



maureva

Soaring higher together.



ABOUT MAUREVA



About Maureva



For more than 25 years, we have been serving this industry with passion. Providing innovative software solutions to the industry, particularly to scheduled carriers. Our objective is to become a one-stop shop for the Airlines to reach industry standard solutions with a deep and positive impact on their performance and decision-making capabilities.

- 25 years of Airline Software Development
- 20 years as a Service Center
- 75+ companies (airlines / airports / handlers) boosted with our solutions
- **Staff location** : Reunion Island, Mauritius, France, Spain, Canada
- 220 Staff +
- IATA Strategic Partner
- PCI-DSS, GDPR compliance
- Maureva Managed Services: ISO 9001:2017 / ISAE3402 / SSAE 18 certified services

Our Solutions:

Our Solutions portfolio

ALEXIS | 
FLIGHT SCHEDULING CREW MANAGEMENT

EDGAR | 
REVENUE ACCOUNTING SOLUTIONS

KEOPS | 
COST MANAGEMENT & CONTROL

MARGO | 
AIRLINE CARGO SOLUTIONS

MATIS | 
AIRLINE BUSINESS DECISION SYSTEM

Distribution Partnership:

ALISS | **CLOVIS** | 
CHECK-IN SOLUTIONS | SELF SERVICE BAG DROP | world turns faster

Value Added Outsourced Services

Managed Services | 

Process Optimization Solutions in :

- Airline Flight Operations (Flight Scheduling / Crew Management / OCC) : **ALEXIS**
- Revenue Accounting (Passenger and Cargo) : **EDGAR / MARGO CRA**
- Cost Management (Budget, Invoice Management, Claims) : **KEOPS**
- Air Cargo Management (Booking, Issuance, Handling & Tracking) : **MARGO**
- Analytics & Business Intelligence (KPI, Budget & Route profitability) : **MATIS**
- Check-In (Self + Self bag-drop) : **ALISS / CLOVIS**

Value Added Services Capabilities:

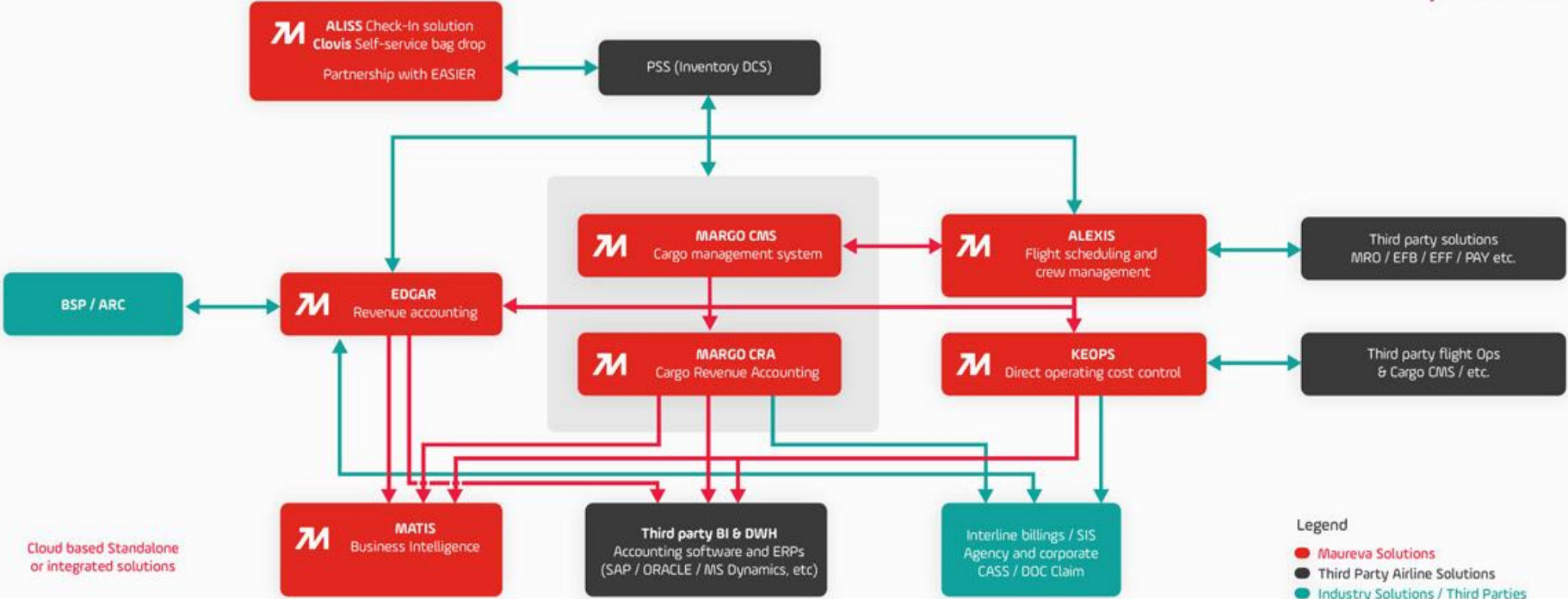
- Outsourced Services in :
 - Passenger Revenue Accounting
 - Cargo Revenue Accounting:
 - Cost Control : Tariff Management, Invoice Control, Cost Management

