



Introducing

PLANEPASS[®]
by VECTOR

Presentation by Helena Glenn

VECTOR BY THE NUMBERS



\$40M+

Annual Aircraft
Fees Billed



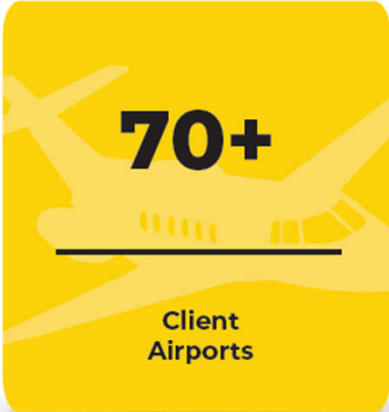
99.6%

Collection
Success Rate



60K+

Aircraft Operator
Paying Relationships



70+

Client
Airports



How We Help Airports



- Outsourced billing for Nonsignatory/GA fee revenue
- Hybrid source of GA operations data
- Access to verified operator contact information
- Zero Upfront Cost/No Implementation Fees

What is

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 :

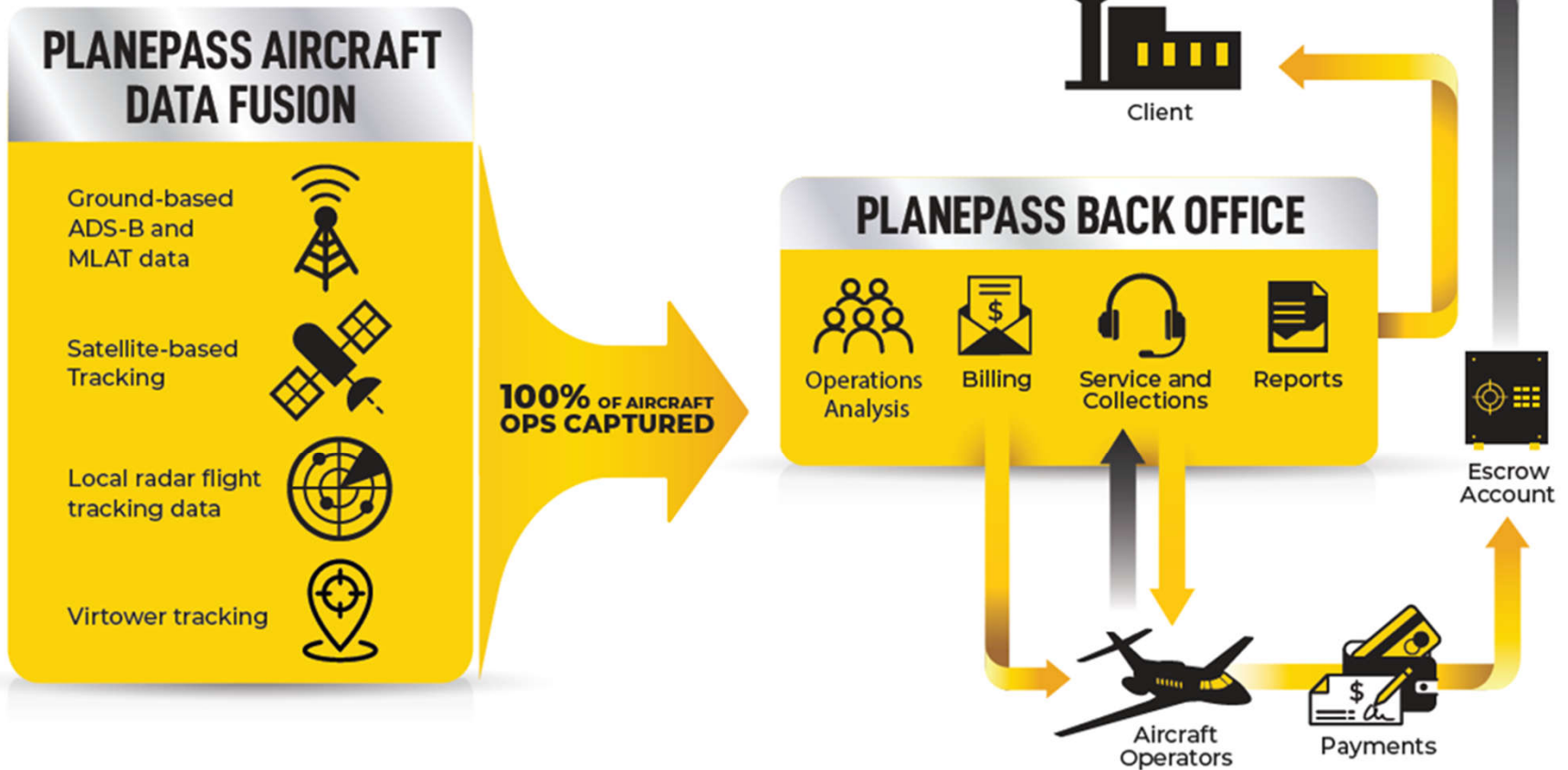
- | | |
|--------------|---------------|
| ✓ Landing | ✓ Security |
| ✓ Overflight | ✓ Parking |
| ✓ Customs | ✓ After hours |

