Introducing

PLANEPASS

Presentation by Helena Glenn

VECTOR

PLANEPASS

VECTOR BY THE NUMBERS

$40M+

Annual Aircraft Fees Billed

99.6%

Collection Success Rate

60K+

Aircraft Operator Paying Relationships

70+

Client Airports

VECTOR

What is PLANEPASS

PLANEPASS is Vector's turn-key, technology-driven service for billing & collecting aircraft fee revenue. The PLANEPASS system and team do all the work, requiring no time or effort from airport or FBO staff.

FEES BILLED INCLUDE :

- Landing
- Overflight
- Customs
- Security
- Parking
- After hours

PLANEPASS Benefits:

- Typical annual fee revenue increases of 10% - 20%+ when existing fee in place
- 100% of operations captured with a 99.6% fee collection rate
- Operators prefer paying through PLANEPASS via one monthly payment with clear accounting
- Relieves operational and collections burden from airport staff
- Transparency in operations and billings/collections for airport
- Easy plug-in with Virtower Operations Data via partnership
- **No upfront cost or implementation charge to airport**

What Airports Say about PLANEPASS

" Vector is more than just an outside contractor, they are part of our Airport team."

Jim Brundige
Airport Manager
East Hampton Airport (HTO)

" In the last 10 months, Vector has enabled us to collect up to twice as much landing fee revenue compared to the same time period last year."

John Stout
Airport Manager
Sonoma Country Airport (STS)

" Vector's PLANEPASS® service more than pays for itself in increased revenue and cost savings at the airport."

Mark Duebner
Director of Aviation
Dallas Love Field Airport (DAL)

" Vector's system has made the billing and collections process very streamlined and much more transparent."

Chris Padilla
Airport Controller
Aspen-Pitkin County Airport (ASE)

Why Airports Choose PLANEPASS

Fully automated aircraft capture and identification

- Solution requires no manual inputs or tracking from Airport or FBO
- Fully automated aircraft identification and tracking system
- 24/7/365 aircraft identification and operations capture

Overlapping aircraft tracking and identification technologies

- Fusion of multiple sources of surveillance, flight plan, and ADS-B data provides comprehensive coverage
- Consolidates multiple data sources into single, cohesive database of billable operations

