



Schweizerische Luftverkehr AG    S.A. Suisse pour la Navigation Aérienne    Swiss Air Transport Company Ltd.

Herrn Dr. A. Heuberger  
Sektionschef  
B A W I  
Bundeshaus Ost  
3003 B e r n

Zürich, 21. Juni 1993  
GMI-UH/kü

Sent by fax: 031 61 23 70

I R A N

Bundesamt für Aussenwirtschaft	
No.	wan 221
EE	
R	14. JUL 1993
	aa
Kopie an	Bern

Sehr geehrter Herr Dr. Heuberger

Für Ihren Hinweis über den bevorstehenden offiziellen Besuch von Herrn Staatssekretär Blankart danken wir Ihnen und erlauben uns hiermit, Sie über die aktuellen Probleme der SWISSAIR mit/in diesem Land zu orientieren.

#### 1. Überflugsgebühren Iran

Mit AIC (Aeronautical Information Circular) datiert vom 1. November 1992 haben die Luftfahrtbehörden von Iran unrealistisch hohe Überflugsgebühren eingeführt. An Stelle einer früheren Gebühr von IRR 20'000 (ca. USD 28.-) werden neu unglaubliche USD 2'850.- pro B747 Überflug gefordert. Diese neuen Gebühren wurden entgegen den ICAO-Bestimmungen ohne jegliche Konsultationen innerhalb der bestehenden Fachgremien willkürlich festgesetzt und erinnern an frühere Zeiten des Raubrittertums.

Mit Ausnahme der SWISSAIR-Flüge nach China und Japan überfliegen alle SR-Fernost-Dienste den Iran. Für SWISSAIR errechnen sich mit dieser Gebührenerhöhung allein für die 15 wöchentlichen Fernostkurse Iran-Überflugsgebühren von CHF 6,6 Mio für 1993 gegenüber CHF 0,1 Mio im Jahre 1992.

Die Fluggesellschaften haben im Verbund gegen diese unrealistisch hohen Gebühren protestiert und gleichzeitig darauf hingewiesen, dass gemäss ICAO-Vorschriften alle Gebühren in Landeswährung festgesetzt werden müssen.

Die Einsprachen der Fluggesellschaften blieben bisher unbeantwortet. Die Fluggesellschaften haben sich bis zu diesem Datum geweigert, Überflugsrechnungen auf Basis der neuen Gebühren zu begleichen.



## 2. Landegebühren Iran

Mit demselben AIC vom 1. November 1992 wurden die früheren Landegebühren in Teheran für beispielsweise den Airbus von IRR 45'000 resp. IRR 56'250 (Tag- resp. Nacht-Operation) auf neu USD 900.- resp. 1'125.- erhöht. Gleichzeitig wurde eine Abflugstaxe für Ausländer eingeführt.

Analog der Überflugsgebühren haben die Fluggesellschaften dagegen Einspruch erhoben.

## 3. Tarife und Transferbestimmungen Iran

Die bisherigen Flugtarife in iranischen Rials basierten auf einem festen Umrechnungskurs von IRR 600 = 1 USD und die Iranische Zentralbank hat den Fluggesellschaften den Transfer der im Iran anfallenden Überschüsse zu diesem fixierten Wechselkurs garantiert.

Bereits im Januar 1993 wurde den Fluggesellschaften angedeutet, dass mit dem neuen Iranischen Jahr (ab 21. März 1993) diese Garantie hinfällig werde und neu Überschüsse zum jeweiligen Freimarkt-Wechselkurs - momentan ca. IRR 1'650 = 1 USD) - transferiert würden.

Die Fluggesellschaften haben die mögliche Abschaffung des bisherigen, fixierten Wechselkurses zu Kenntnis genommen, jedoch von Iranair und den Behörden verlangt, dass die Lokaltarife im Iran in Rials entsprechend der neuen Relation zum USD angepasst werden und die bisherigen aufwendigen administrativen Auflagen und Nachweise zur Erteilung der Transferbewilligung gleichzeitig entfallen, d.h. die Fluggesellschaften zum Marktkurs ohne Bewilligung jederzeit transferieren dürfen.

