

# IBAR EXTRAORDINARY ASSEMBLY

## Rome – 11 December 2024

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### Agenda

**ART1 : Obligation to attempt an ADR before going to Court**

**ART2 : Regulation on the minimum level of rights for air transport's passengers concerning claims**

**MIL : Centralization of passenger transport services**

**FCO : Handlers' limitation procedure**

**ENAC : Request to nominate the station manager**

**Latest regulatory developments**

**IBAR accounts 2023-24 , Elections , Statute changes**

**Modern Airline Retailing**

**Robert Chad – IATA Area Manager France, Belgium, Netherlands & Southern Europe**

**A window on Air Cargo**



**Edvino Corradi - IBAR Councillor Delegate for Air Cargo**

**Giovanna Cardinali - Cargo Start Director Strategy and Business Development**

**Adm. Carmelo Bonfiglio - The Italian Ministry of Defense**

**AOB**

## Our legal counsels' report - 1

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### **ART1 : Obligation to attempt an ADR before going to Court**

A recent Court decision has ruled that **the conciliation attempt on CONCILIAWEB (ART's platform for the ADR procedures) is no longer an obligatory step before going to Court.**

The decision may or may not be appealed by ART; IBAR has addressed a letter to the Authority to reaffirm its support for the ADR mechanism and recommend its strengthening.

### **ART2: Regulation on the minimum level of rights for air transport's passengers concerning claims**

**IBAR opposed the regulation issued by the Transportation Authority** which imposes further onerous obligations on carriers with regards to passengers' rights. The Administrative Court anticipated the **hearing on January 21st**, and we expect to have a preliminary decision few days after. It is to be clarified with the carriers if they can wait till the preliminary decision of the Court before starting any process for implementing the said regulation.

### **MIL : Centralization of passenger transport services**

SEA has issued its proposal for the costs of the centralized bus service at Malpensa and Linate, ranging 43-47 € per bus ride.

This proposal imposes a considerable cost increase on the carriers, who up until now have been paying much lower amounts to the handlers for the same service.

**The AUC has expressed its opposition to this new tariff, since it is excessive, not transparent, and not in accordance with current regulation.**

IBAR and the AUCs are monitoring the process and will ask the ENAC Office in charge to be heard.

**If the new charging system should be approved by ENAC (not unlikely), the next step would be an opposition before the Administrative Tribunal.**

## Our legal counsels' report - 2

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### **FCO : Handlers' limitation procedure**

The Administrative Court has ruled that the tender for the selection of 3 handlers at Fiumicino complies with the current legislation Airport Handling, Aviation Service and Aviapartner are the 3 contenders with the highest ranking. However, Swissport has appealed this decision, and a hearing is expected on **December 12th**. Furthermore, Swissport believes that the adjudication to Aviapartner is not correct and has opposed the same before the Court of Appeal, which fixed a hearing on **December 18th**. Further clarifications will be provided.

### **ENAC : Request to nominate the station manager**

The ENAC Board Resolution 39/2024 imposed several obligations on the carriers regarding the nomination of a station manager. At the end of November IBAR and AICALF met the President of ENAC and his legal team, to clarify that the obligations imposed by ENAC may be in contrast with current legislation and, in any case, would create considerable and unnecessary bureaucratic problems for the carriers.

After the meeting, IBAR has reported to its Members that the President of ENAC has substantially accepted almost all IBAR requests and informed that, according to the President of ENAC, each carrier may simply communicate the name of station manager, according to the template provided by same IBAR.

### **API fines.**

ENAC continues to notify heavy fines to the carriers for trivial mistakes in the API data

### **ART contribution**

Brief update and possible further steps.

## In the pipeline

### EES

- ❑ On 10 October 2024 the Commission informed that it had not yet received the required declarations of readiness from all Member States, a pre-requisite for the intended kick-off on 10 November 2024.
- ❑ The Commission has therefore put forward a proposal for a **progressive entry into operation of EES**.
- ❑ Next target date is presently unknown, indicatively **not before May 2025**

### SAF

- Current SAF supply remains low at **less than 0.05%** of total EU aviation fuel use.
- The EU **SAF blending mandate** for fuel supplied to EU airports, starting from 2% of the uptake, will start in 2025
- New technical table launched by the MIT on 4DEC to devise national roadmap
- Our priorities :
  - ❑ **SAF availability**
  - ❑ **Reduction of the cost gap**
  - ❑ **Flexibility in the uptake & reporting obligation (book and claim)**

