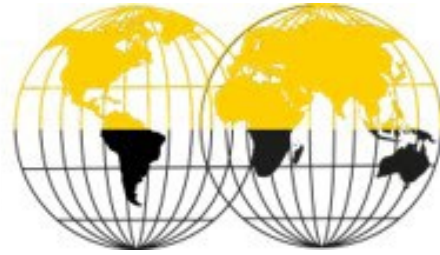


ASA

AVIATION SERVICES ASSOCIATION



Ground Handling · Passengers Handling · Cargo Handling · Catering · Fuelling · MRO ...

**THE VOICE
OF THE
AVIATION
SERVICES INDUSTRY
WORLDWIDE**





All entities engaged in aviation services markets may apply for membership. The membership will be accessible to ground handling, cargo, fueling services, ancillary services, and other outsourced services to airlines and airports who identify themselves with the ASA's purpose and objectives.

Founded 12 Years ago, ASA is the only internationally recognised non-profit trade body dedicated to the Aviation Services Industry.

ASA acts as a **catalyst** for safer, more efficient, sustainable, and resilient, **strengthening the sector's reputation, influencing the Authorities' decision-makers, and bringing together the sector experts for impactful solutions.**

Over 50 Services Providers, irrespective of their size, corporate structure, or geographical location, are ASA members and **have a say in the definition of our policies and positions on critical issues.**

ASA BOARD 2023

Supervisory board members:



DAVID BARKER
CEO
Dnata GH



HASSAN AL HOURY
Chairman
Menzies Aviation



WARWICK BRADY
CEO
Swissport



ATILLA KORKMAZOĞLU
President GH & Cargo
Current ASA Chairman
Çelebi

Operating board members:



VICTOR CARBALLO
Managing Director
Airport Services
Acciona



MOHAMED HANNO
Executive Chairman & CEO
ASE Group



RICHARD PRINCE
CEO
Aviapartner



MICHAEL HANCOCK
Group CEO
Southcorp/SG
CAHA



MARC DELEU
Managing Director
DAS Handling



JANIS BALKENS
CEO New & Emerging Markets
Dnata



METE ERNA
General Manager
Havaş



JOHN GEDDES
Corporate Affairs Director
Menzies Aviation



DAVID ANDERSON
Global Head of QHSE
Swissport

A HOLISTIC APPROACH

The Aviation Services Industry deserves **a strong and dedicated association of their own with a global and holistic approach to ensure that critical topics (e.g. green transition, staff retention and attraction...) are covered to shape the future of a resilient industry.**

Influencing decision-making

ASA has a seat at the table of some of the main associations, where it can influence decision-making on issues of relevance to the industry. ASA is:

- The only recognised partner to IATA's Ground Operations Group (GOG) and its various sub-groups. It has a direct say on the elaboration of crucial documents and publications such as AHM, IGOM, or the ISAGO audit
- A signatory to a MoC with the Airports Council International (ACI) to ensure smooth and frictionless working relationship between airports and service providers. Together, ASA and ACI released the Airports-Ground Handlers' Licence Agreement in 2022, and there is more to come.



ASA'S HOLISTIC APPROACH

ASA MEMBERS

Services Providers

1 are part of

- Supervisory Board, or Operating Board, if appointed
- General Assembly
- The industry's network

2 influence the industry

By attending to

- Webinars
- Working committees

... ASA conveys their messages towards Authorities and other associations

3 benefit from

- Access data and information
- Advantageous conditions to ASA events

ADVOCACY



- Influencing decision-making
- Promoting the sector

- Make sure **legislation** reflects the industry needs nationally and internationally
- Work on and help implement industry **best practices** and **international standards**

Asa works with: ICAO, EASA, National Authorities, IATA, ACI etc.

OPERATIONS



- Identifying and solving pain points

- **Identify** pain points
- **Propose solutions through working committees** looking at implementing industrial solutions and **ad hoc working groups**

COMMUNICATION



- Collecting and sharing relevant information
- Bringing the community together

- **ASA Leadership Forum** event once a year to define strategic guidelines
- Ad hoc **webinars** on topical issues
- **Newsletters**, website, social media relaying info of importance to the sector

IDENTIFYING AND SOLVING MAIN PRESSING ISSUES

By taking part in ASA's working groups, the objective of which is to resolve joint pressing issues, our members have access to a global network of Aviation Service Providers and to experts of the highest caliber. The problem-solving process is accelerated and solutions concrete.

There are currently six Committees, each addressing a specific topic: Training, Carbon offsetting, Safety, Energy transitions, Cargo, and Legal Affairs. These Committees meet on average once a trimester.

