

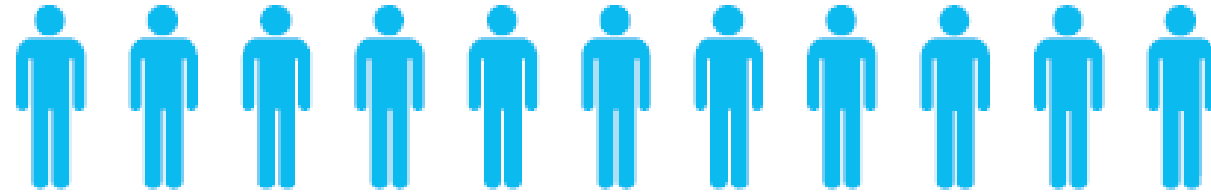


CÓMO POTENCIAR EL CRECIMIENTO DE LA AVIACIÓN EN LA REGIÓN

PETER CERDÁ
REGIONAL VICE PRESIDENT
THE AMERICAS

Every day...

9.8 MILLION PASSENGERS



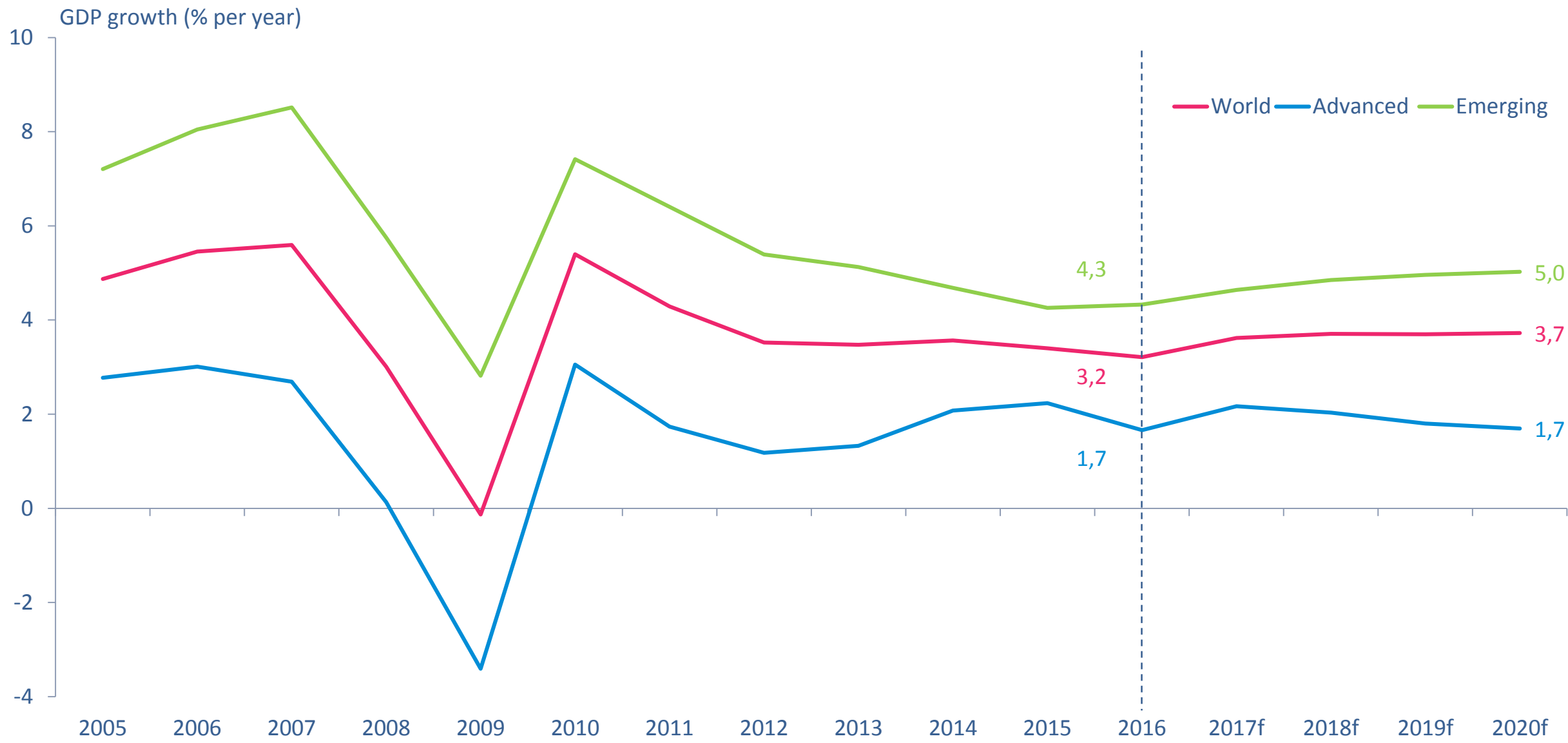
104,000 FLIGHTS



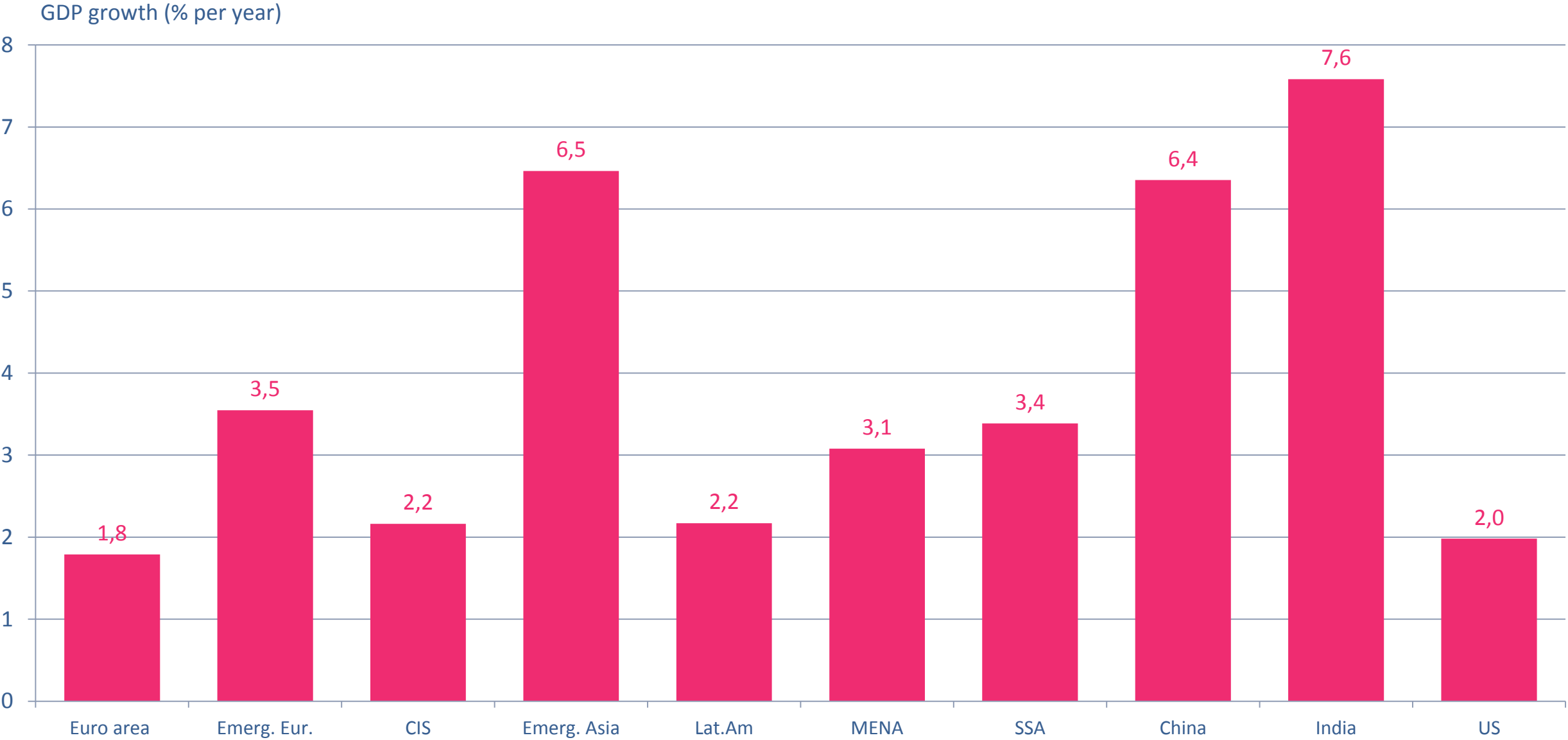
\$18.6 BILLION WORTH