### AIRPORT CHARGES

**VCE** has been instructed to recalculate certain elements of their regulated charges 2017-2021

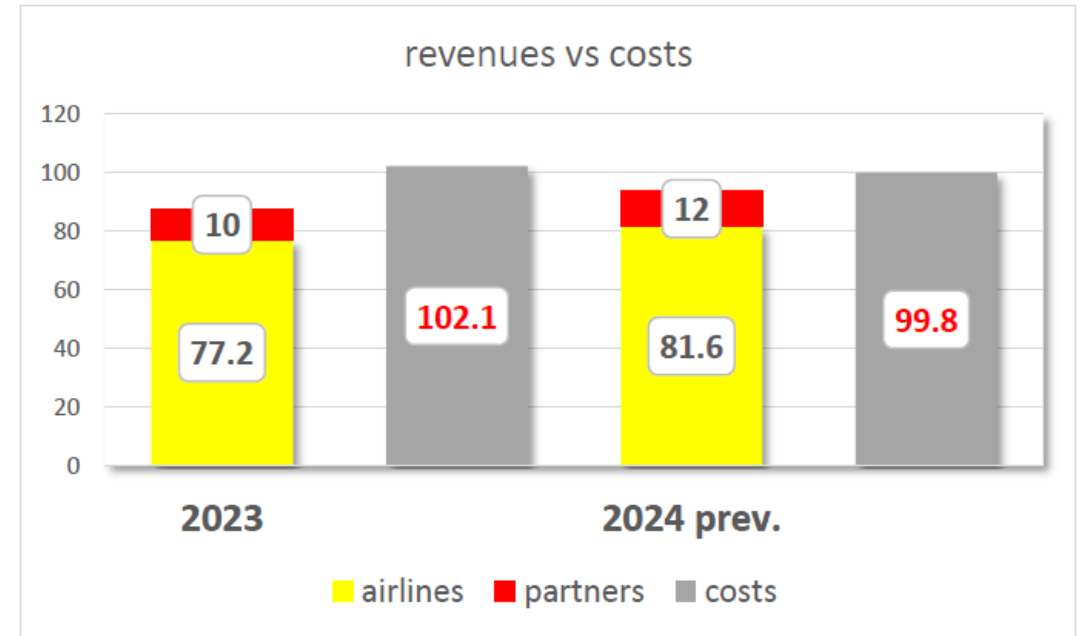
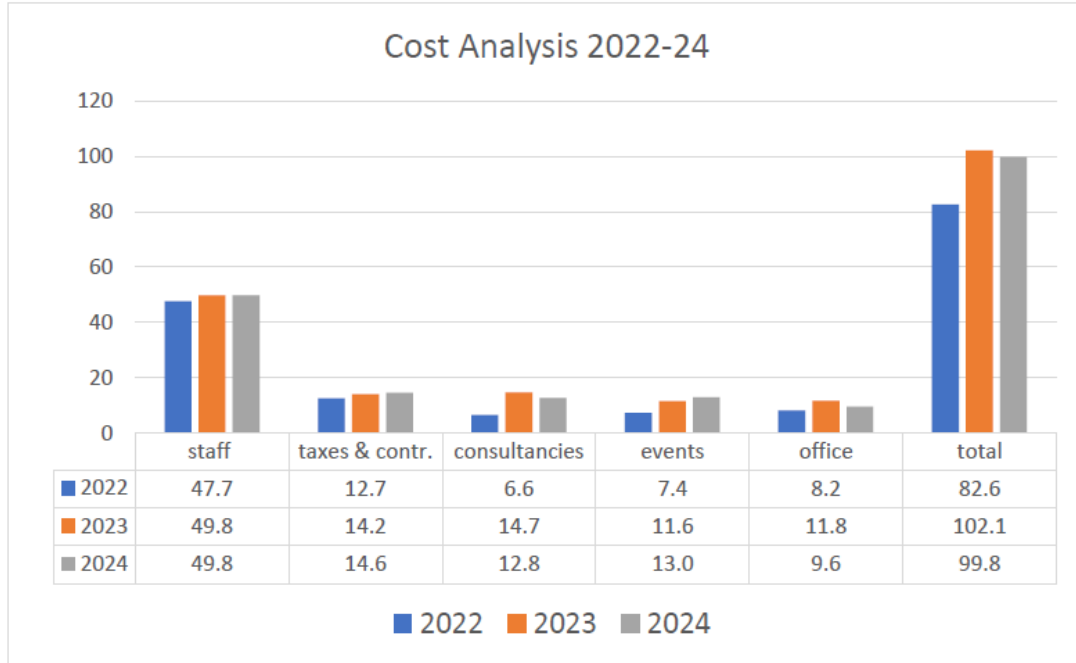
**NAP** must recalculate their charges 2019-2023 (consultation on 16JAN25)

**MIL** (MXP/LIN) is preparing to present a multi-year proposal in the first-half of 2025 (subject to regulatory approvals), charges frozen at 2024 levels until then.

