

# INTEGRATING YOUR VIEWS 2014

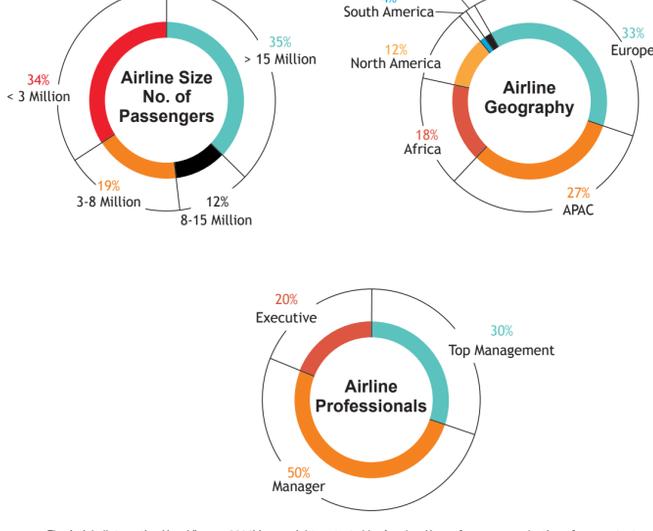
## Airline finance professionals' views on airline industry

IATA's World Financial Symposium 2014 is one of the few airline industry platforms where both the technology suppliers and airlines come together. Accelya leveraged this unique opportunity to conduct an online poll and integrate industry views.

The paper presents the consolidated views of 88 delegates representing 59 airlines on most pressing issues for airlines related to revenue leakage, cost control and role of revenue accounting.

## RESPONDENTS

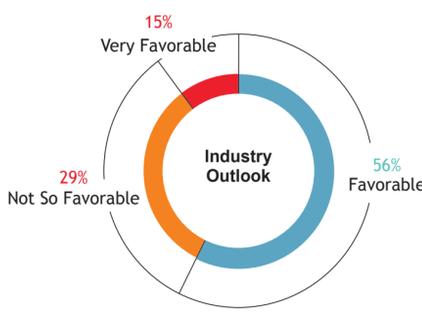
Number of airlines: 59  
Number of airline professionals: 88



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## INDUSTRY OUTLOOK

How airline professionals foresee business conditions for the airline industry in the next 3 years



**"71% of respondents foresee a positive outlook for the airline industry in the next 3 years"**

## ROLE OF REVENUE ACCOUNTING IN 2020

How do you see the role of Revenue Accounting evolving by 2020?



**"79% believe Role of Revenue Accounting will be significant by 2020"**

## MORE THAN 90% OF DIGITAL DATA IN THE WORLD IS CREATED IN LAST 2 YEARS!



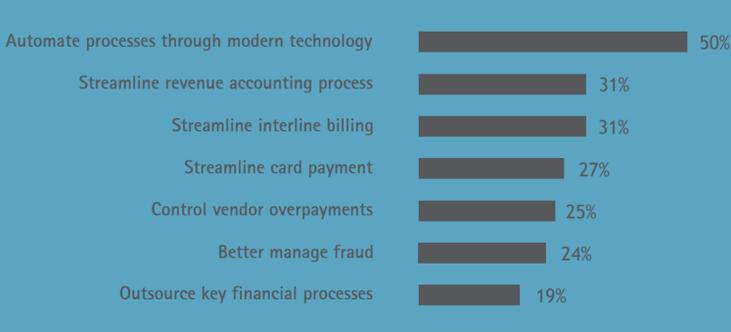
Airlines are today faced with the task of making insightful references from tons of revenue accounting data they generate. Revenue Accounting's role has moved beyond merely reporting revenue performance to a significantly more strategic one.

Going forward the role of Revenue Accounting will be three folds:

- Strengthen the core function - Accounting
- Co-partner in managing Revenue Assurance
- Evolve with Analytics mind-set and capabilities

## EVERY \$1 SAVED = \$43 IN ADDITIONAL REVENUES\*

Controlling costs is a key priority for airlines today. Finance departments of airlines use a number of measures to control costs. We wanted to know the focus areas for airline finance department to control costs.



**"50% believe Process Automation is the highest focus area to control costs"**

\*Source: IATA Press Release

## AIRLINE INDUSTRY IS OPERATING ON AVERAGE NET MARGIN OF 2.5% \*\*

For airlines managing profitability is fundamental to survival and long term growth. We wanted to know which of the revenue leakage areas if prevented, will have a positive impact on an airline's financial health.



\*\*Source: IATA economic briefing Financial Forecast- March 2014

## KEY TAKEAWAYS

**71%** Respondents foresee a positive outlook for the airline industry in the next 3 years

**79%** Respondents believe the role of revenue accounting to be significant by 2020

**Top 3 Cost Control Measures**

1. Process Automation
2. Streamline Revenue Accounting Process
3. Streamline Interline Billing Process

**Top 3 Revenue Leakage Areas**

1. Travel Agent Mistakes & Abuse
2. Direct Operating Costs (DOC) Vendor Overpayments
3. Credit Card Fraud

## ABOUT ACCELYA

Accelya is a leading provider of financial and business intelligence solutions to the Airline and Travel industry. Accelya helps airline and travel companies manage their financial processes and gain insights into their business performance. Accelya's expertise spans across all critical airline financial processes - BSP Processing, Revenue Accounting, Audit & Revenue Recovery, Card Management, Miscellaneous Billing, Cost Management and Business Intelligence. Accelya partners with airlines right from the time a ticket or an air waybill is issued, all the way through its entire financial life cycle, until the data is converted into actionable decision support.

With over 200 airline customers, our operations are spread across 9 countries and we employ over 2000 professionals worldwide.

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