Our Solutions



maureva

A diversified portfolio of Integrated Solutions within your IT environment



Cloud based Standalone or integrated solutions



MATIS

**Business Intelligence Solution
Decision Support System**



Some Key features



**Automatic Data
synchronisation**



**Secured and
reliable access**



**Cloud based
solution with
responsive design**



**Interactive and
visual analytics**



**Subscriptions to your
preferred dashboards**



Compiling data from multiple sources To create a unique combination of powerful information

Plug your Maureva solutions :



Third party data

- ▶ Bookings
- ▶ PNR
- ▶ DCS
- ▶ Competitors' market-data

Airline Internal Data

- ▶ Budget
- ▶ Costs (other costs)



Delivering powerful KPI & Analytics to various stakeholders (C-Level, Commercial, Finance, RM, Ops)



MATIS Benefits



Increased Efficiency
& Productivity



Better
Decision-Making



Greater
Competitiveness



Enhanced Strategic
Planning



MATIS UNIVERSE

KEY KPIs ACCROSS YOUR AIRLINES' ACTIVITIES

Bookings Behaviors

Customer Patterns

Revenue Performance

Budget variance

Profitability



BOOKING INSIGHTS

PNR ANALYTICS

PAX / CARGO REVENUE INSIGHTS

COST INSIGHTS

ROUTE PROFITABILITY

C-LEVEL DASHBOARDS

Flights Load

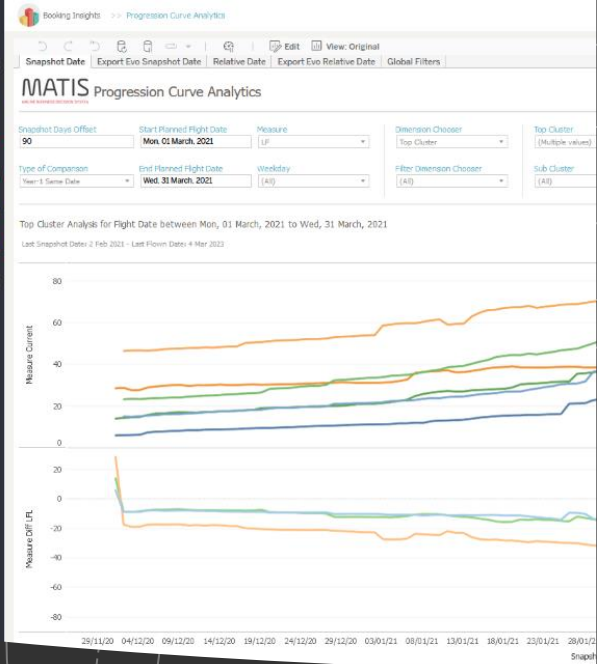
Sales Performance

KPIs

Operating Costs

DOC Invoice Analytics

Key Insights for actionable recommendations !



