Annual Meeting Presentation
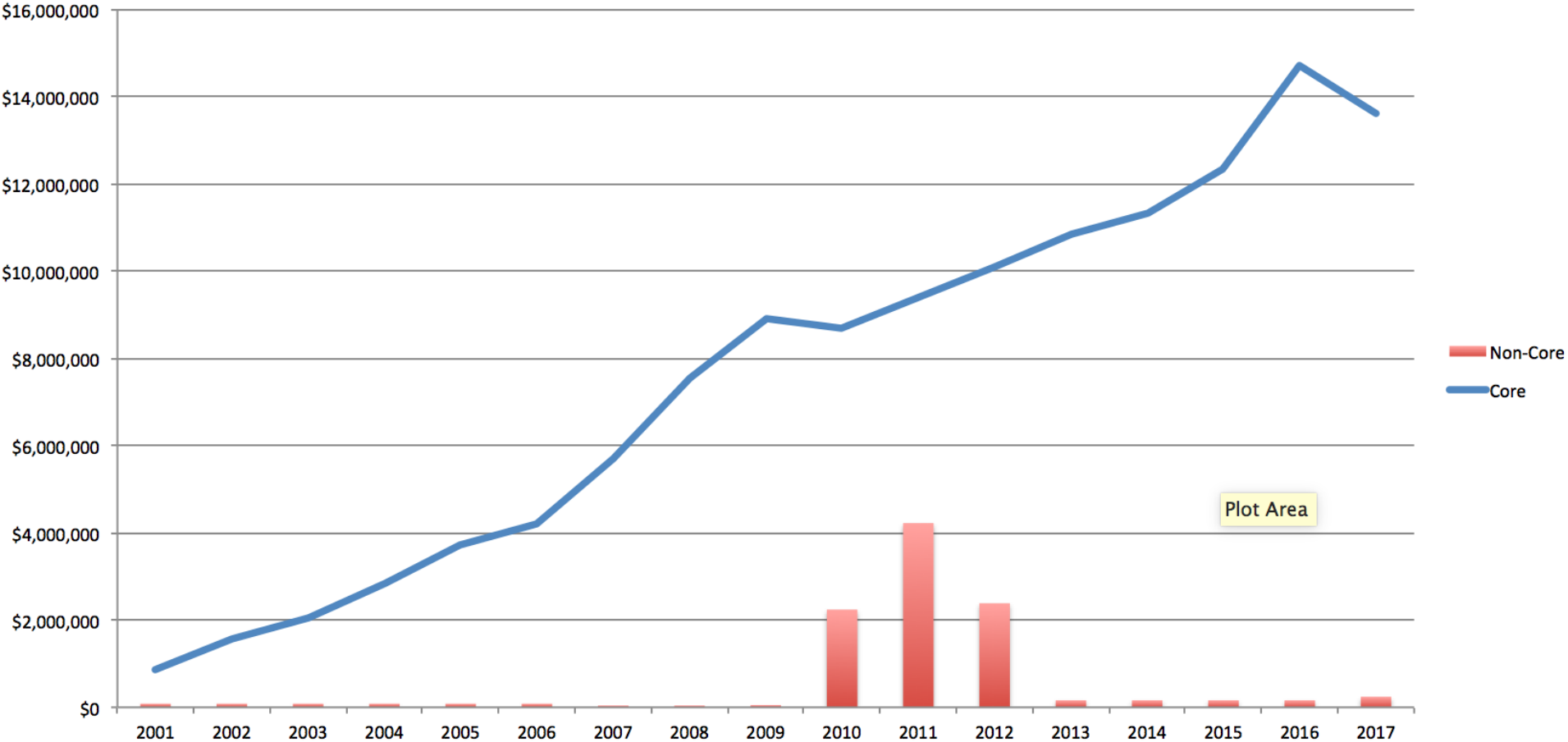
April 11, 2018

- The first
- Unique
- More opportunities
- Bigger opportunities
- Solution vs. Product
- Capacity
- Timing
- Leader

Revenue
Core-Non-Core, 2001-2017

3

Strategic Objectives

1. Increase airline cash flow and operational performance while growing PASSUR's revenue in core commercial markets.

2. Further build PASSUR's market share domestically, and grow PASSUR's presence in international markets.

3. Organize the world's flight and operations information needed to continue to enhance the PASSUR operational platform. In 2017, significant new capabilities were added. Additional capabilities will be integrated into this database as more international customers join the PASSUR network.