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
- **No upfront cost or implementation charge to airport**

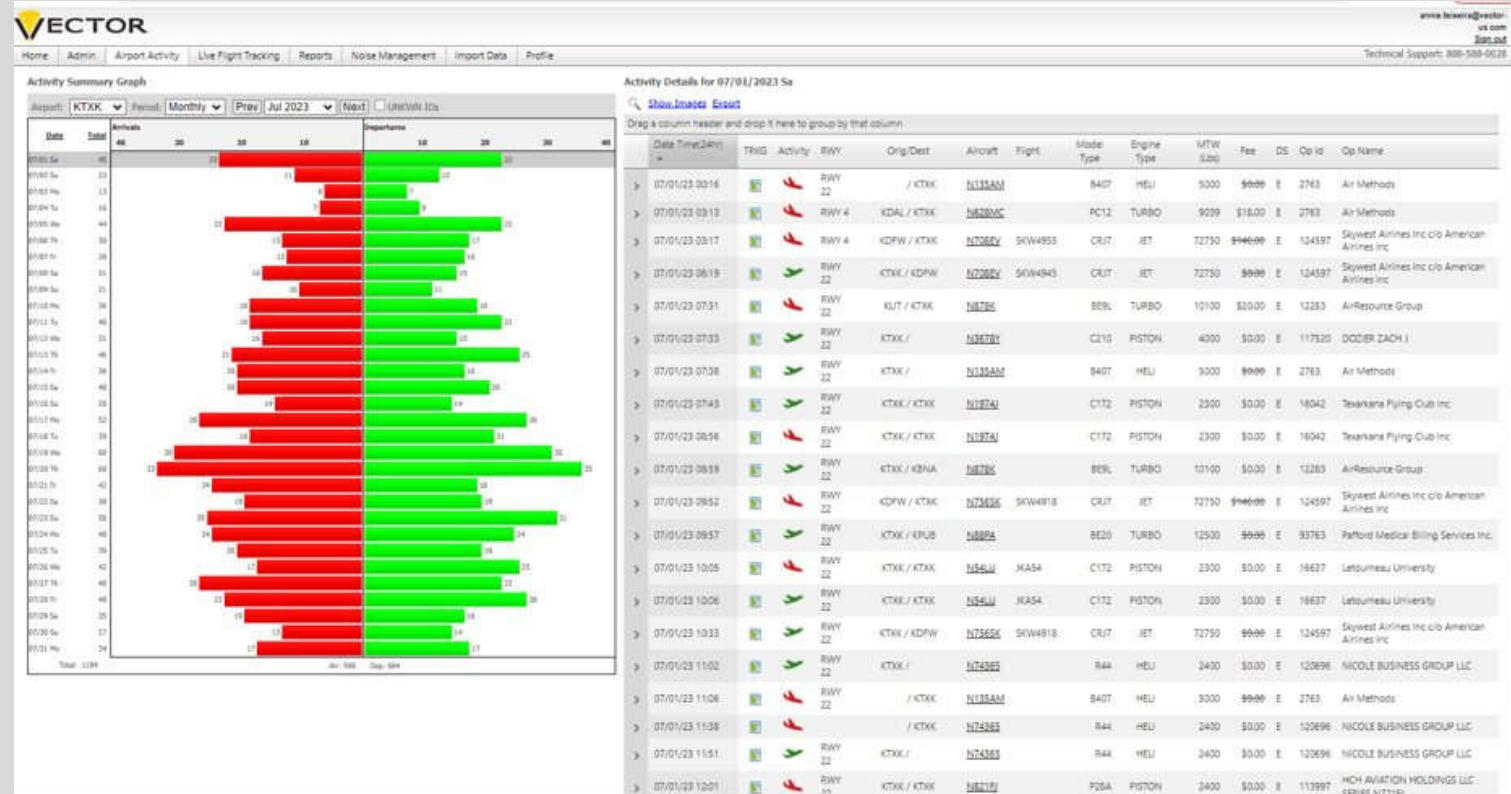
PLANEPASS

BILLING PROCESS OVERVIEW



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/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 PLANE PASS Back-office CRM
- Simple, secure logins

The screenshot displays the PLANE PASS Payment Portal interface. The top navigation bar includes links for My Account, Payment, Airport Info, and Vector FAQ. The main content area is divided into two sections: 'Outstanding Invoices' and 'Payment Summary'.

Outstanding Invoices Table:

#	Invoice ID	Airport	Invoice Period End	Amount Owed	Credit Card Payment Pending	Net Balance Due	Add	Amount To Pay
1	600067	KHVV	6/30/2023	\$600.00	\$0.00	\$600.00	Add+	
2	600068	KBED	6/30/2023	\$697.50	\$0.00	\$697.50	Add+	
3	603090	KHVV	7/31/2023	\$300.00	\$0.00	\$300.00	Add+	
4	604341	KBFI	7/31/2023	\$112.95	\$0.00	\$112.95	Add+	

Payment Summary:

Click "Add" to select an invoice to pay. Invoice(s) and amounts for each invoice will appear in "Payment Summary" section. To adjust payment amount, enter desired amount in "Amount to Pay" and select "Update."

All amounts are shown, and will be paid, in the national currency of the airport you are paying.

Billing Information:

First name *
 Middle name
 Last name *