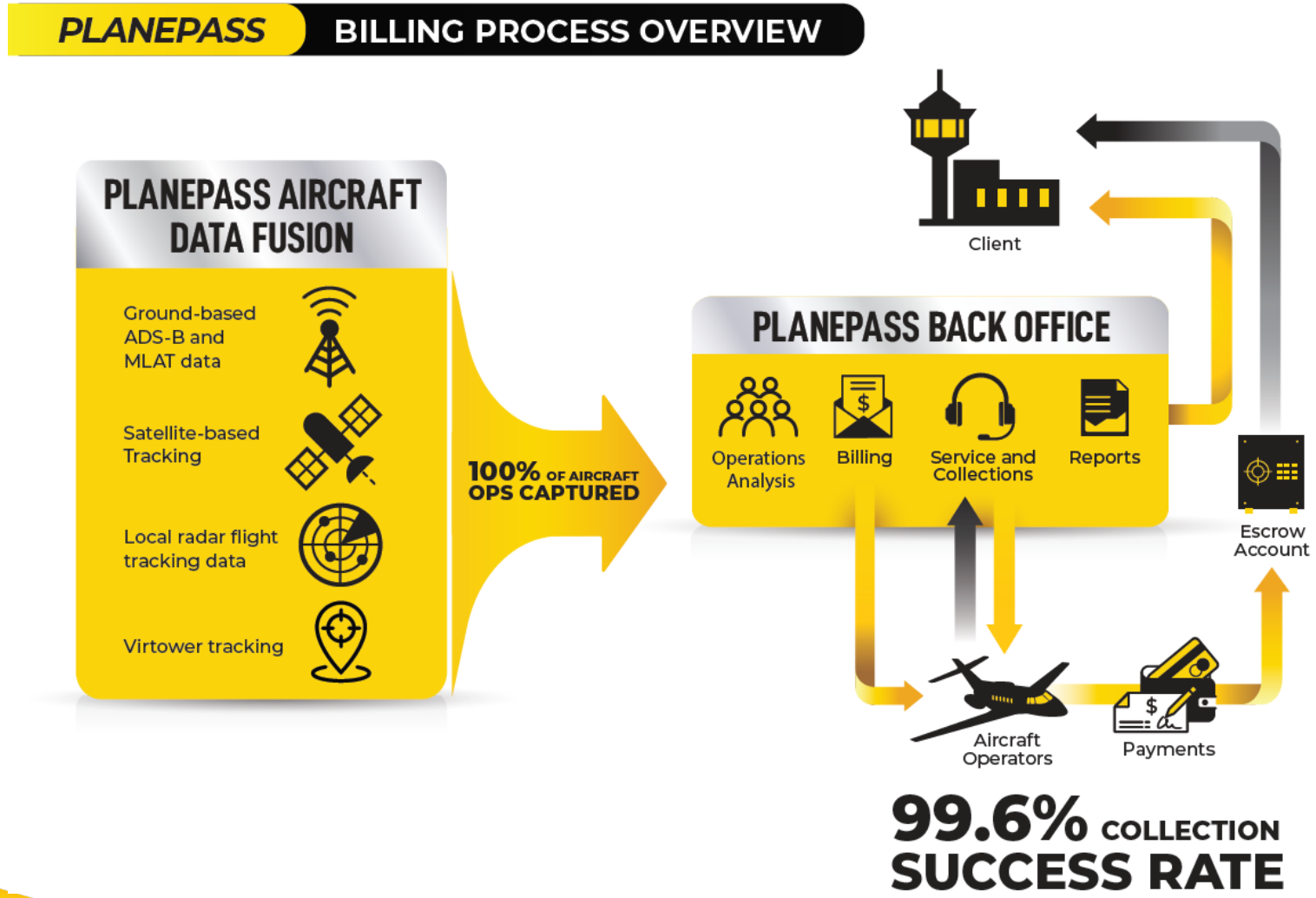
Accurate and Streamlined billing process

- Applies fee rules consistently based on regulations. Does not waive fees based on fuel sales or as favors
- Most accurate aircraft owner/operator database – 200,000+ active aircraft and 65,000 active aircraft owners
- In-house, U.S.-based customer service staff achieve a 99.6% fee collection success rate

Easy reporting process

- Web-based portal allows online data visualization with secure access
- Exportable reports show all operations and accounting information

PLANEPASS Process



- Track/Identify aircraft
- Fee Rules and Billing
- Live customer service
- Payment processing
- Active collections
- Accounting and reporting
- Centralized operation for multiple airports

Live Client and Customer Service Teams

- **Live Operator Customer Service** - In-house US-based
- **Highly Trained Team** - extensive aviation training with ongoing quality control
- **Software** – $2m annually investment to PLANEPASS Back-office software system

