

# InvestorDay

06 March 2018

***Sabre***<sup>®</sup>



The Sabre logo is displayed in white, italicized font on a red rectangular background in the top-left corner of the slide. The background of the entire slide is a photograph of an airplane at an airport gate, with its reflection visible in a pool of water in the foreground.

**Sabre**

# Retailing, Distribution and Fulfillment for Airlines

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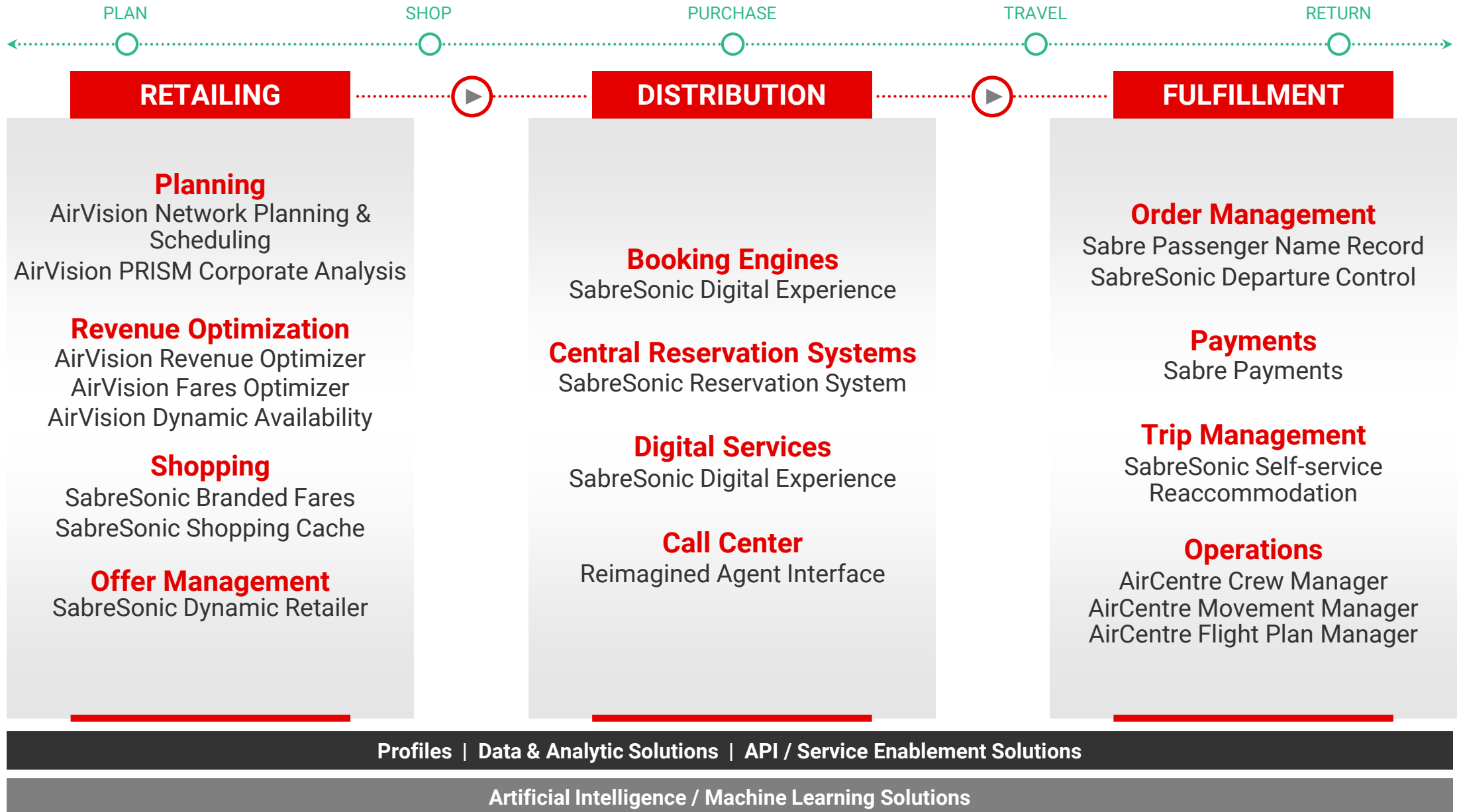
**Dave Shirk**

