

OpenAirlines

PRESS KIT

2024





Save Fuel, Save Money,

Save

the Planet!



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Sustainability is at the heart of OpenAirlines' mission:

**“Accelerate the world’s transition
to **sustainable aviation** through
digital technology!”**

Sustainability is a driving force that helps us tackle challenges and work together. Today, we go beyond recognizing the value of sustainability, we are actively implementing it to drive our business and our targets reflect this vision.

About the founder and CEO

Alexandre Feray

Alexandre has 28 years of experience in the Software and Airline Industry, not including his teen years when he invented a programming language awarded and commercialized by Apple. He holds an MSc in Engineering and IT from École Centrale Paris and started his career at IBM Thomas J. Watson Research Center in New York, USA, working on the first multimedia email system for the Internet. He managed complex IT systems at Air France where he was the head architect of Air France Operations Control Center's reengineering program and head of Air France Crew Management IT Department, leading a team of 50 people.

The OpenAirlines adventure began with the idea of guiding airlines in their quest for fuel efficiency. Saving fuel is only one part of Alexandre's project, as the digital solution also enables airlines to reduce their costs and CO2 emissions significantly.

To take this approach a step further and share his expertise, Alexandre has also authored and co-authored two booklets on sustainable aviation: "The Green Airlines Fuel Book," a booklet to raise awareness of fuel-saving best practices and help spread the fuel-efficiency culture in airlines. And "Decarbonizing aviation: mission possible", a series of educational blog articles. In 2021, he initiated Green Pilot, a collective movement of like-minded airline professionals and aviation lovers concerned about climate change, and committed to promoting green actions to reduce aviation impact.

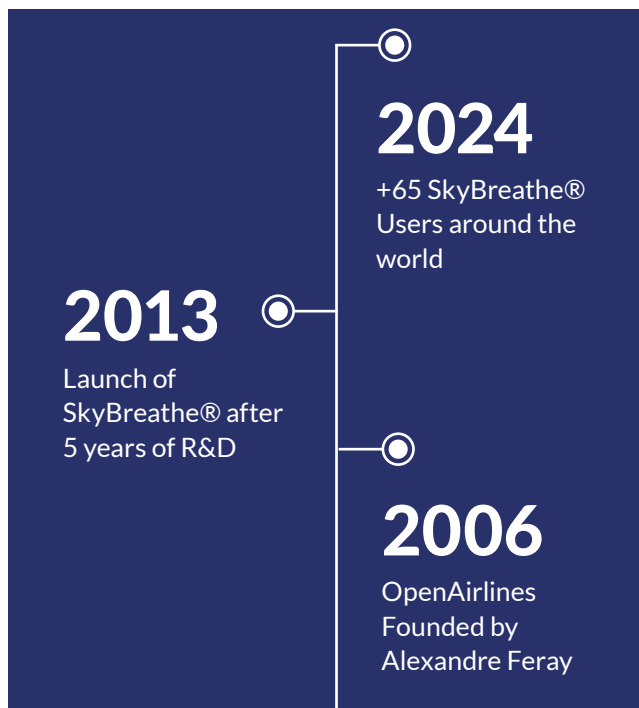


“I would like to pay tribute to an incredible team of talented women and men who give all their passion, genius, soul and heart into our mission : Accelerate the world's transition to sustainable aviation through digital technology.



Company History

OpenAirlines



OpenAirlines is a Toulouse-based digital start-up founded in 2006, and has more recently expanded into the Americas, with an office in Montreal and another in Hong Kong to consolidate its presence in Asia.

Starting from the observation that every year, nearly 665 million tons of CO2 are emitted by airplanes, i.e. more than 20 000 kilos of CO2 per second, OpenAirlines has developed innovative solutions to help airlines reduce their costs and environmental impact.

Drawing on eight years of R&D, SkyBreathe® came into the market in 2013 as an innovative eco-flying solution based on Cloud, Artificial Intelligence, and Big Data to save fuel and reduce airlines' carbon footprint by up to 5%.