gs & Revenues per Route Operational / Week - Mon, 02 July, 2018 to Sun, 05 August, 2018
 Shot Date: 19 Jul 2018; Last Flown Date: 17 Jul 2018

Date	Start Planned Flight Date	End Planned Flight Date	Dimension Chooser	Dimension Chooser					
18	Mon, 02 July, 2018	Sun, 05 August, 2018	Route Operational	All					
Week W									
Offer			Booking		Load Factor				
Offer Y	Offer Y-1	Offer Diff	Bkg.Y	Bkg.Y-1	Bkg.Diff	LF Y	LF Y-1	LF Diff	Bkg.S-1
25,536	20,960	21.8%	18,369	14,356	28.0%	71.9%	68.5%	3.4pts	14,737
6,300	4,192	50.3%	5,561	3,614	53.9%	88.3%	86.2%	2.1pts	4,274
7,184	4,716	52.3%	5,861	4,415	32.8%	81.6%	93.6%	-12.0pts	4,121
4,192	4,192	0.0%	3,063	2,616	17.1%	73.1%	62.4%	10.7pts	2,725
3,668	3,668	0.0%	1,797	1,684	6.7%	49.0%	45.9%	3.1pts	1,654
4,192	4,192	0.0%	2,087	2,027	3.0%	49.8%	48.4%	1.4pts	1,963
R/ASK			Revenue			Average Coupon Value			
R/ASK Y	R/ASK Y-1	R/ASK Diff	Rev Y	Rev Y-1	Rev Diff	ACV Y	ACV Y-1	ACV Diff	Rev S-1
9.99c	10.38c	-3.8%	6,294,229	5,369,681	17.2%	342.7	374.0	-8.4%	5,117,188
12.30c	13.83c	-11.1%	1,912,244	1,430,583	33.7%	343.9	395.8	-13.1%	1,499,080
10.77c	14.04c	-23.3%	1,909,442	1,634,329	16.8%	325.8	370.2	-12.0%	1,442,254
11.12c	9.59c	16.0%	1,150,926	992,150	16.0%	375.8	379.3	-0.9%	977,282
6.86c	6.77c	1.4%	621,344	612,596	1.4%	345.8	363.8	-4.9%	561,779
6.77c	6.77c	0.0%	700,274	700,023	0.0%	335.5			

Booking Insights

- **Scope:**
 - Current bookings & revenue status as well as future flight forecast
- **Objective :**
 - Provide an in-depth insight of your airlines' booking performance and KPI
 - More efficient business decisions to optimise revenues
- **Target:**
 - Revenue Management Department
- **Inputs / Sources :**
 - Booking data files – Amadeus BIF Files
 - Customised Maureva Algorithms for Valuation / Forecasting