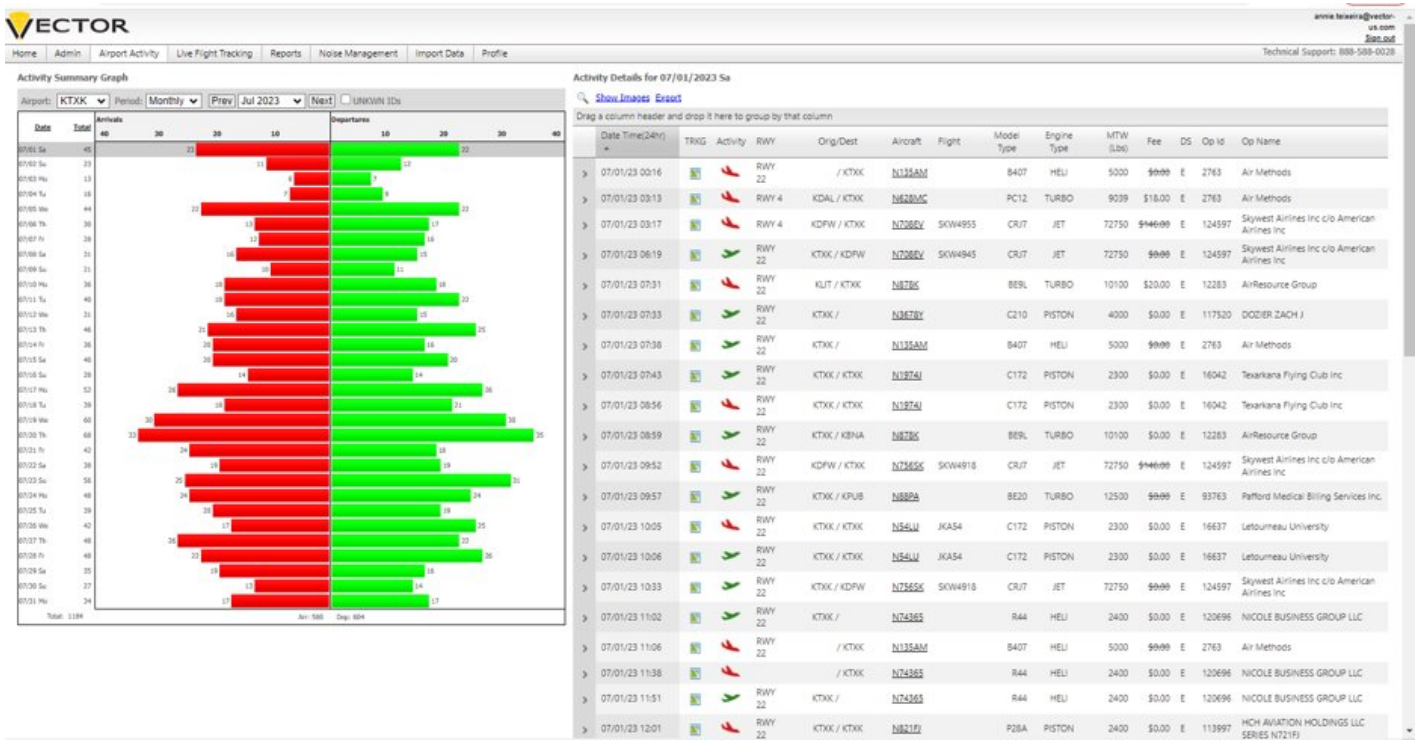
PLANEPASS FULL-SERVICE AIRCRAFT BILLING SOLUTION

Our in-house staff handles it all:

- Researches aircraft operator, model, and weight
- Automatically applies airport fee rules
- Delivers invoices to aircraft operators
- Handles all customer service
- Actively collects fees with 99.6% success
- Processes payments through escrow account

PLANEPASS Airport Portal

- Aircraft operations and details viewed via secure portal
- Drill downs for additional aircraft and operations data
- Aircraft flight tracks correlated to operations
- Data is searchable/sortable/exportable
- Operations Reports including:
  - Graphical Activity Report
  - Operator Report
  - Activity Detail Search Report
- Access to Financial Reports



Transparency Through Reporting

- Monthly Billed Detail
- Monthly Billing Adjustments
- Monthly Collection Report
- Accounts Receivable Aging
- PLANEPASS Performance Summary

PlanePass Billing & Collection Performance Summary

InvoiceAirport: KDAL

Invoice Start Month: Last 14 Months (Calendar)

