



FLOWN

Joel Beharry, FSA FCIA

T: +1 416 706 6530

E: joel.beharry@goflown.com

Drive traveller confidence
and earn new revenue

AIR Startup Response
to COVID-19

June 24, 2020



For Airlines & Travellers

Your upcoming flight may get delayed. Let's make the most of it.

Flight Number

Date of Departure






Find my flight

By route

FLOWN enables airlines to offer flexible *“any-reason”* compensation to travellers during flight disruptions.

Travellers will gain more *confidence* throughout the flight journey, while airlines earn and retain new *revenue*.

About us

-  **Based in Toronto. Actuarial and technology.**
-  **Pre-paid products that provide financial relief if flight is delayed or canceled.**
-  **Model optimized for any payout design.**
-  **Pre-validated by RSM.**
-  **Flexible – can work with any partner in building the most effective solutions.**

\$200 at 2 hours 

You'll receive \$200 in the event your flight is delayed by 2 hours or cancelled.

You pay \$9.7

Select

\$300 at 3 hours 

You'll receive \$300 in the event your flight is delayed by 3 hours or cancelled.

You pay \$10.6

Select

Pre-COVID, flight delays were a strain on passenger confidence.
Now, it carries even more weight.



Lost time



Missed
engagements



Personal needs



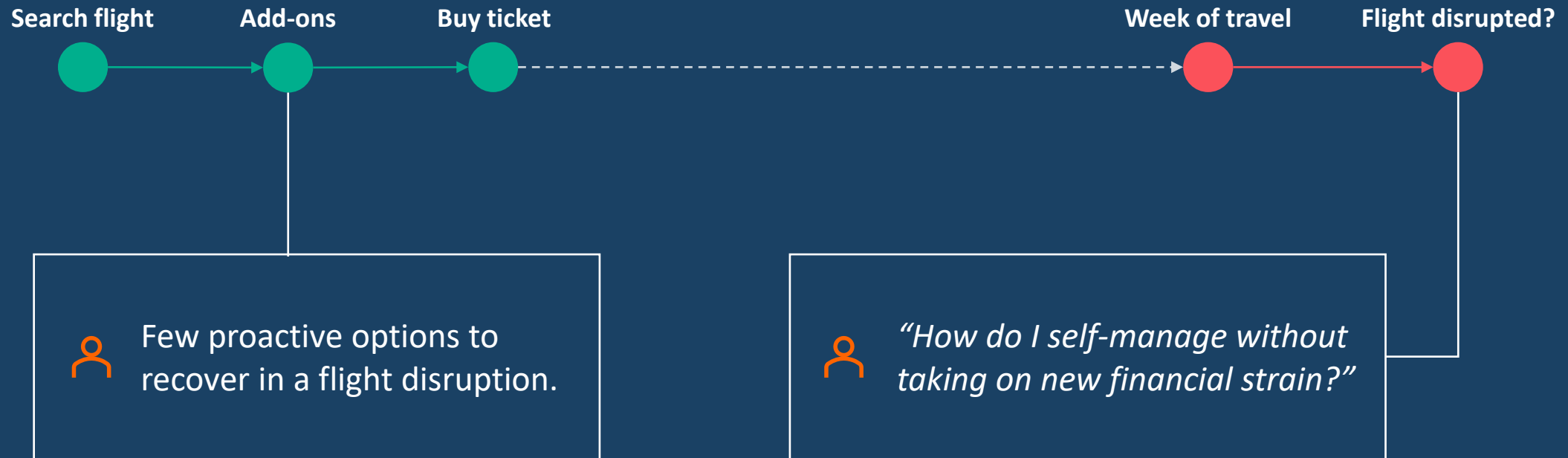
Incidental
expenses



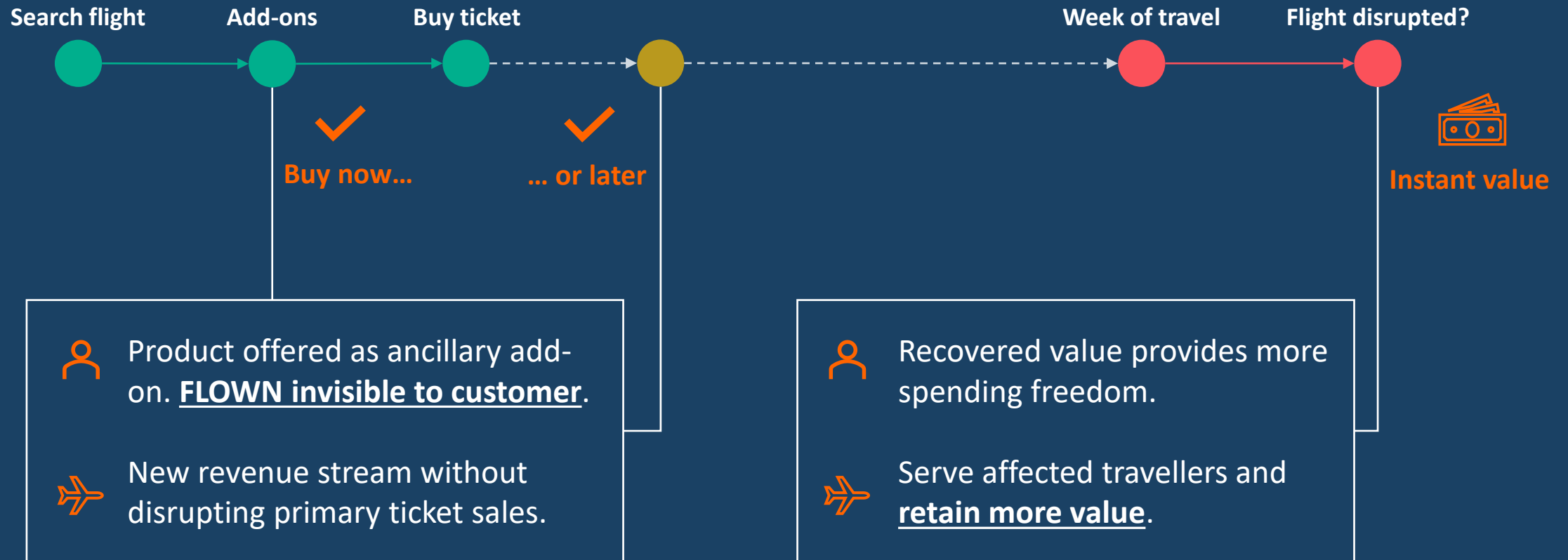
Health &
safety

Multiplying effect on traveller confidence

Travellers want to be confident in all situations, but can't right now



With FLOWN, Airlines can provide that confidence and earn revenue.



How much revenue for Airlines?