President, Airline Solutions

06 March 2018

InvestorDay

# AIRLINE SOLUTIONS



# Airline industry growth remains strong

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**\$5B**

**Total addressable  
market**

Airline Solutions



**4.5%**

**Global annual  
air traffic  
growth**



**2x**

**World  
fleet size**

35,280 new planes  
by 2038



**3x**

**Crew**

839K new  
crew members  
by 2038

# What our customers want... for today and tomorrow

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## Next-gen digital commerce

Omni-channel  
Intelligent offers  
Maximize total yield  
Channel optimization



## Leverage emerging technologies

Microservices  
Cloud computing  
Bots and artificial intelligence  
Machine learning



## Enhanced user experience

Analytics  
Mobile first  
A/B testing  
Consistent experience



## Optimized employee management

Retention  
Empowerment  
Engagement  
Irregular ops  
Capacity

# Product portfolio that meets customer needs

## Commercial Solutions

## Operations Solutions

AirVision Suite				SabreSonic Suite			AirCentre Suite				
Data & Analytics	Network Planning & Scheduling	Pricing & Revenue Management	Sales & Revenue Analysis	Reservations	Departure Control	Customer Centric Retailing	Flight Management	Crew Management	Operations Management	Recovery	Airport Resource Management

\$1.5B TAM

\$2.4B TAM

\$1B TAM

**Current Airline Solutions addressable market \$5B**



# Global scale and reach

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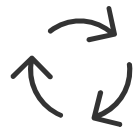
**\$816M**

software business with recurring revenue model



**59%**

revenue from outside North America



**93%**

of revenue recurring



**772M**

passengers boarded via SabreSonic Reservations



**6%**

consistent carrier passengers boarded growth

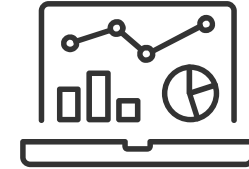
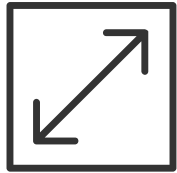


**#1**

global share of fleet managed by crew customers

# Our strategy delivers customer value

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Address near term opportunities to set the stage for growth


Accelerate strategic innovation to enable next-gen retailing, distribution and fulfillment

Partner with customers to drive value




# Near-term focus and prioritization

## Optimization


 Portfolio review


 Architecture evolution

 Continuous availability

 Customizations

## Opportunity

 Version consolidation

 Microservices API Hub

 Cloud migration

 Extensibility



# Accelerating strategic innovation



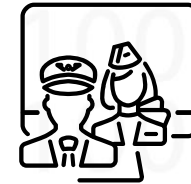
Enable growth by extending SabreSonic Suite to include best-in-class commercial planning solutions

## Commercial Platform



Leverage data insights and analytics across the life of a flight to drive differentiation