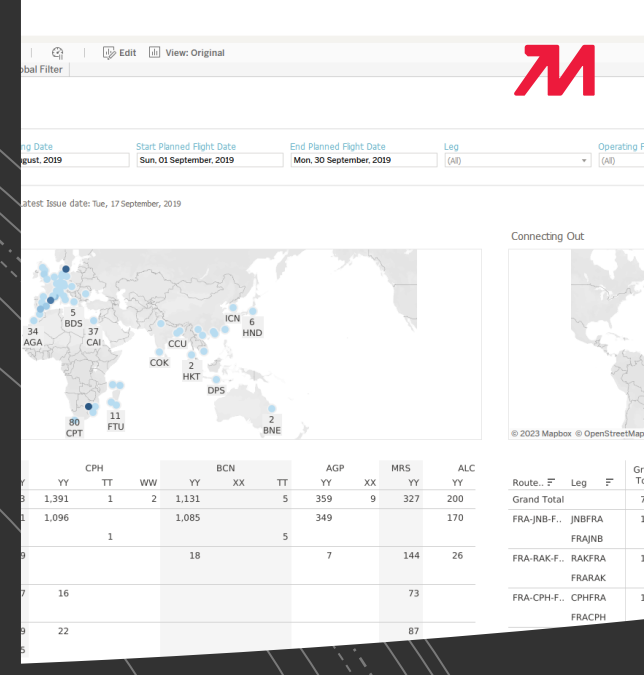


Level 2 Chooser: PNR Country Creation
 Level 3 Chooser: Country OBD
 Level 4 Chooser: Issue Monthly/Year
 Level 5 Chooser: None
 Level 6 Chooser: None

Filter Level 2: (Multiple values)
 Filter Level 3: (Multiple values)
 Filter Level 4: (Multiple values)
 Filter Level 5: None
 Filter Level 6: None

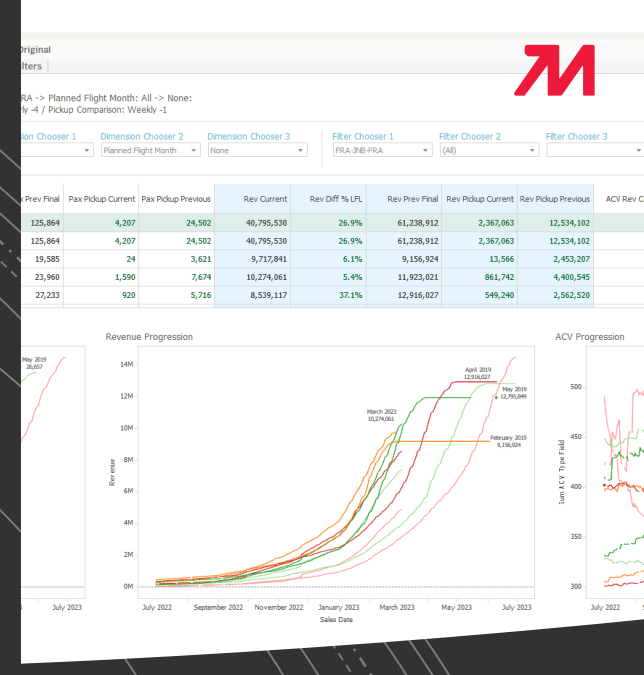
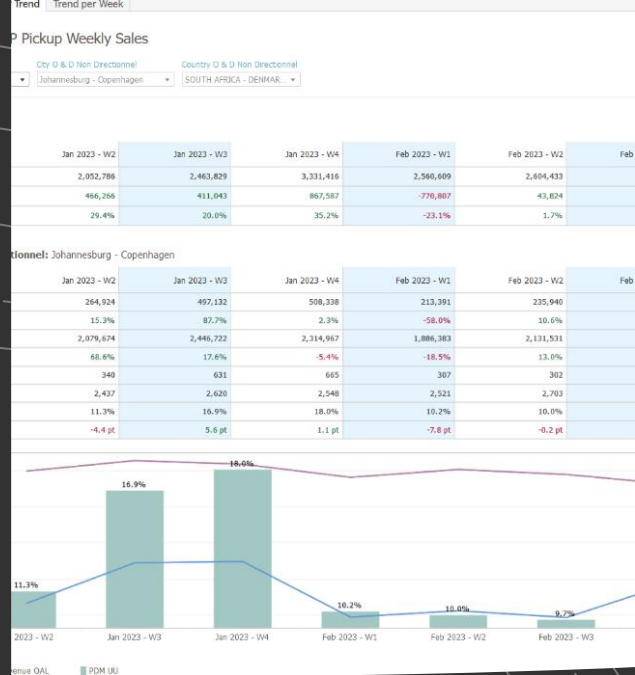
Period: Sun, 01 September, 2019 to Mon, 30 September, 2019

