

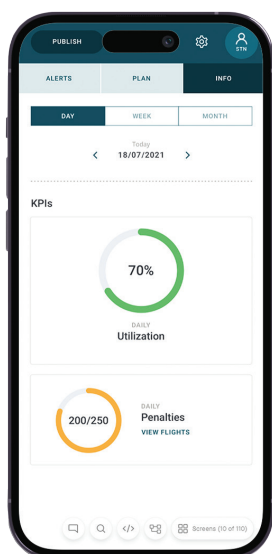
REAL-TIME OPERATING COST & REVENUE MONITORING

Operating expenses make up 62% of the total cost of running an airport. Of which, a large component representing 23% can be attributed to contracted services that are outsourced to third parties.¹ A technology and data-driven approach to revenue management can help operators make better predictions to control costs and risks and maximize revenue potential.

ADB SAFEGATE's AiPRON Finance is an apron-focused aeronautical charge calculation solution that uses predictive analytics to enable operational planning based on financial forecast while keeping a close watch over the cost of operations in real time.

AiPRON Finance transforms revenue management capabilities through dynamic pricing and invoicing. Efficient, timely and accurate billing improves cash flow and helps foster amicable business relationships with key partners in an era where there is intense competition.

HOW DOES AiPRON FINANCE OPTIMIZE REVENUE POTENTIAL?



1 Collects data from multiple sources to provide detailed and real-time cost of apron operations

Maximizes revenue streams through dynamic pricing, flexible yield management and accurate billing

3 Reduces invoicing disputes via the integrity of the data

Creates multiple and diverse charging models incorporating different incentives schemes in real time

5 Business intelligence and analytics allow customized and competitive offers to retain and attract business

¹Source: ICAO State of Airport Economics

AiPRON FINANCE

Transform revenue management

AiPRON Finance is a smart billing and invoicing solution that uses the latest technology to actively monitor planning and allocation of resources to elevate revenue management performance.

The ability to foster a mutually beneficial working relationship with partners is key to success in attracting and retaining business opportunities.

AiPRON Finance offers the flexibility to apply customized billing and invoicing models and incorporate different incentives schemes in real time. In turn, that gives airports and airlines the ability to plan operations with a focus on commercial viability of all activities.

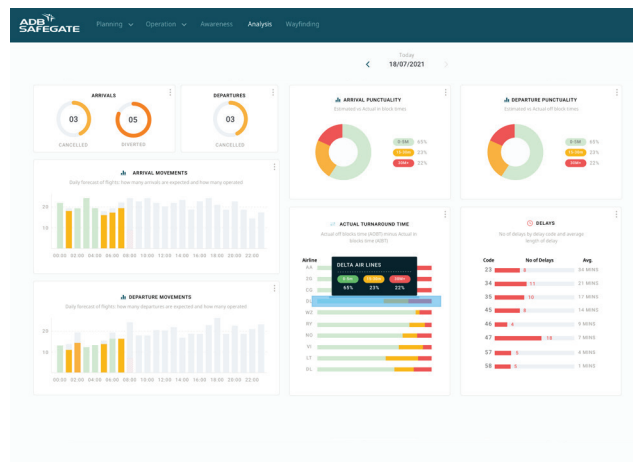
KEY FEATURES AND BENEFITS:

Real-time monitoring and reporting of commercial impact

- Dynamic response capability and real-time calculation of charges
- Visual presentation of revenue prediction with ability to drill down for detail
- Real-time charge calculation on the day-of-operation (with AiPRON 360 and AiPRON Connect)

Configurable options to easily manage reference data and rules

- Currencies and exchange rates
- Payment modes
- Tariffs for type of airline and service
- Account allocation and billing codes
- Customer billing information
- Fees and rates
- Specific contractual agreements and exemptions



Predictive and prescriptive analytics

- Real-time monitoring of forecast vs. actual revenue from apron operations
- Better predictability of operational revenue streams; identifies trends
- Early detection of potential cash flow constraints
- Resource allocations based on commercial outcome (with AiPRON Resource)

Forecasting and reporting

- Seasonal/weekly/daily resource planning combined with financial forecasting (with AiPRON Resource)
- Incentives to motivate customers and contribute to growth

Connected and standardized application programming interface

- Agnostic data source works across technologies and mechanisms
- Data monetization through modern data integration and analytics techniques

AiPRON Finance is part of ADB SAFEGATE's Intelligent AiPRON suite of software solutions bringing digitalization and intelligence to the apron.

AiPRON 360 | AiPRON Resource | AiPRON Manager | AiPRON Connect | **AiPRON Finance**

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