

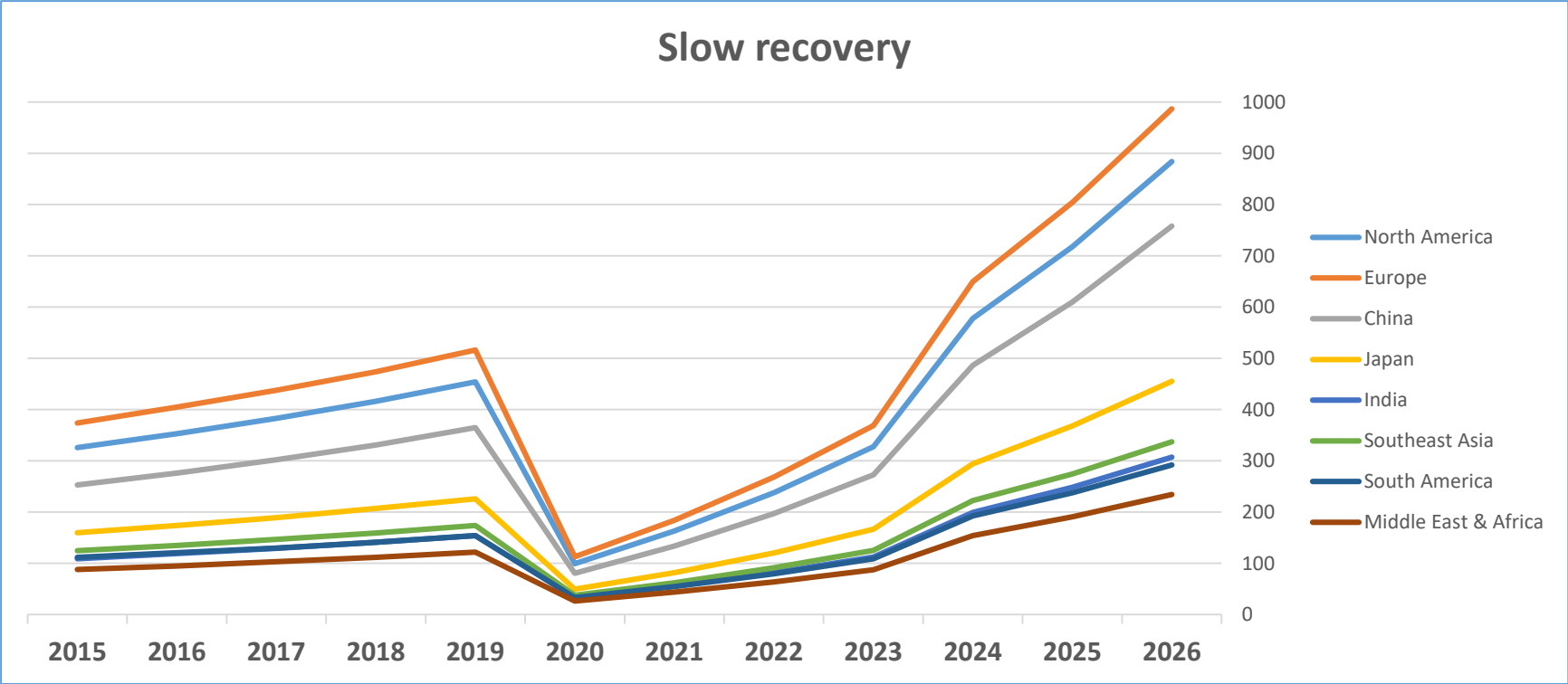


AEROSTREAM

The Traveler Centric Airline Retailing Platform
By JR Technologies

Air Tech Players Responses to COVID-19 IATA Webinar 14-October-2020





Airline revenues dropped by some 85%. The climb back to 2019 levels is going to be steep and will require a lot more than undercutting the competitors' fares. The most important differentiation will be in your passenger processing business models.

This is the right time for airlines to reflect on a long term strategy that will enable them to sell and fulfill everything without the extra cost of staff to handle it. Aerostream is here to enable this transformation.



**Sell anything through any channel
and seamlessly fulfill it**

The ROI of the Aerostream Full Retailing Platform

Increase revenues

Choose and deploy the optimal commercial go-to-market strategy tailored to the airline's own business model



Higher Profits

Full Airline Retailing Platform



Stay ahead of the curve



Realtime Intelligence

Customer insights

Improve customer experience with access to real time business intelligence

Commercial Agility



Gain full control over products & services portfolio, pricing and distribution strategy