Pax Current	Pax Previous LFL	Pax Previous Diff LFL %	Pax Issued Current
16,249	7,777	7.9%	17,536
7,163	7,138	-8.2%	7,138
5,404	8,856	-4.3%	8,856
414	4,325	-1.8%	4,325
19	4	-99.0%	4
87	43	126.3%	43
98	93	6.9%	93
327	68	-30.6%	68
283	213	-34.9%	213
463	316	11.7%	316
321	428	-7.6%	428
275	431	34.3%	431
308	513	86.5%	513
596	397	28.9%	397
1,213	592	-0.7%	592
1,069	1,227	1.2%	1,227
178	734	-31.3%	734
2	2	-100.0%	2
4	2	0.0%	2
		-100.0%	



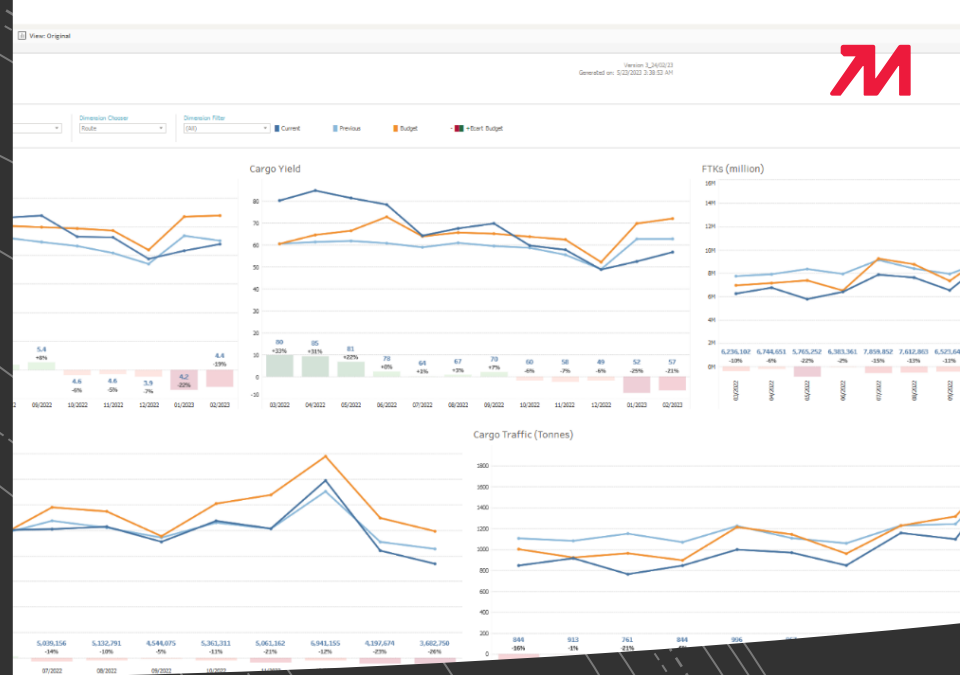
PNR Analytics

- **Scope:**
 - Passenger Name Records data
- **Objective :**
 - Understand passenger shopping and travel behavior (length of stay, true O&D, connections, one-way / return, etc.)
 - Monitor booking materialization
- **Target:**
 - Commercial and Revenue Management Department
- **Inputs**
 - PNR data files – Amadeus SBRES / other



