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NEWS RELEASE

PrivatAir To Integrate State Of The Art FL3XX Charter & OPS System

Geneva, Switzerland, 21st May, 2013 – European Business Aviation Convention & Exhibition (EBACE 2013) was the opportunity for two companies endeavouring to streamline charter management and aircraft operations to join forces.



The FL3XX online system does front and back office sales, optimizes resources, manages workflows, checks legality of operations and more. Auto-managed processes enable PrivatAir to focus on personal care of each customer, no matter how complex and last minute.

Christian Hatje, Senior Vice President of PrivatAir says: "The FL3XX process unloads our sales team from most trivial work: the information is automatically preselected for each customer and data entry is streamlined. Prices are created on the fly based on gross margin calculations to ensure each booking is profitable. We do not spend any more time manually editing data to produce quotes and bookings. Every booking request / charter is tracked in real time. All our team members can open a booking and see its full history as well as the conversation with our customer. Our team, spread across countries and in different shifts, can see who did what, when, and effortlessly take it from there."

The automated FL3XX system diminishes repetitive sales and operational tasks, decreasing the overall workload by around 50% and eliminates human errors. Our customers now benefit from a state of the art service in terms of response time, accuracy and overall flight performance.

Paolo Sommariva, co-founder and CEO of FL3XX adds: "A forward-thinking airline like PrivatAir shall reap the full value of our system. With FL3XX, PrivatAir will shorten its internal processes and enable ultra-fast sales and operations. The management will have one-click, real-time reporting enabling better decision making. Customers will access online, real-time

information concerning their flights." and concludes "We are gleeful to work with PrivatAir. Their own internal commitment to change shall showcase how our online service can dramatically improve the effectiveness of jet charter."

About PrivatAir:

PrivatAir is a leading international business aviation group with headquarters in Geneva, Switzerland and operating bases in Frankfurt (Germany), Geneva (Switzerland) and Brazzaville (Congo). The company has been in operation for 36 years and currently employs 425 people.

PrivatAir is a comprehensive aviation group with three divisions delivering service excellence both in the air and on the ground: Scheduled Services, Business Aviation (Aircraft Management, Aircraft Charter, Aircraft Sales, PrivatJetFuel / Fuel Management, Ground Services) and PrivatTraining.

About FL3XX:

FL3XX is an aviation software services company in Austria. Its core system is an online service to manage the entire set of business jet operations. It includes quotation, sales, back office, dispatch, flights, crew control, compliance management, documentation and more. The FL3XX system is seamlessly integrated with many other services commonly used by jet charter operators. The 10-strong software team keeps developing new features every month and strives to bring real-time communications to all those involved in flying jets, be they customers, managers, sales, dispatchers, crew or passengers.

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