Reduce 3rd party dependencies

Simplify and automate business systems, processes and functions

Lower Cost/Unit



Reduce costs & increase efficiency

What is the Aerostream Airline Retailing Platform

- **A Platform as a Service (PaaS)**
- **Designed for time-boxed inventories**
(airline seat, parking, stadiums, ...)
- **Designed for product inventories**
(apparel, furniture, duty-free, ...)
- **Designed with ML and AI pricing and bundling capabilities**
(airline seat + parking + duty-free = product bundle)
- **Full order management capabilities**
(order, order change, cancel, refund, exchange)
- **Worldwide payment capabilities**
(CC, Alt FOP, BSP/ARC, wire transfers, Loyalty miles, credit line, wallets, ...)
- **DCS using ONE Order real time interface, NDC Re-shopping and order Change and full legacy messaging support**
- **Designed for managed deliveries of entitlements**
(products consumed, versus products sold)
- **Real-time Business intelligence**
- **Support for legacy standards: EDIFACT/Type B/IATCI**



Order Management integrated with Salesforce CRM and Salesforce Marketing Modules

Key Features

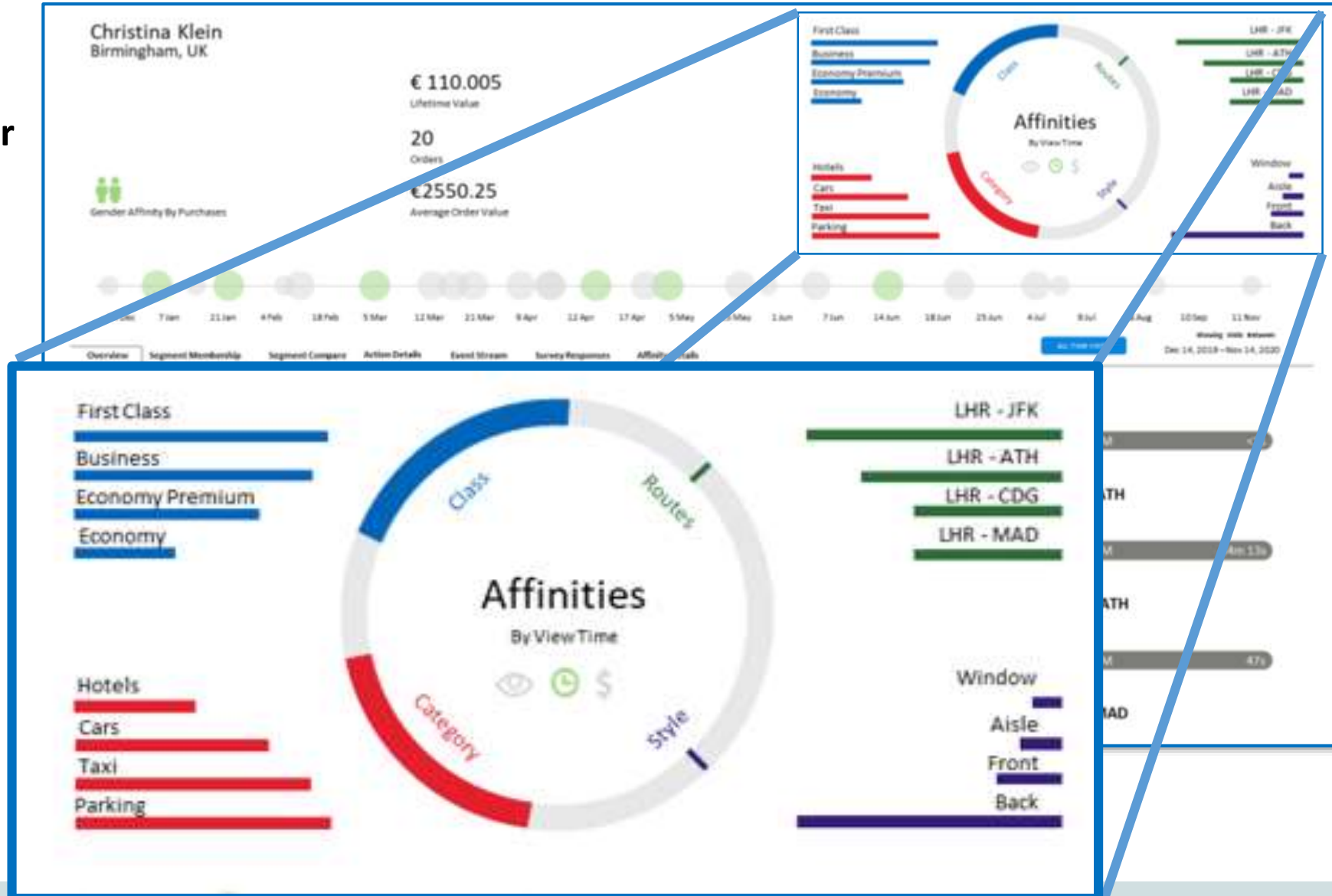
- Manage Orders (re-shop, change order)
- Customer services agents can see passenger profile and purchase history in one display
- Track service requests that come via phone, email, and social media
- Directly integrated with JR Technologies Order Management
- Provide real time access to information when ONE Order is supported at delivery touch points



