



MEMORANDUM

PAC/RESO/1069

To: All Members, Passenger Agency Conference
Accredited Representatives

From: Director, FSDS Operations, GDC

Date: 15 July 2025

Subject: **MAIL VOTE (A700)**
PAC2 (Mail A700)
CHANGES TO THE LOCAL FINANCIAL CRITERIA GREECE

Background Information

Following the PAPGJC/48 and PSG/129 meetings held in March 2023, APJCs were invited to review remittance frequencies and align them with Resolution 812 6.5.3.

The APJC Greece convened on 28 May 2025 and unanimously voted in favor of aligning the twice monthly remittances with Resolution 812, Section 6.5.3.5. The remittance period for agencies remitting four times a month was already aligned with Resolution 6.5.3.6(a).

Additionally, APJC agreed to reduce both the Days Sales at Risk and the minimum Financial Security requirements under the Local Financial Criteria, section 4.4.1.

Additionally, it was decided to align the amount at risk calculation with Resolution 866 and to rephrase certain sections of the Local Financial Criteria for improved clarity.

Effective Date

The proposed effective date of these changes is 1 January 2026.

Proposed Action

Conference to adopt the changes to the Local Financial Criteria as shown in Attachment 'A'.

The timetable for this Mail Vote is as follows:

Voting Period: 15-29 July 2025
Filing Period: 30 Jul- 13 Aug 2025
Effectiveness: 1 Jan 2026

To cast a vote, Members are asked to access the application from the following link:

<https://forms.office.com/e/VWCHtf82QM>.

Please note that no other form of voting will be accepted. Voting will conclude at close of business MAD time on **Tuesday, 29 July 2025**. Votes not cast by that deadline will be deemed to be affirmative.

In conformity with the Mail Vote procedure endorsed by PACConf in October 2009, this Mail Vote has been provided in advance to representatives of the agency associations ECTAA, UFTAA and WTAAA for review and/or comment.

No comments were received.

Any Member seeking clarification on any aspect of the mail vote or the mail vote process is invited to contact the IATA Passenger Governance team by email to pac-gov@iata.org.

A handwritten signature in black ink, appearing to read 'J. Rodriguez', with a large, sweeping flourish at the end.

Juan Antonio Rodriguez
Director – FSDS Operations, GDC



GREECE

~~(Effective after the expiration of the of the temporary LFC changes due to Covid-19 – MV/395)~~
(Effective 1 January 2026 – MV/A700)

1. GENERAL RULE

1.1 Agent must provide Audited Accounts or Certified Accounts to IATA according to the Greek laws and fiscal requirements. Audited Accounts means accounts reviewed by an auditor recognized as competent by the regulatory authority in Greece to perform an audit.

~~1.2 Effective 1 January 2026 the number of days between the end of the billing period to remittance date will be 5 working days for all agents remitting four times per month.~~

1.2 Agents' Remittance Dates:

- For Agents settling their liabilities twice per month, the remittance dates are: the last day of the calendar month, for BSP sales covering the first 15 days of the month and the 15th of the following calendar month, for BSP sales covering the period from the 16th to the last day of the calendar month.
- For Agents settling their BSP liabilities four times per month, the remittance dates are 5 working days after each reporting period. The reporting periods are: 1-7th, 8-15th, 16-23rd and 24th to the end of the calendar month.

2. CRITERIA FOR THE EVALUATION OF AGENTS' ACCOUNTS

2.1 All financial information used in the financial criteria will be extracted from the Agent's Audited Accounts or Certified Accounts.

2.2 The following financial tests apply to the evaluation of an Agent's Audited or Certified accounts:

2.2.1 There must be positive Net Equity

2.2.2 Adjusted Net Equity divided by long-term debt and other long-term liabilities must be greater than 0.5. *The adjusted net equity is calculated by adding the 75% of the fixed assets net book value to the Net Equity as shown in the balance sheet.*

2.2.3 EBITDA (Earnings before Interest, Taxation, Depreciation, Amortisation and extraordinary items) must be positive.

2.2.4 The EBITDA must exceed the Interest Charges by a factor of two.

2.2.5 Adjusted Current Assets must exceed Current Liabilities.

~~2.2.6 The Profit Before Taxes must not be negative for two consecutive years~~

2.2.6 The Profit Before Taxes must be positive in at least one of the last two accounting years.

2.3 An Agent will obtain a satisfactory result on the financial assessment when all provisions in section 2.2 of these criteria have been met.

3. ANNUAL FINANCIAL REVIEWS

A - Agents keeping C' category books

Agents Accredited for two years or less:

3.1 All Applicants must provide Audited or Certified Accounts not more than 12 months old at the time of submission to become an Agent for the purposes of evaluation against the financial tests in section 2.

3.2 All Agents must provide Audited or Certified Accounts no later than 9 months after each financial year-end, or as required by legislation, during the first two years of accreditation for the purposes of evaluation against the financial tests in section 2.

Agents accredited for more than two years:

3.3 All Agents must provide Audited or Certified Accounts no later than 9 months after each financial year-end, or as required by legislation, of that Agent for the purposes of evaluation against the financial tests in section 2.

B - Agents keeping B' (income-expenses) category books

3.4 Agents with legal status Sole proprietorship, EE and OE keeping B' (income-expenses) category books, that cannot provide Audited or Certified Accounts, must provide the official submitted to the Greek Tax Authorities E3 financial statement report, no later than the date required by Greek legislation. Agents with B' category books will be considered as Failed at their financial assessment.