Bis zum heutigen Zeitpunkt wurde den Fluggesellschaften lediglich der Transfer der bis zum 21. März 1993 anfallenden Überschüsse zum Kurs von IRR 600 = 1 USD schriftlich bestätigt. Jede Anpassung der Lokaltarife wurde bisher abgelehnt. Zudem fehlen Angaben der Banken und Behörden über den heute gültigen Wechselkurs.

Alle disbezüglichen Anfragen und Interventionen der ausländischen Fluggesellschaften bei Iranair und den Behörden blieben unbeantwortet. Sollten die seit dem 21. März 1993 getätigten Verkäufe schliesslich nur zum Marktkurs transferiert werden, errechnet sich allein für die zwei wöchentlichen SWISSAIR-Operationen eine monatliche Kostenunterdeckung in Millionenhöhe. Die herrschende Ungewissheit und die fehlenden klaren Richtlinien der zuständigen Behörden sind unerträglich und stellen für die SWISSAIR ein erhebliches finanzielles Risiko dar.

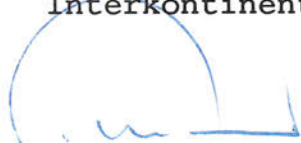
- 3 -

Wir sind Ihnen für die Weiterleitung dieser Informationen an Herrn Staatssekretär Blankart dankbar und würden es sehr begrüßen, wenn die Bedenken und Probleme der SWISSAIR bei den vorgesehenen Kontakten mit Iranischen Regierungsstellen entsprechend eingebracht werden könnten.

Für Ihre Unterstützung in dieser für die SWISSAIR wichtigen Angelegenheit bedanken wir uns.

Mit freundlichen Grüßen

Leiter Internationale Angelegenheiten  
Interkontinental - GMI



Paul Uhler

Beilage: Kurzversion in English

EnclosureSWISSAIR Problems in IranExcessive overflight- and landing charges

With AIC (Aeronautical Information Circular) of November 1, 1992, Iran imposed excessive increases in overflight charges for all carriers. The new overflight fees are approximately 100-times higher than before and completely out of any proportion compared with applicable worldwide overflight fees.

With same circular, landing fees in Iran have also been drastically increased.

Joint protests of airlines have so far remained without any response.

Tariffs

Local tariffs in Rials have so far been based on a USD/IRR relation of IRR 600 = USD 1.-. The Central Bank has officially informed all airlines that the fixed exchange rate for airline revenue transfers of IRR 600 = USD 1.- will only be granted until March 21, 1993. There have been various statements by the Government, that the floating rate - approximately IRR 1'650 = USD 1.- shall be the only exchange rate applicable as from March 21, 1993.

As a consequence, airlines have submitted a joint request for an identical increase of local fares in line with the new IRR/USD exchange relation. The competent Authorities (Civil Aviation) have so far not granted any fare increase nor given any clarification about the now applicable exchange rate for airlines.

This "open" situation is of serious concern for SWISSAIR and the airline industry, particularly due to the considerable financial consequences involved and requires official clarification and new instructions without further delay.

June 21, 1993  
GMI-UH/kü

swissair

Tehran, 03.06.93

TO : ENM / R. MUELLER  
 CPY : VTI / GUI / FFD >>>> IATA GVA / MR FORRESTER

CPY : THRAF / THRAZ / THRBA / THRKL / THRLH / THROS  
 FROM : THRDMSR / H. BUERGI

RE : IRR DEVALUATION / CURRENCY - EXCHRATE SITUATION IRAN

Please find hereafter the latest situation report regarding the above mentioned matter for your evaluation, information and action, as discussed during another European carrier meeting held in Tehran on 02/06/93.

1) UNTRANSFERRED FUNDS - RETAINED 10% OF 1990

Different airlines have been advised by Central Bank / Mr Abassian that this amount can be transferred at the floating rate. Our objection that this would mean a loss of 95% of the old value has prompted the offer to audit these amounts as well, with naturally another delay involved ! According to info from Central Bank governor Dr. Kashan received by LH, there could possibly be another solution similiar to 1989, where finally 2% were definitely retained and the rest transferred at old rates.