Factor in the threat of climate change on the industry, fuel efficiency at an airline must be a team effort where every department contributes to a safe and efficient fuel culture.

That's why SkyBreathe® is a 360° eco-flying platform is designed to connect all stakeholders – Chief Pilots, Fuel Managers, Dispatchers, Pilots, and Performance Engineers, to name a few.

The platform provides all the tools they need to build and grow a successful fuel efficiency program without juggling many different tools. The integrated solutions are designed to spread a vibrant green culture in airlines to drastically reduce fuel consumption, CO2 emissions, and costs.

Rewarded by many innovation awards, SkyBreathe® is today the world's most widely used eco-flying solution. Its active community federates more than 65+ airlines across the planet, including Cebu Pacific, Korean Air, Philippine Airlines, IndiGo, Air France, easyJet and DHL. In 2022, its customers saved more than 1 million tons of CO2, equivalent to planting 128 million trees.

Pure player, Pure green

OpenAirlines is driven by environmental protection. This value is at the heart of our activities and helps us every day to reduce the impact of travel on the environment and improve SkyBreathe®.

If our teams are dedicated to providing an innovative IT system for developing eco-flying, they are also mindful of their impact, and adopt eco-friendly habits on a daily basis. Tools are available for everyone to measure, compensate and improve their carbon footprint.



Our Missions

Our Vision

Accelerate the world's transition to sustainable aviation through digital technology.

Why we decided to act?

Each year, almost 1 billion tons of CO2 are emitted by air transport. Considering the annual increase in air traffic CO2 emissions are expected to grow by 45% in the next 15 years.

We decided to use the leverage of new technologies to develop an innovative solution to improve the carbon footprint of aviation. With this in mind, SkyBreathe® eco-flying solution was introduced to the market after five years of R&D and testing under the Clean Sky project.

Today considered as the world's leading solution, SkyBreathe® platform gives airlines all the tools they need to build and grow a successful fuel efficiency program. The software solution enables them to reduce their CO2 emissions by up to 5% without any modification of the aircraft.

Our commitments

In 2015, Alter Equity, the French leading investment fund specialized in CSR and Sustainable Development, invested in OpenAirlines to support its SkyBreathe® eco-flying software. With the help of Alter Equity, OpenAirlines has committed to an Extra Financial Business Plan based on a dozen commitments, including :

- Fully offsetting the CO2 emissions of our air travel by reforestation through a humanitarian association in Peru.
- Reducing our electricity consumption and setting up recycling schemes
- Setting up events to raise awareness of global warming among our customers and employees
- Recruiting apprentices and trainees, and participation in university educational initiatives
- Increasing employee training
- Opening up 10% of capital to all employees



CSR

Key Figures



64%

Women on the board of directors.



5%

Of 2021 profits have been donated to UNRH*.

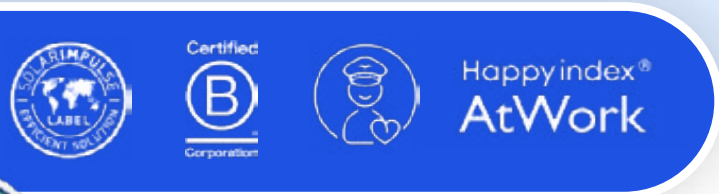


97%

Of our team commute to work with are low-carbon emission transportation.

Our values and our ethical rules are a source of pride and unity at OpenAirlines. They are one of our most valuable assets and we shall continue to draw on them as a source of strength and guidance.

Access to more information by downloading our **CSR report** : <https://www.openairlines.com/sustainability-report/>



What we do?

Since 2013, OpenAirlines has been developing SkyBreathe®, an eco-flying solution designed to optimize fuel consumption and reduce CO2 emissions of aviation.

Relying on Big Data, Artificial Intelligence and Machine Learning algorithms, the software automatically analyzes the vast amount of data available in aircraft black boxes. This information is then coupled with data integrating the actual conditions encountered during the flight (weather, aircraft weight, air traffic...) to assess fuel efficiency and thus identify the best practices to be implemented to optimize fuel consumption.

