Join us at the first joint IATA World Finance Symposium and World Passenger Symposium, where airline retailing, finance and passenger experience unite to create a dynamic platform for strategic exploration, actionable insights, and transformative innovation.

Designed to address the evolving challenges and opportunities for CFOs, COOs and CCOs, this exclusive event brings together industry experts to collaboratively shape the future of aviation.

Airlines are on a journey to create value and enhance customer centricity that will transform our industry while fostering financial resilience and sustainability.

In this edition, we will dive into strategic areas that matter most to airline executives and where you will discover how to unlock new value creating opportunities while ensuring financial stability and mitigating risk.

Under this year's joint theme “Value creation, Unlock the potential” you will learn about new growth opportunities in the sales value chain while safeguarding financial sustainability and improving resilience. You will also learn about how the passenger experience is being transformed for all passengers through innovative technology and design, industry collaboration and much more.

#WPS #WFS
**Wednesday, 25 October**

<table>
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<tr>
<th>Time</th>
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| 09:00-10:30 | Joint WFS and WPS Opening Plenary  
 | | Host Airline & Gov. Speech + Economic Outlook + Global Passenger Survey |
| 10:30-11:15 | Networking Break                                                        |
| 11:15-12:30 | CEO Panel + Proof of Concept (POC) - End-to-end seamless travel         |
| 12:30-14:00 | Networking Lunch                                                         |
| 14:00-15:30 | WPS - Passenger Experience & Airport  
 | | WPS - Accessibility  
 | | Airline Retailing & Finance for a Sustainable Future |
| 15:30-16:00 | Networking Break                                                         |
| 16:00-17:30 | Networking Dinner                                                        |

**Thursday, 26 October**

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 | | WFS - Protecting Value |
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*Times are subject to change*
Wednesday, 25 October

09h00 – 09h20 Joint Opening

09h20 – 09h40 Host Keynotes

09h40 – 10h00 Industry Economic Outlook

10h00 – 10h20 Global Passenger Survey (GPS) – Results
Discover the key findings on preferences and expectations of travelers; from attitudes towards the use of biometrics, usage of different payment options, carbon offsetting behaviors, through expectations towards baggage handling or transfer experience at the airport.

10h30 – 11h15 NETWORKING BREAK

11h15 – 12h15 CEOs Panel

12h15 – 12h30 End-to-end seamless travel implementation is at the fingertips of the industry!
The IATA Innovation Lab introduces the inaugural End-to-End Proof of Concept (POC) showcasing a seamless digital passenger experience from Shop to Fly. This cutting-edge pilot enhances convenience, security, and efficiency, while establishing a global, interoperable framework thanks to industry-wide collaboration. Leveraging IATA Digital Identity Standards while supporting Modern Airline Retailing, OneID, and Contactless Travel, travelers can now enjoy a faster, hassle-free journey with secure digital identity credentials recognized by airlines, travel agents, airports, and government agencies.

12h30 – 14h00 NETWORKING LUNCH
### Journey to Net Zero: Charting the Course

This session offers an executive overview of these comprehensive roadmap, addressing pivotal aspects including aircraft technology, energy infrastructure, operations, finance and policy. Exploring the both the strategic implications for airline’s executive and the role CFOs and CCOs must take in achieving sustainability.

- **Andrew Matters**, IATA, Director Policy and Standards

### Real-world Journeys to Emission-Free Aviation

As leaders in the sustainability journey to net zero, two airlines deliver an inspiring keynote providing an insider’s view of their journey towards sustainability and what are the financial implications as well as the impact on customer relations.

- **Lauren Riley**, United Airlines, Chief Sustainability Officer and Managing Director, Global Environmental Affairs

### Value of ESG Reporting: Strategic Compass for CFOs & CCOs

In a dynamic and complex landscape to achieve sustainability, ESG reporting is becoming an invaluable instrument. This session brings together all facets of ESG reporting – investors relations, risk management, operational efficiency, reputation, customer engagement, regulatory compliance, and strategic decision-making, showcasing how each components forms a part of a successful and sustainable course for an airlines’ financial and commercial futures.