## Data and Analytics

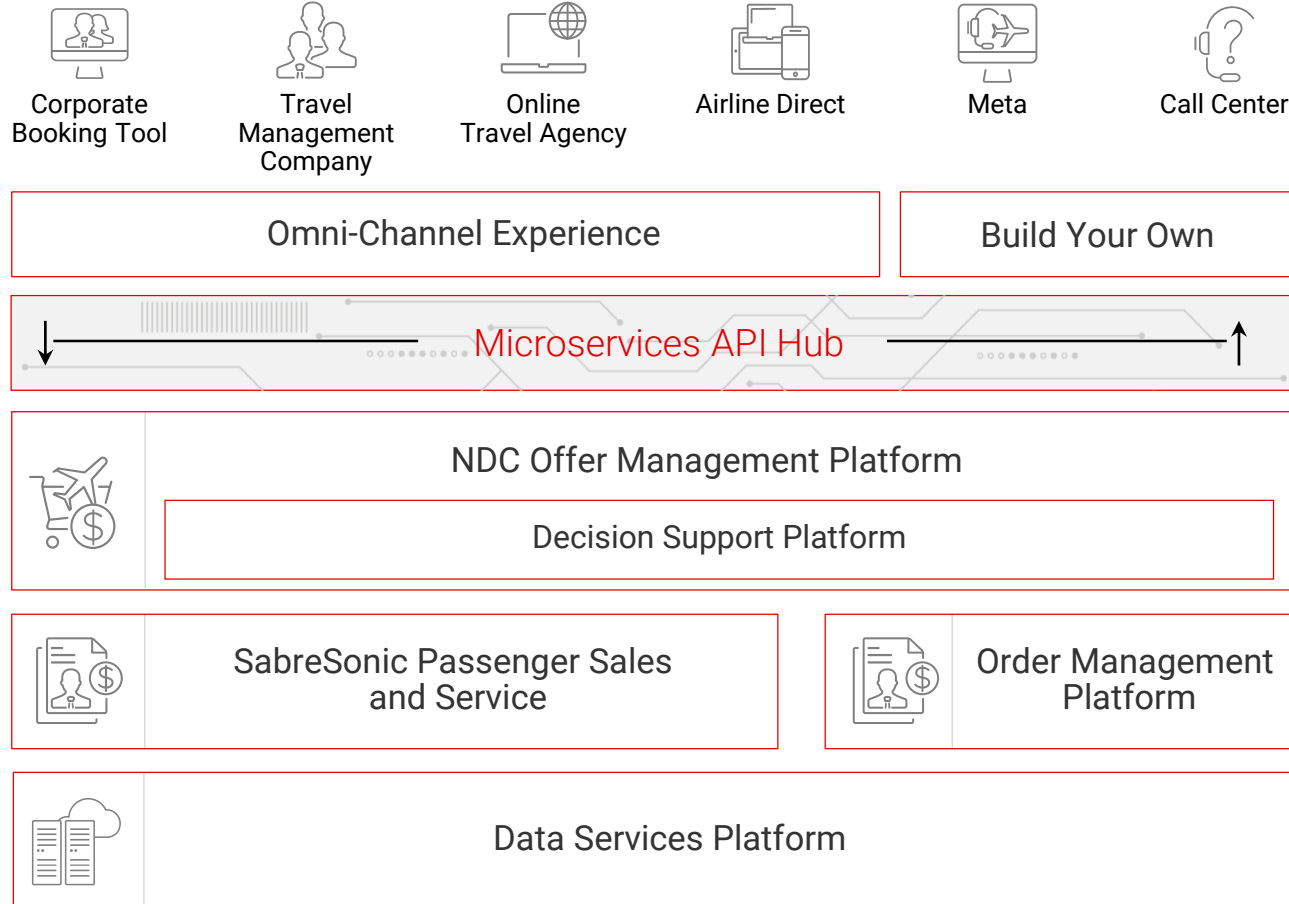


Drive efficiency and profitability through end-to-end enterprise operations solutions