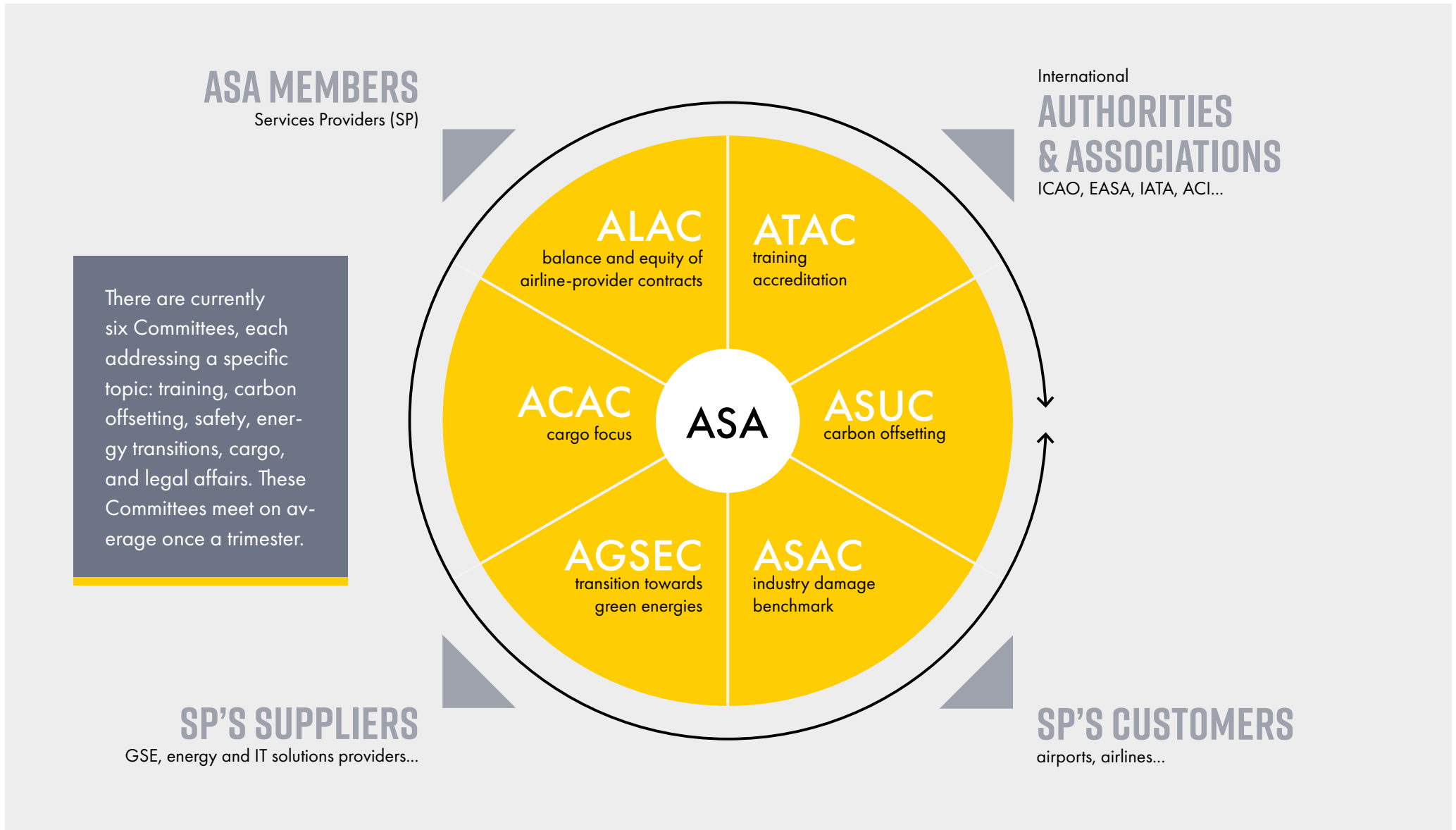


A CASE IN POINT:

SID the de-identified Safety Incident Database available for free to ASA members (who complete their data quarterly).

"Our core purpose is to prevent and reduce accidents providing a safe, secure, quality service. Although we participate in industry forums, we often lacked the data intelligence to support the initiatives that matter the most. SID not only plugs that gap but also provides a framework for standardised reporting to drive continual improvement." Yogesh Parekh, SVP Operational Risk at Menzies Aviation and the Safety chairman of ASAC.

ASA, A PROBLEM-SOLVING CATALYST



BRINGING TOGETHER THE INDUSTRY AND SHARING INFORMATION

ASA AIMS AT BECOMING THE REFERENCE
IN TERMS OF AVIATION SERVICES INDUSTRY
INFORMATION CENTER.

