



NEW YEAR SPECIAL EDITION, 2024

Welcome to AirlinePros, an award-winning global network providing Representation, Distribution, and Commercial solutions for airlines and the travel industry. Our mission is to partner with professionals who share our principles and deliver unparalleled value for our airline clients, trade partners, and travelers. At AirlinePros, we love what we do and we do what we love, which helps us take you to greater heights!

BETTER TOGETHER!

2023 was a great year of recovery for the airline industry, and optimism is building that international passenger traffic will finally recover to pre-pandemic levels in 2024.

Excitingly, the International Air Transport Association (IATA) has predicted that 4.7 billion people will travel by air this year, a jump of more than 200 million on 2019 numbers! Airline profitability has also seen a turnaround and is set to reach US\$49.3 billion in 2024, a massive leap from US\$40.7 billion in 2023.

Shreyas Nanavati, AirlinePros International CEO, has identified four areas that require particular focus to sustain this positive forward motion:

- Safety and security;
- Achieving truly open skies;
- More global and regional connectivity; and
- Sustainability of stakeholders.

Safety and security: "There is a need for continued advancements in airline safety measures and security protocols to ensure the well-being of passengers, crew, and the greater aviation industry as a whole," Shreyas said.

Truly open skies: He added: "[We need] resolutions to the challenges that have constrained the skies above us, impacting so many aviation professionals and sectors globally."

More global and regional connectivity: Increased connectivity between destinations, more direct flights, and expanded routes would enable more accessible and convenient air travel.

Sustainability of stakeholders: Free, fair, and open competition, and an alignment of partnerships, is necessary to ensure growth and the survival of all stakeholders and, he said, to foster a competitive and thriving industry.

Although the AirlinePros global network's core function is to increase airline profits by reducing costs and unlocking passenger growth, Shreyas reminded us of the true benefit of air travel: connection.

"The cherished memories of 2023 are not one, but one-on-one. They were the occasions when I had the pleasure of meeting partners, colleagues, and clients face-to-face for the first time or after an extended period. These moments, whether we were sharing successes or tackling challenges, brought a greater sense of connection and camaraderie that we cannot experience online.

"Beyond professional, the opportunity to connect personally is invaluable... Face-to-face encounters, both professional and personal, will have a lasting impact on our personal and professional business."



SHREYAS NANAVATI
CEO, AirlinePros

AIRLINEPROS INTERNATIONAL IN NUMBERS

- 60+** Global offices
- 70** Commercial airline partnerships
- 20+** Years as a trusted ARC and IATA partner
- 25** Years we've been in business

A WISH FROM OUR GROUP CEO



ACHMA ASOKAN
Group CEO, AirlinePros

Dear Colleagues and partners,

The past year was a true testament to our dedication, collective strength and hard work along with our commitment towards excellence. I am proud of the milestones we achieved together, milestones that were once aspirations.

[Click here to read more](#)

2023'S TOP HIGHLIGHTS

In 2023, the AirlinePros team traveled the world for aviation and route development conferences and leading trade shows, exciting training events and workshops. From ITB Berlin and World Travel Market London to the 2023 editions of AviaDev Africa, IATA's Focus Africa Event, and the exhibition halls of FITUR in Madrid, we flew the world, for you!

AirlinePros International became an Associate Member of the Airlines Association of Southern Africa and we expanded our airport services operation. We also welcomed new airline clients onboard, including ITA Airways from Italy, Garuda International in Indonesia, Malaysia Airlines, and Star Peru.

What's more, we signed GSA agreements with Eswatini Air (South Africa and Zimbabwe), TAG Airlines (Canada), PNG Air (Germany), Zambia Airways (South Africa), and LAM Mozambique (Western Cape, South Africa).



The inaugural AirlinesPros International Assembly in Dubai in November 2023 was an astonishing success. The event brought together industry partners and friends from almost 60 countries and organizations, including ARC, IATA, the UNWTO, Dohop, and EveryMundo. Together we unpacked the latest technology, travel, and payment trends that will shape our industry in the future. AirlinePros also launched its fun Step-Up! Fitness Challenge, where conference delegates laced up to earn real currency for the charities of their choice by exercising.

AIA was also the perfect platform to introduce **Shreyas Nanavati** as the new CEO of AirlinePros International. Shreyas has been with AirlinePros Inc. in the USA for more than 13 years and has been instrumental in shaping and supporting the company. Shreyas is supported by Group CFO **Xavier Masule** (pictured right), who joined AirlinePros in 2023 after more than 30 years spent working in airlines' financial and commercial departments and helping to get fledgling airlines off the ground.



What's next for AirlinePros?

Flying Carpet, a new digital destination management portal powered by AirlinePros International, will launch in early 2024. A one-stop travel booking platform, registered travel agents will be able to access unique travel content, curated packages, and exclusive pricing. Flying Carpet will also serve as a platform for National Tourism Boards and destination marketing organizations to connect with AirlinePros' global network and international travel trade community.



AirlinePros International would like to express our gratitude to our airline partners, colleagues who we regard as family, and our many industry friends and trade partners for your continued support.

We look forward to the new year and reaching new heights together! Happy 2024!

WHAT OUR AIRLINE PARTNERS SAY ABOUT US

"In our latest expansion spree, as you may rightly call it, we decided to go with AirlinePros, who knows us most, being a trusted partner in one of the biggest markets in the world." - Julian Edmunds, CCO, fastjet

"Car subscription is among the fastest growing segments of the consumer automotive market. With the expertise and expanse of AirlinePros, we are able to reach out and cater to a wider segment of travelers." - Aurore Sirjean, Sales and Marketing Director, Flexible Autos, France

"AirlinePros has been in South Africa for many years with unparalleled expertise and experience... I am sure this will help us achieve our target of over 1.9-million passengers by 2028." - Abiy Asrat Jiru, CEO, Zambia Airways

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AirlinePros International, 6303, Blue Lagoon Drive, Suite #400, Miami, FL 33126, USA ☎+1 201 484 8036 ✉AirBorne@AirlinePros.com

www.airlinepros.com



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