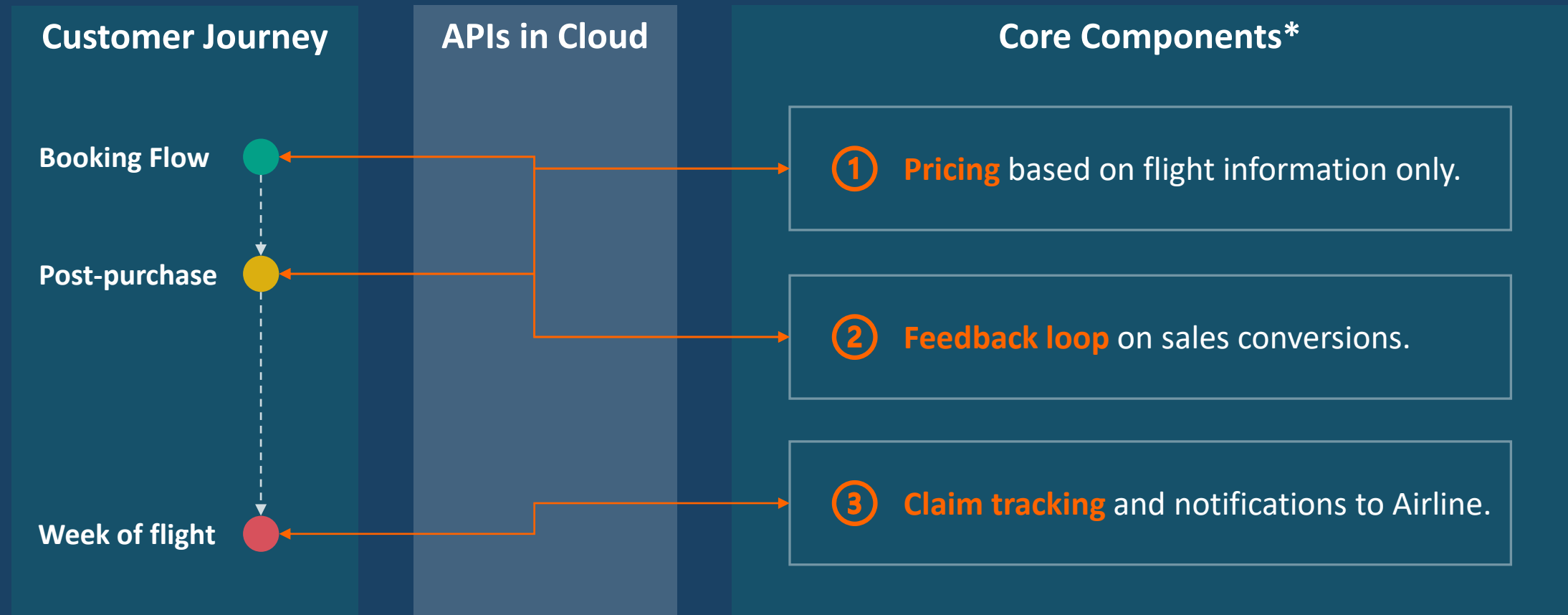


Price paid

- ③ **Risk/Profit margin:** FLOWN's actuarial models optimize for this.
- ② **Compensation pool:** Do payouts with airline credit and retain full value!
- ① **Flat fee per sale:** Airline's processing fee to cover expenses.

Our assessment reports help airlines analyse the revenue opportunity for their specific business.

API integration with no customer data sharing.

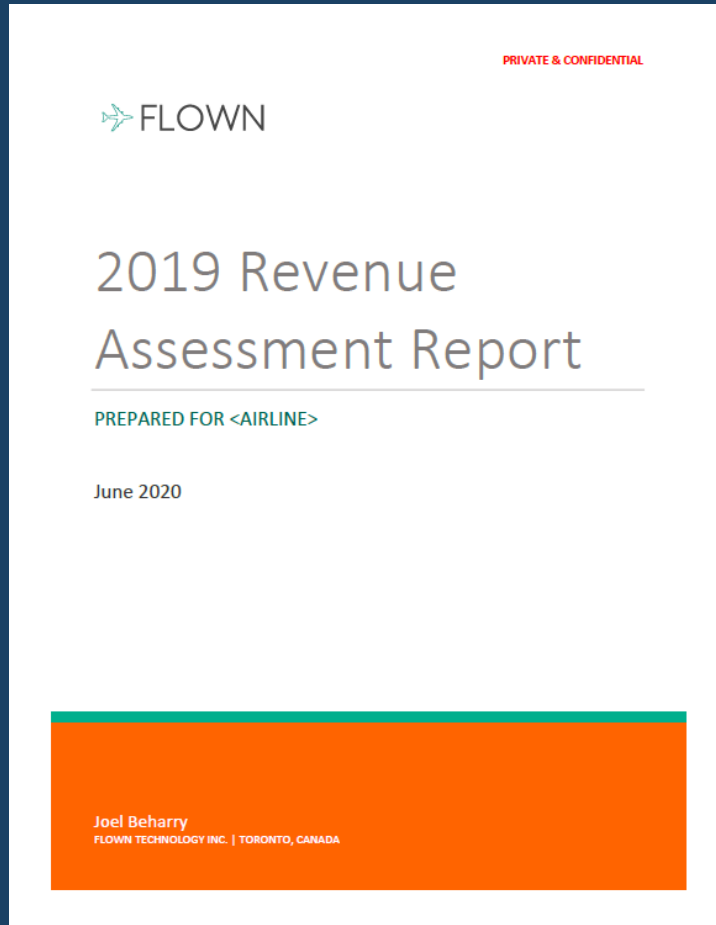


**Customizations possible to accommodate NDC and other airline requirements.*

Start with our revenue assessment and ramp up



Assessment Report illustrates potential revenue to Airline



→ Report answers:

- I. What is the potential revenue to Airline?
- II. How stable are revenues?
- III. What are the unit revenue returns?

→ Email joel.beharry@goflown.com for an example.

→ Coming soon: Link to request on goflown.com

Thank you!

This is a unique moment for Airlines to drive passenger confidence and derive revenue in new ways. FLOWN is here to help.

Reach out to learn more.

Joel Beharry, FSA FCIA

T: +1 416 706 6530

E: joel.beharry@goflown.com



Photo by [Hanson Lu](#) on [Unsplash](#)