



## WIPO LIST OF NEUTRALS

### BIOGRAPHICAL DATA

Patrick F. MURPHY  
Senior Director, Corporate Development  
IATA  
33 Route de l'Aéroport  
PO Box 416  
1215 Geneva 15  
Switzerland



Telephone: +41 22 770 2810

Fax: +41 22 770 26 83

E-mail: [MurphyP@iata.org](mailto:MurphyP@iata.org)

Date of Birth: January 3, 1941

Nationality: Irish

---

### EDUCATIONAL AND PROFESSIONAL QUALIFICATIONS

MBA, University College Dublin, Dublin, Ireland; 1964;  
B. Comm, University College Dublin, Dublin, Ireland, 1969;  
Fellow, Chartered Institute of Transport, 1972.

---

### LANGUAGES

English

French

---

June 20, 2003

### **PRESENT POSITION**

Senior Director, Corporate Development, IATA with responsibility for oversight of all business planning activities and coordination of strategies to launch new business initiatives, (e.g., dot.travel) and joint ventures (e.g., Passenger Air Tariff with SITA), 2000.

---

### **PROFESSIONAL EXPERIENCE BEFORE PRESENT POSITION**

Chairman of Task Force to implement e-business in IATA, 1999;

Director, Tariff Services and managed the transformation from a fares and rates setting group to a profitable business unit involved in dissemination and publication of fares and rates; appointed 1998;

Part-time Consultant responsible for acquisition of International Airline Publications B.V. (IAP), the Air Cargo Tariff B.V (TACT), Air Passenger Tariff (APT). Subsequently managed the merger of these companies into IATA Netherlands BV and have remained the liaison member of the Board of Supervisory Directors, 1996.

---

### **AVIATION INDUSTRY EXPERIENCE**

Chairman of Ryanair overseeing the transformation of Ryanair into a low cost / no frills operator, 1991–93;

Director, Aer Turas (All Cargo airline) and TIMAS (Irish travel agent distribution system), 1983–87;

Aer Lingus; started in Cargo and moved through Passenger Sales and Marketing management positions culminating in being General Manager – Strategic Development;

Senior Commercial Delegate to IATA and AEA, 1962 – 87.

---

### **MEMBERSHIP IN PROFESSIONAL BODIES**

Fellow, Chartered Institute of Transport.

---

### AREAS OF SPECIALIZATION

Former Chairman of a number of companies including Ryanair and Datalex Communications,  
Director of other companies;

Advisor to Government and Consultant to African Airlines and IATA;

Became full time Executive with IATA in 1998 and ceased all directorships with the exception of  
Allied Management Systems Plc. a Dublin based IT solutions provider to the travel industry.

Potential conflict of interest is declared and on record, 1991 – 98;

Managing Director of Irish Continental Group Plc. – a major Ferry and Container Ship Operator.

Planned and managed a placing on Irish Stock Exchange and numerous acquisitions, 1987 –  
91;

Retired from the executive role in 91.

---