## Connected Operations

*Leverage an intelligent, connected platform to differentiate*

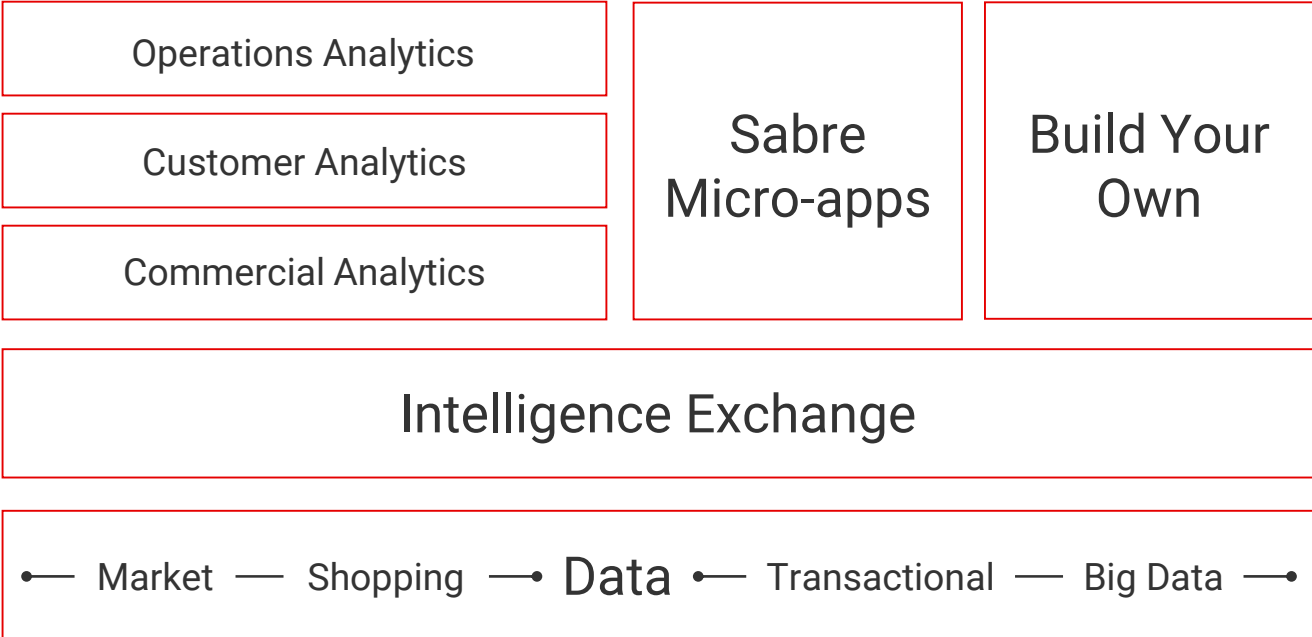
# Next-gen Intelligent Commercial Platform



- Market leading Network Planning & Scheduling solution to create profitable schedules
  - 20+ new revenue and ancillaries capabilities being rolled out now
  - Omni-channel UI (mobile) that compliments airport infrastructure
  - Drive speed to market with technology powered by microservices API hub
  - Intelligent decision support extending PSS capabilities to deliver (NDC) personalized offers
- ▼
- Drive revenue maximization and deliver a differentiated brand experience