### Panel Piloting Change: Harnessing Retail and Finance for ESG Advancement

A dynamic panel discussion between top airline executives discussing the intersection of retail and finance in pursuit of sustainability. It is said sustainability is only achieved when it becomes everyone’s priority.

- **Lauren Riley**, United Airlines, Chief Sustainability Officer and Managing Director, Global Environmental Affairs
- **Jill Blicksten**, American Airlines Vice President, Sustainability

### Closing Notes

### NETWORKING BREAK

### #WPS #WFS
Wednesday, 25 October

Airline Retailing. The Journey to Powering Profitability Through Customer Centricity

16h00 – 16h20  The industry status on the journey to Modern Airline Retailing
IATA will provide an overview of what this journey entails, highlights to date and some key numbers.

• Yanik Hoyles, Director Distribution, IATA

16h20 – 16h35  What’s the size of the prize - now - post Covid?
A 2019 study carried out by McKinsey suggested the industry value creation from retailing could reach USD 40bn, or USD 7 per passenger (industry average) by 2030. Post Covid, how has this evolved? What are the new numbers, based on airline benefit realizations to date?

• Nina Lind, Partner, McKinsey

16h35 – 17h15  Industry views from the airline Commercial, Finance and Digital leaders
Perspectives from airline leaders, members of IATA Advisory Councils, on their journey to retailing: the benefits realized so far, the challenges that lie ahead and how the industry can work together towards these goals.

• Catalina Nannig, VP Sales and Distribution, Avianca

17h15 – 17h30  A technology spotlight
Listen to the President of a of a large tech company and how they plan to support the journey to Modern Airline Retailing.

• Decius Valmorbida, President Travel Unit, Amadeus

17h30  NETWORKING DINNER
**Wednesday, 25 October**

**WPS: Passenger Experience & Airport**

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<td>14h00 – 14h15</td>
<td>Welcome: Highlight of relevant areas from GPS</td>
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<td>14h15 – 14h30</td>
<td>The importance of Passenger Insight – a data centric approach for customer centric action</td>
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<td>GPS Deep Dive session &amp; panel</td>
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<td>16h00 – 17h00</td>
<td>Digital Identity Proof of Concept session</td>
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<td>Showcase of pax journey using digital identity to One ID standard for:</td>
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<td>• Contactless Travel</td>
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<td>• Digitalization of Admissibility</td>
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#WPS #WFS

*Times are subject to change*
Thursday, 26 October

WPS: Passenger Experience & Airport

09h00 – 10h15  **Digital Identity – Contactless Travel**
Panel of lead innovators in One ID implementations will share their experiences around biometrics and digital identity trials and implementations. The panel will discuss lessons learned and explore what is next by looking into common challenges and opportunities for the industry.

Moderator: **Louise Cole**, IATA, Head Customer Experience & Facilitation
- **Derwin Cady**, Air Canada, Manager, Airport Technology & Innovation
- **Ricardo Vidal**, British Airways
- **Matthew S. Davies**, U.S. Customs and Border Protection, Executive Director, Admissibility and Passenger Programs Office of Field Operations

10h15 – 10h30  **Sponsored Slot: Biometrics (Vision Box)**
Keynote: **Jeff Lennon**, Vision-Box, VP Strategic Sales & Global Partnerships

10h30 – 11h15  **NETWORKING BREAK**

11h15 – 12h15  **Industry/government partnerships – the future of pax data**
Keynote and a Fireside Discussion with government experts on border regulation on the digitalization of admissibility and pre-clearance using digital identity and removing the need for the airline to broker pax data. What needs to occur to encourage more States to move to pre admissibility with digital identity?

