FlyNava

Helps in renegotiation of corporate contracts, and focuses on cost management and better seat management.
POST COVID AIRLINE PRIORITIES

01 THOUSANDS OF CORPORATE CONTRACTS
Focus on corporate customer/contract re-negotiations(
*(FBR Filing)*)

1 - 2% Revenue Generation

02 1-5 DAYS FOR CORPORATE FILING
Automation of laborious tasks(
*(Automation)*)

15% to 20% Cost Reduction

03 GLOBAL SURCHARGE UPDATE ACROSS MARKETS
Stimulate demand with low fares, offers and promotions(
*(Surcharge Filing)*)

Monitor and address 100% Markets

CONFIDENTIAL
MEET JUPITER

- 150+ Data Connectors
- 72 KPIs Driven Performance
- 100% Alignment to Pricing Strategy and Models
- 80+ Algorithms for Price Recommendations
- 0 to 3 Clicks For Filing
- 5x Filing Speed
- 90+ Proactive Alerts
- 100% Automation

CONFIDENTIAL
• Smart Filling Instruction
• 10x faster implementation of Updates
• Alignment to current business process
• Comprehensive ATPCO fares and rules database
• Specific POS and Global corporate filing
• Underlying functional knowhow of ATPCO Filing Process
• ATPCO API Integration for Surcharge Update
• 100 % Automation of Surcharge Filing
• Alignment to current business process
• Comprehensive ATPCO fares and rules database
• Specific POS and Global corporate filing
• Underlying functional knowhow of ATPCO Filing Process
• Global Surcharge Update
BULK FARES UPDATES

• Bulk Update of fares through system and excel
• Web and ITA view to review the pre and post validation of filing
• 100% Automated
• Total Fare view
NEXT RELEASE (JUNE 30)

NDC Integration

Advanced Descriptive Analytics

Advanced Triggers

Filing Bots

Data Optimization modules (Fares, Rules, Footnote)
**OUR JOURNEY**

### 2015 Ideation
- Value Proposition Design
- User Research
- Product-Market Fit

### 2016 FlyNava Launch
- MVP validated
- Inaugurated FlyNava
- Developed Base Product
- Microsoft partnership

### 2017 Jupiter Launch
- Jupiter 1.0 ready
- FlyDubai 1.5 MUSD contract
- FN Launch in US & Europe
- 30 people team
- Bootstrapped for 3 years
- IPR filed for 52 patents

### 2018 First Deployment
- FlyDubai go live
- NA Carrier POC $115K
- 2 more POCs
- 3 Hot prospects
- $28m proposals
- AWS Partnership
- ATPCO Bridge Labs
- IBM Watson & GEP
- Team size 40

### 2019 Second Contract
- FlyDubai stable
- Hot 8 prospects
- $35m proposals
- 3 more POCs
- Jupiter 3.0
- 2nd Contract $1m
- Team size 45
- Cash positive

### 2020 Second Contract
- Global Marketing Initiatives
- Analytics Modules in Production
- POC with Leading global carrier
THANK YOU