**CTA** must recalculate their charges 2021-2023 and revise their proposal for 2024-2027

**FCO** changed their 2025 proposal three times during the consultation period (IBAR & IATA have requested ART to evaluate legitimacy).

## IBAR ASSEMBLY 11DEC24 FINANCIAL REPORT CONFIDENTIAL



# The way forward ( Milan - June23rd, 2024)

## 1. Objective

- IBAR should continue in its path to becoming ever more assertive , authoritative and influential in its dialogue with other stakeholders, regulators, decision makers and media.

## 2. Scenario

- The IBAR membership base is very diverse :
- Business models , equipment and route networks can be very different
- Yearly passenger volumes vary from 100.000 or less to more than 15.000.000
- Yearly revenues generated in Italy can also be very different; the same applies to yields, rpk etc. (generally treated as sensible and not shared/used within IBAR)

## 3. Guiding Principles :

- For all sizes, the **contributions should be proportionate** both to the Membership benefits and the available budgets.
- Voting rights should be aimed at preserving the Association's attractiveness and ensuring **democratic decision-making processes**.



# Traffic Data



## Airline Groups

Air France KLM

AF, **KL, Transavia, Hop!, SAS**

Easyjet

EasyJet Europe, EasyJet UK, EasyJet CH

LH Group

Lufthansa AG & CL , Swiss, Austrian, Brussels, **Eurowings, Edelweiss, Air Dolomiti**