12h15 - 12h30  **Sponsored Slot: Passenger Data**

12h30 – 14h00  **NETWORKING LUNCH**

#WPS #WFS

*Times are subject to change*
Thursday, 26 October

WPS: Passenger Experience & Airport

14h00 – 14h20  **Aligning Airport Infrastructure to meet Customer Needs**
Chicago O’Hare Airport has embarked a multi-dimensional project that will transform O’Hare into a premier international hub to meet the evolving needs of customers through the 21st century and beyond. Concepts and strategies will be shared on how such issues as accessible design, sustainability, and resilience are being addressed and what improvements the transformation will bring to the customer experience.

Keynote: **Tracey Payne**, City of Chicago Department of Aviation, Chief Admin Officer

14h20 – 14h40  **The Reinvention of Lima Airport**
Lima Airport Partners is constructing a 40m passenger terminal and other new infrastructure. This presentation will provide insights on the operational concepts and new processes and technology that will be used at the new terminal and how might airport connectivity and the customer experience be changed.

Keynote: **Norbert Onkelbach**, Lima Airport Partners, Chief Commercial Officer

14h40 – 15h00  **Building a Sustainable Airport**
The largest greenfield airport project in Europe will be built with environmental sustainability embedded into its design and operating model. This presentation will explain the decarbonization strategies and best practices that are being incorporated into the design of a new environmentally sustainable passenger terminal.

Keynote: **Antoinette Nassopoulos-Erickson**, Foster + Partners, Senior Partner

15h00 – 15h30  **The Challenges of Transforming the Airport Experience**
The three airport project speakers will join for a brief discussion on the common challenges of executing major airport projects that address customer needs.

Moderator: **Manuel Lanuza**, IATA, Manager Airport Development
* Tracey Payne, City of Chicago Department of Aviation, Chief Admin Officer
* Norbert Onkelbach, Lima Airport Partners, Chief Commercial Officer

*Times are subject to change*
Wayfinding – Creating an informed Passenger Journey
Passenger journeys are becoming more complex with larger terminals and more “thing to do”. While this may be seen as enhancing the passenger experience it can also create friction when it comes to getting the passengers to and from the aircraft in a safe and efficient manner. The presentation will look at how breaking down the journey by steps as well as personas is important to understand the friction and how good planning and technologies can help remove it.

Leveraging technology to improve Baggage Handling Performance for Customers
Panel discussion on how baggage handling and security can be improved through technology.

16h00 – 16h30  NETWORKING BREAK

16h30 – 17h30  Joint WFS and WPS Closing Plenary
Wednesday, 25 October

WPS: Accessibility Track

14h00 – 14h05
Opening and Welcome Remarks

- Michael Swiatek, ABRA group, Chief Strategy Officer

14h05 – 14h15
Why accessibility in aviation needs a top-down approach
This keynote speech will look at the industry's progress in meeting the needs of passengers with disabilities, but also at what more we need to do to reach the condition of integrating social rights into access with duly consideration to safety constraints.

- Stephanie Cadieux, Employment and Social Development Canada, Chief Accessibility Officer

14h15 – 15h00
Thinking of accessibility in terms of economic benefits and financial challenges
Supported by data, the panel discussion will look at the economic benefits of transporting persons with disabilities by air and the financial challenges for airlines in the implementation of accessibility provisions. The scope is to generate an understanding of the levels of investment required to achieve and maintain compliance with regulations.

Moderator: Andrew Matters, IATA, Director Policy and Standards

15h00 – 15h30
Regulatory ‘risks’ and ‘opportunities’. How can an effective regulation promote accessibility and make it work in practice?
An overview of applied or expected accessibility regulations from the voice of the policymakers.

15h30 – 16h00
NETWORKING BREAK
Wednesday, 25 October

**WPS: Accessibility Track**

### 16h00 – 16h45

**The role of research in the development of inclusive aviation**

Based on research and data collected, this session will provide several recommendations on training and assistance service to improve travel for passengers with visible and invisible disabilities.

- Sheila O’Brien, Guide Dog Foundation, Director External Relation
- Paul White, The Hidden Disabilities Sunflower, CEO

### 16h45 – 17h30

**Lessons for an inclusive transformation in the tourism sector and its relation to connectivity and accessibility**

Making tourism more accessible is not only a social responsibility – there is also a compelling business case as it can boost the competitiveness of countries and destinations. We will learn from the stakeholders’ experts in the field.

