



SHELL SKYPAD DATA EXCHANGE

Sales Presenter



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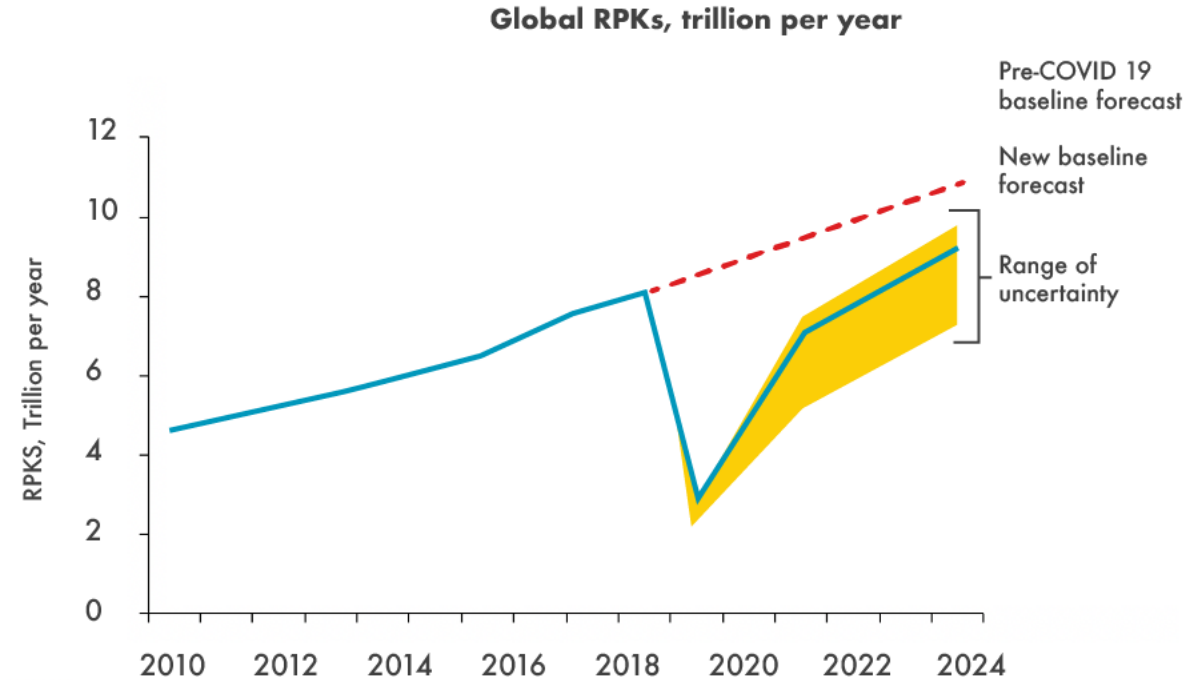
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IT WILL TAKE AN ESTIMATED FIVE YEARS TO RETURN TO PRE-PANDEMIC PASSENGER LEVELS

The Aviation Industry has been badly hit by the pandemic. IATA forecasts recovery to 2019 levels by 2024. ^[1]

1. IATA (July 2020)



Today, as our industry recovers, we need to leverage technology more than ever before. digitalisation will be a key engine of aviation's restart.

HOW DOES OPERATIONAL EFFICIENCY IMPACT AN AIRLINE'S SUCCESS?