Latam

Chile , Brazil

**IAG**

**British Airways, Iberia, Vueling, Aer Lingus, Air Nostrum**

**Wizzair**

**Hungary, Malta**

**Ryanair**

**Ryanair , Malta Air**

**Norwegian**

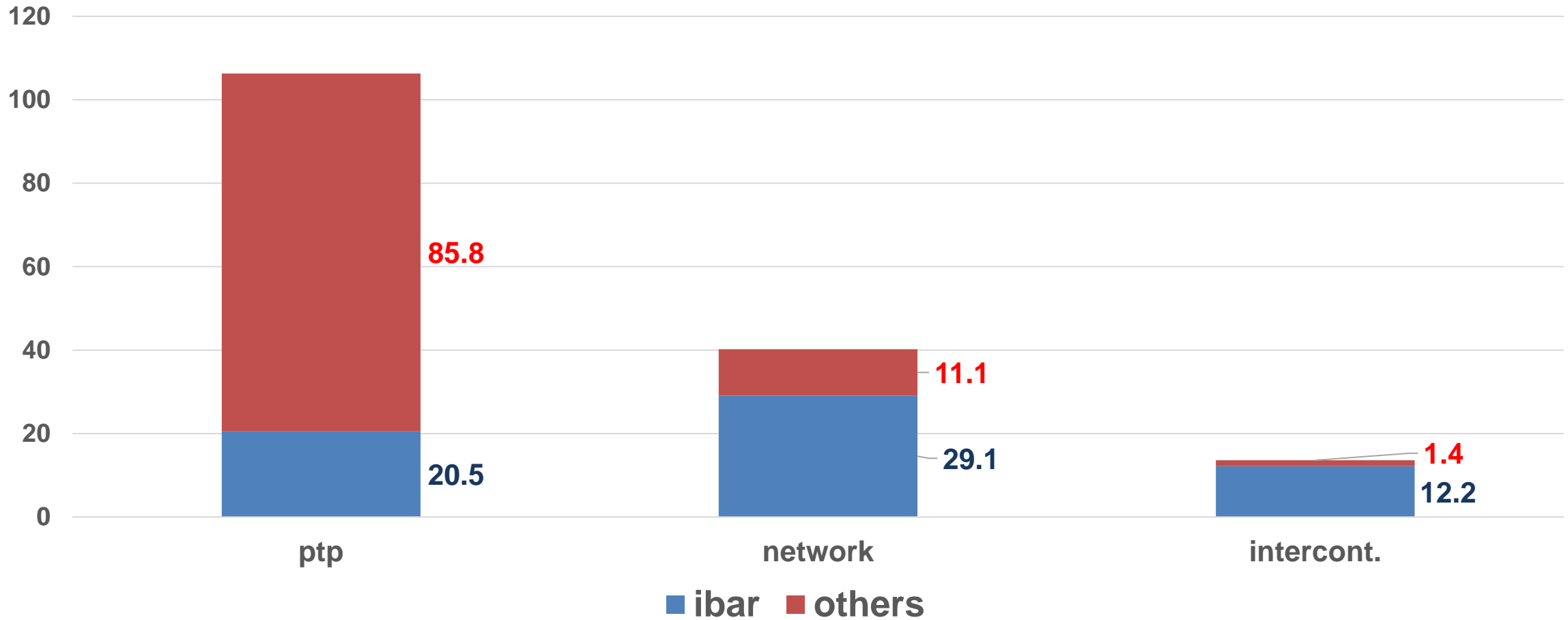