**Up to 3% revenue gain from dynamic offers of ancillaries**

# Real-time airline Data & Analytics ecosystem

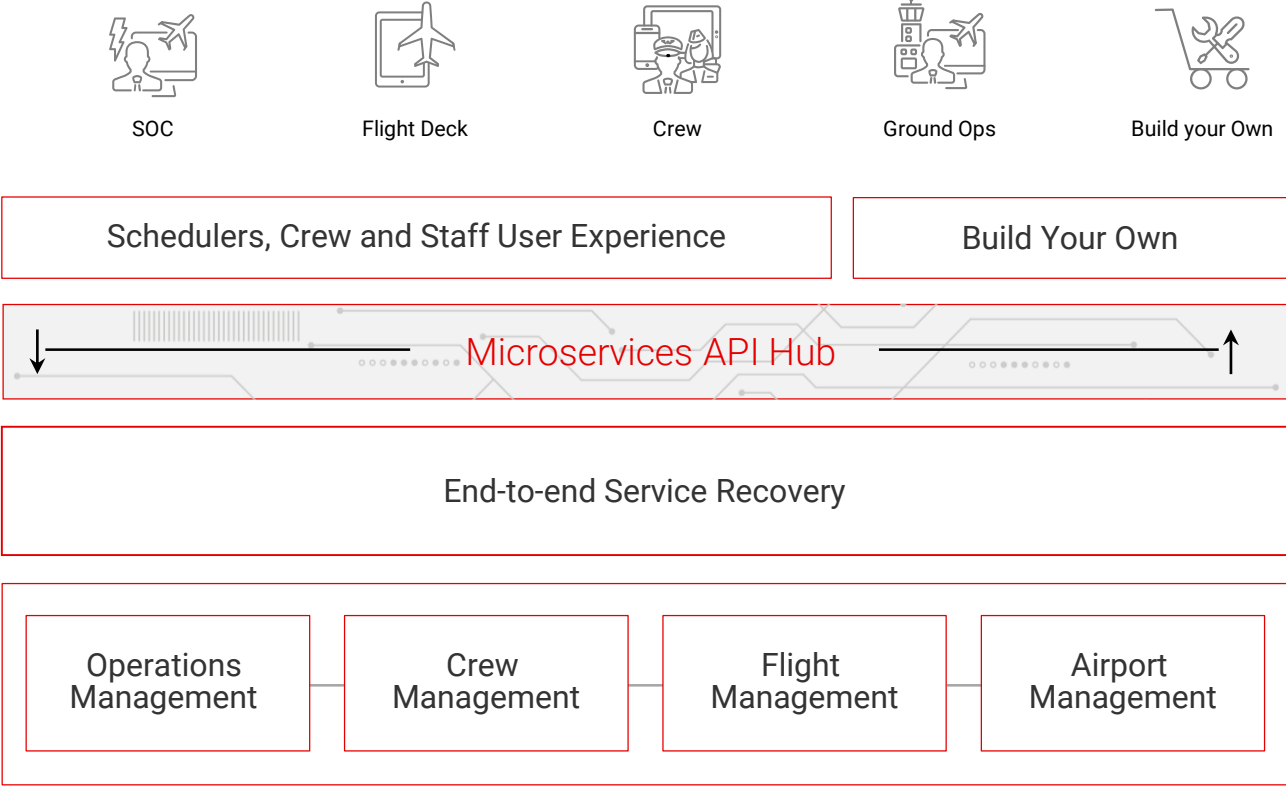


- Sabre Intelligence Exchange is the only real-time data platform that integrates with airline PSS and Ops
- Extensible template library to drive rapid innovation with micro-apps
- Drive actionable insight across the entire journey with centrality micro-apps
- Personalization via real-time customer segment analyzer with Customer Analytics

▼  
Drive incremental revenue and time to value

**Up to 1.5% revenue gain with more accurate commercial decisions**

# Connected Operations Platform



- Industry only enterprise operations platform
- Unique integrated schedule management capability to improve operational planning
- Mobile enabled, self-service crew solution
- Most efficient passenger and operations automated recovery
- Enable situational awareness across the operation