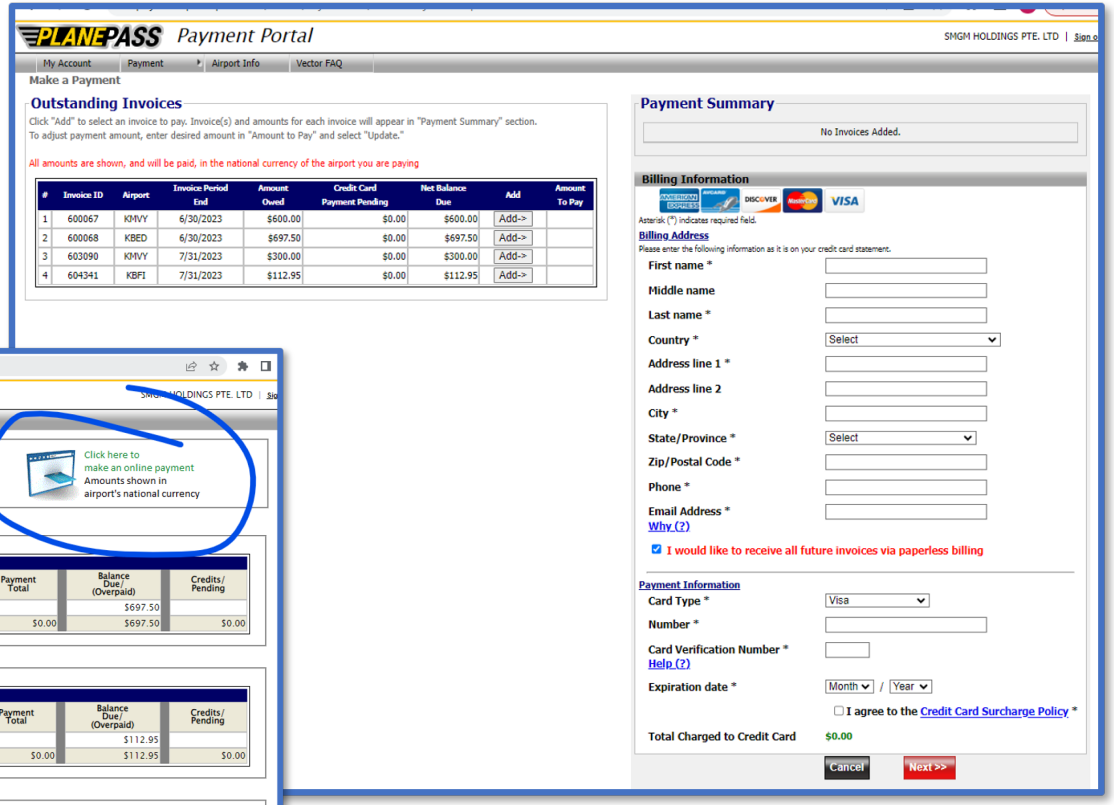
4/1/2020 - 5/31/2021

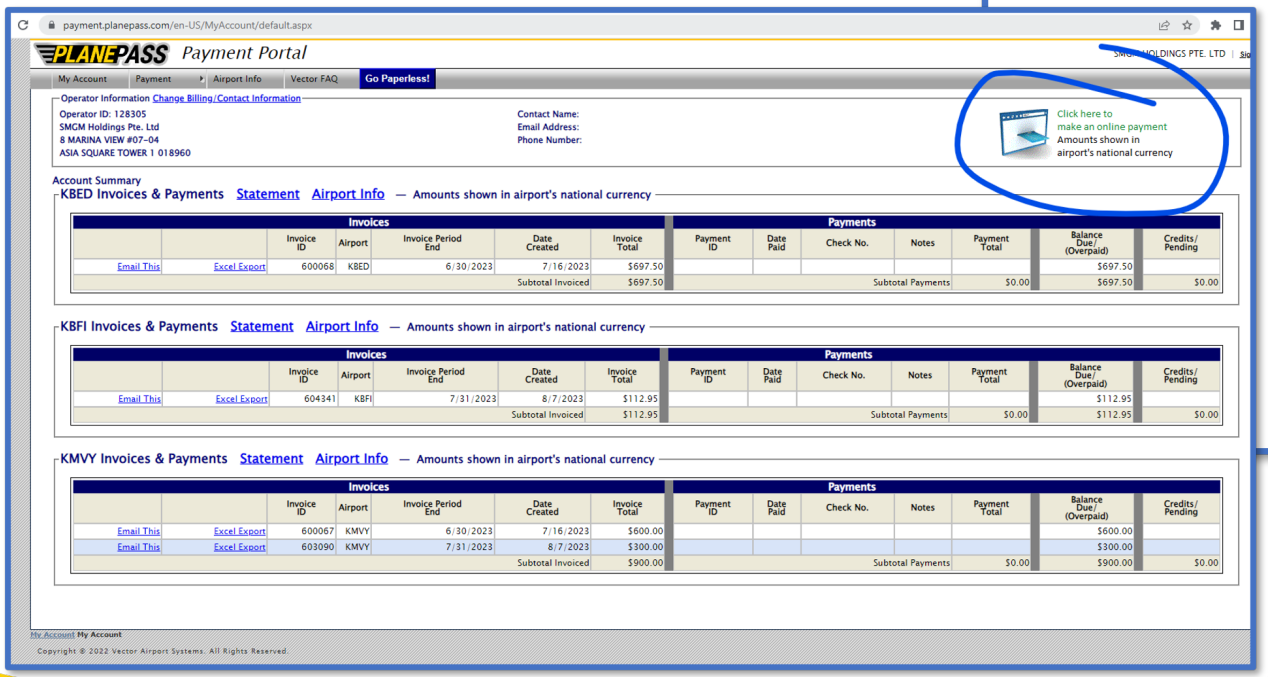
Invoice Start Month	Invoice Count	% Change	Billed Activities	% Change	Original Billed	Adjustments	Adj %	Adjusted Billed	% Change	Paid	Paid %	AR
April 2020	346	-69%	1048	-72%	$139,530	($2,818)	2.0%	$136,712	-73%	$135,553	99.2%	$1,159
May 2020	614	-42%	1960	-44%	$263,610	($2,033)	0.8%	$261,578	-46%	$260,193	99.5%	$1,385
June 2020	790	-26%	2700	-21%	$373,215	($3,696)	1.0%	$369,520	-17%	$364,466	98.6%	$5,054
July 2020	685	-25%	2858	-6%	$418,991	($2,571)	0.6%	$416,420	4%	$411,623	98.8%	$4,796
August 2020	871	-11%	3213	1%	$460,777	($5,657)	1.2%	$455,120	5%	$453,669	99.7%	$1,451
September 2020	913	-13%	3356	-3%	$483,169	($5,325)	1.1%	$477,843	3%	$469,501	98.3%	$8,342
October 2020	992	-16%	3689	-5%	$527,377	($2,903)	0.6%	$524,475	1%	$511,447	97.5%	$13,028
November 2020	937	-16%	3436	-9%	$511,700	($4,633)	0.9%	$507,067	-1%	$494,144	97.5%	$12,923
December 2020	963	-13%	3494	-5%	$567,016	($5,815)	1.0%	$561,201	9%	$533,114	95.0%	$28,087
January 2021	916	-9%	3513	2%	$580,667	($9,361)	1.6%	$571,306	14%	$525,883	92.0%	$45,423
February 2021	849	-13%	3097	-8%	$513,813	($5,032)	1.0%	$508,781	-7%	$397,289	78.1%	$111,492
March 2021	1145	46%	4433	70%	$791,823	($16,420)	2.1%	$775,403	92%	$471,357	60.8%	$304,046
April 2021	1135	234%	4456	325%	$746,396	($5,204)	0.7%	$741,192	442%	$272,691	36.8%	$468,502
Total	**11156**	**-12%**	**41253**	**-2%**	**$6,378,084**	**($71,467)**	**1.1%**	**$6,306,617**	**7%**	**$5,300,930**	**84.1%**	**$1,005,687**