 Country *
 Address line 1 *
 Address line 2
 City *
 State/Province *
 Zip/Postal Code *
 Phone *
 Email Address *
 I would like to receive all future invoices via paperless billing

Payment Information:

Card Type *
 Number *
 Card Verification Number *
 Expiration date *
 Total Charged to Credit Card \$0.00

Operator Information:

Operator ID: 128305
 SMCM Holdings Pte. Ltd
 8 MARINA VIEW #07-04
 ASIA SQUARE TOWER 1 018960

Account Summary:

KBED Invoices & Payments

Invoices					Payments				
Invoice ID	Airport	Invoice Period End	Date Created	Invoice Total	Payment ID	Date Paid	Check No.	Notes	Payment Total
600068	KBED	6/30/2023	7/16/2023	\$697.50					
Subtotal Invoiced:				\$697.50	Subtotal Payments:				\$0.00

KBFI Invoices & Payments

Invoices					Payments				
Invoice ID	Airport	Invoice Period End	Date Created	Invoice Total	Payment ID	Date Paid	Check No.	Notes	Payment Total
604341	KBFI	7/31/2023	8/7/2023	\$112.95					
Subtotal Invoiced:				\$112.95	Subtotal Payments:				\$0.00

KMVY Invoices & Payments

Invoices					Payments				
Invoice ID	Airport	Invoice Period End	Date Created	Invoice Total	Payment ID	Date Paid	Check No.	Notes	Payment Total
600067	KMVY	6/30/2023	7/16/2023	\$600.00					
603090	KMVY	7/31/2023	8/7/2023	\$300.00					
Subtotal Invoiced:				\$900.00	Subtotal Payments:				\$0.00

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