Comment : Transfer at floating rate is definitely unacceptable and either auditing or a 2% retention has to be granted.

2) UNTRANSFERRED FUNDS - 1992

Most European Airlines are waiting for whole or partial transfers for 1992. Whereas LH has partially received due amounts up to AUG92, the others have more delays. In spite of the fact that the SR transfer FEB-SEP92 has been approved on 16.03.93 by Central Bank, no transfer has been made up to now (but quite a lot of promises).

Comment : The situation is therefore once again critical with delays of more than 16 monthes.

3) EXCHANGE RATE FOR TRANSFER SINCE 21MAR93

Whereas Central Bank and Dr Kashan have advised us that basically since 21MAR 1993 due amounts will be transferred at the floating rate only as all other rates have been abolished, Civil Aviation Organisation has requested through Ministry of Transport and Ministry of Plan and Budget that our dues since 21 march 1993 until implementation of new fares should be granted at the old competitve exchange rate by means of subsidies or other.

Comment : Outcome still uncertain - no information available for time being. Safeguarding our interests since 21 march 1993 must be of top priority since the problem was created by the Iranian government as they could not reach a decision in time to implement the new fares.

# swissair

## 4) AUDITING PROCEDURE

A new request from the government auditors has been submitted to some airlines, saying that for all pending/new audits a PROOF OF RETURN has to be produced by the airlines in order to confirm that the whole ticket has been used and no illegal money transfers are involved. All airlines have strongly opposed to such a procedure pointing at our own internal regulations regarding refund/rerouting of tickets issued in IRR. Whereas the auditors seem to maintain their position of requesting this new procedure, Central Bank and Civil Aviation seem to be opposed to such novelty and matter is pending for time being with higher authorities.

Comment : Whereas our PROOF OF DEPARTURE can be produced locally with some administrative efforts, PROOF OF RETURN is definitely a difficult thing to obtain if not impossible at all. In addition it would further delay our transfers due to the fact that tickets valid one year would only be available 12-15 months after departure from Iran!

## 5) NEW FARES / EXCHANGE RATE EX IRAN

Some of the airlines have received unofficial information regarding the new fare levels and applicable exchange rate valid as from a not yet specified date (after elections which are held on 11 JUNE ???). Enclosed please find copy of some fares established by IR which seem to be the new rates applicable. The principle would be to reduce NUC amounts by 45% multiplied by the floating exchange rate! No other details known for time being. We have objected to such a practice with a new letter jointly signed by the European Airlines (enclosed copy of this letter).

Comment : Consequences on our revenues with these new fares would be dramatic and nobody can afford such losses nowadays. We still believe that the joint proposal of the B.A.R. proposing unchanged NUC levels and creation of new promotional fares with specific conditions (PEX for Iranians paying in IRR) to soften the impact of higher IRR fares is the best way to cope with the devaluation. Absolutely unacceptable in our eyes is the fact that whereas Iranians will have to bear a 51% increase in IRR fares, foreigners will benefit from a 45% decrease in USD fares. This is against any intention and logic and must be avoided at all cost.

Following measures have been discussed among ourselves:

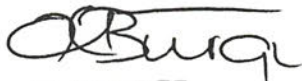
- Try by all means to implement B.A.R. solution with unchanged NUC amounts and lower promotional fares for Iranians.
- If the 45% decrease is unilaterally imposed, find means to
  - a) maintain old NUC level for hardcurrency payments event. by introducing internal exchange rate of IRR 900/1USD therefore selling new IRR fares at old NUC levels to foreigners.
  - b) abolish YE excursion fare ex Iran for IRR payments in order to guarantee a minimum of revenue for Iranian travellers.

**swissair**

Would be very grateful for any other ways and means to safeguard our interests in this very difficult and sensible matter.

