



Glorious

AIRPORT ANALYTICS

Make better decisions. Let brilliance take flight.

About Us



We are a complete AI & Data Based Indian company, incepted with the sole motive of helping airports and metros run their operations on meaningful data so they can deliver more memorable journeys for more guests, more efficiently and tap the untapped opportunities for higher revenues.

Glorious Airport Analytics helps you with:

- Flow Management Analytics
- AI-powered Forecasting
- Intelligent Automation
- Simulation and Decision Support

Our Vision

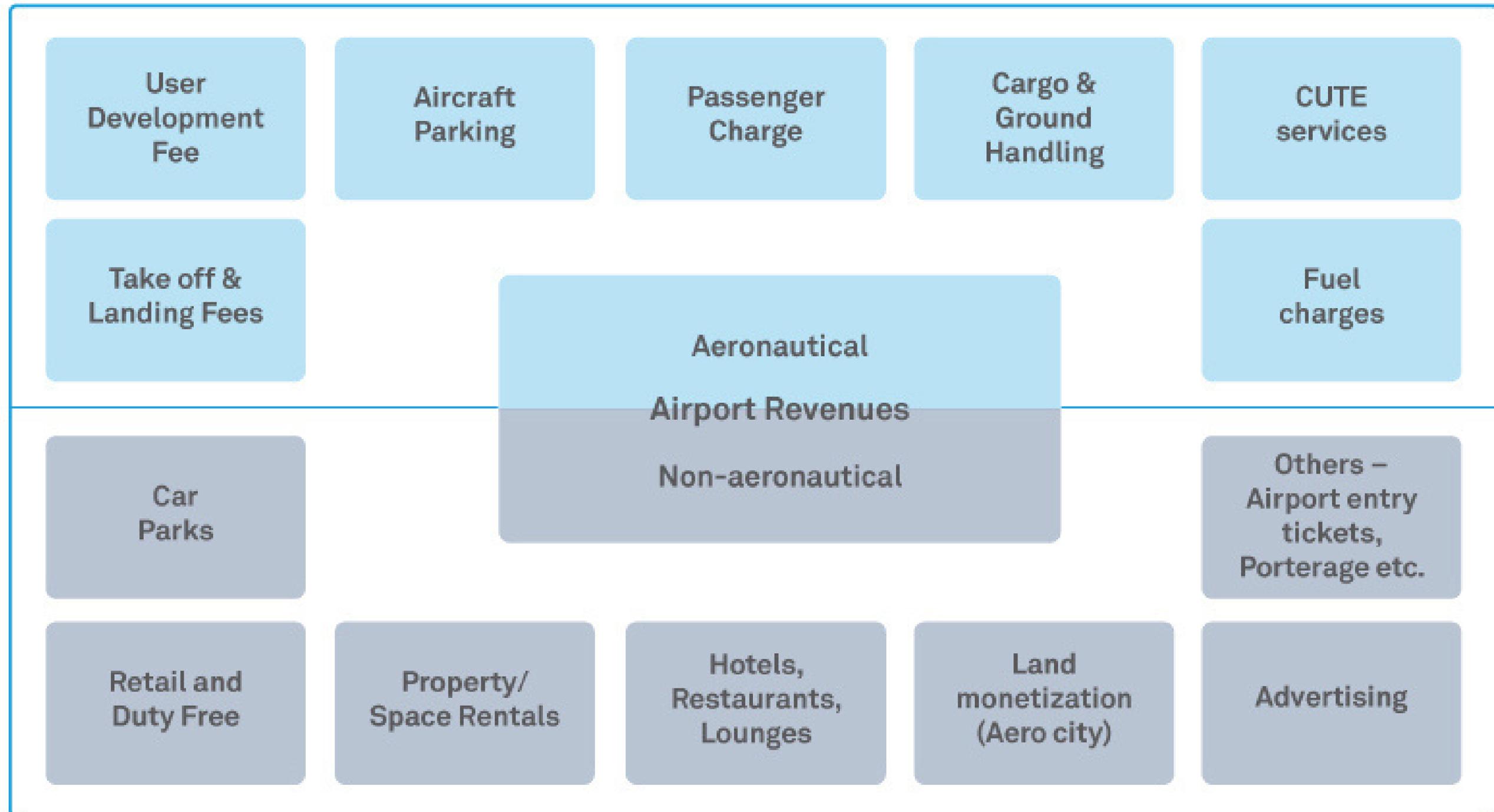
Glorious Airport Analytics imagines a world where people go brilliantly, where queues, delays and crowds are replaced by experiences that delight. Where intelligent transport hubs make decisions that optimise the entire ecosystem.

