

MEMORANDUM

PAC/RESO/1095

To: All Members, Passenger Agency Conference
Accredited Representatives

From: Executive Director, Financial Services, BSP & CASS

Date: 27 April 2026

Subject: **MAIL VOTE (A726)**
PAC2 (Mail A726)
CHANGES TO LOCAL FINANCIAL CRITERIA GERMANY

Submitted by APJC Germany

Background Information

In 1993, the financial criteria in Germany were amended to allow travel agencies the option of either providing financial security or, alternatively, submitting a Data Collection Sheet that could be used to determine their liquidity ratio.

With the introduction of these criteria, the deadline for submitting the Data Collection Sheet was set for 30 September. As this represents a period of nine months after the end of the fiscal year, APJC Germany has decided to establish a nine-month deadline after the financial year-end for submitting the Data Collection Sheet to IATA in the Local Financial Criteria.

The APJC was held on March 12, 2026. A quorum was present, which unanimously approved the amendments to the LFC as follows:

2. ANNUAL FINANCIAL REVIEW

Accredited Agents holding the Standard Accreditation with Cash Facility are required to undergo an Annual Financial Review. The Accredited Agent is obliged to provide either the "Data Collection Sheet for establishing liquidity" or to adjust the Financial Security ("Guarantee Model") according to the Financial Security Overview ~~within 30 days of IATA's request.~~ within 9 months after each financial year end.

Effective Date

The proposed effective date of these changes is the earliest date: 1 July 2026.

Proposed Action

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

Voting Period: 27 April -11 May

Filing Period: 12 - 26 May

Effectiveness: 1 July 2026

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

[2026 First mail vote cycle – Fill out form](#)

Please note that no other form of voting will be accepted. Voting will conclude at close of business MAD time on **Monday, 11 May 2026**. Votes not cast by that deadline will be deemed to be affirmative.

In conformity with the Mail Vote procedure endorsed by PAConf 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.A. Rodriguez', written in a cursive style.

Juan Antonio Rodriguez
Executive Director, Financial Services, BSP & CASS
PAConf & PSG Secretary

GERMANY

(Effective ~~1 September 2025~~ — PAC/47.1 July 2026 MV/726)

1. GENERAL RULE – (Accounts / Documents to be provided)**1.1. New Applicants**

In addition to a complete application the applicant must, for a minimum of two years from its effective date of accreditation, provide a Financial Security according to chapter 4. The Financial Security provided will determine the Remittance Holding Capacity granted, as per Resolution 812, section 5. In the first 24 months following accreditation the most frequent standard remittance will be applied, i.e. four times per month remittance.

1.2. Accredited Agents

An Accredited Agents holding Standard Accreditation with Cash Facility is required to undergo a financial assessment annually or for cause at any time. An Agent holding a Multi-Country Accreditation is required to undergo a financial assessment quarterly or for cause at any time. For the conduct of financial assessments, the Agent must provide the financial statements/documents as stated in chapter 2.

2. ANNUAL FINANCIAL REVIEW

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2.1. Guarantee Model

With the Annual Financial Review request IATA provides a Financial Security Overview, which informs the IATA Accredited Agent:

- which Financial Securities are currently deposited with IATA,
- which Remittance Frequency is currently applied
- what Financial Security amount is actually required with regard to twice-monthly, four times per month or daily remittance on basis of the most actual cash sales.

If the Financial Security deposited with IATA is sufficiently covering the most actual cash sales, no action needs to be taken by the Agent.

Accredited Agents providing 100% financial security voluntarily are considered to have PASSED the Financial Review. However, the Agent must cover at all times 100% of the amount at risk calculated according to the formula stipulated in chapter 4.3.2, otherwise the financial review is considered to be unsatisfactory.

2.2. Data Collection Sheet

Agents that are accredited for at least 24 months can optionally provide the Data Collection Sheet instead of providing 100% financial security.

The Data Collection Sheet for establishing the liquidity quota contains a list of short-term assets and short-term liabilities. Accredited Agents that achieve a liquidity rate of more than 110% are considered to have PASSED the Financial Review. For liquidity quotas equal or less than 110% (bonus class 5) the Financial Review has been FAILED.

2.2.1. Bonus Class

Agents with a liquidity quota of more than 110% are entitled to a bonus, i.e. the Agent can expect a reduction of the otherwise required Financial Security amount. Please refer to table 'Financial Security Discount' in chapter 4.7.

2.3. Agents holding a Multi Country Accreditation are required to undergo a quarterly financial assessment in accordance with the Multi Country Financial Criteria.

3. CRITERIA FOR THE EVALUATION OF AGENT'S ACCOUNT

3.1. The financial criteria for the evaluation of the Agent's Data Collection sheet is the liquidity quota.

3.2. Formula for calculating the liquidity quota:

$$\frac{\text{Assets realizable in short-term} \times 100}{\text{Short-term liabilities}}$$

3.3 Remittance Period

The remittance period, i.e., the number of days between the end of the billing period and the remittance date, for four times per month remittance is 10 days.

Effective 1 January 2025 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.

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 of termination period on the part of the Financial Security Provider 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.