All data gathered from customer Interactions in one easy display

Key Features

- Applies to any direct distribution portal: B2C and B2B
- What they buy: Historically purchased
- Real time: what they are shopping for
- Stated Preferences
- Interaction with call center
- Interactions with web site
- Market segment membership
- Marketing campaign responses
- Current abandoned shopping cart

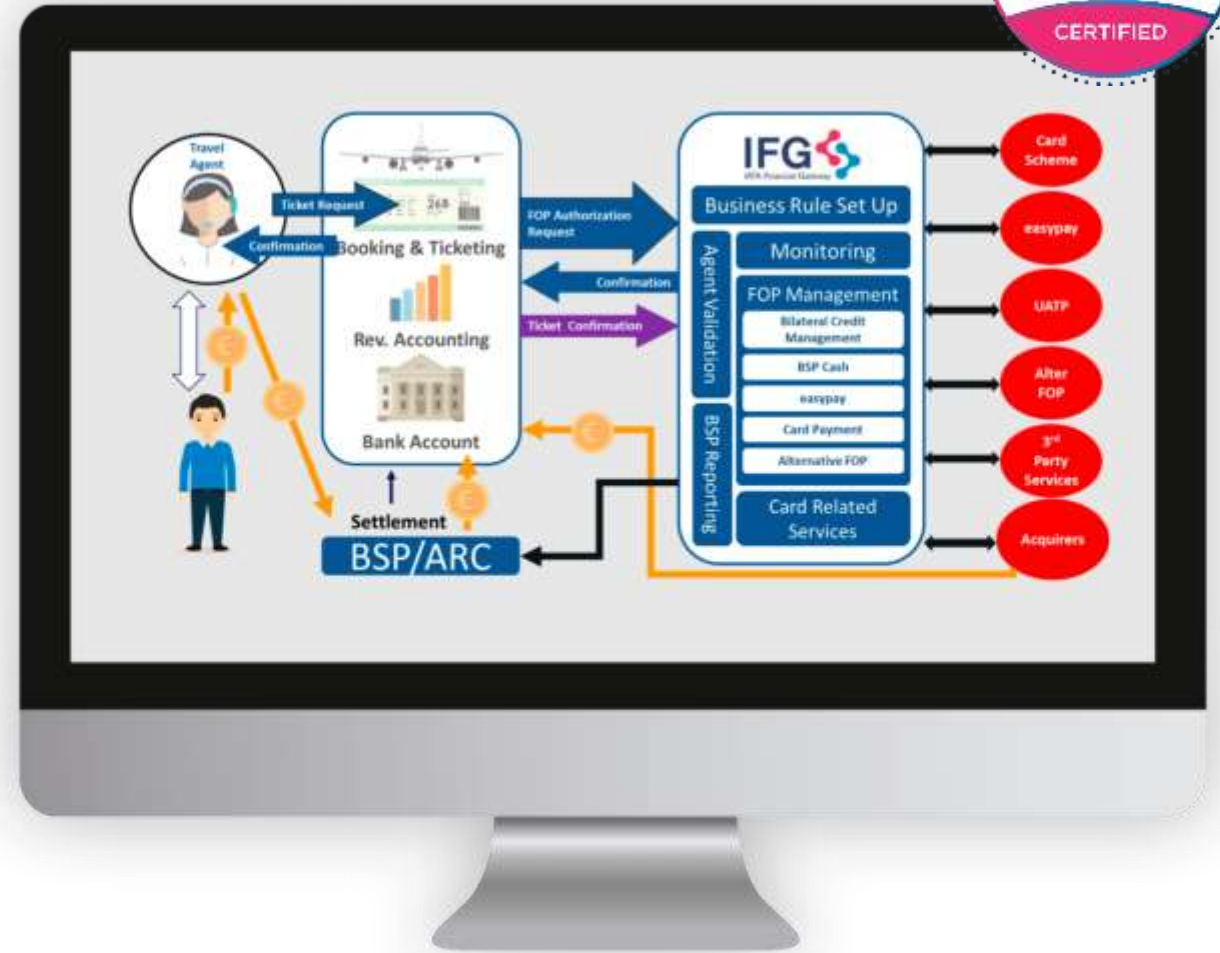


Consolidate payment processing through IFG

The IATA Financial gateway was developed and is operated by JR Technologies

Key Features

- Support of multiple instrument types- Visa, MasterCard, PayPal , Sofort, Giropay, ALIPAY, UnionPay, IDEAL, DOTPAY, QIWI, Interac, WeechatPay, EnterCash
- A global network of payment processors – Ingenico, SafetyPay, Adyen, Worldpay, ...
- Direct integration with specialized IATA capabilities – EasyPay, IATAPay, Settling via BSP and ARC, TASF, TIP
- Bilateral credit agreements with agencies