**Norway, Sweden**

IBAR Members

**Not IBAR Members**

# IBAR's position in the market

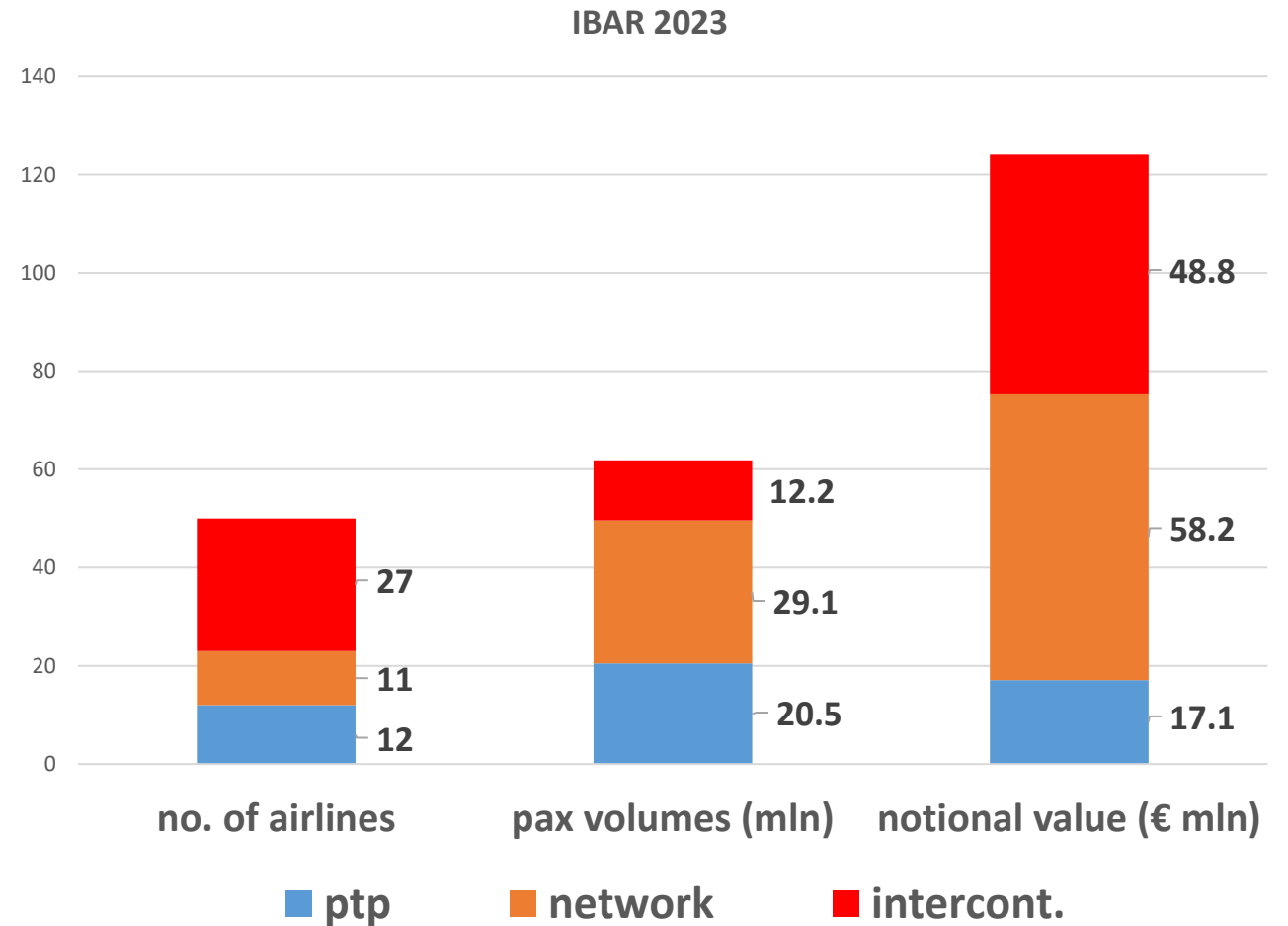
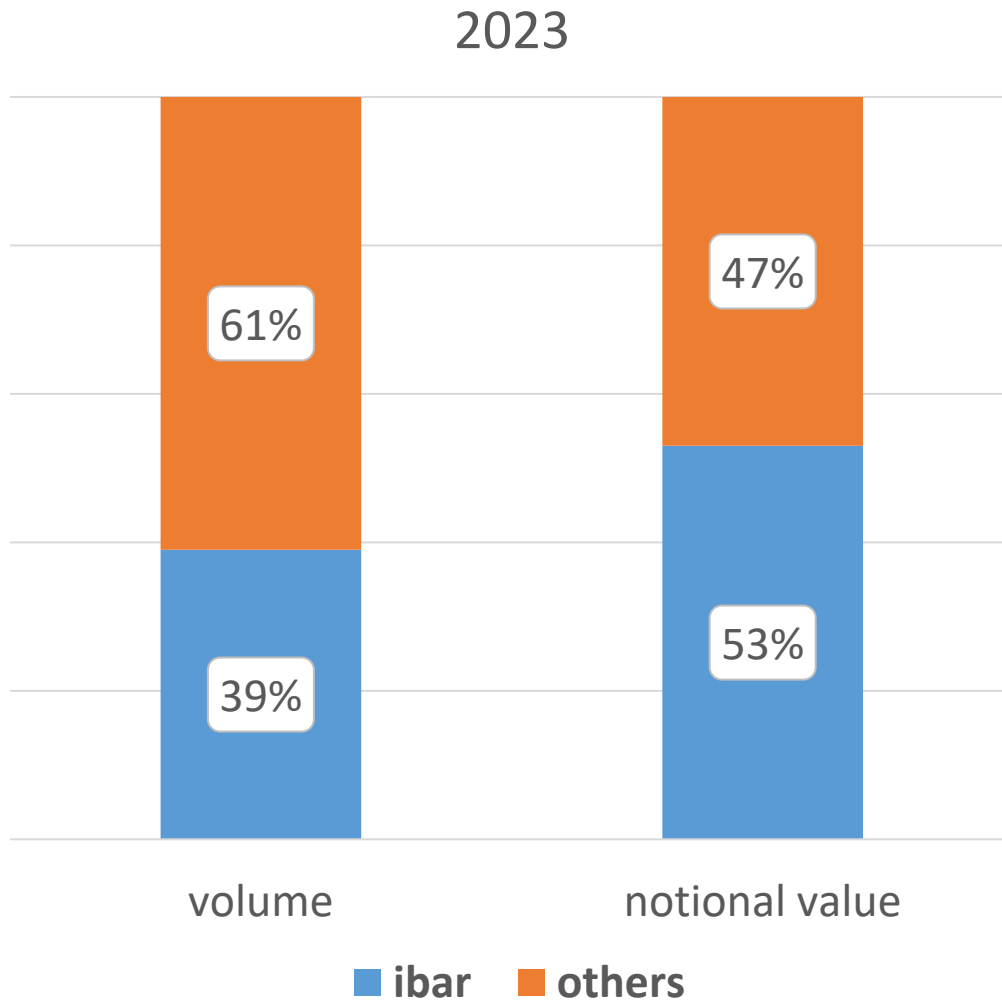
## 2023 pax volumes



