

# Fintech & Payment Services

## Purpose

Over the past few years, new technologies and business models have been rapidly emerging in the travel industry, looking to innovate and improve financial services. The Fintech and Financial Services program will provide Strategic Partners with opportunities to interact with key actors of the air transport value chain (i.e. airlines, travel agents) to explore opportunities for the industry.

## Designed for:

- Airlines
- Travel Agents
- Payment Service Providers
- Fintech Providers
- Banks
- Consulting firms
- Financial services providers
- Financial analysis solution providers

## Areas of activity

- Treasury, cash management, hedging
- Payment methods
- New technologies
- Industry Accounting
- FinTech and Payment Services Industry Trends
- New business models and market opportunities
- Assessing the impact of policy and regulation
- Friction-less implementation of new technologies
- Forecasting long-term market shifts
- Airline business/travel agents' business models
- Guidance on airline industry financial needs

## Exclusive Access to Meetings & Work Groups

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### STRATEGIC PARTNERS WORKSHOPS

The opportunity to attend 1-2 annual workshops aimed at exploring strategic and financial issues with airlines and financial experts.

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### TREASURY WORKING GROUP – by invitation only

Topics: Treasury, Payment and Hedging

### CONTACT

Lamyaa Khattabi  
Sr Manager  
Treasury Services and Currency Repatriation  
[khattabil@iata.org](mailto:khattabil@iata.org)

### CONTACT

Stephen Darnley  
Corporate Treasurer  
[DarnleyS@iata.org](mailto:DarnleyS@iata.org)

The Treasury Working Group advises on approach, direction, and prioritization of IATA activities, as well as supports the execution of key industry campaigns related to:

- Cash repatriation issues
- Treasury related issues
- Long term aircraft financing

- Regulatory environment around foreign exchange
- Currency exchange fluctuation, interest rates fluctuations, jet fuel cost fluctuation due to speculation
- Hedging
- New industry development of treasury tools

Participants in this group advise on development in the above matters to help identify emerging issues and provide technical advice to IATA. Participation eligibility to be determined in cooperation with the Working Group Secretary and Chair. Strategic Partners can participate to the meetings of the Treasury Working Group by invitation only, based on the relevance of the topics discussed at each meeting.

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#### PAYMENT METHODS WORKING GROUP – by invitation only

Topics: Payment Methods and New Technologies

#### CONTACT

Lamyaa Khattabi  
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#### CONTACT

Christophe Kato  
Subject Matter Expert & Head, Industry Payment Services  
[KatoC@iata.org](mailto:KatoC@iata.org)

The Payment Methods Working Group is composed of airlines and IATA senior experts in world-wide payment methods. It advises on industry-wide strategic direction and priorities, such as:

- Acceptance, operations, and settlement of airline sales conducted with payment cards
- Innovation in payment methods, including new payment methods and new technologies in the payment area
- Regulatory development with regards to payment methods
- Relationships with card schemes

- Payment fraud
- Special industry standards in the payment area
- PCI-DSS issues for payments methods

Based on the need for external consultation, the Working Group Secretary and Chair may invite Strategic Partners to provide their expertise to the Working Group. Strategic Partners are expected to be worldwide recognized experts and contribute to the positive evolution of payment in the aviation industry.

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#### INDUSTRY ACCOUNTING WORKING GROUP

#### CONTACT

Secretary: Mr. Richard Rigby  
Director, Corporate Finance  
[RigbyR@iata.org](mailto:RigbyR@iata.org)

The Industry Accounting Working Group responds to the accounting standard board on anticipated standards impacting the airline industry typically addressing:

- Development of high-quality accounting standards
- Consistent accounting policies for the airline industry
- Technical advice and guidance to IATA member airlines on new accounting standards
- Development of financial accounting standards relevant to the airline industry

Participants in this group advise on development in the above matters to help identify emerging issues and also provide technical advice to IATA. Participation eligibility to be determined in cooperation with the Working Group Chairman and Secretary. Strategic Partners can participate to the meetings of the Industry Accounting Working Group by invitation only, based on the relevance of the topics discussed at each meeting.

## Strategic Partnership Benefits



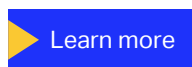
## Branding

- Recognition as a valuable supporter of IATA and the air transport industry
- Inclusion in the IATA Strategic Partnerships online directory
- Exclusive usage of the IATA Strategic Partnerships Recognition Stamp
- Promotion through the electronic quarterly Strategic Partner Newsletter, viewed by thousands of aviation industry contacts
- Monthly posting of Strategic Partners' press releases on the IATA website

## IATA Clearing House Discount

Strategic Partners receive a substantial discount upon joining the IATA Clearing House:

The IATA Clearing House (ICH) provides the means to settle all the billed items sent to and from airlines around the world. Used by more than 400 airlines either directly or via special links, the ICH settles around US\$ 50 billion of interline billings every year. Its efficiency is so great that airline cash and settlement requirements are reduced by around 75%, and risks for all participants are minimized.



## Publications

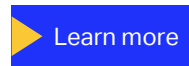
Partners may purchase publications at a preferential rate.



## Courses

Strategic Partners may attend, at a reduced fee, IATA training courses.

Strategic Partners may receive 55% discount on the first 2 seats per year to any IATA classroom course (subject to availability).



## CONTACT

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