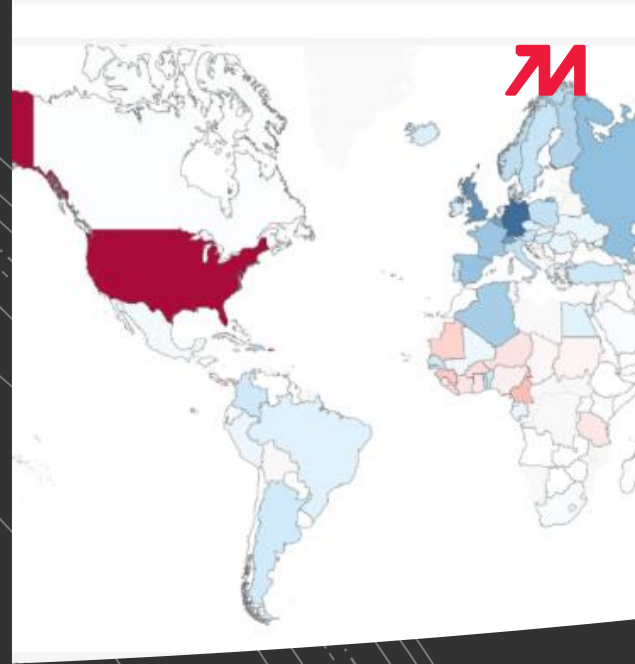
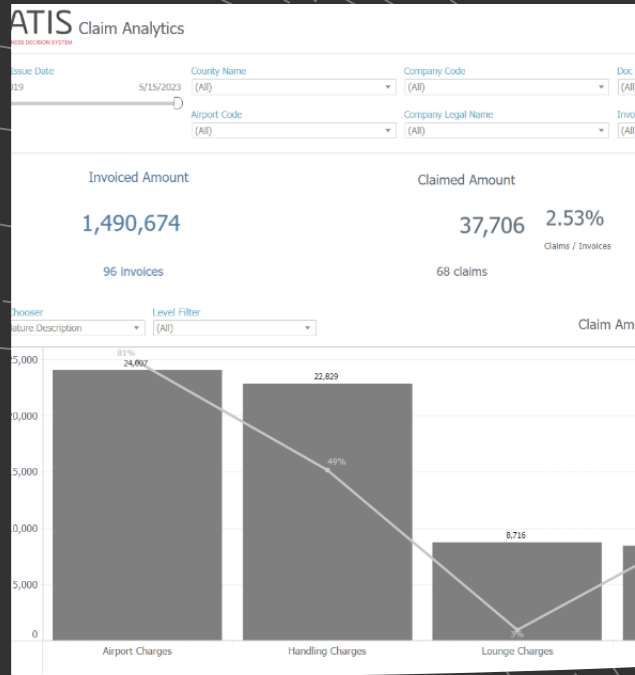
Passenger Revenue Insights

- Scope:**
 - Sales performance, flown revenues, remittance, competitors' data
- Objective:**
 - Provide an in-depth analysis of your actual sales and revenue performance in comparison with past performance
 - Compare sales performance with budget
- Target:**
 - Commercial and Finance department
- Inputs / Sources:**
 - Revenue Accounting Data - EDGAR
 - Competitors' market shares - Third party data



Cargo Revenue Insights

- **Scope:**
 - Cargo Sales performance, flown revenues
- **Objective :**
 - Provide an in-depth analysis of your Cargo sales and revenue performance in comparison with past performance
 - Compare sales performance with budget
- **Target:**
 - Commercial and Finance department
- **Inputs**
 - Cargo Revenue Accounting Data – MARGO CRA