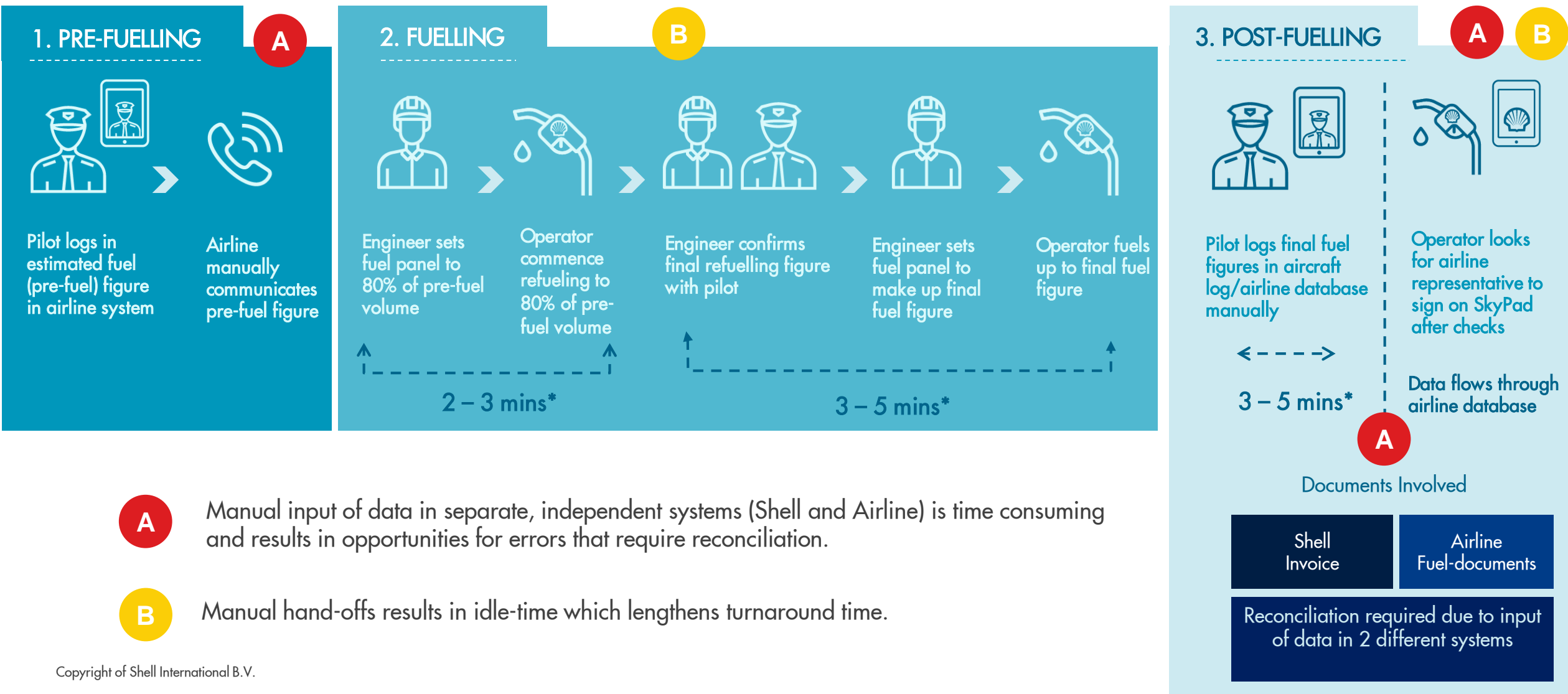
Enhanced passenger experience

Efficient ground operations provide passengers with reliability and a quality experience, which keeps them returning.

Reduced operational costs

Airlines are faced with the pressure to provide quality services at an affordable cost. With less time spent on the ground, airlines can minimise operational costs.

TODAY'S MANUAL PROCESSES IMPACTS AN AIRLINE'S PROFITABILITY



THESE INEFFICIENCIES HAVE A HUGE IMPACT ON THE AIRLINE'S PROFITABILITY

Now, think about this. Just to resolve one unintended invoice discrepancy, you and your team may have to invest significant amounts of time. This could divert resource from other vital activities, such as commercial negotiations, managing important operational issues, or price risk management.

Now imaging you have six on-going dispute investigations at one time, all requiring numerous liaisons with back office and operations teams.

Won't you agree that such resolutions are unnecessary and tedious distractions that could reduce your team's productivity?