OF GOODS CARRIED



Global growth to improve, led by emerging markets



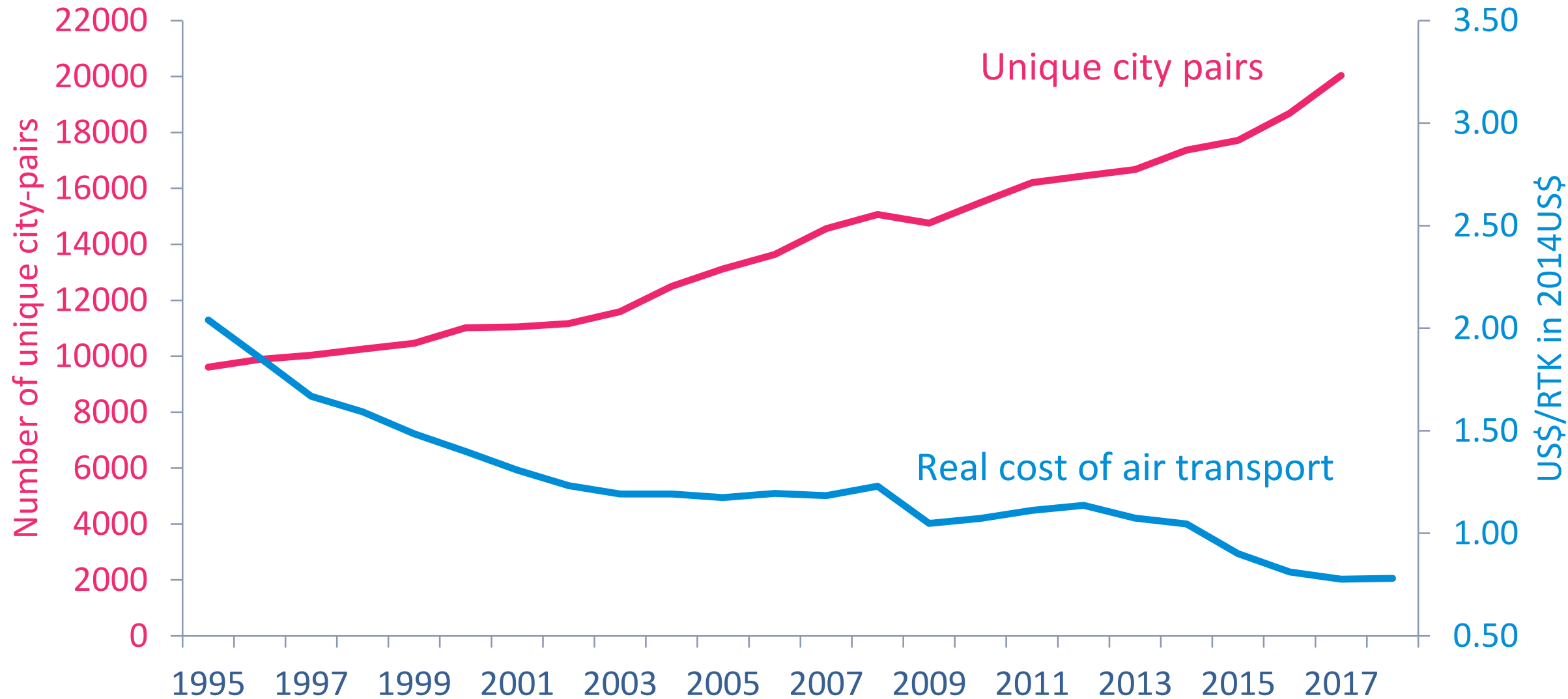
Expected growth varies widely across regions



Source: IMF

Global city-pair connections exceed 20,000 this year

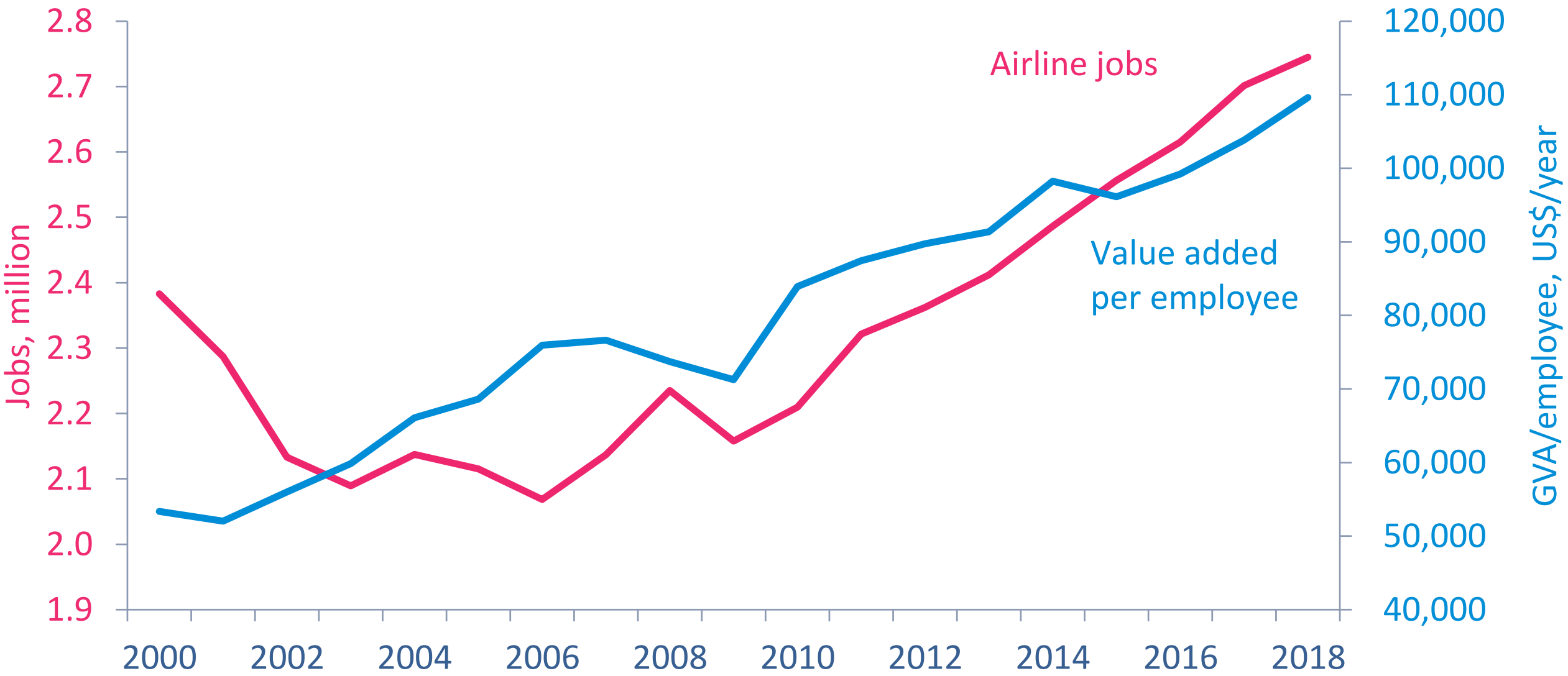
Unique city-pairs and real transport costs