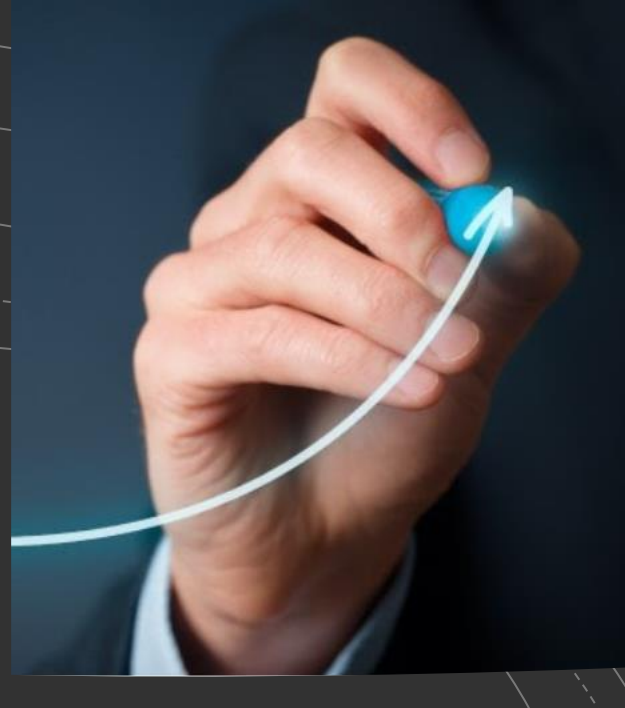
Cost Insights

- **Scope:**
 - Direct Operating Costs and Invoices
- **Objective :**
 - Operational Costs Analysis and budget variances
 - Invoice Control productivity
 - Follow-up claim generation and corresponding credit notes received
- **Target:**
 - Control & Accounting departments
- **Inputs / Source :**
 - Cost data & Budget / Hypothesis (Direct operating costs & others) - KEOPS

Dimension Chooser 5: None | Dimension Chooser 6: None | Top Cluster: (All) | Rotation: (All)

Filter Dimension 5: | Filter Dimension 6: | Sub Cluster: (All) | Aircraft Type: (All)

Fuel	Surviv	Handling	Landing	Runway Light	Stationem.	Maintenance	Maintenance Provision	Variable Charge Pn.	Catering	GDS Fees	Comm
321,908	1,192,876	3,123,108	769,233	282,220	215,095	1,861,366	2,328,327	17,994,132	1,300,080	1,962,267	1,594
321,908	1,192,876	3,123,108	769,233	282,220	215,095	1,861,366	2,328,327	17,994,132	1,300,080	1,962,267	1,594
772,093	1,161,251	2,947,730	738,957	273,916	215,095	1,592,393	2,094,244	16,795,679	1,290,858	1,750,557	1,444
236,291	153,370	429,983	96,877	31,444	33,742	268,802	376,243	3,218,751	276,397	295,923	317
331,639	82,445	150,708	53,605	14,480	33,742	147,893	207,706	1,722,218	168,133	156,217	165
294,652	70,924	279,275	43,273	16,564		120,908	176,526	1,496,533	108,264	129,705	152
333,463	109,044	267,240	118,660	31,637	49,365	138,971	211,123	1,557,993	90,734	125,252	138
272,776	58,467	173,776	25,056	2,247		58,023	89,101	679,405	46,119	71,764	77
460,677	55,577	93,505	93,603	29,391	47,965	80,848	122,022	878,588	44,615	53,586	57
723,628	86,083	316,661	81,536	40,044	4,485	127,965	167,826	1,548,228	164,754	192,850	112
380,567	40,963	117,835	46,348	34,284	4,485	67,735	89,017	781,234	79,508	101,674	58
943,061	45,120	198,826	35,187	5,760		60,230	78,809	766,994	85,246	93,776	54
513,768	35,793	240,737	52,650	13,760		86,056	117,439	1,060,201	112,942	173,167	136
676,925	16,966	86,270	36,594	1,156		47,244	64,717	523,892	66,071	89,484	68
237,942	18,807	158,467	22,056	10,604		38,812	52,722	536,309	46,871	63,683	62
799,743	114,400	340,982	91,255	20,664		137,716	220,476	1,726,236	158,297	201,357	118
142,596	58,793	110,984	57,329	2,426		71,670	114,627	843,423	79,462	107,431	66
55,377,147	55,607	229,998	33,927	13,239		66,046	105,949	881,813	78,846	93,526	52
172,890	68,873	178,847	25,504	12,838		126,083	135,473	1,020,468	84,484	78,658	93
231,315	31,030	123,002	15,158	11,510		59,708	65,103	536,825	35,959	37,620	45
241,535	37,843	55,846	10,345	1,329		66,375	70,370	483,643	48,525	41,038	48
485,117	135,526	126,930	38,912	16,018		99,548	145,760	1,047,811	29,445	74,343	86
383,318	87,665	57,562	23,723	3,897		55,689	81,883	593,906	12,568	40,600	46
201,799	47,861	69,168	15,189	12,121		43,890	63,877	453,905	16,877	33,694	28
545,055	90,423	106,904	52,027	14,823		103,601	145,333	1,158,167	63,920	58,696	57
352,143	53,280	64,660	19,009	1,457		57,446	80,766	628,561	33,196	29,725	28
292,912	33,143	42,444	33,018	13,366		46,156	64,567	529,606	30,724	28,970	28
236,507	62,952	162,005	24,973	28,133	44,105	132,579	115,141	810,395	64,824	94,477	54
130,141	32,564	67,357	14,583	26,249	44,105	73,269	66,160	454,428	26,773	49,890	28
106,366	30,388	94,648	10,391	1,804		59,310	52,981	395,967	38,051	44,587	26
222,520	86,440	177,842	24,369	27,493	38,736	170,162	154,800	1,001,982	83,531	101,136	54
776,048	45,149	72,562	12,512	25,325	38,736	92,412	84,133	547,067	40,562	51,428	27
						77,550	70,667	454,885	42,969	49,708	26
						69,388	72,476	498,943	41,481	31,084	24



