



(Sample Letter to Airports APAC)  
1<sup>st</sup> April 2020

Dear CEO,MD,GM,

**RE: AVIATION RELIEF PLAN & AIRPORTS CALL FOR YOUR SUPPORT**

As you know, our entire industry is going through an unprecedented crisis. We have never seen such a sudden and sustained drop in traffic levels across the region, and indeed globally. Rebuilding our businesses after this will not be easy, and we will need all the help and support we can from governments across Asia Pacific.

Some governments in Asia Pacific have already implemented relief measures to bolster the aviation sectors. However more can be done and we need to encourage local governments to consider the broader impact of this crisis. Government support packages must recognise the unprecedented damage done to all aviation stakeholders, and the urgent need for financial support and protection to get them all back on their feet again. Above all, what must be recognised is that the overall recovery of the regional aviation sector will be further delayed if governments do not see the need to support all service providers in the aviation sector. From a Duty Free and Travel Retail perspective, if our members are delayed in rebuilding their businesses through lack of accessibility to government support, this will have a sustained impact upon airport cashflow and revenues.

APTRA is now seeking your assistance that as the Airport you have the ability to work closely with your retail, food and beverage and services partners to ensure that your national government fully understands the multi-stakeholder reality of the aviation sector, and that all impacted companies in your airport community need to be recognised for support and protection through these difficult times.

For our part, we have already engaged government stakeholders at a local level with a request to consider our segment as qualifying for essential service protection and support. A copy of our letter to local governments in the region can be viewed [here](#). Our engagement with government stakeholders continues and we seek your help in building on our efforts for a sustained engagement with those decision-makers.

Please let us know that we can count on your support in a combined effort to recover and rebuild our industry for all of your Airport Retail partners.

Yours Sincerely,

Grant Fleming  
President APTRA