Source: ICAO, IATA

Airline jobs forecast to exceed 2.7 million in 2018

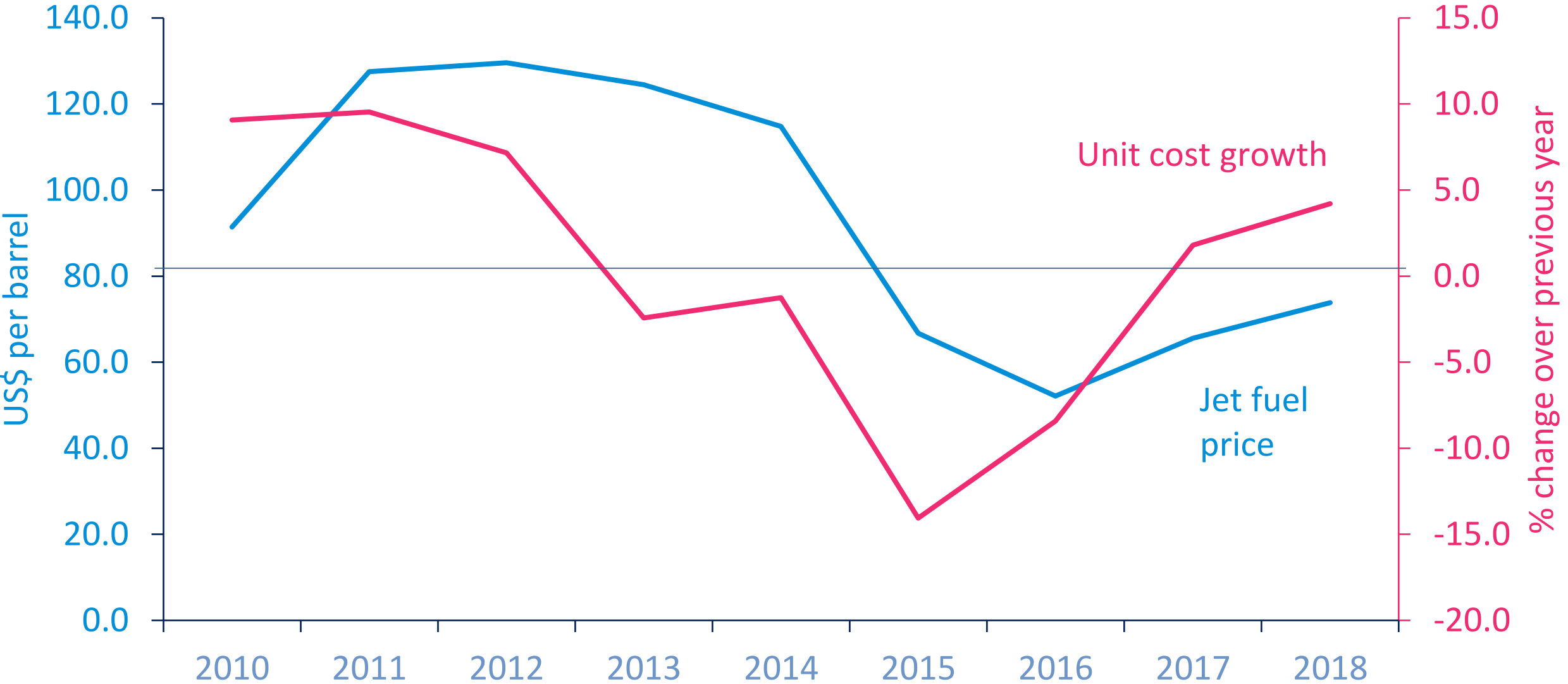
Airline industry jobs and value added (GVA) per employee