Our Mission

Enable the world's most intelligent airports, metros and rail networks.

By delivering technologies that build brilliant experiences, through smart decisions powered by real data and joined-up thinking.

Revenue Capture Opportunities At Airports



Our Approach

We bring industry-leading data science, visualization techniques, and data exploration methods, and build architectural blueprints and data-analytics frameworks for leading organizations across the world. We define an end-to-end plan, roadmap, PoC, and develop an implementable strategy through the adoption of data science to visualize business insights in real time.



1. Data Capture

Data capture and collation from different sources

- AODB
- Assets
- Retail concessionaires
- Parking
- Real estate, lease/rentals
- Hotels, Restaurants
- Cabs etc.



2. Build Advanced Data Models

- **Descriptive:**
Drill down reporting dashboards, performance figures
- **Diagnostic:**
Identify Revenue Leakage Patterns
- **Prescriptive:**
Price recommendations
- **Predictive:**
Demand forecasting models and adjustments



3. Decision Making – Price Optimization

- Managing price as per performance and other factors
- Price adjustments and monitoring
- Increasing utilization of capacity to do more with less
- Efficient use of assets, freeing up resources for strategic expansion in the right place, at the right time



We realize our vision through our strategy

Our Strategy

For Airport Operations

For Airport Revenue Management

For Passenger Predictability

Our Strategy to Optimize Airport Operations



Predictive Situational Awareness

With built-in interoperability and seamless data exchange, we deliver on every requirement, including embedded intelligence for better flight predictability, mobile-enabled software and an intuitive, easy to learn interface.

The AirportInsight team manages every phase; from data integration and software installation to training. Our consultative approach and depth of airport experience proves critical in delivering the best possible outcomes for airport operations.



Activate the ecosystem with Collaborative Decision Making (CDM)

Establish a common, aggregated overview of operational and aircraft turn-around activity for all stakeholders. Anticipate late flight arrivals early enough to accommodate them, and predict late turns early enough to recover them.

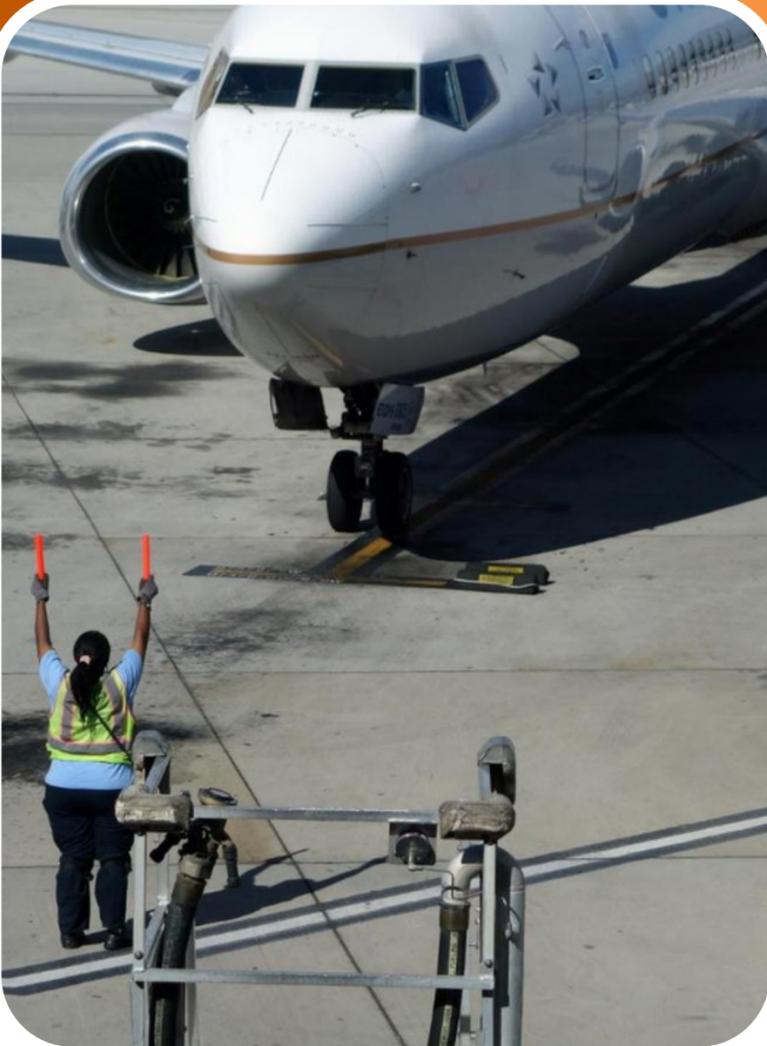
Orchestrate all your aviation partners for better on-time performance, lower fuel consumption and a more predictable airport.



