



“Credit” Risk Management

NewGen ISS

To represent, lead and serve the airline industry



Reinforcing the Key Program Objectives

Awareness of the new world – Distribution AND Payment



- Safety of Funds in trust

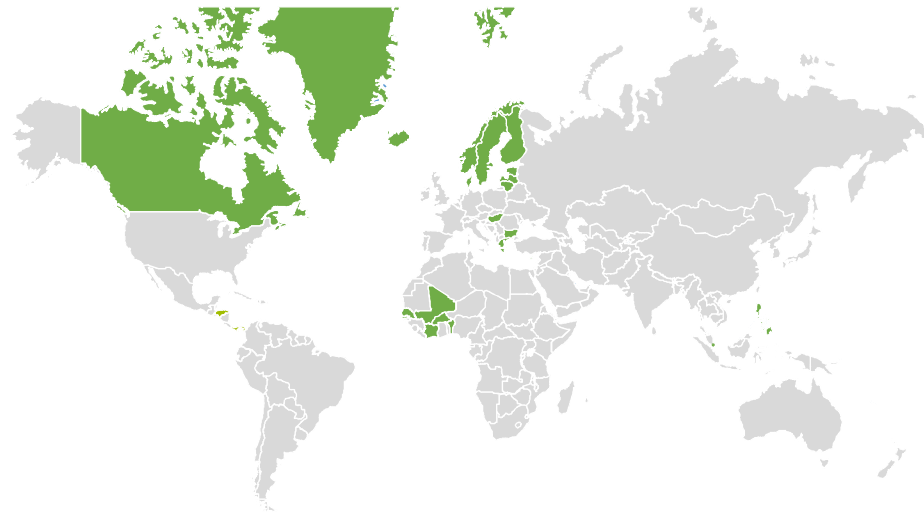


- Industry own option in ATM space
- Continuity of safe selling



- Flexibility & Choice in Accreditation & Financial Securities

NewGen ISS Market Roll-out

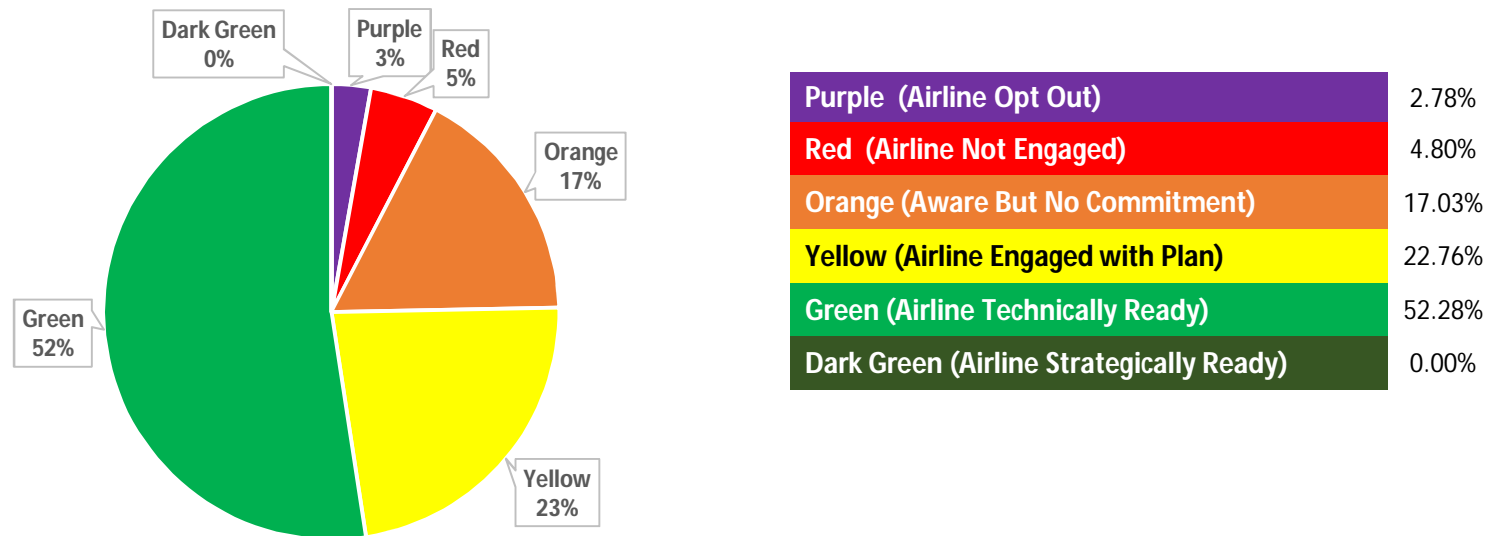


■ Market Live NewGen ISS & TIP ■ Market Live TIP

NewGen & TIP Live Countries

- Benin
- Burkina Faso
- Bulgaria
- Canada
- Cote d'Ivoire
- Cyprus
- Denmark
- Estonia
- Finland
- Greece
- Hungary
- Iceland
- Korea
- Latvia
- Lithuania
- Mali
- Norway
- Senegal
- Singapore
- Sweden
- The Philippines
- Panama (TIP Only)
- Honduras (TIP Only)

NewGen Airline Readiness



NewGen ISS and IEP Readiness by Global Net Cash Sales

Purple (Airline Opt Out)	2.78%
Red (Airline Not Engaged)	4.80%
Orange (Aware But No Commitment)	17.03%
Yellow (Airline Engaged with Plan)	22.76%
Green (Airline Technically Ready)	52.28%
Dark Green (Airline Strategically Ready)	0.00%

In addition... Other potential RM improvements

- Additional actions proposed by PSG going to PAConf to reinforce Risk management
 - IATA to develop an Early Detecting System. When an Agent would fall under on a series of parameters based on abnormal sales the Agent would be requested to be evaluated Multi-Country Financial Assessment, therefore not being anymore subject to LFC of country where agent registered.
 - IATA to request for third party expert advice on Local Financial Criteria (LFC).
 - IATA to improve the MIR reports (distributed to airline credit risk champions) in order to facilitate the decision making process by the airline.
 - Sunset the monthly remittance scheme globally