Source: IATA Economics using data from ICAO, ATAG, IATA forecasts

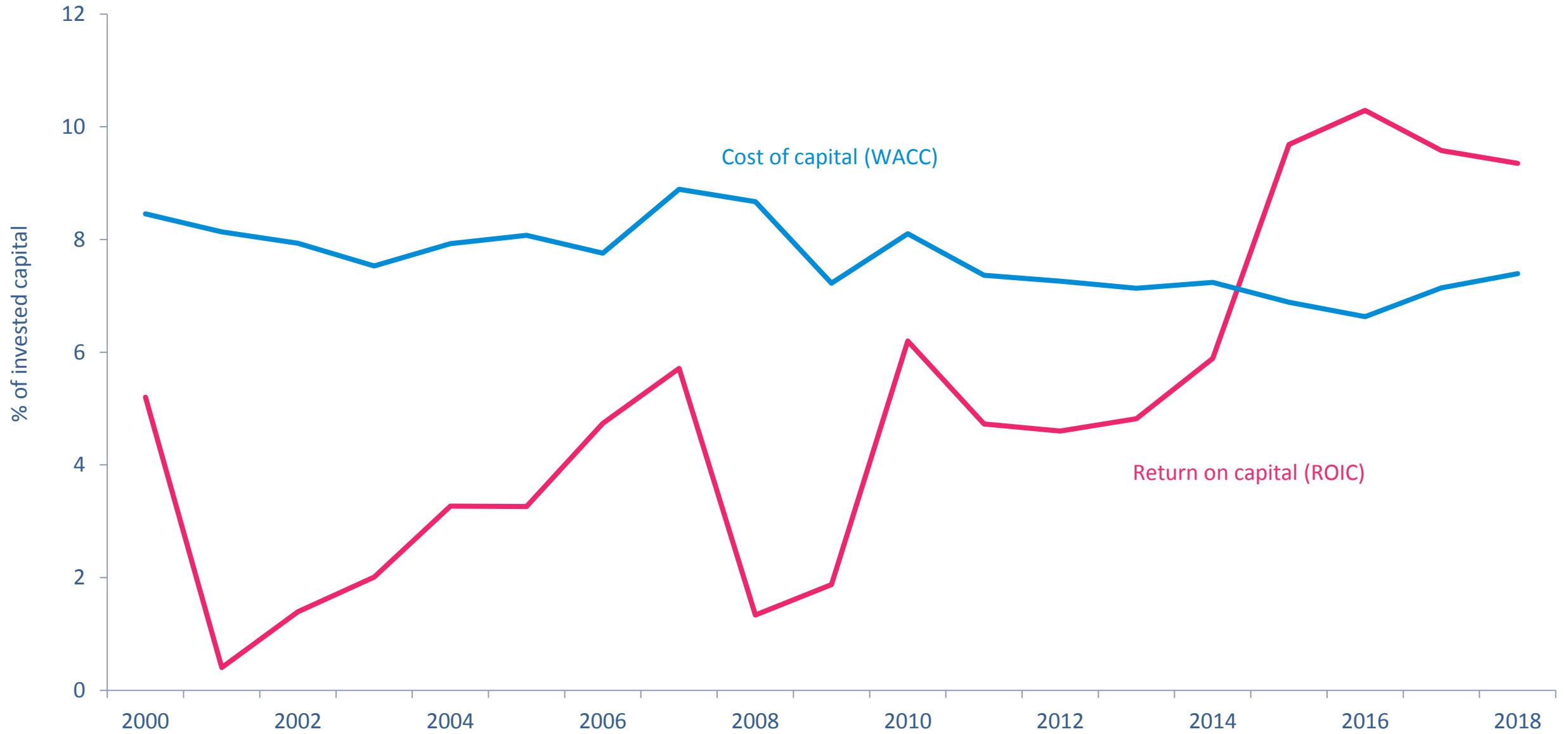
Rising costs are the biggest challenge

Jet fuel price and growth in unit costs

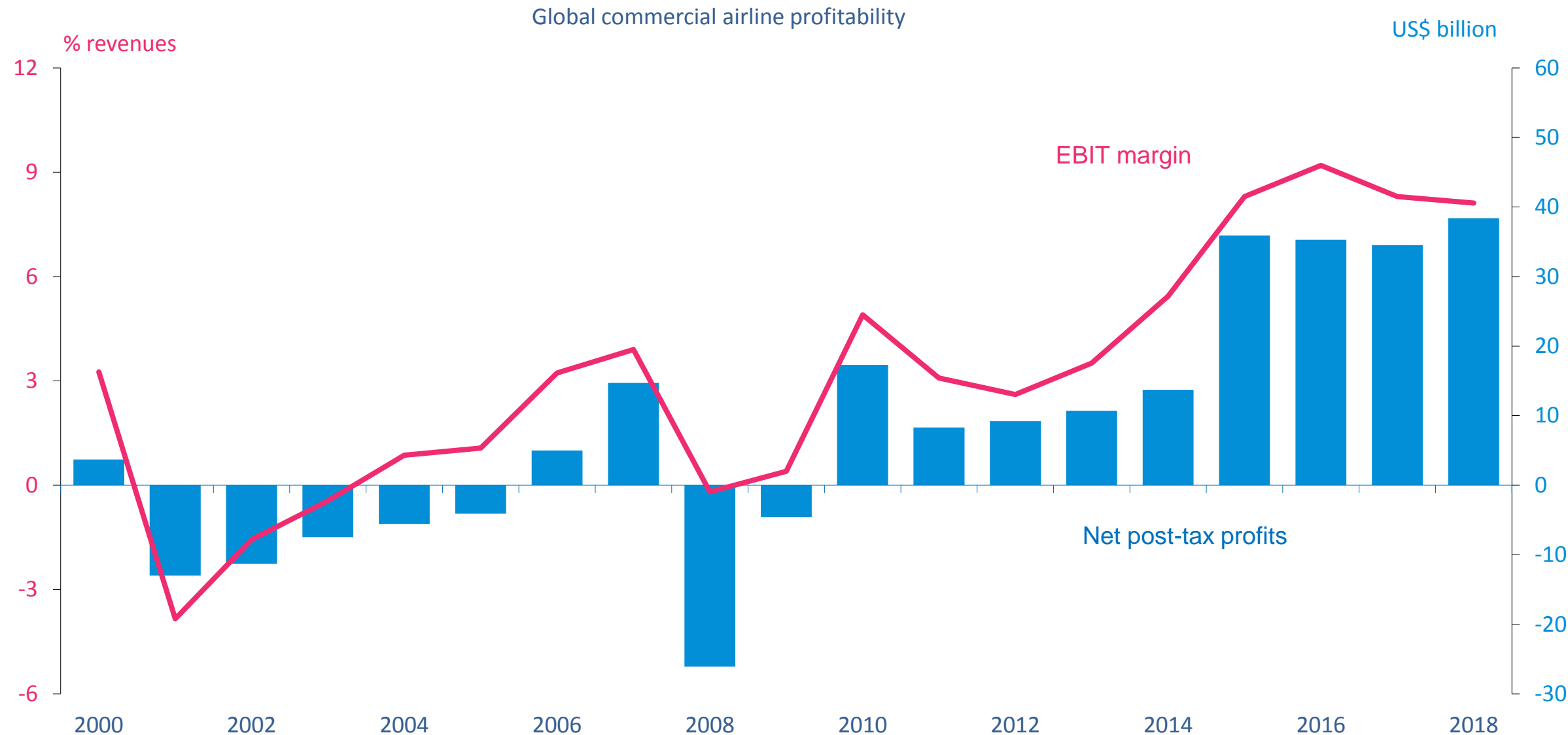


Producing good returns for investors for a 4th year

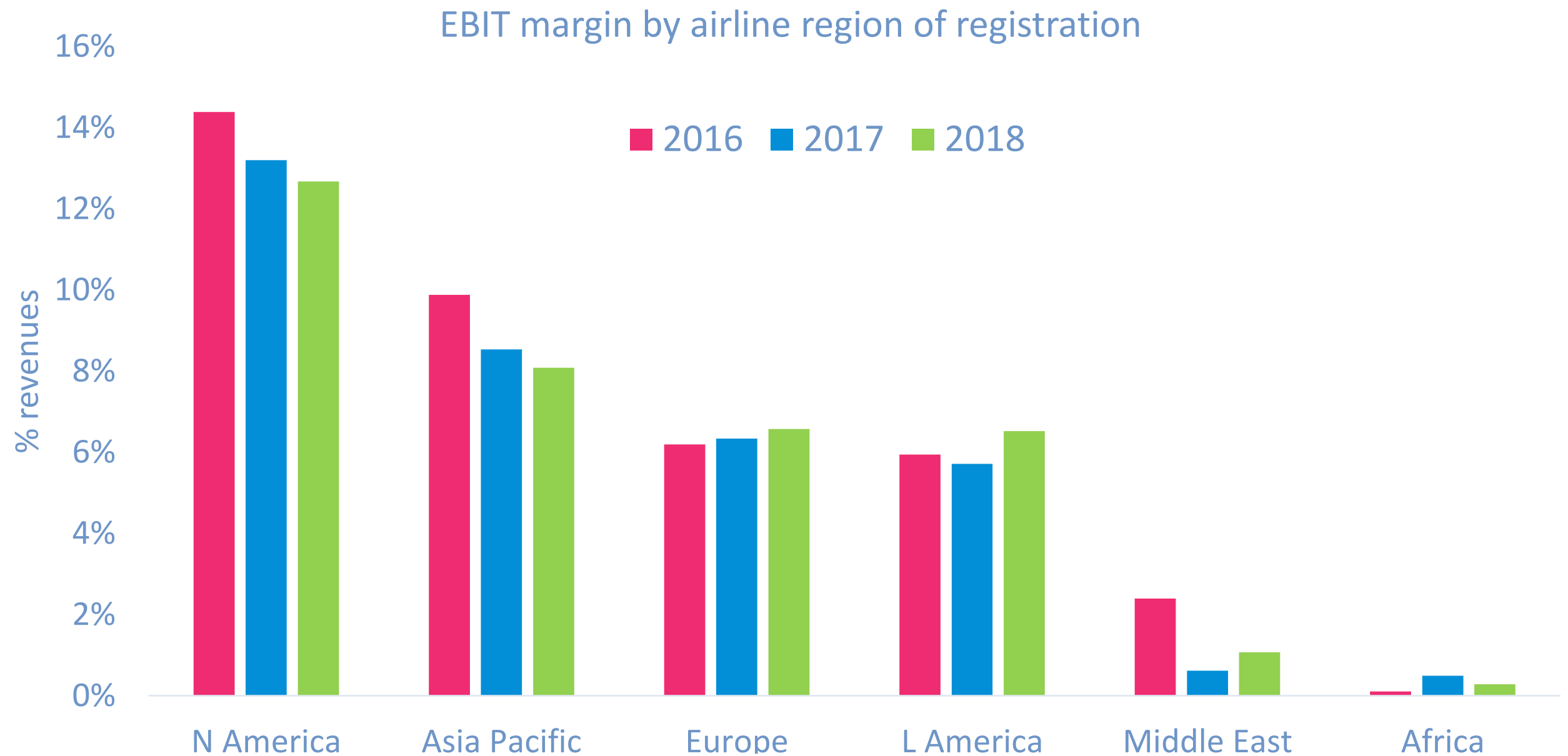
Return on capital invested in airlines