These recommendations are communicated to the company via summary or detailed dashboards, as well as individually to each pilot via the MyFuelCoach application, enabling them to replay their flight in 3D and improve their environmental performance. SkyBreathe can reduce fuel consumption and CO2 emissions by up to 5%. This is a strategic focus for airlines since fuel accounts for around 30% of their direct operating costs. As an example, Norwegian saves 2% fuel per year, representing a saving of USD 27 million and a reduction of 140,000 tonnes of CO2.

Some examples of recommendations

By analysing the data collected, we provide targeted recommendations. These recommendations can relate to aircraft preparation (e.g. impact of engine cleaning), flight preparation (e.g. choice of routes depending on the weather, congestion based on time of day, etc) but also to the execution of the flight: advocate where a continuous descent is possible (versus traditional step descent), the use or not of the thrust reversers, the configuration of the wings, when to shut down an engine during taxi.

As an example, thanks to the use of our solutions, Cebu Pacific has succeeded in increasing its use of Idle Reverse Thrust from 25% to 70%. They are now applying the Single Engine Taxi best practice 60% of the time, whereas they didn't apply it before becoming SkyBreathe users.

* Undergraduate Network for Research in the Humanities

SkyBreathe® Strengths



POSITIONING: The solution that saves more

OpenAirlines delivers accurate, easily accessible findings, sophisticated analyses, and a trusted pilot app, resulting in proven savings. Powered by the largest fuel efficiency community and trained on the world's biggest dataset, SkyBreathe® algorithms help our 60+ airline customers save up to 5% on fuel!



360° Scope

SkyBreathe® 360° is an eco-flying platform designed to involve many airline team to maximize savings: dispatch, maintenance, fuel engineers, pilots...



End-to-end pilot engagement

We provide pilots with different ways of getting involved and improving their performance. We have also deployed tools enabling them to prepare and analyze their in-flight actions.



Advanced & Easy to Use

The solutions on the SkyBreathe® platform are designed to balance ease of use with advanced analytics. With one click, users can dive into 2000+ measures using intuitive tools to quickly uncover powerful insights



Users Community

SkyBreathe® users represent an international community sharing the same goal: improving their fuel management system. They can connect and share ideas at dedicated events.

About the pilot app

We equip all pilots with a mobile application so that they have a real virtual coach at their side. And it's very effective because it is never easy for an airline company to train and standardize the practices of thousands of crew, who are always on the move.



Business model

The product is sold in SaaS (Software as a Service) mode, based on a subscription model that guarantees recurring revenues. The subscription price depends on the edition chosen, the size of the fleet and the type of fleet (long-haul, regional jets, etc.).

In addition, OpenAirlines offers a consulting service (Elite edition) where, in addition to having access to the software, airlines are accompanied by our Fuel Experts to monitor their progress and help them reach their goals.

The subscription price has been calculated to enable the company to achieve a return on investment that can easily exceed x20.



What for the future ?