4. Introduce to government markets, products and solutions initially developed for commercial markets, creating a standard platform between commercial and government customers, thereby providing immediate returns from the core commercial market while facilitating larger government programs and contracts.

5. Develop strategic relationships with major companies to broaden the reach of PASSUR products in the worldwide commercial and government marketplace.

6. Further expand the reach of PASSUR's innovative collaborative information sharing platform, which brings together local, regional, national, and international aviation stakeholders in real time to manage complex, expensive, and disruptive events.

7. Provide more complete solutions that address increasingly larger aviation challenges.

Our Core – Focus on Customer Outcomes

PASSUR believes air travel can be more efficient and capacity increased by predicting and managing constraints and disruptions in the ground and in the air.

Our goal is to enable the air traffic ecosystem to run as efficiently as possible so our customers can save money, maximize revenue, and optimize customer satisfaction

We do this with our proprietary platform driven by our industry expertise, data, and decision support software.

1 **Revenue Enhancement – RASM**

» PASSUR addresses one of airline biggest needs – to increase revenue through system capacity improvement.

2 **Cost Reduction - CASM**

» Large cost centers can be reduced through block reduction, manpower optimization, and diversion turn and reduction

3 **Traveler Ease and Satisfaction (Net Promoter Score/NPS)**

» Travelers experience a less disruptive flight with aircraft met at the gate, better connections, and fewer disruptions, e.g., diversions

Predict, Alert, Act on Constraints

1 **PREDICT every aircraft trajectory and constraint.**

» We constantly probe the future, looking gate to gate for conditions and constraints (ATC, Wx, etc.)

– 53% of all daily scheduled flights in the US are managed with PASSUR trajectory projection

2 **ALERT to constraints... In time to affect them!**

» We alert and expose actionable intelligence for these predicted conditions so that you can manage them by exception

– 65% of daily flights at US airports with surface tracking are managed on PASSUR Surface Management

3 **ACT to eliminate the constraints**

» We are not just a constraint "monitor"… our solutions help you to mitigate and remove the constraints

– Airlines representing 47% of daily scheduled US airline operations use PASSUR Diversion Manager to manage holds and diversions

① Aviation's Big Data

+ Largest domestic commercial passive radar network provides unique, real-time information reinforced by 10+ years of archived data

+ Data is integrated with multiple FAA data feeds, as well as numerous government and commercial feeds

② Established Platform

+ Integrated Platform of Business Intelligence solutions, focused on $30B+ in costs of delays, diversions, cancellations

+ Dynamic information flow between constituents enhances NAS efficiency

③ Widespread Industry Adoption

+ Serving the largest 5 North American airlines (125+ global airlines in total), 60+ airports, 125+ business aviation organizations, and the U.S. government

④ Aviation Intelligence Center Of Excellence

+ Years of collective experience addressing complex problems, with backgrounds in airline/airport operations, operational performance and research, environment, air traffic management, systems automation, and data visualization

Measurable Value

- $15 Million: Estimated annual savings, one airline – PASSUR Predicted Arrival Time solution (internal airline report)

- $12 Million: Estimated savings, 3 airports — PASSUR Traffic Flow Management solution (PASSUR Customer Value Assessment)

- $46 Million: Estimated annual industry-wide savings in reduced diversions, based on 11% reduction at one airline, one year – PASSUR Diversion Management Solution (internal airline report)

- $36 Million: Annual savings to carriers @ 1% landed weight recovery, top 6 US carriers, system-wide – PASSUR Landing Fee Management solution (based on actual airport audits)

- $15 Million: Annualized fuel savings, one airport, PASSUR Surface Management Solution (MIT Study)