Industry profits to increase modestly in 2018

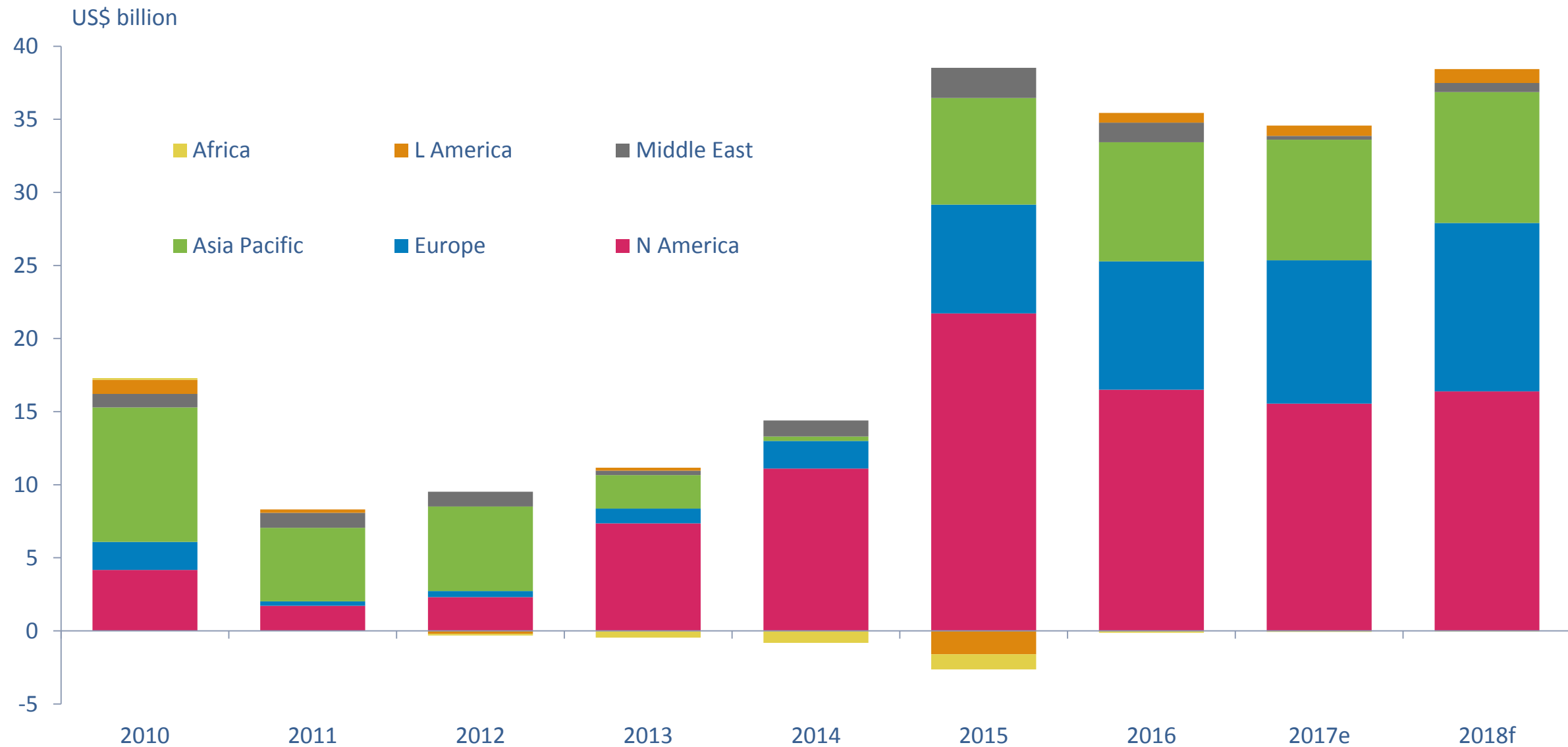


Regional performance still differs but some convergence

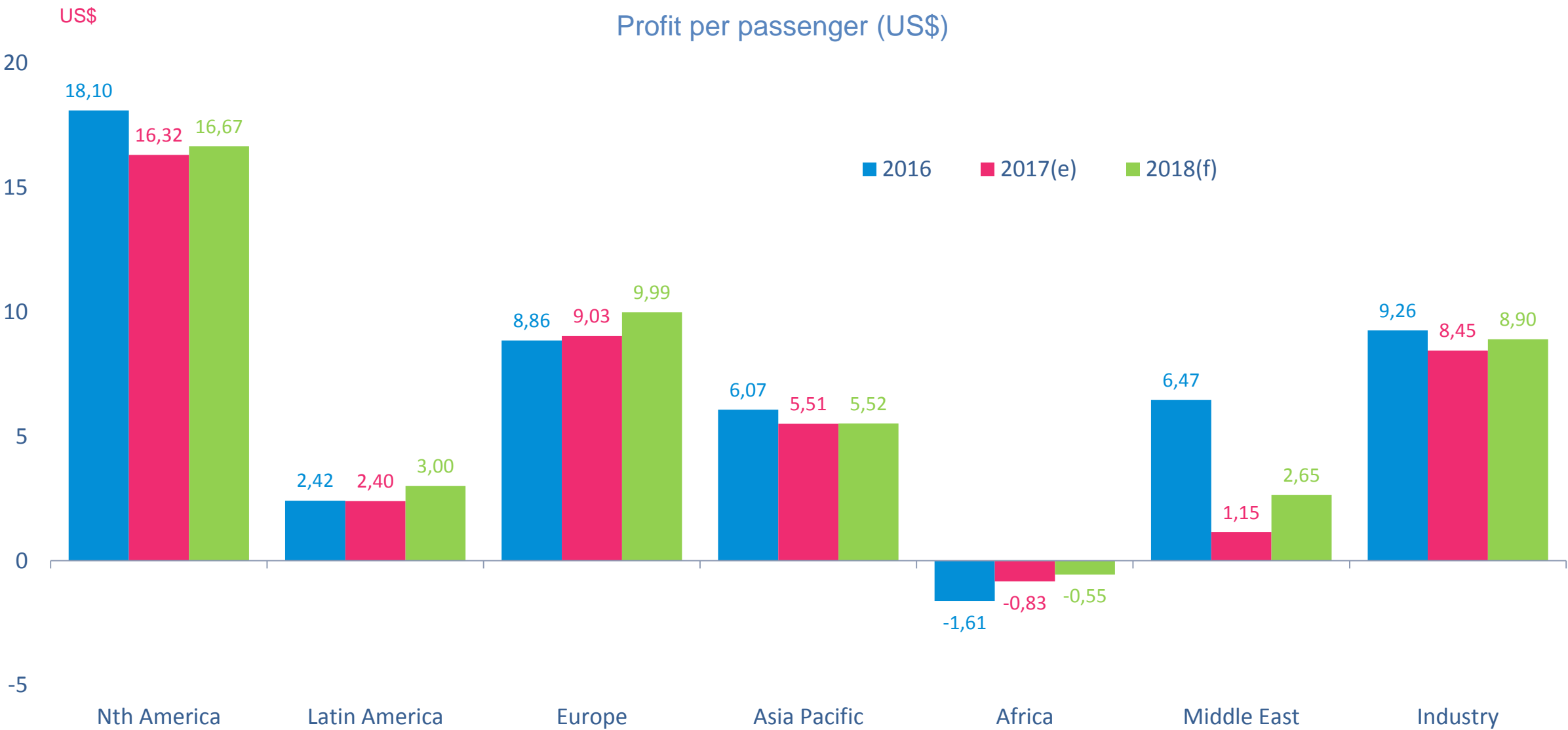


Source: IATA Economics using data from ICAO, The Airline Analyst, IATA forecasts

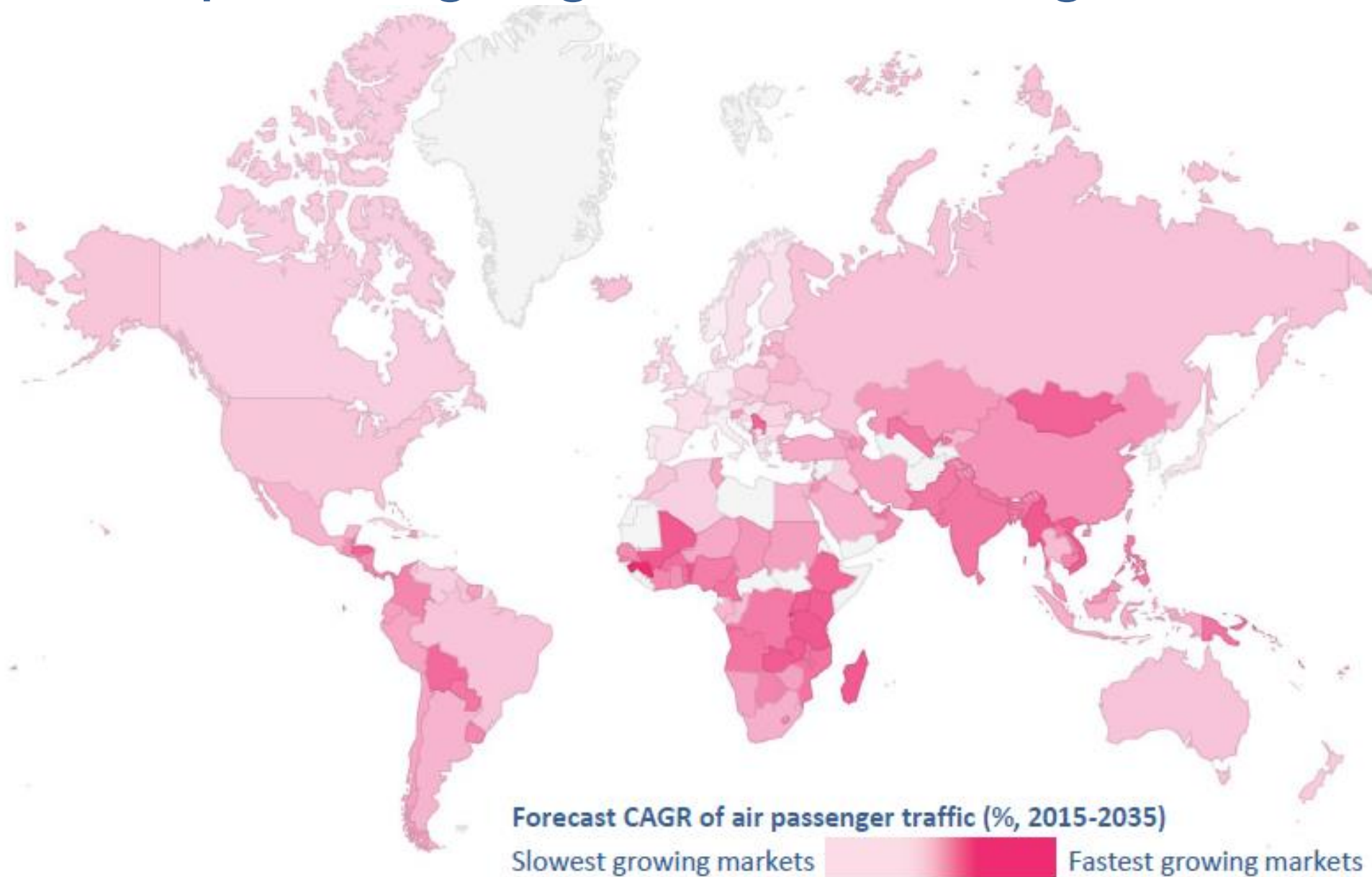
Driven largely by N.America (again) plus Europe & Asia



