', 'I' or 'Z', ticket is counted as 'C' (Business) Class</li> <li>❖ If 1<sup>st</sup> character is not 'F', 'P', 'R', 'A', 'C', 'J', 'D', 'I' or 'Z', ticket is counted as 'Y' (Economy) Class</li> </ul>
CURR_SELF_SEG	Total number of segment on each city pair, breakdown by Class of Service, sold on the specified airline by the

	subscriber location in current month of current year
CURR_ALL_SEG	Total number of segment on each city pair, breakdown by Class of Service, sold on the specified airline by all Agent locations in current month of current year
CURR_SELF_SEG_%GTH	% growth of number of segment on each city pair, breakdown by Class of Service, sold on the specified airline by the subscriber location in current month of current year vs same month of previous year
CURR_SELF_SEG_%SHARE	% share of sales (in number of segment) on each city pair, breakdown by Class of Service, sold on the specified airline by the subscriber location vs all Agent locations in current month of current year
YTD_SELF_SEG	Cumulative number of segment on each city pair, breakdown by Class of Service, sold on the specified airline by the subscriber location from January till current month (Year-to-Date) of current year
YTD_ALL_SEG	Cumulative number of segment on each city pair, breakdown by Class of Service, sold on the specified airline by all Agent locations for Year-to-Date period of current year
YTD_SELF_SEG_%GTH	Cumulative % growth of number of segment on each city pair, breakdown by Class of Service, sold on the specified airline by the subscriber location for Year-to-Date period of current year vs same period of previous year
YTD_SELF_SEG_%SHARE	Cumulative % share of sales (in number of segment) on each city pair, breakdown by Class of Service, sold on the specified airline by the subscriber location vs all Agent locations for Year-to-Date period of current year





➤ **Report Code**

**AIR\_CN\_054**

➤ **Report Name**

**GROWTH ANALYSIS WITH AGENT MARKET SHARE**

➤ **Description**

This report shows an agent's sales performance on each airline in current month and in the Year-to-Date period. Statistics are available on 3 levels: individual approved location, the subscriber agent and the entire market.

The report also compares each location's performance in current month and in Year-to-Date period against its performance in the same period of previous year to reflect percentage of growth. Further comparison is made between each location's and the market's growth rate to indicate the extent to which each location outperforms or lags behind the market.

Data are sorted in alphabetical order of 2-character Airline code.

➤ **Production Frequency**

Monthly

➤ **File Format**

Excel

➤ **Data Definition**

AIRLINE	<ul style="list-style-type: none"> <li>❖ 2-character Airline code</li> <li>❖ The airline on which the ticket is plated</li> </ul>
LOCATION - 133XXXXX	IATA code of each approved location of the subscriber agent
LOCATION - AGENT TOTAL	Subtotal of all approved locations of the subscriber agent
LOCATION - MARKET TOTAL	Total of all agents in BSP HK including the subscriber
CURR_SELF_SALE	Total net sales excluding taxes generated on each airline by each location in current month of current year
CURR_SELF_SALE_%GTH	% growth of sales (in net sales revenue), generated on each airline by each location in current month of current year vs same month of previous year
CURR_%GTH_VARIANCE	The difference between each location's growth rate and the market's growth rate in current month of current year
YTD_SELF_SALE	Cumulative net sales excluding taxes generated on each airline by each location from January till current month (Year-to-Date) of current year
YTD_SELF_SALE_%GTH	Cumulative % growth of sales (in net sales revenue), generated on each airline by each location for

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	Year-to-Date period of current year vs same period of previous year
YTD_%GTH_VARIANCE	The difference between each location's growth rate and the market's growth rate for Year-to-Date period of current year