Maximise capacity with smart resource management

Automatically determine the best airport resource allocation for the flight schedule. Respond quickly to delays and unexpected events by balancing costs, constraints, passenger experience and service level agreements against your airport priorities.

From gate and belts to buses to check-in – Our Resource Management System learns from every situation to make every resourcing decision more relevant.



Our Strategy to Assure Higher Revenue



To optimise asset usage by incentivising efficiency

Every late arrival and every delayed turn impacts your performance and slams your capacity. To make every common use asset work:

- + Offer discounts for high load factors and busier flights
- + Differentiate pricing for contact and remote stands
- + Adopt time-based or dynamic pricing for congested periods
- + Measure performance against service level agreements



To accelerate time to revenue through automation and real-time accruals

AirportInsight closes the revenue gap with automated, bill-ready aero transaction feeds and real-time non-aero resource usage from across the airport.

- + Keep on top of data quality with intelligent exception handling.
- + Understand the impact of operations with insight into accrued revenue.
- + Track actual income versus projected with discrepancy alerts.



To raise the retail roof with right-time recommendations

Our AI-driven platform helps sense the opportunity in real-time - and proactively make the best decision. With a heightened ability to understand the customer journey and the profitability opportunity by flight, it continuously detects possible barriers to spend. And then recommends the best ways to act.

- + Optimal queue length to balance cost and dwell time
- + Best gate allocation to maximise income
- + Wayfinding message to adjust passenger flow
- + Tailored promotion, in the moment



Our Strategy to Leverage Passenger Predictability



Parking and Traffic

Uncover ground transportation and parking preferences to create new revenue opportunities.



Bag check and TSA
Plan layout and lane openings to minimize congestion. Flex agents to where and when they are needed most.

Lounge and Concessions

Proactively manage occupancy to improve comfort. Tailor retail, signage and advertising to dwell and movement patterns by flight.



Restroom
Data-driven cleaning schedules and automatic alerts. Reduce pressure on facilities with live occupancy displays and passenger guidance.

Gate

Use flow and transfer patterns to improve gate assignments. Improve Target-Off-Block-Time accuracy by predicting gate show ups.



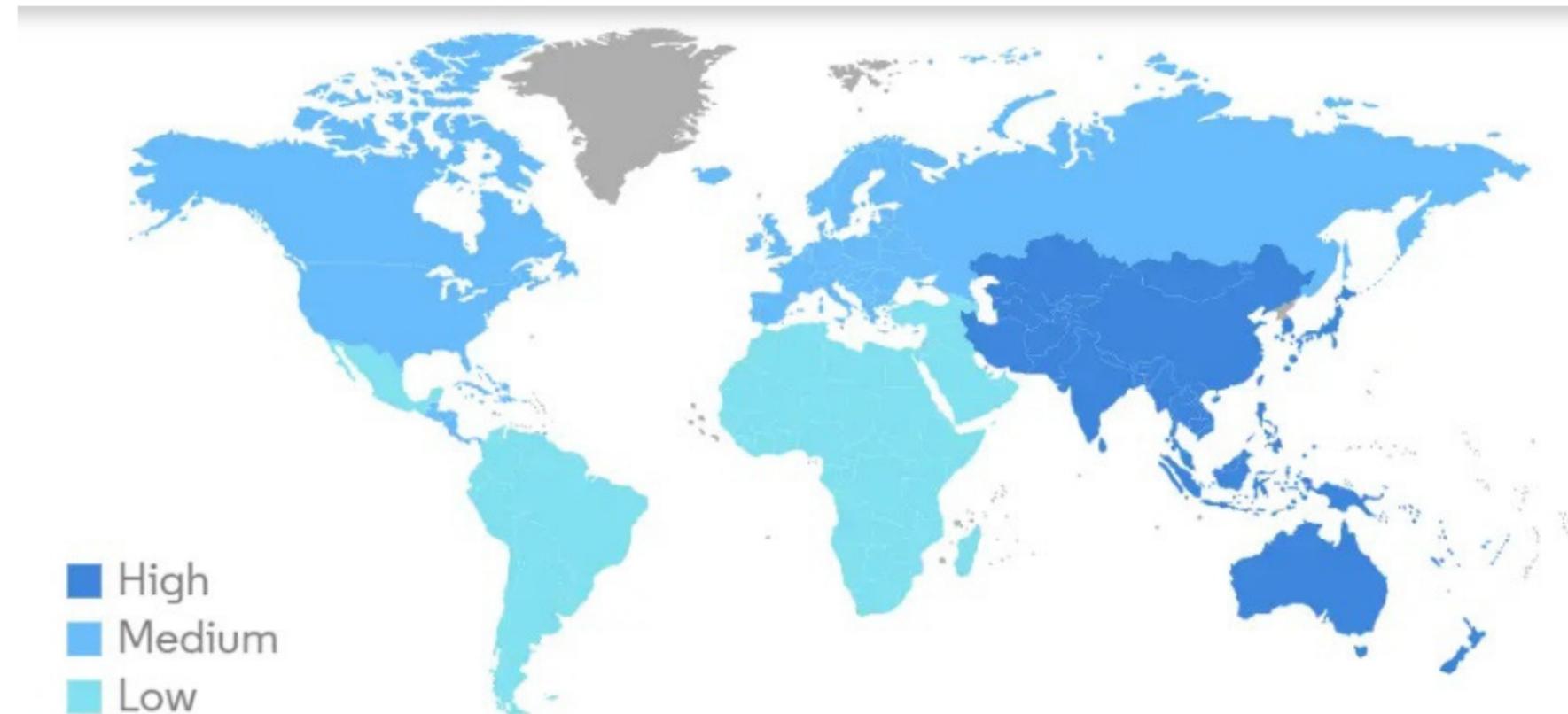
Bag reclaim and arrivals
Align bag handling and belt allocations with predicted reclaim show-up times, by flight. Understand taxi / ride-share / shuttle usage to improve availability.