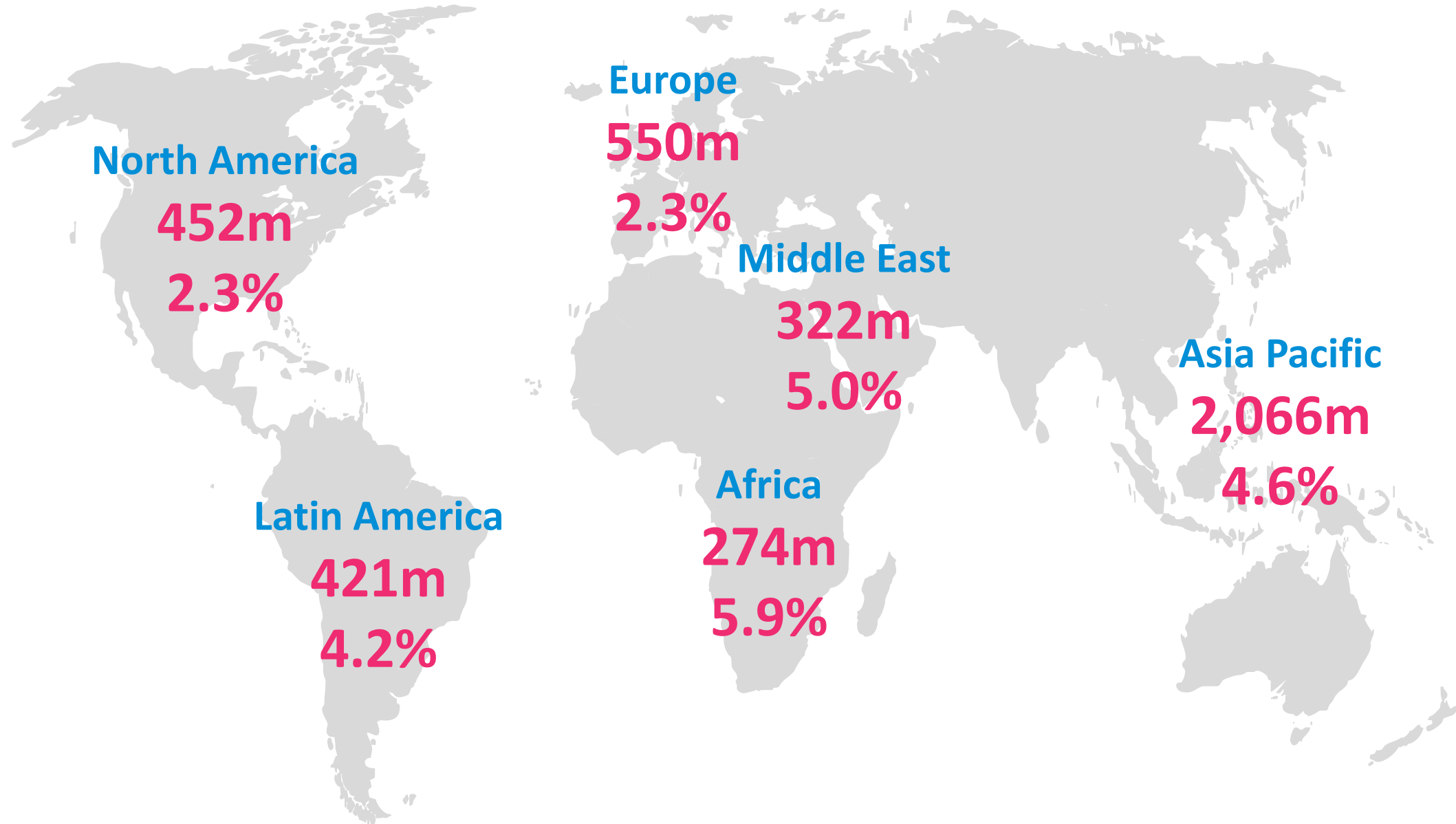
Per passenger (net) profit shows wide regional variation



20-year air passenger growth is shifting East & South

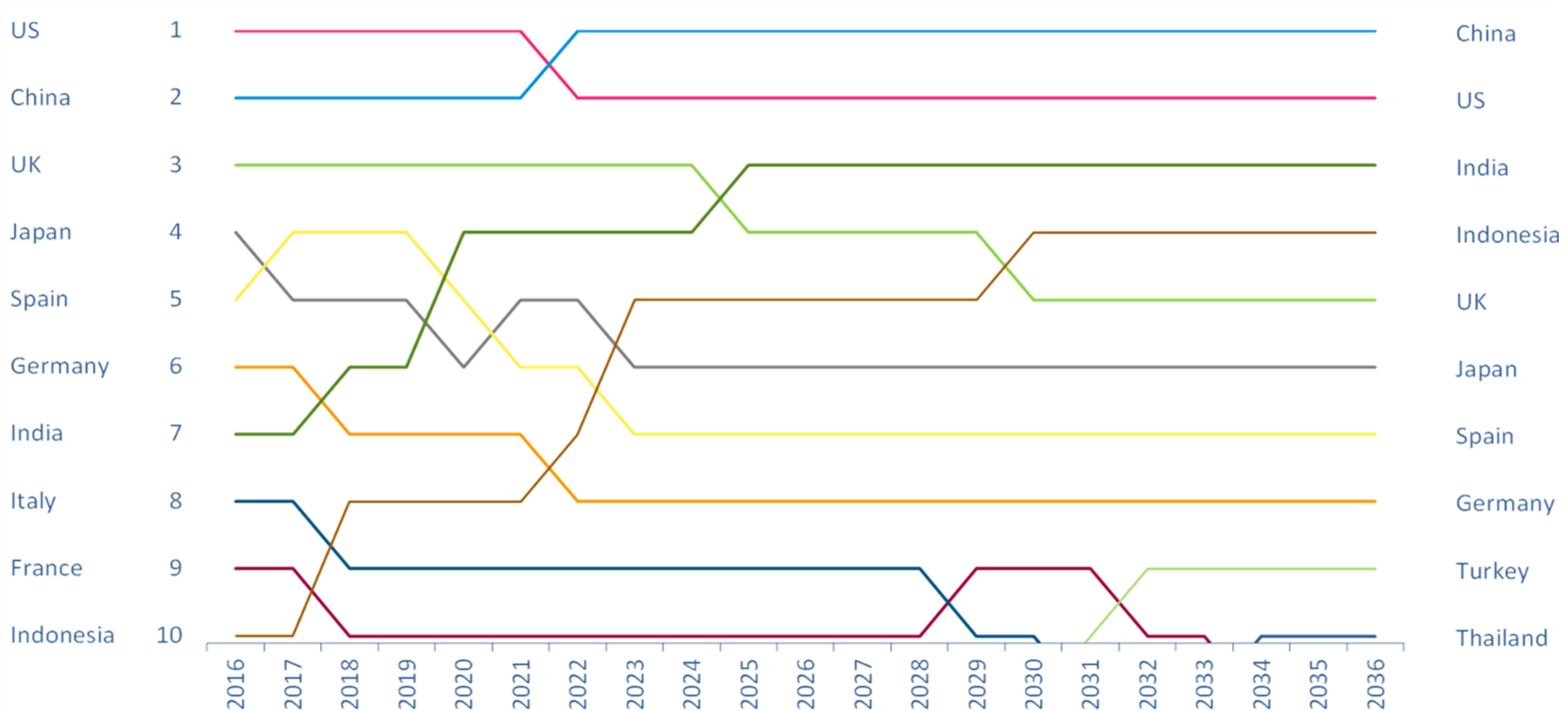


20-year passenger growth outlook (2016-36)



Top 10 air passenger markets 2016-36

The 10 largest air passenger markets over time (ranked by passenger numbers, to/from and within each country)



The Americas



In North America, air transport supports...