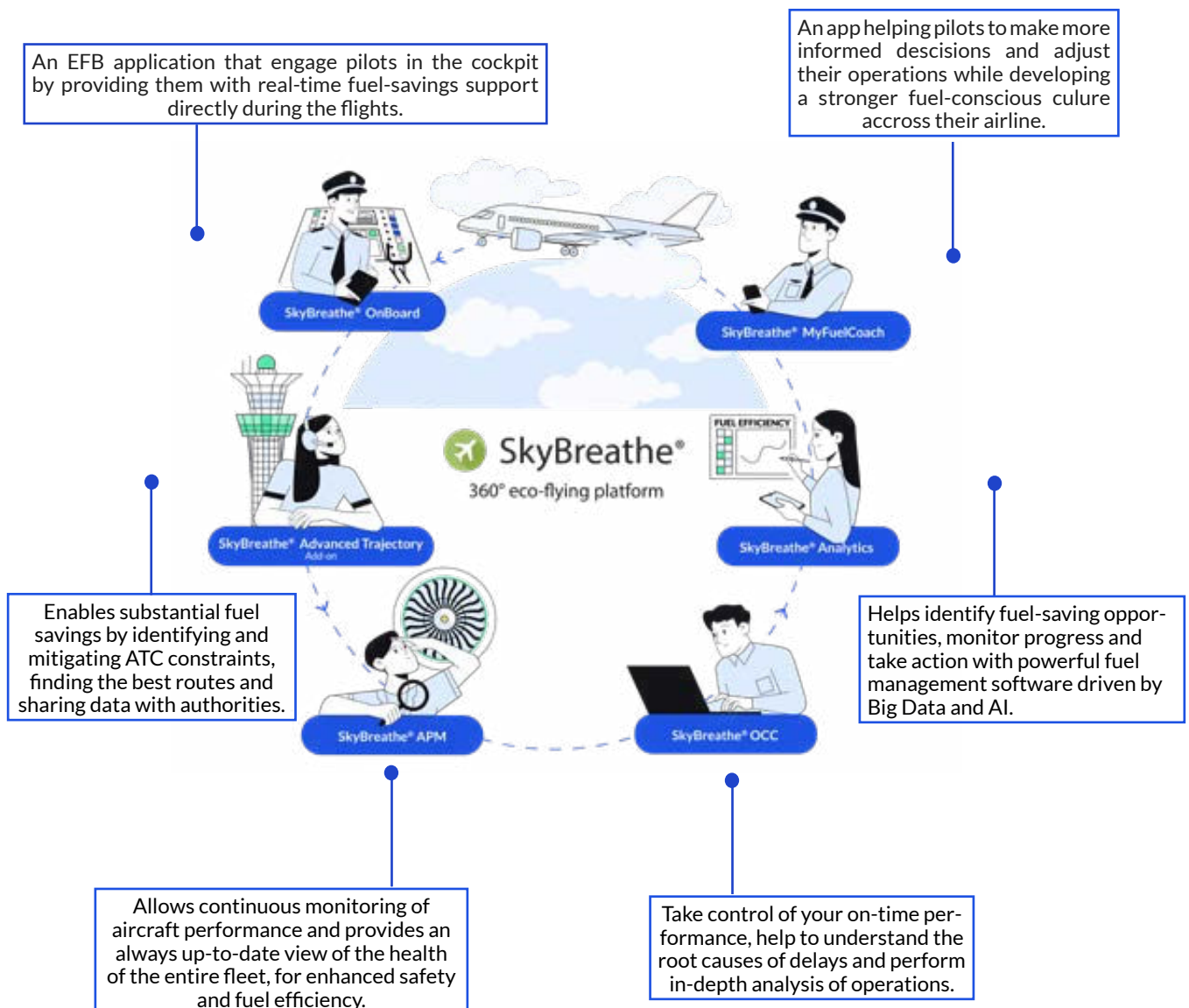
Continue to deploy our solution across the planet, on more companies, and on larger airlines.

Continue to develop our technology with two axes:

- Deploy our connected version in the cockpit that gives real-time recommendations to pilots.
- We already have a lot of AI, including Machine Learning, but we want to go even further by developing algorithms that learn from the data and improve automatically, by identifying all the causes of over-consumption of a flight, and by making trend predictions.