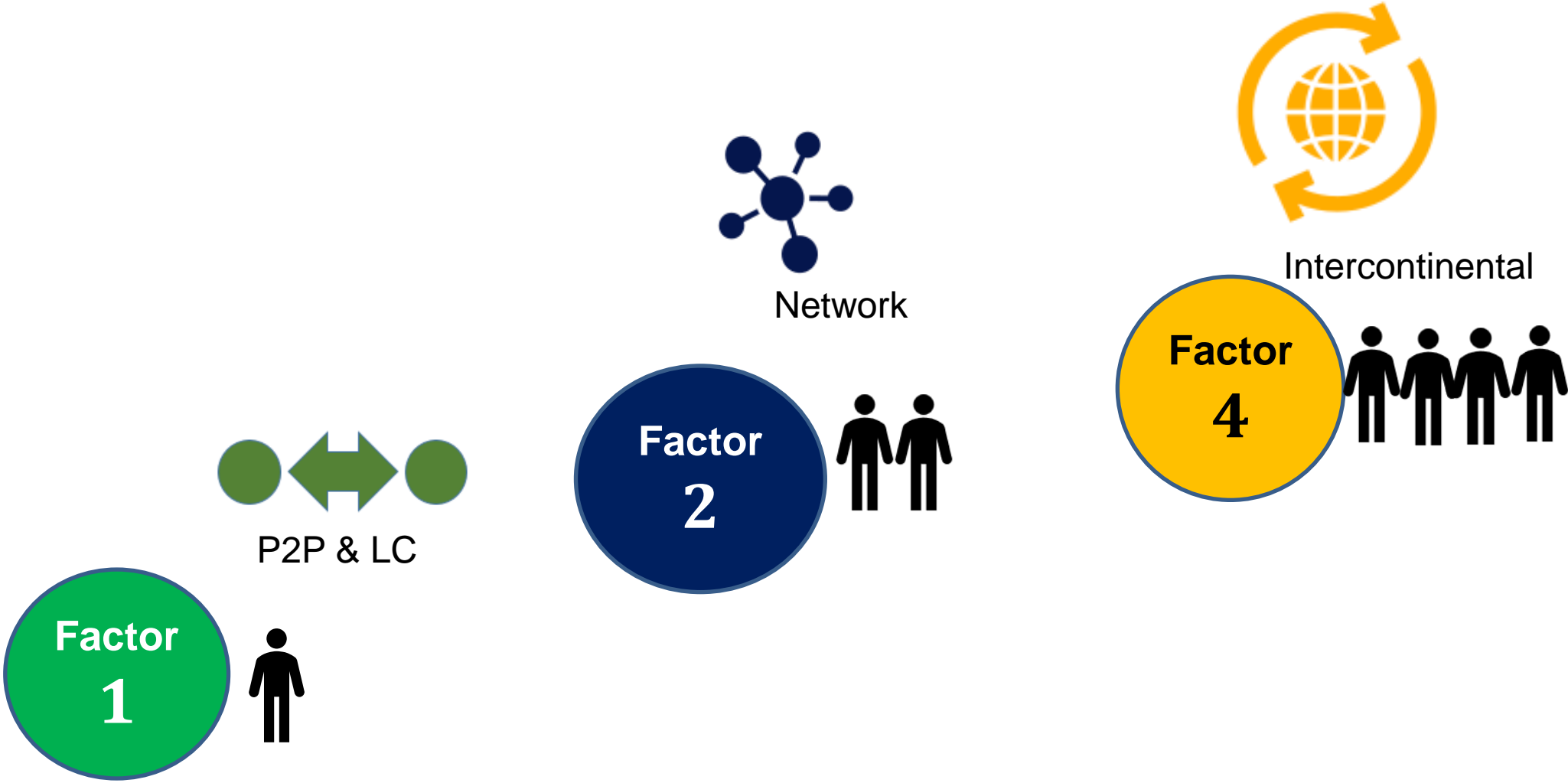




## A closer look at the IBAR's weight & membership profile



Calibration metrics to reflect average pax values :  
from “passenger number” to “notional value passenger number”






# Membership fee bands (based on notional values )

Membership revenues' target

2025 :

**≥€ 85k**

	<b>≥10mln</b>	<b>3 members</b>
	<b>3 – 10 mln</b>	<b>7 members</b>
	<b>&lt;3 mln &amp; Cargo</b>	<b>29 members</b>

## Proposed fee levels 2025 :

Airline	Group	actual pax 2023 (airline)	adjusted pax 2023 (group)	fee 2025
ITA		15,168	30,336	<b>3200</b>
EASYJET	EASYJET	<b>12,655</b>	<b>16,383</b>	<b>3200</b>
LUFTHANSA AG	LH GROUP	<b>3,450</b>	<b>13,608</b>	<b>3200</b>

AIR FRANCE	AF KLM	<b>2,808</b>	<b>9,124</b>	<b>2500</b>
TURKISH		2,074	8296	<b>2500</b>
EMIRATES		1,665	6660	<b>2500</b>
DELTA		1,411	5644	<b>2500</b>
UNITED		1,011	4044	<b>2500</b>
AMERICAN		917	3668	<b>2500</b>
QATAR		913	3652	<b>2500</b>

## Voting rights :

Membership fee	Up to 2024	2025
€3200	2.5%	3.75%
€2500	2.5%	2.95%
€2000	2.5%	2.35%

Airline	Group	actual pax 2023 (airline)	adjusted pax 2023 (group)	fee 2025
AIR CANADA		610	2440	<b>2000</b>
TAP		1,130	2260	<b>2000</b>
ETIHAD		443	1772	<b>2000</b>
AIR CHINA		416	1664	<b>2000</b>
AEGEAN		827	1654	<b>2000</b>
RAM		411	1644	<b>2000</b>
EL AL		407	1628	<b>2000</b>
AIR EUROPA		593	1186	<b>2000</b>
ETHIOPIAN		284	1136	<b>2000</b>
TAM	LATAM	<b>161</b>	<b>1280</b>	<b>2000</b>
EGYPTAIR		269	1076	<b>2000</b>
KOREAN		239	956	<b>2000</b>
SINGAPORE		225	900	<b>2000</b>
SAUDIA		138	552	<b>2000</b>
ASIANA		118	472	<b>2000</b>
AEROLINEAS		101	404	<b>2000</b>
EVA		90	360	<b>2000</b>
KUWAIT		89	356	<b>2000</b>
LUXAIR		325	325	<b>2000</b>
CATHAY		75	300	<b>2000</b>
JORDANIAN		79	79	<b>2000</b>
AIR ALGERIE		0	0	<b>2000</b>
MEA		0	0	<b>2000</b>
CHINA AIRL.		0	0	<b>2000</b>
THAI		0	0	<b>2000</b>
ANA		0	0	<b>2000</b>
LH CARGO		0	0	<b>2000</b>
DHL		0	0	<b>2000</b>
IRAN AIR		0	0	<b>2000</b>