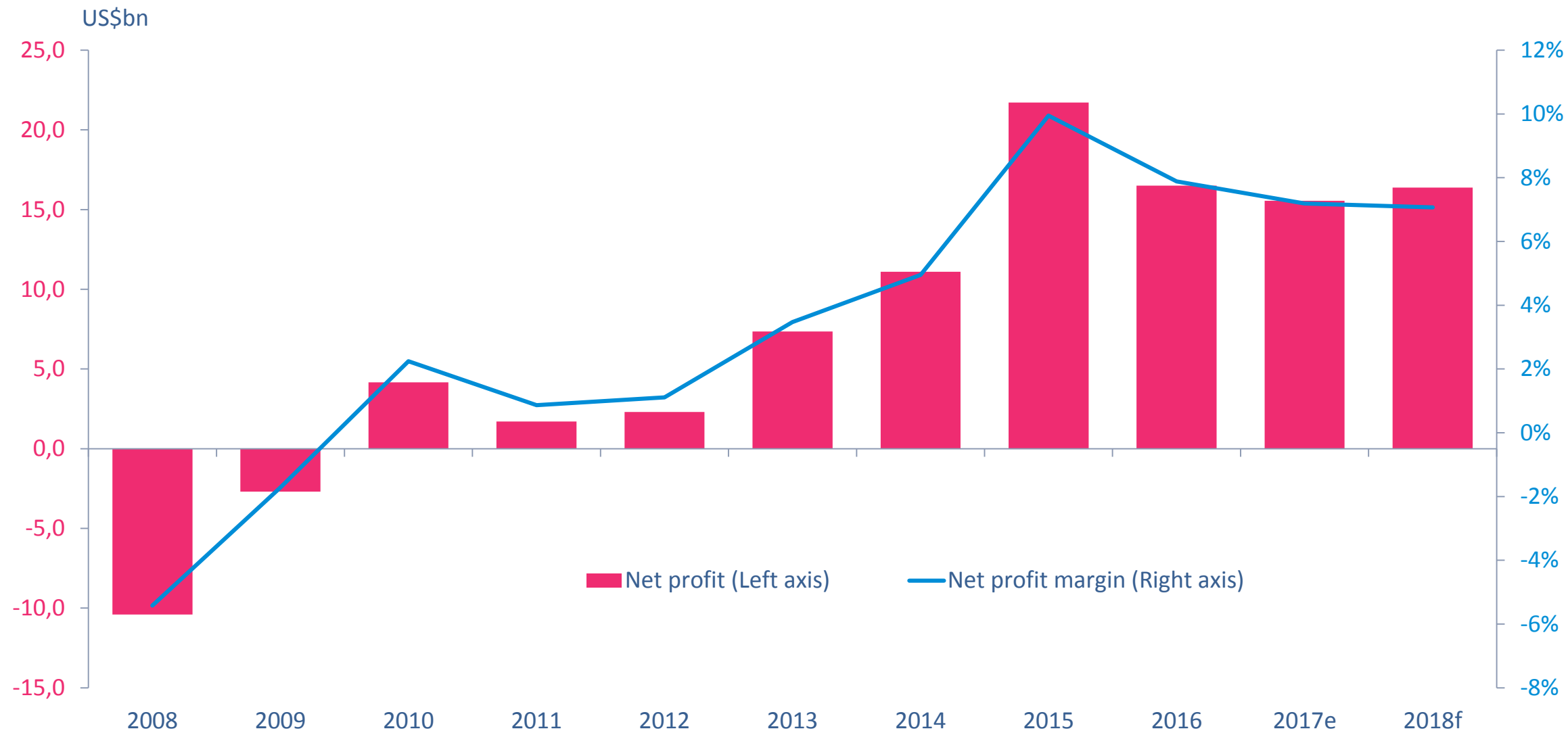
...7.6 million jobs & \$791 billion of GDP



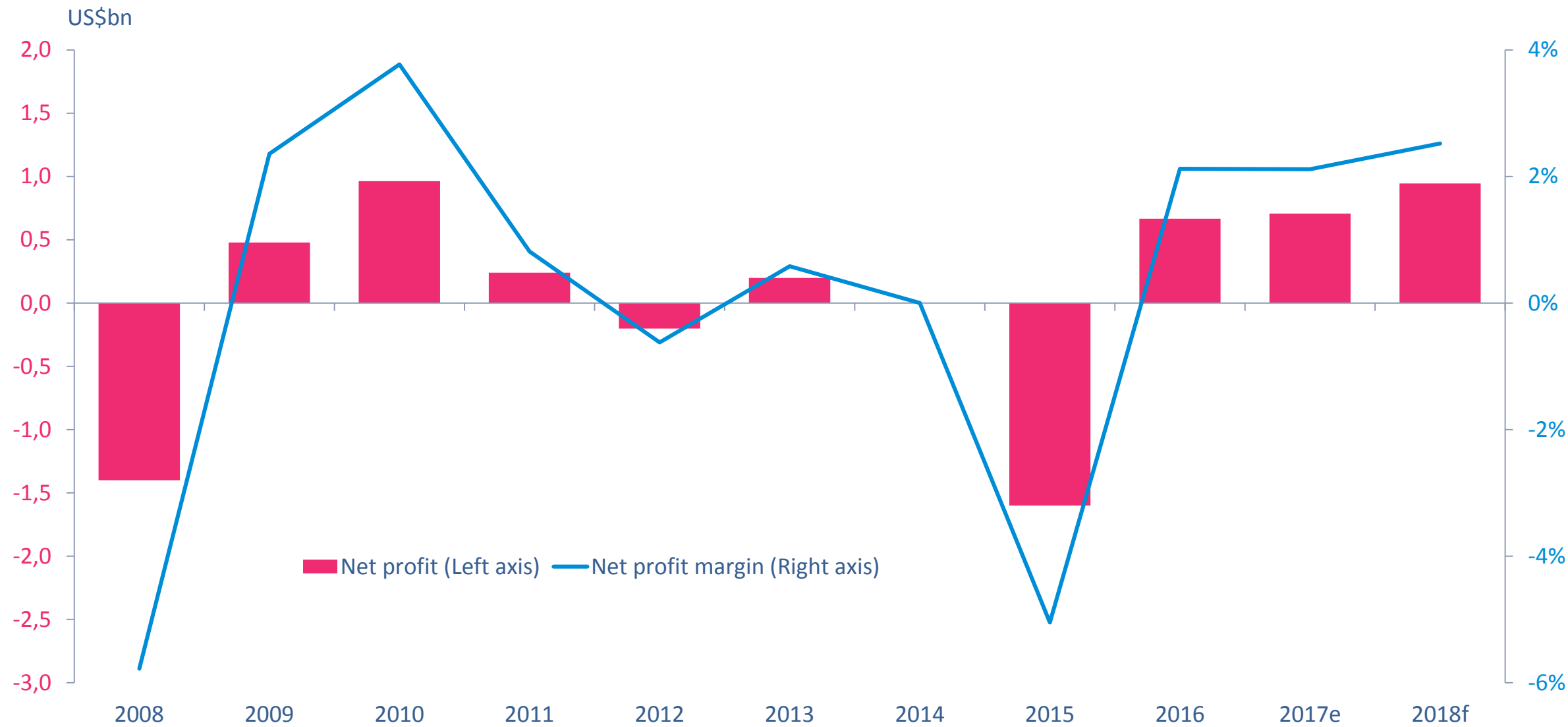
In Latin America & the Caribbean, air transport supports:
...5.2 million jobs & \$167 billion of GDP



Regional (net) profitability – North America



Regional (net) profitability – Latin America





REGIONAL CHALLENGES AND OPPORTUNITIES



REGIONAL PRIORITIES

SAFETY & SECURITY



PASSENGER RIGHTS



INFRASTRUCTURE



AIRPORTS, SLOTS, ATC & FUEL CHARGES



VALUE OF AVIATION



SAFER FUNDS



SMARTER REGULATION



AVIATION ENVIRONMENT



MEX



SCL



LIM



EZE



- 
- Consumer Protection
 - Taxes / Charges
 - Slots / Congestion
 - Flight Time Limitation

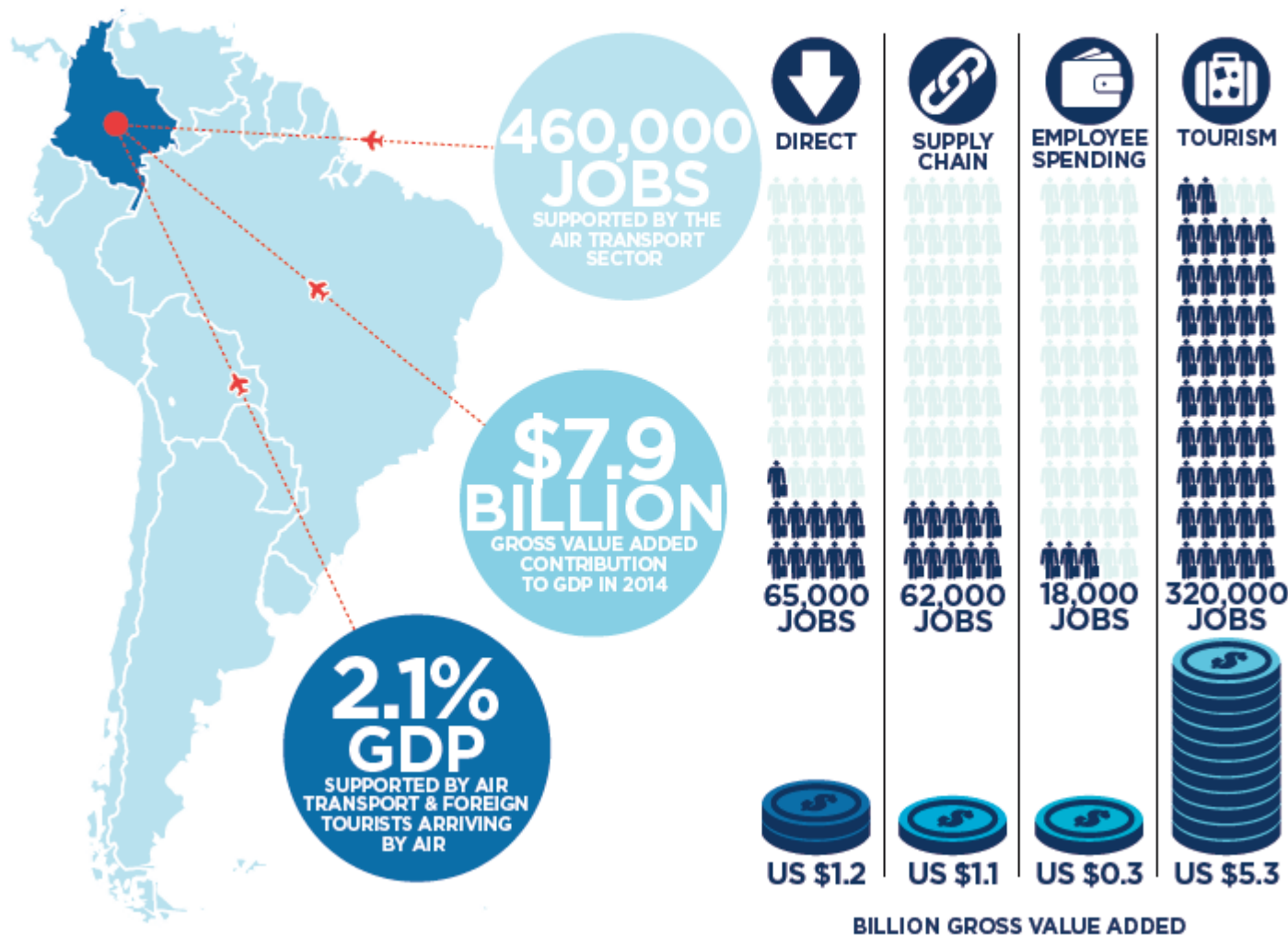
- Non-compliance with international standards/ best practices
- Lack of consultation
- Overlapping jurisdictions