Operator Payment Portal

Payment Portal provides:

- Online payments, invoice download, statement download, contact updates, etc.
- All activity logged in PLANEPASS Back-office CRM
- Simple, secure logins





Landing Fee Best Practices

Landing Fee Rationale:

- Overall Revenue Generation
- Pay fair share when have large
- Training Traffic

Typical Options:

- Flat $ Fee by Type of Aircraft
- Flat $ Fee by 1000 lbs ranges
- Flat $ Fee by 1000 lbs range with minimum fee
- Escalating $ Fee per 1000 lbs ranges
- Escalating $ Fee per 1000 lbs ranges with minimum fee

Proposed Base Fee with $2.00/1000 lbs with a $10 Min Fee

Existing AZ Airport Landing Fees

- **Bullhead International Airport (KIFP)** - $2 per 1,000lbs – 4,000lbs – 12,499lbs, $3 per 1,000lbs >12,500lbs
- **Glendale (KGEU)** – Part 135 only – Flat fee by Engine Type: $3.00, $5.00, $7.00
- **Grand Canyon (KGCN)** - $1.05 per 1,000lbs
- **Prescott (KPRC)** - $1.50 Local per 1,000lbs, $2 Transient per 1,000lbs >12,500lbs
- **Phoenix Skyharbor (KPHX)** - $1.85 per 1,000lbs, minimum weight of 12,500
- **Scottsdale (KSDL)** - $1.50 per 1,000lbs, >12,500lbs

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Sample High GA Traffic Landing Fees

KBFI: BOEING FIELD

Billed using aircraft's MLW upon arrival. Touch & Go not billed.

Aircraft Type	Min. Weight (lbs.)	Max. Weight (lbs.)	Rate	Formula Type
Any	0	12,500	$1.50*	Per 1,000 lbs. rounded to nearest nickel
Any	12,501	999,999	$1.50	Per 1,000 lbs. rounded to nearest nickel

**** Part 135 Operators, $5.00 minimum***

KDAL: DALLAS - LOVE FIELD

Billed using aircraft's MLW upon departure. Touch & Go billed.

Aircraft Type	Min. Weight (lbs.)	Max. Weight (lbs.)	Rate	Formula Type
Any	0	999,999	$5.90	Per 1,000 lbs. rounded
Any	0	999,999	$3.90*	Per 1,000 lbs. rounded

KASE: ASPEN PITKIN COUNTY AIRPORT

Billed using aircraft's MLW upon departure. Touch & Go billed.

Aircraft Type	Min. Weight (lbs.)	Max. Weight (lbs.)	Rate	Formula Type
Any	0	999,999	$8.33	Per 1,000 lbs. rounded

KBED: MASSPORT HANSCOM FIELD

Billed using aircraft's MLW upon departure. Touch & Go not billed.

Aircraft Type	Min. Weight (lbs.)	Max. Weight (lbs.)	Rate	Formula Type
Any	0	3,000	$11.36	Flat Fee
Any	3,001	10,000	$17.05	Flat Fee
Any	10,001	999,999	$3.24	Per 1,000 lbs. rounded
Any (Night Arrival)	0 (MTOW)	12,500 (MTOW)	$76.00	Flat Fee
Any (Night Arrival)	12,501 (MTOW)	999,999 (MTOW)	$544.00	Flat Fee

KSMO: SANTA MONICA AIRPORT

Billed using aircraft's MLW upon departure. Touch & Go billed.

Aircraft Type	Min. Weight (lbs.)	Max. Weight (lbs.)	Rate	Formula Type
Any	0	999,999	$5.48	Per 1,000 lbs. rounded

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