**Moderator:** Ann Frye, AccessibleEU

- Ronald Petit, Royal Caribbean, Director, Disability Inclusion & ADA Compliance
- Stephanie Lanza-Efthimiou, Jetblue, Head of Accessibility
- Neha Arora, CEO and founder of Planet Abled

### 17h30

**NETWORKING DINNER**
Thursday, 26 October

WPS: Accessibility Track

09h00 – 09h10  Keynote speech

- Kerianne Wilson, Air Canada, Director Accessibility

09h10 – 10h00  Designing for accessible products and services

If an environment is accessible, convenient and a pleasure to use, everyone benefits. The session will illustrate what universal and accessible design is and what airports and airlines have done to make physical and digital products and services accessible.

Moderator: Laurel Van Horn, Open Doors, Vice President
- William Harkness Boeing, Head of Accessibility Moderator

10h00 – 10h30  Best practices and standards superseding regulatory actions – The Italian business case

Italian stakeholders will showcase the application of best practices and technical guidance of air transport accessibility services driven by collaboration. Can the Italian model be applied on a larger scale?

Moderator: Laura Pierallini, LUISS University of Rome, Professor of commercial and air law
- Alberto Casamatti, Air Dolomiti, Director General Operations & Accountable Manager
- Mark de Laurentiis, ENAC, Director, Passenger Rights

10h30 – 11h15  COFFEE BREAK

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*Times are subject to change
Safe transport of personal mobility devices

Carrying a passenger with a disability personal mobility device is a critical operation for any airline. This session will bring us through the IATA guidance on the transportation of wheelchairs into the cargo hold. The session will also review the recent developments and outcomes of the FAA studies on wheelchair restraint systems in the cabin.

Moderator: Linda Ristagno, IATA, Assistant Director External Affairs
• Eric Lipp, ODO, Founder and Executive Director
• Michelle Erwin, AllWheels Up, Founder and President
• John Kirn, United Airlines, Manager - Accessibility Programs, International Planning & Regulatory Affairs

Workshop: How to improve assistance services at airports through better communication and correct use of SSR codes.

The lack of prenotification of the service requested by some passengers associated with inconsistent use of the assistance service codes (SSR) can make it challenging for airports and airlines to provide seamless assistance. This workshop will share best practices and educational tools to overcome this issue and ultimately reduce the misuse of wheelchair assistance as one fits all solution.

• Roberto Castiglioni, Reduced Mobility, Founder and Executive Director
• Graham Keithley, A4A, Vice President and Associate General Counsel
• Fernando De Castro, FLN airport, Airport Executive Manager
• William Neece, Ozion, Director of Airport Solutions

Closing remarks

NETWORKING BREAK

Joint WFS and WPS Closing Plenary
Thursday, 26 October

WPS: Airline Retailing

09h00 – 09h40  **Airline spotlight: Commercial leaders on Modern Airline Retailing**
Commercial leaders will share their views on different retailing strategies across very different markets

Moderator: **Yanik Hoyles**, Director Distribution, IATA
- **Dennis Cary**, SVP Commercial and Planning, Copa Airlines
- **Amit Khandelwal**, Divisional Vice President, Emirates

09h40 – 10h20  **How business travel can benefit from Modern Airline Retailing**
A panel of value chain representatives will share views and what already works or not; the importance of collaboration and the opportunities this represents for the customer.

Moderator: **Shaunelle Harris Drake**, IATA, Head Distribution Implementation,
- **Johnny Thorsen**, VP Strategy and Partnerships, Spotnana
- **Daniele Cavnor**, Senior Manager Procurement, PwC
- **Ray Pazerekas**, Regional Vice President Concur Travel Suppliers, Americas

10h20 – 10h35  **Technology spotlight**
Listen to the Executive Vice President of a large tech company and how they plan to support the journey to Modern Airline Retailing.