The communication pillars of ASA are:

1

Ad-hoc **webinars** (open to all our members),
newsletters, website, and **social** channels

2

The **ASA Leadership Forum** – the annual event
organized by the industry. The first annual event ALF (**Asa
Leadership Forum** in Athens, September 2022), brought to-
gether the main decision-makers of the sector, helped identify the
sector's strategic guidelines and emphasised the need of work-
ing together. The success of the event highlighted the excellent
work of the Association and resulted in a strong push to increase
the means of the Association and to **support its ambitions**.

And so much more:

- Take the pulse of the GH industry
- Meet with your peers, at the level of your choice,
from executive to operational level
- Ask for advice
- Listen to experts
- Join regional groupings
- Receive discounts on both events and training courses

... be part of a strong association



ASA
AVIATION SERVICES ASSOCIATION



LEADERSHIP FORUM

2024

Details for the
venue and date
of the 3rd ALF will be
announced shortly!

MORE THAN EVER AVIATION SERVICE PROVIDERS MUST BAND TOGETHER

BECAUSE OUR INDUSTRY IS:

VITAL for a successful air transport

- Represents a workforce of over 2.3m globally
- Handles worldwide more than 40m flights and 4.4bn passengers per year
- Generates around 120bn US\$ turnover per year

ADAPTING and seeking to

- Reduce incidents and improving safety
- Attract, train and retain qualified staff
- Assure an efficient and realistic green transition
- Reinforce standards and best practice

While preserving operational excellence



WITH OUR 76 MEMBERS
WE SHAPE THE FUTURE
OF THE INDUSTRY



Partners:



ASA MEMBERSHIP FEES

AND ADVERTISING OPPORTUNITIES

TOPIC	PARTNER MEMBERS			FULL MEMBERS	ADVERTISING OPPORTUNITIES
	STANDARD	PREMIUM	ASSOCIATIONS*		
Annual Membership Fees	1500 €	5000 €	Under request	Membership fees by turnover in €: <ul style="list-style-type: none"> · <50 M (1000 €) · 51-300 M (5000 €) · 301 M-1.5 BN (12,000 €) · >1.5 BN (150,000 €) 	
Participation to the General Assembly	✓	✓	✓	✓	
Seat at OB			Observer	✓	
Possibility to be elected at the Supervisory Board and Operating Board				✓	
Commitees 1 participation		✓	✓	✓	
Commitees reports	150 €/report	✓	✓	✓	
Your logo and link to your webpage in our ASA website	✓	✓	✓	✓	
Announce your ASA membership on our channels	Grouped 1/year	✓	✓	✓	
Events discount delegate	5%	10%	10%	15%	
Events discount sponsorship	5%	10%	10%	10%	
White papers	✓	✓	✓	✓	1/4 Page Equivalent Rate: <ul style="list-style-type: none"> · 1500 € (non-members), · 500€ (members)
Newsletter 4x/year	✓	✓	✓	✓	

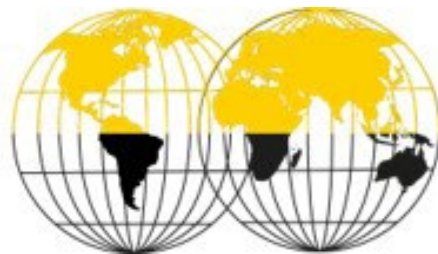
ASA MEMBERSHIP FEES

AND ADVERTISING OPPORTUNITIES

TOPIC	PARTNER MEMBERS			FULL MEMBERS	ADVERTISING OPPORTUNITIES
	STANDARD	PREMIUM	ASSOCIATIONS*		
Included in our comprehensive email distribution list	✓ (when relevant)	✓ (when relevant)	✓ (when relevant)	✓	
Access the online database of our members (company contact person details)		✓	✓	✓	
Share job posts on ASA job portal <i>for integrated systems only – under development</i>		✓	✓	✓	
PDF ground handlers' directory (company/airport/contact person details)	1500 €	700 €	1500 €	✓	1/4 Page Equivalent Rate: · 1500 € (non-members), · 500€ (members)
Webinars (min 3/year)	300 €/year	✓	✓	✓	At beginning or end: pre-registered 3 minutes' video · 350€ (non-members) · 200€ (members)
Trainings with Airport College	25%	25%		25%	

ASA

AVIATION SERVICES ASSOCIATION



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TOGETHER WE SHAPE THE
FUTURE OF THE INDUSTRY