ROOT CAUSE



Manual
data input



Coordination
challenges in
The apron

CONSEQUENCES



Data
inaccuracy



Flight
delays

IMPACT



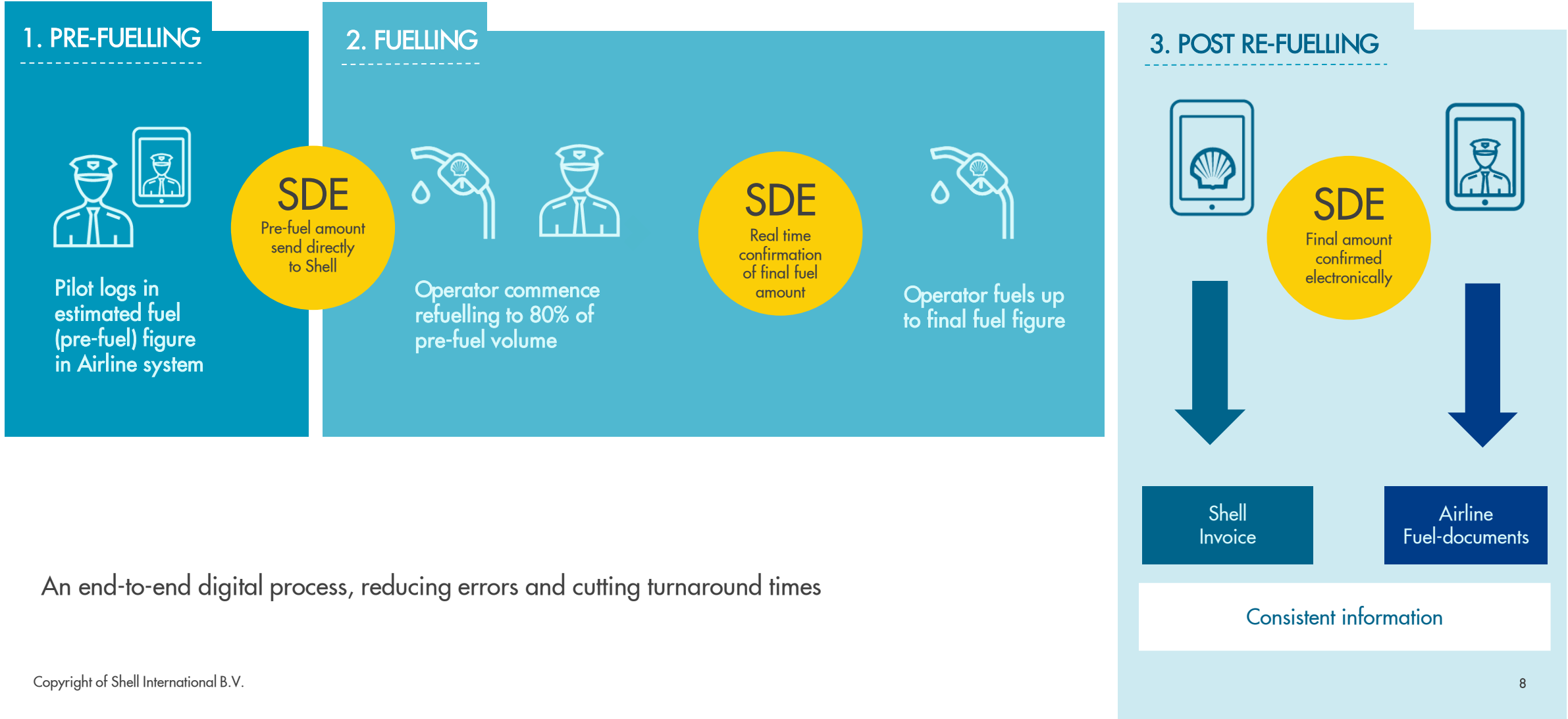
An average of 1.5 FTE spent.
Reconciling and
investigating errors²



An average of 8-13
minutes additional
turnaround time¹

1. Estimate of time saving refueling a wide bodied aircraft. Airline may not benefit from the time saving, as other factors can delay turnaround times.
2. Estimate only, FTE savings will vary by airline.

SHELL SKYPAD DATA EXCHANGE REMOVES THESE



An end-to-end digital process, reducing errors and cutting turnaround times

WE KNOW THAT FOR AIRLINES, THE CURRENCY OF REFUELLING IS SECONDS & ACCURACY.

Minimising delays in turnaround times and errors in data transmission are two of the most critical aspects of maintaining profitability.

BENEFIT



1. Faster turnaround time



2. Data accuracy/efficiency

POTENTIAL SAVINGS



1. An average of 8 to 13 minutes of reduction in turnaround time¹



2. FTE Savings = An average of 1.5 full time staff & \$54,000 annual staff cost²

1. Estimate of time saving refuelling a wide bodied aircraft. Airline may not benefit from the time saving, as other factors can delay turnaround times.
2. Estimate only, FTE savings will vary by airline.

NEXT STEPS FOR AIRLINES

1. Talk to us!
2. Jointly identify potential pilot sites.
2. Airline IT team to work with SAV in integrating the systems.
3. Airline IT team to review the Airline Specification Documents. Ideally the airline team should speak to SAV and SAP together
4. Airline IT team to develop plan project and establish timelines with Shell's Project and IT Team.