4. FINANCIAL SECURITY

4.1 An Agent will not be accredited or will not continue to be accredited until any Financial Security required to be provided to IATA has been received by IATA and confirmed to IATA by way of written confirmation received directly from the third party supporting the Financial Security that the Financial Security was issued by that third party and is valid.

4.2 Financial Securities will be subject to a minimum notice period of ninety (90) days and ideally be valid for an unlimited period but will be expected to be valid for a minimum of at least one year.

4.3 For the purposes of calculating the amount of a Financial Security the following definitions apply:

4.3.1 "Days' Sales at Risk" means the number of days from the beginning of the Agent's reporting period to the remittance date in respect of that reporting period or periods, plus a margin of five days.

4.3.2 "Amount at Risk" ~~is calculated by dividing the Days' Sales at Risk by number of days in 3 reporting periods, and applying that percentage to the BSP cash turnover of the 3 highest months made by the Agent in the trailing 12 months period;~~

is calculated by multiplying the Days' Sales at Risk by the total BSP Cash Turnover of the 3 highest Reporting Periods in the previous 12 months divided by the days in reporting period and multiplied by 3 :

"Amount at Risk" = ("Days' Sales at Risk" x BSP cash turnover in the 3 highest Reporting Periods month period) / 90 (days in Reporting Period x 3)

4.4 Calculation of Financial Security

4.4.1 For the purpose of calculating the amount of a Financial Security the following will apply:

Remittance Frequency	Calculation	Minimum Financial Security
Twice per month monthly Remittance	(35 37 x 3 highest month's sales Reporting Periods' cash turnover) / 90 (3 x 15 days) Rounded to 1,000 EUR	EUR 18,500 EUR 18,000
Voluntary Four times per month monthly Remittance	(19 X 3 highest month's sales Reporting Periods' cash turnover) / 90 (3 x 7 days) Rounded to 1,000 EUR	EUR 10,000

4.4.2 Agents with Risk Status A

For Agents with Risk Status A no Financial Security will be required.

4.4.3 Agents with Risk Status B ~~or C~~

4.4.3.1 For Agents with Risk Status B ~~or C~~ the amount of the Financial Security required will equal the "Amount at Risk" as calculated in Section 4.3.2, or the applicable minimum as per Section 4.4.1

4.4.3.2 If an existing Financial Security is insufficient to cover the Amount at Risk, the amount of the Financial Security required will be increased to cover the Amount at Risk.

4.4.4 Agents with Risk Status C

4.4.4.1 Agents with Risk Status C must at all times provide a Financial Security which will equal their assigned Remittance Holding Capacity.

5. OTHER

5.1 CHANGES IN OWNERSHIP

5.1.1 This section applies to all changes in ownership or control or any other Review resulting from a change of ownership or control of the Agent in accordance with the Passenger Sales Agency Rules.

5.1.2 The Agent must provide Audited or Certified Accounts, no later than 90 days after the change of ownership or control is affected. The Accounts must cover a period of 12 months including, at a minimum, the first month after the change of ownership or control takes effect and IATA will use these Accounts to conduct the Financial Review applicable to the Agent.

5.1.3 In case of major change of ownership and when the new owner(s) is a Travel Agent, the parent/major company(s)/shareholders should also provide their Audited Accounts and will be reviewed annually for the first 2 years, subject to the criteria as defined in section 2.

In case of major change of ownership, when the new owner(s) is not a Travel Agent and further to airlines' request, IATA would have the right to request financial information from the parent/major company(s) for evaluating their financial status and credibility.

5.2 CHANGES IN FINANCIAL YEAR END

5.2.1 All Agents must notify IATA immediately of a change in its financial year-end.

5.2.2 The Agent must provide both:

5.2.2.1 Audited or Certified Accounts within 60 days after the change is made and IATA will conduct the Financial Review applicable to the Agent under these criteria.

5.2.2.2 Audited or Certified Accounts for the financial year end that would have applied to the Agent before the Agent changed its financial year end. These must be provided to IATA within 60 days of the former financial year-end.

5.2.3 Agent must obtain a satisfactory result on both sets of Accounts provided as per section 5.2.2 in order to pass the Financial Review.

DEFINITIONS OF TERMS USED

Adjusted Current Assets - are defined as Current Assets (including accrued income if invoiced till the submission date of the financial statements) as in the Balance Sheet of the Accounts after:

- a. deducting loans to Directors, Associate Companies (including any subsidiary, associate or company under common ownership),
- b. deducting doubtful debtors,
- c. deducting blocked funds related to guarantees, except those given to IATA and those blocked funds related to equal liabilities as indicated in the auditor's report.

Current Liabilities - are defined as Current Liabilities as in the Balance Sheet of the Accounts

EBITDA – Earnings Before Interest, Taxation, Depreciation and Amortisation

Financial Review means a review of an Agent's financial position or the calculation of the amount of Financial Security required, or both.

Net Equity or Shareholders'/Owners' Funds – consists of:

- Share capital
- Share premium
- Retained earnings
- Other distributable reserves
- Shareholder's loans if subordinated less declared dividends

Long Term Debt – All debt liabilities where repayment is due more than twelve months after the end of the financial period.

Long Term Liabilities – all liabilities where repayment is due more than twelve months after the end of the financial period.

Review means any assessment or evaluation of an Agent's continuing compliance with the Passenger Sales Agency Rules.