Interviewer: **Yanik Hoyles**, Director Distribution, IATA
- **Garry Wiseman**, EVP - Chief Product Officer, Sabre

10h30 – 11h15  **NETWORKING BREAK**

11h15 – 11h30  **Airline spotlight: How to get to freedom and agility in pricing?**
Hear how Revenue Management and Distribution can join forces to implement Continuous Pricing.

- **Richard Cleaz-Savoyen**, MD Revenue Optimization, Air Canada
- **Keith Wallis**, Senior Director Distribution, Air Canada

11h30 – 11h45  **Collaboration in action to modernize retailing capabilities**
A live example of how to implement a new retailing platform with NDC and Dynamic Pricing, with the airline and their tech partners.
Thursday, 26 October

WPS: Airline Retailing

11h45 – 12h25 Interline in NDC works today; but it will be even more efficient tomorrow - the proof is there!
Panelists will share their views about transitioning away from today's interlining and debate latest trends: partnerships with Offers & Orders, the latest development of the SRSIA / Supplier Catalogue and the role other types of interline may play.

Moderator: Sebastien Touraine, Head Airline Commercial Systems, IATA
- Marcial Lapp, Managing Director Revenue Engineering, American Airlines
- Martin Keith, Senior Manager Order Management Strategy, Lufthansa Group
- Oana Savu, Chief Strategy Officer, DoHop
- Andy Kidd, Industry Principal Travel, SAP

12h25 – 12h50 Airline spotlight: An airline that has accelerated – massively!
American Airlines will give a status update on their journey so far, which is till to accelerate! This session will also include insights from a high tech TMC that has been extremely close in this journey.

Moderator: Yanik Hoyles, Director Distribution, IATA
- Anthony Rader, Director Airline Retailing Technology, American Airlines
- Jeff Klee, CEO and Co-founder, AmTrav

12h30 – 14h00 NETWORKING LUNCH

14h00 – 14h35 Let's come to Order! – with the Consortium
Airline members of the IATA Consortium will share the 2023 deliverables:
- An airline business case to migrate to 100% Offers and Orders.
- A modular Business Reference Architecture for the target end state.
- Generic transition pathways to get there.

Moderator: Olivier Hours, Head Distribution Strategy, IATA
- Rosario Phillips, VP Customer & Commercial Solutions, LATAM
- Iris Taguet, Head of IT Distribution and Customer Services, Air France KLM
- Oleg Kit, Senior Manager Partnerships with Offers & Orders, IATA

14h35 – 14h50 Technology spotlight
Listen to the leader of a large tech company and how they plan to support the journey to Modern Airline Retailing

Interviewer: Yanik Hoyles, Director Distribution, IATA
- Sam Gilliland, CEO Accelya
Thursday, 26 October

WPS: Airline Retailing

14h50 – 15h05  **Is the ecosystem ready for 100% Offers & Orders?**
The transition involves a whole eco system of players beyond the airline. You will hear who they are and what they think about this journey to 100% Offers and Orders.

Interviewer: **Sebastien Touraine**, Head Airline Commercial Systems, IATA
• **Alberto Guerrini**, Senior Partner, BCG

15h05 – 15h45  **How do IT providers plan for the transition to 100% Offers & Orders?**
A panel of experts will look at the impact of Offers & Orders on today’s PSS and commercial IT systems and discuss how to get to a legacy-free retailing platform that enable true customer centricity. Based on the work of the IATA COnsortium, they will debate different transition pathways and their approach to the end state.

Moderator: **Daniel Friedli**, Managing Director, Travel in Motion
• **Cyril Tetaz**, EVP Altea, Amadeus
• **Paul Byrne**, VP iRetailing, IBS

15h45 - 16h00  **How technology drives customer centricity**
Hear from an industry leader on how they apply technology, innovation and customer centricity to create the best experience.