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AIRLINE	LOCATION	CURR_SELF_SALE	CURR_SELF_SALE_%GTH	CURR_%GTH_VARIANCE	YTD_SELF_SALE	YTD_SELF_SALE_%GTH	YTD_%GTH_VARIANCE
AA	13399912	243,320.00	95.34	75.57	1,635,918.00	27.21	54.08
AA	13399923	98,843.00	-61.24	-81.24	1,444,712.00	-37.19	-10.33
AA	13399934	12,268.00	-83.96	-103.73	123,130.00	-11.00	15.87
AA	13399945	.00	-100.00	-119.77	180,316.00	3,106.76	3,133.62
AA	13399956	.00	.00	-19.77	337,559.00		
AA	Agent Total	354,431.00	-22.94	-42.71	3,721,635.00	-23	26.63
AA	Market Total	28,795,798.00	19.77	0.00	120,110,763.00	-26.86	0.00
AC	13399912	1,137,602.00	169.88	-9.29	3,732,721.00	134.11	-8.49
AC	13399923	1,197,144.00	132.55	-46.62	6,318,578.00	84.80	-57.80
AC	13399934	136,724.00	88.80	-90.37	733,330.00	206.77	64.17
AC	13399945	84,972.00	3.74	-175.43	205,568.00	150.97	8.37
AC	13399956	299,080.00			758,700.00		
AC	Agent Total	2,855,522.00	161.82	-17.35	11,748,897.00	120.24	-22.36
AC	Market Total	117,377,209.00	179.17	0.00	507,714,134.00	142.60	0.00
AF	13399912	347,676.00	113.13	80.33	2,215,880.00	-28.66	-52.89
AF	13399923	551,646.00	106.79	73.99	2,523,054.00	34.64	10.41
AF	13399934	558,982.00	-14.22	-47.03	3,180,872.00	1.15	-23.08
AF	13399945	16,809.00	-85.90	-118.71	435,491.00	86.27	62.04
AF	13399956	74,602.00			251,075.00		
AF	Agent Total	1,549,715.00	29.06	-3.75	8,606,372.00	2.97	-21.26
AF	Market Total	47,023,545.00	32.81	0.00	280,560,467.00	24.23	0.00
AI	13399912	47,856.00	-55.63	-29.45	325,837.00	-19.72	-9.71
AI	13399923	33,285.00	-44.71	-18.53	185,110.00	-51.03	-41.02
AI	Agent Total	81,141.00	-51.72	-25.54	510,947.00	-38.12	-28.11
AI	Market Total	6,504,831.00	-26.18	0.00	46,141,705.00	-10.01	0.00
AN	13399912	788,789.00	122.85	45.38	2,586,662.00	42.01	-3.87
AN	13399923	634,407.00	13.41	-64.06	4,240,635.00	35.49	-10.39
AN	13399934	41,984.00	-85.79	-163.26	352,404.00	-67.37	-113.26
AN	13399945	79,790.00	-46.09	-123.57	343,392.00	-11.72	-57.60
AN	Agent Total	1,544,970.00	13.87	-63.60	7,523,093.00	17.17	-28.71
AN	Market Total	45,253,666.00	77.47	0.00	224,720,050.00	45.88	0.00
AY	13399912	18,217.00			28,656.00		
AY	13399923	18,184.00			106,928.00		
AY	13399934	1,648.00			2,441.00		
AY	Agent Total	38,049.00			138,025.00		

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UA	13399912	11,541,939.00	26.52	20.43	54,442,347.00	58	-14.33
UA	13399923	11,384,546.00	17.31	11.22	61,867,083.00	-92	-15.84
UA	13399934	1,116,469.00	25.75	19.65	4,136,626.00	27.83	12.92
UA	13399945	198,350.00	-30.84	-36.93	1,110,944.00	216.88	201.97
UA	13399956	994,724.00			4,132,398.00		
UA	Agent Total	25,236,028.00	26.17	20.08	125,689,398.00	4.60	-10.31
UA	Market Total	281,697,014.00	6.09	0.00	1,542,702,610.00	14.91	0.00
UB	Market Total	18,430.00			48,020.00		
UL	13399912	7,480.00			36,050.00	60.29	-22.25
UL	13399923	2,570.00			128,645.00	177.91	95.37
UL	13399945	.00	.00	10.43	9,700.00		
UL	Agent Total	10,050.00			174,395.00	138.80	56.26
UL	Market Total	3,978,817.00	-10.43	0.00	31,390,517.00	82.54	0.00
US	13399912	5,710.00	30.37	16.60	83,854.00	-25.78	-33.81
US	13399923	9,254.00	273.15	259.37	28,187.00	-38.00	-46.02
US	Agent Total	14,964.00	118.13	104.36	112,041.00	-29.29	-37.31
US	Market Total	72,995.00	13.77	0.00	471,896.00	8.02	0.00
VN	13399912	45,755.00	230.12	257.29	90,075.00	3.06	25.94
VN	13399923	29,830.00	119.68	146.85	77,106.00	-67.36	-44.48
VN	13399945	.00	.00	27.17	10,390.00		
VN	Agent Total	75,585.00	175.47	202.64	177,571.00	-45.13	-22.25
VN	Market Total	4,890,230.00	-27.17	0.00	31,013,190.00	-22.88	0.00
VS	13399912	546,702.00	-18.55	-43.51	4,840,208.00	2.21	17.09
VS	13399923	2,283,748.00	4.19	-20.77	8,084,185.00	-38.86	-23.98
VS	13399934	421,024.00	73.07	48.11	1,872,316.00	20.61	35.49
VS	13399945	382,820.00	28.75	3.79	1,165,515.00	80.77	95.64
VS	13399956	58,208.00			422,181.00		
VS	Agent Total	3,692,502.00	8.48	-16.47	16,384,407.00	-18.70	-3.83
VS	Market Total	66,496,716.00	24.96	0.00	305,520,925.00	-14.88	0.00

**BSP Statistics Reports for Agent – Order Form**

**Order Details**

Report Code	Report Name	Airline <sup>†</sup>

<sup>†</sup> applicable to report 053 only

Remarks: .....

.....

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The above order(s) will take effect from the month of: .....

**Customer Details**

Agent Name: \_\_\_\_\_ Contact Person: \_\_\_\_\_

Agent Code \_\_\_\_\_ Tel No.: \_\_\_\_\_

Date: \_\_\_\_\_ Fax No.: \_\_\_\_\_

Signature: \_\_\_\_\_ Email Address: \_\_\_\_\_

\_\_\_\_\_

Please return this order form by mail, or fax or email to:

**Customer Service HKG**  
**IATA HK**  
**Rm 1203 Harcourt House**  
**39 Gloucester Road, Wanchai**  
**Hong Kong**  
**Tel: (852) 2528-9321**  
**Fax: (852) 2520-0329**  
**Email: cshkg@iata.org**