4.2.1. The following types of Financial Securities are accepted

- i. Bank Guarantee payable on first demand according to IATA sample
- ii. Guarantee by an insurance company payable on first demand according to IATA sample
- iii. Assignment of fixed deposit or saving account according to IATA sample
- iv. Global Default Insurance

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.

| Remittance Frequency: | Days' Sales at Risk |
|---------------------------------|---------------------|
| Twice per month (optional) | 35 |
| Four times per month (standard) | 17 |
| * Daily (voluntary) | 5 |

4.3.2 "Amount at Risk" is calculated using BSP cash turnover amount equal to the net cash sales in the previous 12 months, as follows:

$$\text{"Amount at Risk"} = \frac{\text{"Days' Sales at Risk"} \times \text{BSP cash turnover in the most recent 12 months}}{360}$$

4.3.3 The value of the Financial Security will be rounded to the next + 1,000 EUR.

4.4. All Agents must provide a Financial Security with a minimum amount as per 4.5. during the first two (2) years as IATA accredited Agent.

4.5. The minimum fixed amount of financial security based on the remittance frequency of the Agent:

- twice per month remittance: EUR 20 000
- four times per month remittance: EUR 15 000
- daily remittance: EUR 5 000

4.6. Accredited Agents

4.6.1. Agents with Risk Status A

Agents with Risk Status A, Bonus Class 1 and Amount at Risk below 400.000 EUR will not be required to submit a Financial Security. Agents with Risk Status A, bonus class 1 – 4 incl. are required to provide a Financial Security applying the corresponding discount and their Amount at Risk is calculated using BSP cash turnover amount equal to their net cash sales in the previous 12 months, with a minimum amount as per 4.5., whichever is higher

4.6.2. Agents with Risk Status B

For Agents with Risk Status B the amount of the Financial Security required must cover at a minimum the Amount at Risk calculated as per Section 4.3 and 4.7 using the BSP cash turnover amount equal to the net cash sales in the previous 12 months, with a minimum amount as per 4.5., whichever is higher. IATA Agents that have failed the Risk History Assessment will be downgraded by one bonus class during the Annual Review.

4.6.3. Agents with Risk Status C

For Agents with Risk Status C the amount of the Financial Security required must cover at a minimum the Amount at Risk calculated as per Section 4.3 and 4.7.using the BSP cash turnover amount equal to the net cash sales in the previous 12 months, with a minimum amount as per 4.5., whichever is higher.

4.6.4. Agents with a required Financial Security above EUR 400.000

IATA Agents in the bonus categories 1 to 4 with an amount of the Financial Security required equal or above EUR 400,000 and a BSP cash turnover share as defined in table 4.7 must provide additional surety by paying 100% of the BSP cash turnover on a daily basis. The cash sales will be remitted from the gent's account 8 days after ticket issuance. On the Remittance Date as defined in the BSP calendar for payments, the total amount according to the Billing must be available for direct debiting.

As an alternative to the daily remittance the IATA Agent is entitled to provide a Financial Security in the amount of the required Financial Security multiplied by the relevant bonus quota.

IATA Agents in the bonus category 5 with an amount of the Financial Security required above EUR 400.000 must provide additional surety by paying 100% of the BSP cash turnover on a daily basis. The cash sales will be remitted from the Agent's account 3 days after ticket issuance. As an alternative to the daily remittance the IATA Agent can provide IATA with a Financial Security that covers 100% of the amount at risk.

4.7. Financial Security Discount:

| Target Guarantee/Required Financial Security in EUR | BSP cash turnover share | Financial Security required (Target Guarantee multiplied by bonus quota) | | | | |
|---|-------------------------|--|------------------|------------------|------------------|--------|
| | | 1 | 2 | 3 | 4 | 5 |
| Bonus classes | | | | | | |
| Liquidity rates in % | | > 140% | > 130% ≤ 140% | > 120% ≤ 130% | > 110% ≤ 120% | ≤ 110% |
| < 400,000.00 | | 0% | 25% | 50% | 75% | 100% |
| ≥ 400,000.00 < 600,000.00 | ≥ 40% | 50% | 60% | 75% | 80% | 100% |

| | | | | | | |
|--------------------------------|----------------|-----|-----|-----|------|------|
| ≥ 600,000.00 | | | | | | |
| < 800,000.00 | ≥ 40% | 60% | 70% | 75% | 80% | 100% |
| ≥ 800,000.00 < 1,000,000.00 | ≥ 30% | 50% | 60% | 75% | 80% | 100% |
| ≥ 1,000,000.00 | ≥ 18% < 20% | 50% | 60% | 70% | 80% | 100% |
| ≥ 1,000,000.00 | ≥ 20% < 30% | 60% | 70% | 80% | 90% | 100% |
| ≥ 1,000,000.00 | ≥ 30% < 40% | 70% | 75% | 80% | 100% | 100% |
| ≥ 1,000,000.00 | ≥40% | 72% | 80% | 90% | 100% | 100% |

If the BSP cash turnover share is below the minimum quotas stated in the table under 4.7. the IATA Agent is not required to provide a Financial Security.