JR Technologies + Atos = Alliance of Airline Industry Transformation



110,000+
Experts worldwide



Present in
73 countries



Clients in airline industry
50+



NDC & One Order
Thought leader
Level 4 certified



€1.2 bn
Operating margin



€12 bn
IT Services Group



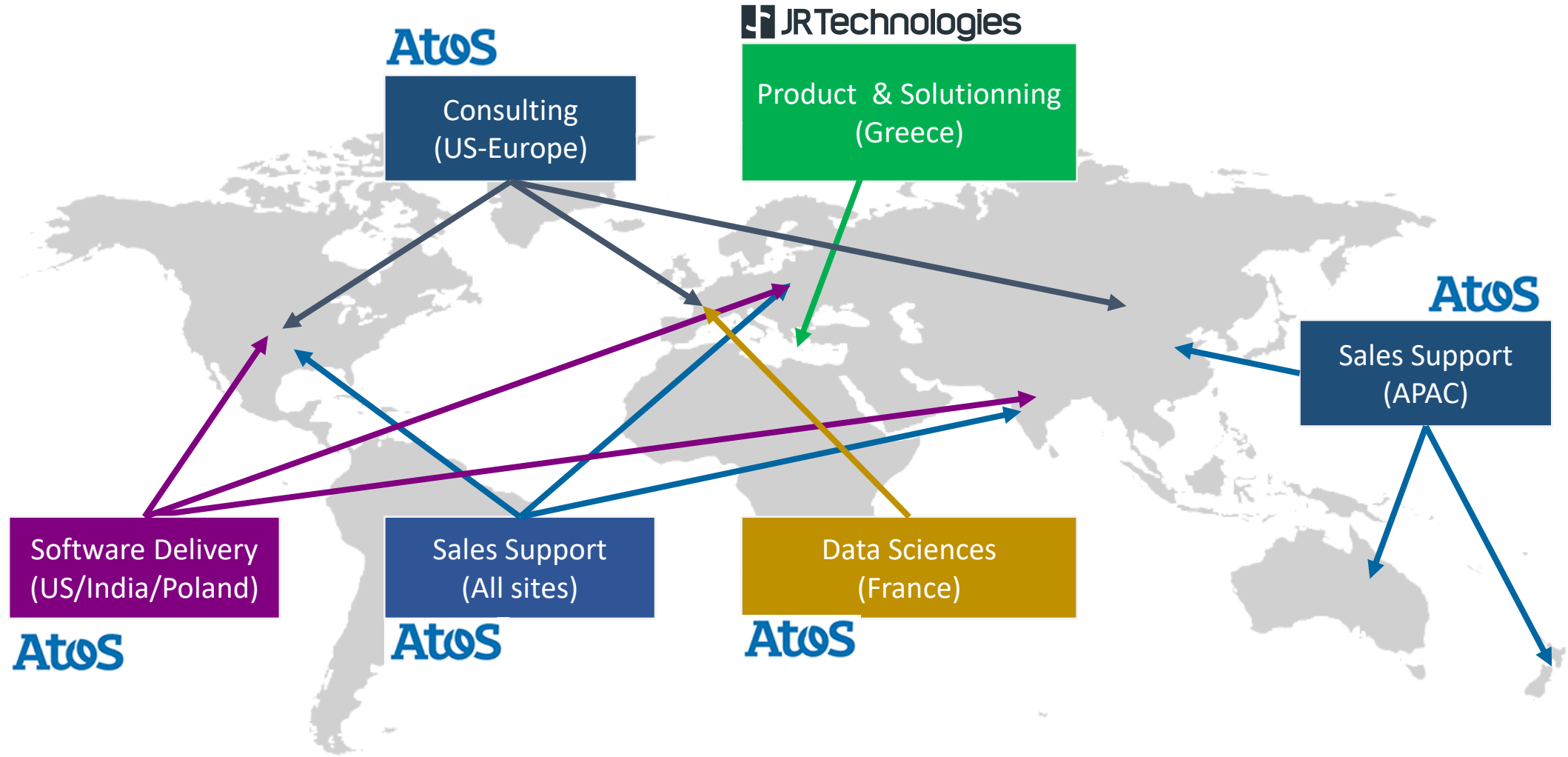
**Leading
pure player**

Top 5
digital world leader

c. 4,500 patents
c. €235 m R&D
Per annum



PaaS – Integration Partners



EXECUTIVE MEETING



Explore opportunities with our executives and experts

Learn

DESIGN LABS & POCs



Experiment innovations for Air Transportation

Fact check

IMPLEMENT



Just Do it!

Deploy at your own speed



Questions?

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