16h00 – 16h30  **NETWORKING BREAK**

16h30 – 17h30  **Joint WFS and WPS Closing Plenary**

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*Times are subject to change*
Thursday, 26 October

WFS: Value Creation

09h00 – 09h10 Welcome
  • Olena Vasylenko, IATA Director Industry Architecture and Passenger Standards

09h10 – 09h20 Rethinking your organization to integrate payment and distribution
A well thought distribution strategy must include payment strategy. Hear from a leading airline group on what drove it to take the decision to reorganize its payment function and where does it sit today. Learn about the first outcomes of this reorganization.
  • Remo Zenaglia, Lufthansa Group Payment Solutions

09h20 – 09h30 Last year’s learnings and today’s problems
Last year two seminal studies from EDC and McKinsey put precise figures on the new revenue potential for airlines. But this new revenue potential can only be realized if challenges are recognized, measured and addressed. Learn what are these airline challenges identified by payment consultants. And hear about some concrete and practical ways to address them.

09h30 – 10h00 What does the client and payer want?
Join us for this interactive session with the leaders in payment industry and discover what the client and payer really want, and how to meet these needs. Hear from EDC, which has conducted research for acquirer Nuvei on what travel customers want. Learn from corporate card issuer AirPlus, which has just finished interviewing its major corporate clients, who speak up their minds. And listen to what Discover has to share from its vast Travel and Entertainment experience. Also, the latest edition of the IATA Global Passenger Survey takes stock of what the traveler says and does in terms of payments.

Moderator: Christophe Kato, IATA Head Payment Services
Securing the foundation: how are airline card transactions faring on payment conversion?

Payment conversion rate has a direct impact on airline's financial health and control of money. Anything that makes the customer abandon their shopping process and leave, is a wasted opportunity to make a sale and add to the loyal customer base.

Hear from the leading providers on how you can increase payment conversion, contributing to increased customer satisfaction, top line and providing for better control of payment flows.

10h00 – 10h20

But is the foundation secured?

Is it enough what providers are doing to secure the foundation to allow for better conversion and for airlines to control their payment flows more efficiently? And what are the current payment landscape disruptors? A major airline payment expert will debate it with the providers on site.

10h20 – 10h30

NETWORKING BREAK

10h30 – 11h15

Airline global acquirers, facts, and calls for action

Acquirers are payment enablers. How can an airline reach more customers by offering the right payment instrument at the right time, including recovery after first refusal? What is their experience with airline transaction success rates and how do they make them better? How does the industry fare with an abundance of payment regulations?

Join us as we put leading acquirers on the spot.
Is the industry getting organized?
Last year's World Financial Symposium was the time to share findings endorsed by industry. One year has gone by and payment service providers are sharing data and facts to a broader scale than ever before. But the industry needs to think of how it can move to the next level.

Join leading airlines discussion on whether Airline Payment Index will come to enrich the Airline Retailing Maturity index in allowing individual airlines to assess where they stand and where they are going next.

Moderator: Philippe Truchet, Head Industry Payment Programs Strategy and Adoption

Introduction to Modern Financial Processes module

Learn where is the industry in addressing Financial Management transformation to support Airlines aspiration to become modern retailers

Join a fireside chat with Financial Advisory Council dedicated work group experts and learn about the impact of Airline Retailing on Financial Management and transformation and simplification opportunities it offers.

Get first hand update on Modern Airline Retailing Reference Architecture with a particular focus on Financial Management. Hear about the industry approach to de-specialization of financial processes, adoption of more generic standard retail Order to Cash and Procure to Pay processes and transformation of cumbersome traditional Revenue Accounting into streamlined Order Accounting as a result. Learn what the industry expects from IATA financial services in order to support Airline Retailing transformation.

Moderator: Andrei Grintchenko, IATA, Head Industry Architecture

- Myriam Burget, Head of Revenue Accounting, Swiss and Chair of Airline Retailing for Finance Working Group

*Times are subject to change
Thursday, 26 October

WFS: Value Creation

12h30 – 14h00  NETWORKING LUNCH

14h00 – 14h15  Airline Retailing and Financial Management - an airline story
A follow up chat with a senior strategy executive from a major airline about the importance of addressing Financial Management transformation as a part of Airline Retailing journey. How did this airline do it, and what has happened since we last spoke at the previous edition of World Financial Symposium one year ago. What worked well, and what could have been done better?