# IBAR STATUTE REVISION PROPOSAL - DEC 2024

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Highlights :

## **ART. 1 NAME**

The Association called IBAR - Italian Board Airline Representatives is established among the Companies ~~with stable legal representation~~ **operating** in Italy.

## **ART. 13 SECRETARY GENERAL**

2. The Secretary General, upon the directive of the President, shall also be responsible :

- vi) to carry out the annual distribution of the Association's expenses among all the Members, according to the terms and procedures **proposed by the Executive Committee and approved by the Ordinary Assembly.**
- vii) to carry out the support **and coordination** of the User Committees of all liberalised national airports, pursuant to Directive 96/67/EC and Legislative Decree no. 18/1999.

## **ART. 11 PRESIDENT**

- 2. **The President must be resident in Italy and be empowered with the legal representation of the Company for which he or she serves.**
- 3. **The President may be elected for a maximum of three consecutive terms**

## **ART. 15 ASSEMBLY**

A) ORDINARY ASSEMBLY

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8. The Ordinary Assembly resolves on the following matters:

- **the amount of membership fees and related voting rights on the proposal of the Executive Committee**
- **any other matter of ordinary administration of the Association**

9. All Members may participate in the Assembly with the right to ~~one~~ vote in the person of their respective legal representatives, who may also be replaced, with a proxy ~~on headed paper~~ by another Member or by a manager/officer of the company

# IBAR Statute

## Principles :

- For all sizes , the fee should proportionate both to the Membership benefits and the available budgets.
- Voting rights should be aimed at preserving the Association's attractiveness and ensuring a democratic decision-making processes.

## Proposals :

- Fee: **Based on notional travel value (three bands, derived from traffic data)**
- Source of traffic data : Latest available ENAC traffic report
- Voting rights: **According to fee paid, as a percentage of overall airline fees**

## CANDIDATES for the IBAR STATUTORY BODIES 2025 -27

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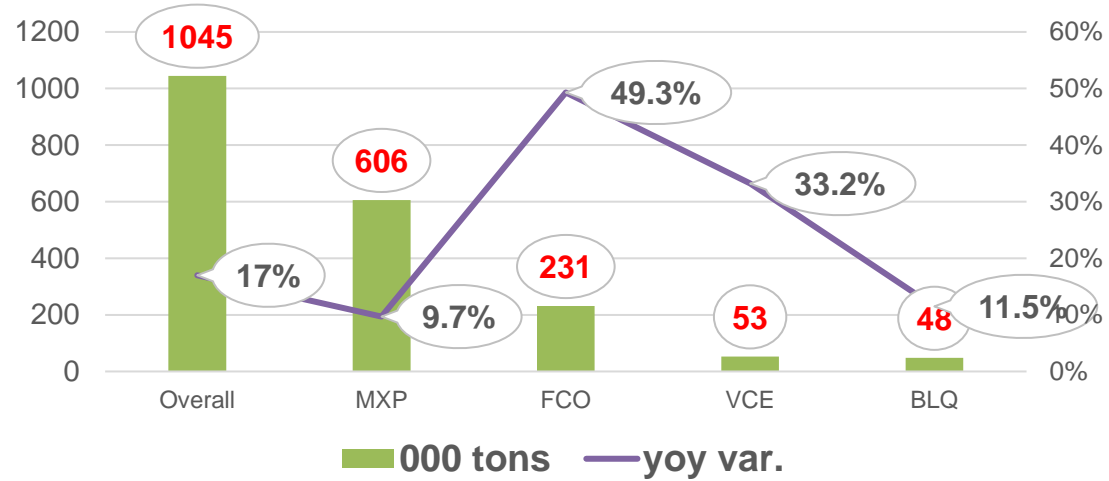
<b>FLAVIO GHIRINGHELLI</b>	<b>EMIRATES AIRLINE</b>	<b>PRESIDENT</b>
<b>GABRIELLA GALANTIS</b>	<b>LUFTHANSA GROUP</b>	<b>COUNCILLOR</b>
<b>LORENZO LAGORIO</b>	<b>EASYJET GROUP</b>	
<b>RITA GAGLIONE</b>	<b>ITA AIRWAYS</b>	
<b>EDVINO CORRADI</b>	<b>LUFTHANSA CARGO</b>	
<b>ALBERTO NANNI</b>	<b>CATHAY PACIFIC</b>	
<b>BERNARDINO DE CAROLIS</b>	<b>AMERICAN AIRLINES</b>	
<b>BENITO NEGRINI</b>	<b>LUXAIR</b>	
<b>STEFANO PONTIGGIA</b>	<b>DHL</b>	
<b>RENATO SCAFFIDI</b>	<b>AIR EUROPA</b>	
<b>RAMZI ZAWAIDEH</b>	<b>ROYAL JORDANIAN</b>	