Monthly Performance | Export | Global Filters

Type of Comparison: Yearly | Top N Fixed Costs: 15 | Flight Type: (All) | Cluster: (Multiple values) | Route Market: (Null)

Variable Cost: 4.54M (77.9%) | Fix Cost: 8.10M (26.6%) | Total Cost: 12.63M

ASK	32.7%	64.17M	35.4%	4.54M	77.9%	8.10M	26.6%	12.63M
GEO_GROUP_2	320	516.8K	ER4	51.9K	320	226.9K	0.8K	ER4
GEO_GROUP_3	5.9K	931.3K		75.6K	335.9K	75.0K	0.8K	
	3.5K	775.0K		75.7K	272.9K	0.8K	1.1K	
	8.7K	137.4K		18.0K	42.2K	1.1K	19.4K	
	8.5K	776.3K		112.8K	492.7K	19.4K	2.2K	
	0.8K	196.3K		17.4K	41.7K	4.8K	37.5K	
	7.8K	798.9K		116.6K	612.9K	4.8K	5.7K	
	34.6K	129.7K		140.1K	467.3K	37.5K	5.7K	
	11.2K	105.0K		157.1K	518.1K	5.7K	0.5K	
	0.8K	174.6K		22.5K	62.0K	0.5K	147.7K	
	75.9K	5,517.2K		787.6K	2,877.5K	147.7K		

Cost Trend (Top 15)

staff	Value Current	Value Diff %	Contribution Current alone
staff	1,929,945	23.0%	23.8%
staff	1,533,792	18.2%	18.9%
ce (staff)	642,541	7.6%	7.9%
on	637,343	13.4%	7.9%
ommissions	616,063	46.5%	7.6%
nel DC	613,396	46.9%	7.6%
n Fees	477,571	30.3%	5.9%
ion (other)	299,489	156.6%	3.3%
ion staff (T1)	264,336	22.7%	3.3%
n (staff)	200,575	17.3%	2.5%
ce (other)	165,967	34.0%	2.6%
ion staff (T2)	165,859	18.0%	2.6%
ion staff (T3)	151,036	15.1%	1.9%
ion staff (T3)	144,993	98.8%	1.9%




Route Profitability

- Scope:**
 - Schedule, Budget, Sales, Revenue and Cost Data combined
- Objective:**
 - Calculate actual route profitability
 - Forecast costs according to various hypothesis
 - Facilitate forecast & reforecast activities
- Target:**
 - Finance department
- Inputs / Source**
 - Revenue Accounting data (Passenger & Cargo) : EDGAR / MARGO
 - Cost data (Direct operating costs & others) : Client Data / KEOPS
 - Schedule data and operational data : ALEXIS / Third Party Systems






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