

AMERICAS (AMER)

TEQ AMER

1. As of today, we know that all wholesale partners have made lay-offs, and a few exceeding 50%. All offices have now gone to remote, or work-at-home practice. We are in touch with the retail agency networks, or consortia, and will have a better understanding in the days ahead.
2. We don't know the long-term prospects of specific wholesalers, and you'll understand that we're not in position to share their commercial information if we knew such details.
3. Cancellation policies vary broadly. For the most part, cancellations due to COVID-19 are not covered by travel insurance, so it's more an issue of changing to future dates. We know that some of the key partners have negotiated very generous cancellation terms with Australian industry.
4. ATE cancellation and impact on Famils is currently being evaluated by the Head Office.
5. FY20/21 is being evaluated.
6. All the USA airlines are severely impacted, including the Big 3. American and Delta have suspended their Sydney route, and United is reducing. The big issues are the Asia and European visitor bans into the USA (and Canada) which are the main sources of international revenue, combined with the dramatic decline in domestic travel.

As of today, the USA and Canada, which share the longest border in the world, and is the largest trading relationship in the world, have also agreed to a close the border for all but essential travel and commerce.

The impact on the US airlines is historic, and still fluid, in a bad way. For example, 2 days ago Delta Air Lines announced suspension of 40% of services, and the grounding of 300 aircraft. Today they revised the figures upward to a suspension of 70% of services, and the grounding of 600 aircraft, and advised that they only expect a 20% load factor on the remaining flights.

That seemed dark and gloomy, but with the right measures and advancements, we'll all come through it, and do it together!!

There remain good media pitching opportunities, for other coverage.