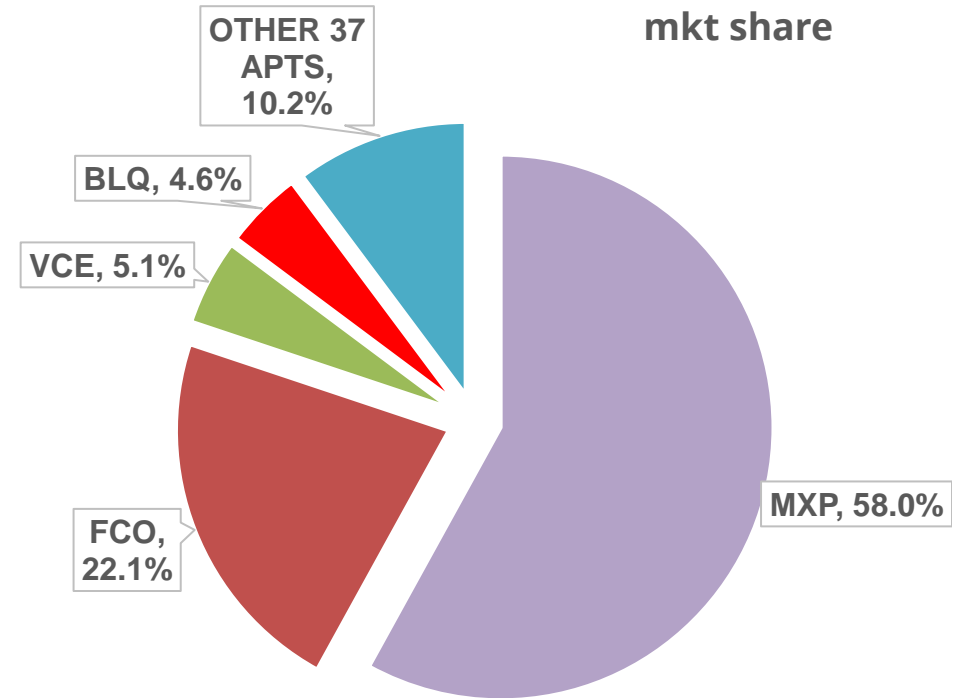
# AIR CARGO

Good news :

air cargo performance jan-oct



mkt share







# AIR CARGO

Reinforcing IBAR cooperation with customers (ANAMA) : a joint webinar about new security and customs regulations for shipments destined to the U.S.A.

In collaborazione con

**ANAMA** Webinar

**IBAR** ASSAEREO

## Nuove disposizioni USA sicurezza aerea

2 dicembre 2024  
Ore 11,00

**PROGRAMMA**

PRESENTAZIONE DELLA NORMATIVA:  
**Lucia Padoan**, consigliere ANAMA e Vicepresidente del CLECAT Airfreight Logistics Institute

INDICAZIONI DAI VETTORI AEREI:  
**Edvino Corradi**, rappresentante IBAR  
**Maria Sacconi**, rappresentante Assaereo

Q&A

fedespedi.it | fedespedi@fedespedi.it | 02.671541

## EBR valid for shipments to US / CA / AU

- A new industry-wide regulation with revised security requirements applies for all shipments to the United States and Canada (and Australia) which originate from the following areas: European Union (EU), Europe, the Commonwealth of Independent States (CIS) and Central Asia.
- Forwarders must determine an **established business relationship** for all shippers.
- Please ensure that shipments (direct or consolidated) tendered to the airlines are accompanied by the so-called EBR declaration. **This established business relationship requirement applies to every piece in a consolidated shipment.**
- A change of wording of the EBR (i.e. from "signed contract" to "*contractual arrangement*") shall be agreed upon with the single airlines
- Shipments tendered without EBR (normally in paper form) may incur in acceptance rejection or additional screening measures



• We hope you have enjoyed our services today, see you in Milan next year & a Happy Festive Season to you and your families !