Thanking you in advance for your help and support and remaining at your entire diposition for any additional information, I remain,

Yours sincerely,



H. BUERGI  
THRDM

# Suggestion SR / BAR approved

13.4.93

Goals :  
 - maintain fares for those who can afford  
 - create a fare affordable for lower incomes to cushion the shock of devaluation

Means :  
 - Maintain NUC amounts for normal fares F/C/Y  
 - Introduce a special promotion fare with special conditions

Proposal: THR - 2RH - THR (excl: floating 1845)

Class	NUC	IND	IRR	IND
F	2447	100	4'025'315	271
C	1953	100	3'212'685	271
Y	1698	100	2'793'210	271
YE	1316	100	2'164'820	274
"PEX"				
-30%	921	70	1'515'015	192
-35%	855	65	1'406'475	178

\* new conditions

\* special condition

\* special condition



## NEW PROPOSAL IRAN AUTHO.

FROM:THR TO:	CURRENT FARES			NEW FARES		
	NUC	IRR 600	IRR 40%	NUC	IRR 1645	IR 40%
AMS	1747.16	1048300	629000	960.94	1580750	948450
ATH	1091.90	655140	393100	600.55	987900	592740
FRA	1747.16	1048300	629000	960.94	1580750	948450
GVA/ZRH	1714.86	1028920	617400	943.17	1551500	930900
HAM	1899.62	1139780	683900	1044.80	1718700	1031220
IST	949.40	569640	341800	522.17	859000	515400
LCA	884.52	530720	318400	464.50	764100	458460
LON	1866.76	1120060	672040	1026.72	1689000	1013400
PAR	1747.16	1048300	629000	960.94	1580750	948450
ROM	1492.12	895280	537200	820.67	1350000	810000
VIE	1697.86	1018720	611200	933.82	1536140	921680
BOM	919.20	551520	331000	505.56	831650	499000
KHI	753.60	452160	271300	414.48	681820	409090
KUL	1833.32	1100000	660000	1008.30	1658650	995200
PEK	1802.66	1081600	649000	991.46	1631000	978600
TYO	2572.80	1543680	926200	1415.00	2327700	1396600
AUH	583.80	350280	210200	321.10	528200	316920
DXB/SHJ BAH/DOH	500.92	300560	180300	275.50	453200	271920
DAM	692.46	415480	249300	380.85	626500	375900
KWI	372.52	223520	134100	204.90	337100	202200
JED	799.12	479480	287700	439.52	723000	433800
NBO	1444.52	866720	520000	794.50	1307000	784200
MOW	994.12	596480	357900	546.80	899500	539700
KBL	650.00	390000	234000	375.50	588100	352850
ASB/BAK	300.00	180000	108000	165.00	271400	162800

Director General of  
The Civil Aviation Authority  
of the Islamic Republic of Iran

We the European Airlines are concerned to have received unofficial information of new fare levels to be introduced in Iran.

We understand that there is an intention to reduce NUC by 45% and increase the IRR fare by 51 % whilst applying an exchange rate of 1645 IRR (floating rate) .

This solution would mean Iranians paying an increase of 51% in fare, and foreigners paying a decrease of 45%; this is contrary to our understanding of the intentions conveyed to us at our extraordinary B.A.R.meeting held on 13th Apr.93.

At that meeting the airlines made certain proposals for introduction of new promotional fares in order to soften the impact of the introduction of the unified rate, maintenance of present fare levels, and maintenance of the present NUC value.

We consider that the proposals that we made at the B.A.R. meeting are still worthy of consideration and that they appeared in that meeting to have the approval of Iran Air management .

We do not agree that a reduction in NUC value is appropriate, and still consider that the introduction of promotional fares as itemised in our proposal is the best method to solve the problem.

We would be grateful to receive clarification from you regarding the development of these proposals, an update on the situation, and implementation date, to enable us to give a progress report to our Head Offices .


AIR FRANCE



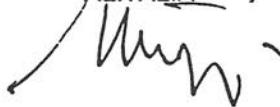
BRITISH AIRWAYS



SWISSAIR

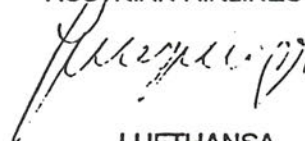


ALITALIA



KLM

AUSTRIAN AIRLINES



LUFTHANSA



Copy to:

Dr. Shahbaz Shahbazi B.A.R. Chairman