

Your Excellency ,

Your Excellency ,

and Esteemed Guests,

Welcome again to the 8th ICAO Air Services Negotiation Event. We are delighted and proud to host you, valued members of civil aviation organisations from around the globe, for the second time in Turkey.

In the past 15 years, there has been a revolution in the travel industry. Firstly, low cost airlines entered the market, showing it was possible to operate flights more economically, and afterwards the full service airlines learned cost control management for their services and reduced their prices.

Tour operators often suffered from the risks of chartering flights and even faced bankruptcy. These financial struggles forced those tour operators that operate in international markets to join forces and this often led to company mergers.

The internet age provided easy access to faster and more economical services.

As a result of these developments, change began in the tourism industry.

Tour operators began to operate on pre-agreed seat quotas that they obtained from scheduled flights, thereby eliminating the risks associated with full charter operations. Thus they managed to minimize the no-show risk and increase business.

The increase in demand and passenger numbers resulted also in increased flight frequencies and allowed for the possibility of travelling more economically on alternative flight dates and times.

This possibility accelerated international trade, and raised the frequency of both business and leisure travel.

In line with the growth in tourism, 50 other sectors fuelled by tourism were accelerated too, generating high employment levels not only in those sectors but in the economies of these countries as a whole.

As Atlasglobal Airlines, we are a member of the ETS-Group which is the biggest tourism investment group in Turkey, generating direct employment for more than 10,000 people, owning 12 5 and 7 star hotels with a bed capacity of 12,000, having a 70% market share of Turkey's organized travel market and 3 AOCs and 21 aircraft in the fleet. By summer 2016 we will be serving in 4 countries under 4 AOCs with more than 30 aircraft in our global fleet.

It is no longer profitable to transport transit passengers who are carried only on connecting flights without making any expenditure in the country, without creating any additional value to the economy, by using precious traffic rights and slots.

Instead of “flight only” transit passengers who contribute just 20% to your country’s economy, you need the collaboration of compact tourism groups with airlines to generate traffic of passengers who buy hotel accommodation at double the price of a flight ticket, thereby providing 80% net foreign capital inflow to your country.

We hope you will visit us at booths 2 to 6 to find the solution to all of your needs.

We hope that the coming days will be fruitful for you, giving you the opportunity to make new acquaintances, to set up beneficial partnerships and work together on future projects.

Thank you for participating.