A 360° approach to maximize airline results

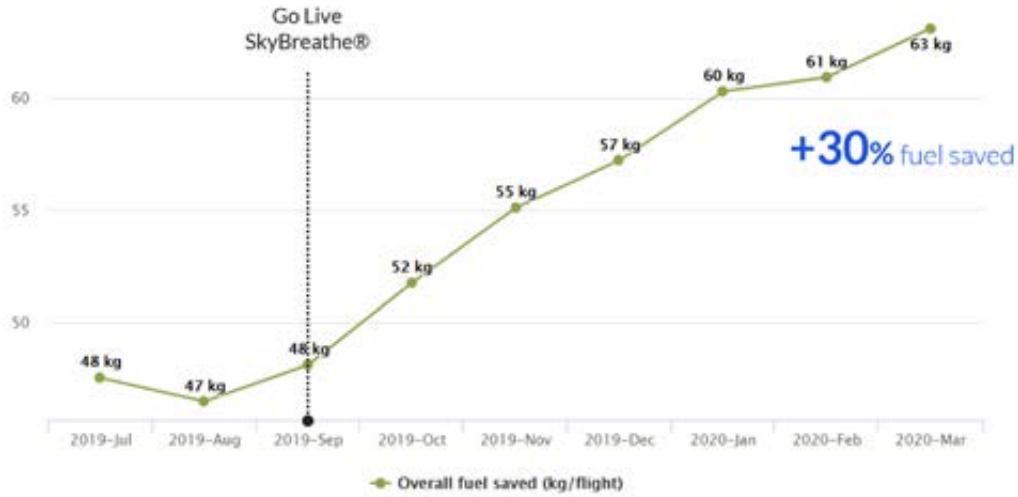
SkyBreathe® 360° eco-flying platform is the only solution on the market that brings together all the players involved in fuel efficiency (maintenance, flight ops, dispatch, ground ops, C-level, and partners like ATM). The platform scales with your airline throughout its fuel efficiency journey, accelerating fuel savings, increasing collaboration, and promoting a green culture



Success story

SpiceJet performance

In the first 6 months of using SkyBreathe®, SpiceJet managed to save +30% on fuel, 20 000 tons of CO and 3.3M USD



OpenAirlines key figures

Our impact in 2022

1,026,000 tonnes of CO₂ saved by the whole SkyBreathe® Users Community



326 Million
Kg of fuel saved



364 Million
USD saved



128 Million
Trees equivalent



75+

Employees around the world



60+

Airlines using SkyBreathe®



International

Offices in
Toulouse, Miami, Montreal, Hong Kong

Distinctions

From the ground up, OpenAirlines has bet on innovation as a differentiating factor in its development strategy and solution offering. We have been awarded by more than 30 trophies. Here, some of our recent recognitions:

- **2008 & 2010 : Best Innovative AGIFORS**
Airline Group of International Federation of Operational Research Societies
- **2015 : Named one of the Top 20 Promising Aerospace Solution Providers**
By CIO Review
- **2017 : CASANZ 2017 Innovation Awards**
Clean Air Society of Australia & New Zealand
- **2018 : 2nd place at Cleantech Open Global 2018**
Los Angeles - Largest international competition for CleanTech companies
- **2018 : Solar Impulse Efficient Solution label**
By Bertrand Piccard, Initiator of the Solar Impulse solar aircraft
- **2020 : Awarded Horizon Impact Award 2020**
This prize, given by the European Commission, recognizes and celebrates outstanding projects that have used their results to provide value for society.
- **2019 : Innovation Award at the Paris Air Forum**
By La Tribune
- **2022 : Winner of the Innovate 4 Tomorrow challenge**
Rewards companies that innovate for the planet



The SkyBreathe® Community

We have more than 65 customers on all continents and from all business model (flight career, cargo airline...).

In 2022 the OpenAirlines turnover increased by 60%



Our partners



“SkyBreathe® is one of the most significant innovations of the last years in terms of mobility.

Bertrand Piccard

Initiator and visionary of Solar Impulse, the very first airplane to fly perpetually without fuel.



Our team

A creative start-up spirit

Working from Toulouse, Hong Kong and Montreal, OpenAirlines is made of a unique blend of highly skilled and friendly co-workers who complement each other's personalities, backgrounds, culture, and experience. It includes PhDs in Maths and Aeronautics, Data Scientist, fully qualified commercial pilots, Aircraft Performance experts, Big Data and IT gurus.

These are people who really know how airlines work from the inside and who put their heart delivering the best experience to our customers by providing top-level digital innovation.

Above all, as a privately-owned company with a startup mindset and a true can-do spirit, we are closer to our customers, more flexible and faster. Three essential pillars to maintain our customer success.



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just here**



Learn more about us:
openairlines.com

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