Interviewer: Alicia Lines, IATA Regional Director Financial & Distribution Services The Americas
Interviewee: Christine Rovelli, SVP Strategy and Fleet, Finnair

14h15 – 14h50  Airline Retailing driven Financial Management transformation
Transformation to Offers and Order cannot be limited to these areas only. It must include transformation of Financial Management and supporting back office processes as we know them today. In this sessions, we will have providers discuss how their take on OOMS transformation accounts for Financial Management and where airlines can get ahead with processes simplifications and increased efficiencies. Focus on the future of Financial Management driven by this transformation to retailing.

Moderator: Myriam Burget, Head of Revenue Accounting, Swiss and Chair of Airline Retailing for Finance Working Group
  • Simon Lescarcelle-Evin, Global Head Travel & Transportation Services, SAP
  • Eva-Maria Roe, Head of Travel and Transportation Solutions

15h00 – 15h15  Airline keynote and module intro
Transforming Financial Management and streamlining financial processes will allow for more timely access to better quality data of increased granularity. It will, in turn, set the foundation for better and more data driven financial management and decision making. An airline will share its experience in improving its financial data flows and the how it helped to improve its decision making.

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*Times are subject to change*
Data driven Financial Management improving commercial and distribution decision making
Transformation to Offer and Order paradigm affords airlines to take better control over their data and allows for significant improvements in Financial Management. Its allow for more granular and timely access to data. And by having to maintain Offer granularity at Service level and direct interfaces across Offer, Order and Financial Management capabilities, airlines can do away with many of the complex legacy processes. This allows for simplification and cost reduction. Hear from some of the major providers, on how they are looking to address Offer and Order data flow to support streamlined and simplified Order Accounting.

Moderator: Olena Vasylchenko, IATA Director Industry Architecture and Passenger Standards

15h45 – 16h00 Track closure and next steps
- Olena Vasylchenko, IATA Director Industry Architecture and Passenger Standards

16h00 – 16h30 NETWORKING BREAK

16h30 – 17h30 Joint WFS and WPS Closing Plenary
Thursday, 26 October

09h00 – 09h15  **How Governmental Taxes impact aviation**
The Director Policy Economics and Sustainability at IATA will give an overview of aviation's economic outlook and demonstrate the impacts that ticket taxes have on demand and supply elasticities

- **Andrew Matters**, IATA, Director Policy Economics and Sustainability

09h15 – 09h30  **Is there anything green about green taxes?**
Are green taxes really working towards making the world more sustainable, or are Governments greenwashing? This keynote will provide a CFO’s views of the current Tax Policy landscape and its impacts on airlines financials.

09h30 – 09h50  **The 1% factor: why alleviating the fiscal burden and investing in aviation can be a gamechanger towards a more sustainable industry**
A recent research from Professor Kelly Shue argues that public and private investment in already green sectors deprive hard-to-abate sectors, like air transport, of the financing they need. The absence of incentives or consistent financial support, and the imposition of increasing taxes on airlines hampers the airlines’ ability to fund the sector’s decarbonization route.

- **Lígia Fonseca**, IATA, Assistant Director Industry Taxation

09h50 – 10h05  **The United Nations' Loss and Damage Fund and its impact in aviation**
Listen ATAG’s Executive Director explain how the UN’s laudable efforts to address climate change can become a catastrophic policy for aviation and Least Developed Countries if airlines are called to finance the UN Loss and Damage Fund.

- **Haldane Dodd**, Air Transport Action Group (ATAG), Executive Director

10h05 – 10h30  **The G20/OECD BEPS initiative and its impact on the aviation industry**
As the aviation industry faces the imposition of national taxes, global taxation policies do not always consider the industry’s business needs and constraints. This panel discussion addresses the merits of the OECD Base Erosion and Profit Shifting initiative and highlights the compliance challenges arisen from this G20 proposal.