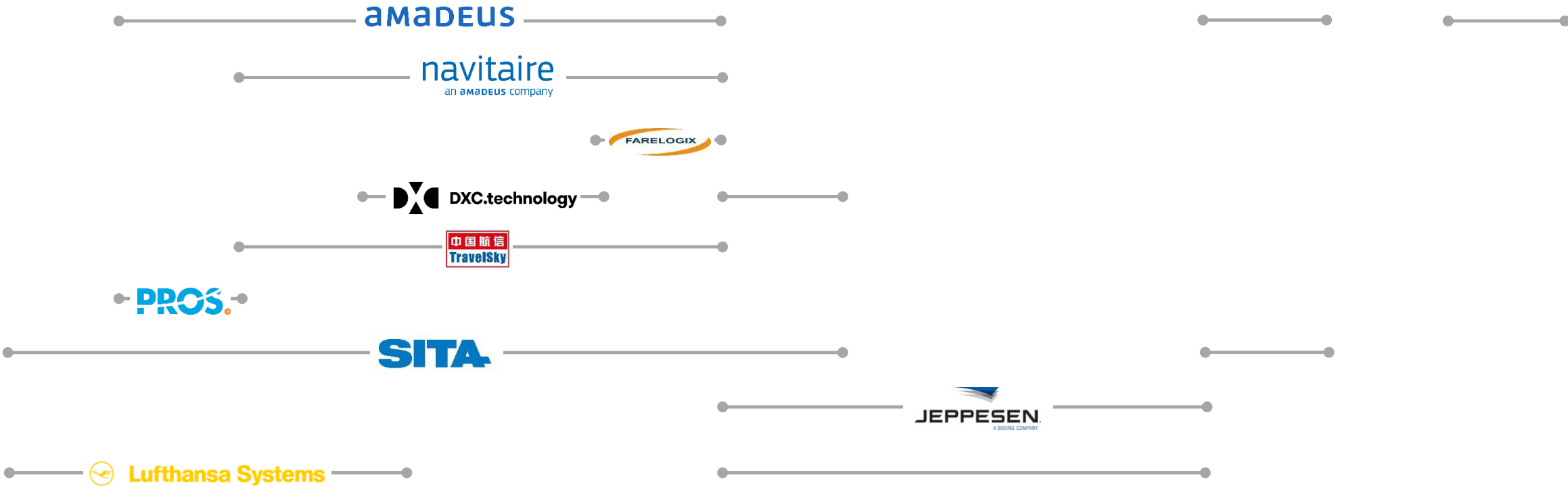
Drive profitable service fulfillment

**Recover from major disruption 3x faster than manual solution**

# Portfolio is well positioned against competitors

Commercial Platform			Operations Platform								Data & Analytics	
AirVision			SabreSonic			AirCentre					Data & Analytics	
Network Planning & Scheduling	Pricing & Revenue Management	Sales & Revenue Analysis	Reservations	Departure Control	Customer Centric Retailing	Flight Management	Crew Management	Operations Management	Recovery	Airport Resource Management	Data Integration Platform	Customer Centricity

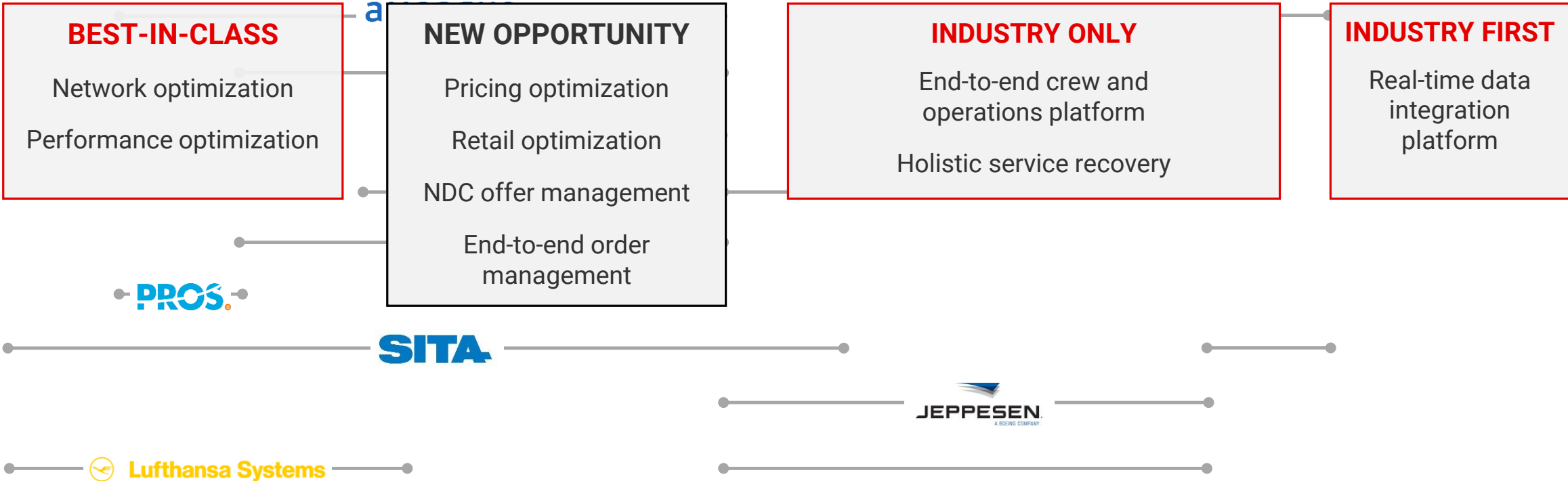
**Sabre**



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# Playing to win

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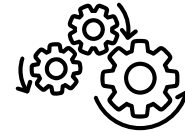
Nurture a valuable customer base in a growing market



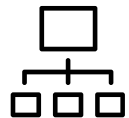
Penetrate competitive spaces with industry-leading and differentiated solutions



Expand wallet share through cross-sell and upsell of current portfolio



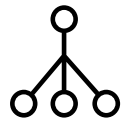
Capitalize on operations renewal cycle to accelerate growth



Capture new market opportunity in retailing with new commercial platform



Improve customer satisfaction via state-of-art tools and expanded global care operations



Unified approach to drive new distribution opportunities