

Revenue Maximisation



The profitability challenge

Airports are under pressure to increase revenue and profitability to fund future growth, modernise passenger experiences and deliver increased returns to stakeholders.

The largest airport source of income is aeronautical charges levied per flight. However, the complexity of airport operations and the disconnect between revenue and operational systems can delay billing data availability and slow revenue realisation. Aero revenue is also under pressure from airlines who have become tough negotiators with airports who compete to secure new routes

Non-aeronautical revenue is the other significant source of revenue with a 9-15% CAGR and offers some of the best short-term growth opportunities. Increased focus on airport shopping, dining, parking, car rentals and advertising can also play a crucial role in improving the overall passenger experience.

Unfortunately, many airports lack visibility into the sales data, trends, passenger movement and spending habits needed to make the best commercial decisions.

Unleash the revenue potential

Airports across the globe are using Veovo technology to accelerate time to invoice, reduce leakage, improve revenue forecasting, win new carriers and expand routes. By automating the collection of detailed sales data from all concessions, and by combining data from flight schedules and predicted passenger movements, airports can also bring a new level of commercial insight to their commercial planning and operations and boost non-aero income.

Key benefits

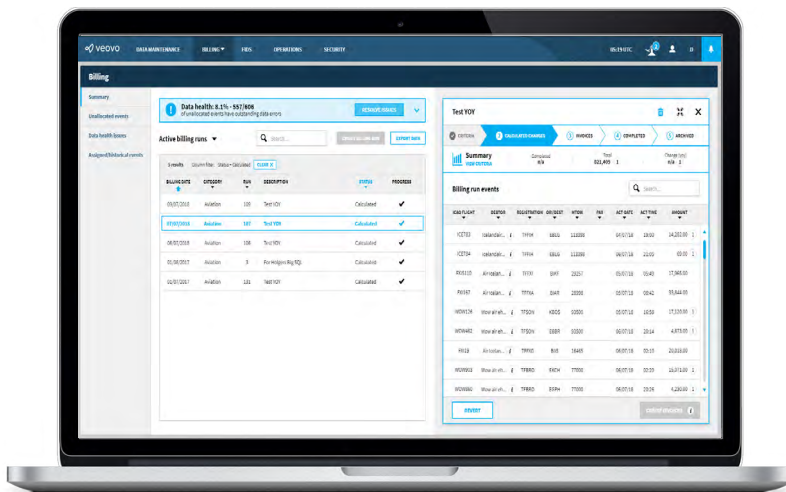
- **Control:** increased ability to influence both aero and non-aeronautical revenue streams and reduce revenue leakage.
- **Efficiency:** Eliminate manual processes for data integration and billing calculations
- **Insight:** Powerful performance analysis of all revenue-generating income streams in real time
- **Flexibility:** Grow routes and attract new carriers with compelling discounts, rebates and tailored aeronautical fee structures

Our solutions

Revenue Management

Simplify the management of all revenue with one view across all income sources. Seamlessly connect the operational heartbeat of the airport, with its income generation capability.

- + Ensure payment with more accurate invoices based on automated, real-time, bill-ready aero transactions feeds from across the airport
- + Smooth cash flow with real-time revenue recognition, tracking actual versus projected in real-time with role-based discrepancy alerts
- + Ease transition to new billing standards with 'out of the box' IATA SIS compatibility for automated and streamlined airline invoicing
- + Create the differentiated tariff structures, discounts and rebates needed to expand routes, promote off-peak slot uptake or encourage faster aircraft turnarounds.



Concessionaire Sales Management

- + One hub for all automated collation and sales data aggregation, no matter what point-of-sale system is being used by the retailer, reduces revenue leakage
- + Detailed, accurate and timely sales data analysis at the transaction level unlocks many critical decisions from pricing strategies to product promotions.
- + Automated reporting is more accurate and reduces time and resources spent on sales transaction audits.

Value-Added Revenue Insights

Combine aeronautical income with transactional sales data and passenger and flight information to obtain unprecedented insight.

- + Compare profitability per carrier on different routes, time of day and gate location to create more informed commercial decisions
- + Drive operations decisions such as gate allocations to balance carrier SLAs, shopping preferences and increase passenger spend.

Brilliant decisions across the airport ecosystem

Veovo's Predictive Collaboration Platform creates brilliant connections to provide passenger experiences that delight. By bringing people, systems and sensors together, we help airports globally to plan, predict and perfect their ecosystem. Veovo enables effective operational, capacity and commercial decision-making, generating role-specific, business-oriented answers to challenges faced. Our more than 120 customers include JFK, Amsterdam, Dublin, Brussels and Sydney airports, supported by our teams in the US, UK, Denmark, and New Zealand. Take off at www.veovo.com