Moderator: **Kinga Romanovska** "Tax Policy Center, Lausanne University", Tax Lawyer, Research Associate

- **Perry Urken**, Ryan, Principal, Transfer Pricing
- **Antoine Rozanoff**, Air France, Vice-President Tax,
- **OECD**

10h30 – 11h15  **NETWORKING BREAK**

*Times are subject to change*
Changing Payment Landscape What Impact for Treasuries
The digital revolution has brought about an array of new payment methods, from 'Buy Now, Pay Later' (BNPL) schemes to digital currencies and mobile wallets. These advancements are reshaping the way businesses operate, introducing both opportunities and challenges for airline treasuries. While these changes provide new opportunities for airlines, they also present unique challenges for treasury from impact on liquidity, cash flow forecasting, and risk management. We'll also provide practical strategies for treasurers to navigate these changes and maintain optimal cash management.

Turbulence Ahead - Navigating Increasing Geopolitical, Economic and Climate Risk
In an increasingly volatile world, airline treasurers are called to navigate not only economic and geopolitical risk but also the growing threat of climate risk. This session offers a comprehensive exploration of these multifaceted challenges, discussing strategies to maintain robust liquidity amid soaring inflation, steep interest hikes, fuel price volatility and currency restrictions. Also delving into the emerging risk of climate change, and its potential impact on the airline industry. Overall risk is only increasing, making it imperative for treasurers to stay ahead of the curve.

Banking Relations - Strategic Considerations for Treasurers in Shifting Times
In an era, marked by significant upheaval in the banking sector, including high-profile collapses and acquisitions, treasurers find themselves paying closer attention to banking risks. The ever-evolving financial landscape has brought the importance of strategic banking relationships to the forefront.

Digital Transformation - Embracing Tech in Airline Treasuries
AI has taken the world by storm and across industries making digital transformation not just a trend but a necessity. This session will delve into way tech is enhancing treasury function, helping to tackle challenges, optimize efficiency and drive profitability. How can Airline Treasurer strategically lead this digital transformation?

Bob Stark, Bob Stark Global Head of Market Strategy, Kyriba

NETWORKING LUNCH
Thursday, 26 October

**WFS: Protecting Value**

14h00 – 14h25  **Airline Financing Options and Implications**
This session will present the multifaceted arena of airline financing, providing an in-depth updated of diverse financing methods – from traditional bank loans and bond issues to lease financing and sale-and-leaseback arrangements. We will also examine emerging financing instruments such as sustainability-linked loans and bonds, explore their potential benefits and risks as the industry leads its transition to net zero.

- Citi Bank

14h25 – 14h45  **Sustainable Flight Path Green Financing in the Airline Industry**
Climate change and environmental sustainability have moved to the forefront of strategic considerations for industries worldwide, and the airline industry is no exception. The conversation around SAF, ramping up its production and making it more accessible has taken center stage. As CFOs navigate initiatives to fuel the transition to net zero, understanding the landscape of sustainable financing becomes increasingly crucial. This session will cover what every CFO should know when it comes to this topic.

- Vistra

14h45 – 15h10  **Future of Airline Leasing**
As the global airline industry maneuvers through the aftermath of unprecedented challenges and swing of demand, leasing has emerged as a pivotal strategy in managing fleet flexibility and liquidity. In this session, we'll explore the trends that are shaping the future of airline leasing and green leasing and how these are impacting the strategies for both lessors and lessees.

- SMBC

15h10 – 16h00  **Financing Sky 2023 and Above**
This panel bring together leading experts in engaging conversation on the complexities of airline financing options, emerging green financing, and the future trends of aircraft leasing. They will share their perspectives and experiences, breaking down an evolving landscape that present both challenges and new opportunities. A session that will highlight the what is necessary to thrive in this environment.

16h00 – 16h30  **NETWORKING BREAK**

16h30 – 17h30  **Joint WFS and WPS Closing Plenary**

#WPS #WFS

*Times are subject to change*