



SOCIAL DUMPING IN AVIATION  
**EXPERIENCE FROM THE COCKPIT**

## PILOTS MARKET PLACE



- Very specific training/Profession
- High Training Costs – approximately 100,000€  
Basic License
  - Type Rating 35000€ to 50000€
- High Unemployment (twice national averages)

## ABNORMAL EMPLOYMENT MODELS

- A. Bogus Self-Employment/Contractor Model
- B. Based in Foreign Country Model (non- EU Model)
- C. Based in a Foreign Country (EU Model)
- D. Move Aircraft to another Country
- E. Pay to fly

## BOGUS SELF EMPLOYMENT NO FLIGHT = NO PAY MODEL

- 75€/per Flight Hour
  - 80 Flight Hours = 6000€
  - - 2580€ Social taxes (Employer & Employee – Germany)
  - -1680€ Social taxes (28% - Ireland)
  - -1800€ Simulator Costs (4,50€ per flight hour)
  - -1000€ Basic Training/Licence Costs (100,000 € loan)
  - -300€ Type Rating Costs (35,000€ Loan)

**380€ Month – Apartment & Food**

## BASED IN FOREIGN COUNTRY MODEL (NON- EU MODEL)

- Contract in Country of Convenience (Singapore)
- Basic Health Insurance Provided
- Contract valid 36 month
- Crew Base in Country of Convenience (Bangkok, Thailand)
  - **“Extended Outstation Layover”** means **4** or more consecutive days off at an outstation other than Base.

# BASED IN FOREIGN COUNTRY MODEL (NON- EU MODEL)

## EUROPEAN PILOT

- **Extended Outstation Layover**
  - **Living in Europe**
    - **Social & Fiscal Tax Refugee**
- **Salary**
  - At first view – adequate but missing
    - **Social Tax without Health Insurance (28%)**
    - **Fiscal taxes**

## THE CHOICES

- Live
  - in Europe Illegally
  - working through out the world illegally
  - in Asia away from Family
- Pay
  - taxes in Europe and be bankrupt
  - nothing and be illegal
  - and live in a foreign country and never return

## IN THE FOCUS OF THE MEDIA

VERY CREATIVE BUSINESS MODEL WHICH HAS BEEN GETTING A LOT OF MEDIA INTEREST

**norwegian.com**





## EU VIEW ?

### EU-US Joint Committee Meeting

The European delegation further stated that the European Commission welcomed the competition that NAS/NLH has provided in the EU market and noted that its business model, if successful, will benefit competition, U.S. consumers and U.S. manufacturers.

– Source: US DOT Report

## QUOTE

- Norwegian's boss Bjørn Kjos  
THE "GUARDIAN" Interview  
4 Feb 2014



- He claims politicians have yet to wake up to the opportunities that cheap air travel can bring: he thinks the numbers of incoming tourists add up to millions of jobs to be created in Europe.
- That far outweighs any race to the bottom in a few thousand airline employees' jobs
- *"If I was a politician, I wouldn't give a shit about the airline side."*