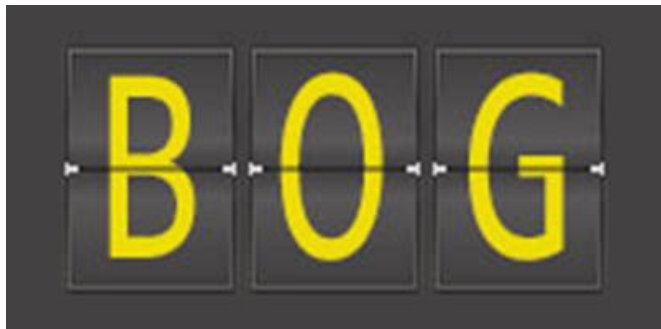


COLOMBIA SPECIFIC OPPORTUNITIES



The air transport sector makes a major contribution to the Colombian economy





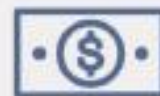
CURRENT

&

FUTURE







AIRPORT FREE REDUCTION
92 TO 38 dollars



INTERNATIONAL PASSENGERS
↑ 26%



TOURIST ARRIVALS
↑ 38% to Cartagena

*FASTEST GROWING INTERNATIONAL AIRPORT IN COLOMBIA

CTG International Pax

YEAR	Total Pax	% Variation	Additional Pax
2013	388,362	12%	41,610
2014	439,491	13%	51,129
2015	534,786	22%	95,295
2016	671,966	26%	137,180

Source: Aerocivil

CTG International Tourists Flow

YEAR	Air Travel Tourists	Variation Vs Previous Year	Total Tourists	Variation Vs Previous Year
2014	211,874	6%	255,155	12%
2015	280,675	32%	325,221	27%
2016 (Jan-Oct)	312,344	38%	361,717	37%

Source: Migracion Colombia



CURRENT TOTAL: 16

- 9 CANADA
- 4 CARIBBEAN
- 2 IRELAND
- 1 UAE

PROPOSED PRE-CLEARANCE:

- Latin America: 5
- Caribbean: 2
- Europe: 11
- Asia: 2





Rule 5.1. Preliminary Hearing

- (a) In General. If a defendant is charged with an offense other than a petty offense, a magistrate judge must conduct a preliminary hearing unless:
- (1) the defendant waives the hearing;
 - (2) the government files an information under Rule 7(b) charging the defendant with a misdemeanor or
 - (3) the defendant is charged with a felony and consents to trial before a



IATA'S INCREASED FOOTPRINT IN COLOMBIA





VALUE OF AVIATION TOOLKIT

NEWSLETTERS

ECONOMIC BRIEFS

ONLINE TOOLS



Dear Industry Colleagues,

First and foremost, I would like to wish you a Happy New Year and all the best for 2018. Please count on IATA's full support to make it a successful year for you and the entire industry. As you will see from the below [economic forecast](#), 2018 promises to be a good year for Latin America where we can expect further recovery and turnaround while airlines in North America are expected to deliver the best financial performance once again.

Moving forward, I am pleased to share that we will issue the Americas Focus on a monthly basis so we can quickly inform you on our latest activities and provide you with an opportunity for immediate feedback from your side. We will also provide you with some key statistics and cost savings in a dashboard format on page one for your easy reference. We hope you will like these new features and they will give you and your teams a quick recap and summary of the key initiatives we engage in on your behalf.

Industry engagement with governments on the value of aviation will continue to be a high priority for us throughout 2018. One vehicle to do this will be our Aviation Days and our first event will take place on February 22nd with the [Aviation Day USA](#) in New York City together with the Wings Club. Also in the first quarter will be the 10th edition of our [Wings of Change](#) Conference in Chile in partnership with AIAA at the Sheraton Santiago on April 4th and 5th. Later in the year, we will also hold Aviation Days in Colombia, Mexico, Caribbean (in Barbados) and Central America (in Costa Rica). We hope you can join us.

Please let me know if you have any questions on our below activities and continue to count on our support in these areas.

With kind regards,


Peter Cerda, IATA's Regional Vice President, The Americas

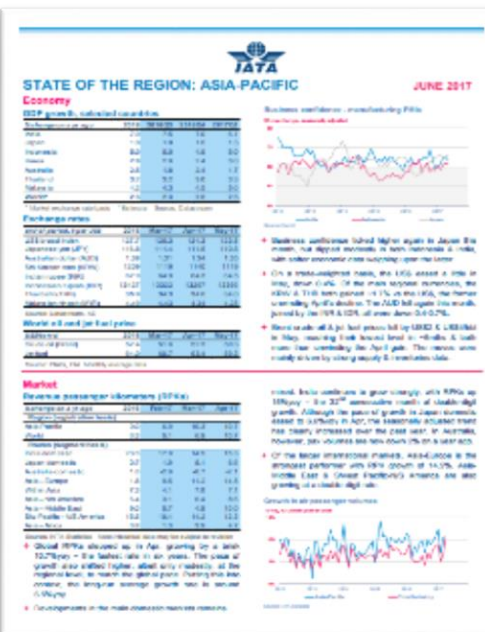


* Forward-looking financial forecasts should not be taken as a reflection of the performance of individual airlines, which can differ significantly.

† Including North Africa

Once again, the strongest financial performance is expected to be delivered by airlines in North America. This is underpinned by consolidation, which is helping to sustain load factors, and ancillary revenues, which limit the impact of higher fuel costs.

Europe's competitive open aviation area and high regulatory costs mean that breakeven load factors are highest in the world. But, a strengthening regional economic backdrop, and moderate growth in announced schedules, is helping support improved airline financial performance.



28 July 2017	Share in World Index	cts/gal	\$/bbl	\$/mt	Index Value 2000 = 100
Jet Fuel Price	100%	155.6	65.4	515.4	178.7
Asia & Oceania	22%	150.6	63.3	499.7	180.7
Europe & CIS	28%	155.5	65.3	514.8	176.0
Middle East & Africa	7%	149.2	62.7	494.5	187.2
North America	39%	158.8	66.7	527.0	177.4
Latin & Central America	4%	164.1	68.9	530.6	190.9

NEW Podcast

Listen: Financial Monitor podcast June 2017

LOOKING FOR INSIGHTS INTO AIR TRANSPORT MARKETS AND ISSUES?

Download the new IATA Economics Research App

Available for iOS and Android

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- Reports
- Charts
- Presentations
- Videos and more.

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- 400 Strategic partners
- 100,000 IATA-authorized agents

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ADDITIONAL 2018 AVIATION DAYS:

- CENTRAL AMERICA IN SJO
- COLOMBIA IN BOG
- MEXICO IN MEX



“THE BEST WAY TO PREDICT THE FUTURE
IS TO CREATE IT.” ABRAHAM LINCOLN

CONNECT. COLLABORATE. COMMUNICATE.





THANK YOU