Overall Market Opportunity



Smart Airport Market - Growth Rate by Region - 2021-2026

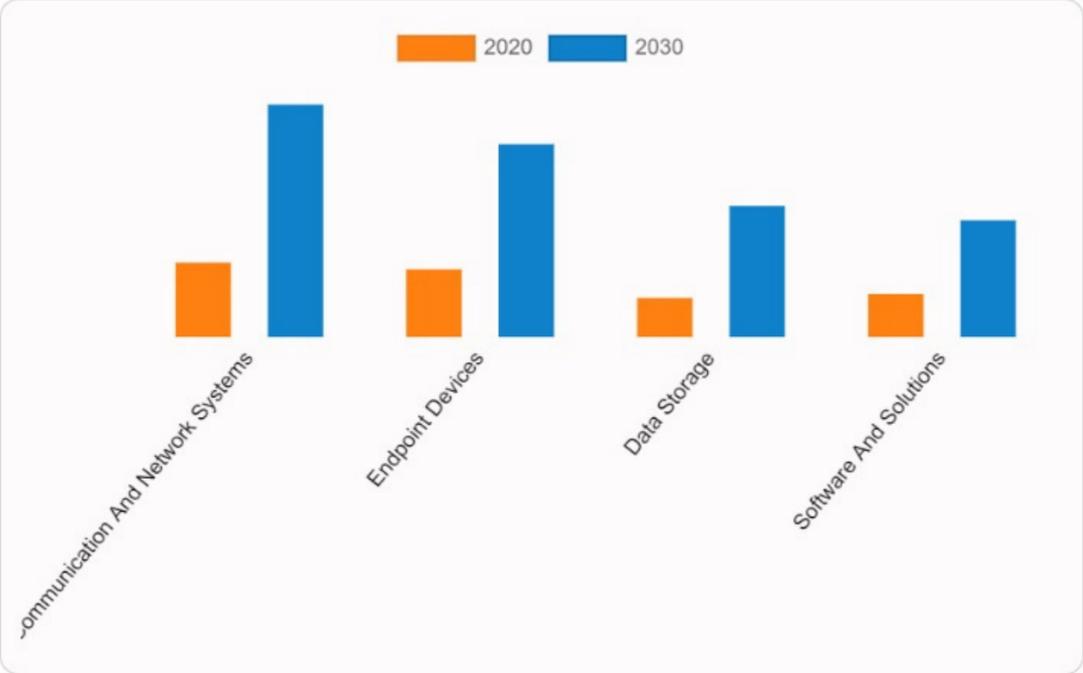
The Asia-Pacific Region is Expected to Witness the Highest Growth During the Forecast Period



The Asia-Pacific region will experience significant growth due to robust investments toward the construction of new airports and the expansion of existing airports. Over the past few years, there has been a rapid increase in passenger traffic handled by airports in countries like China, India, Japan, and South Korea, among others. Due to this, the government and airport authorities in the region have announced significant investments in the construction and expansion of airports.

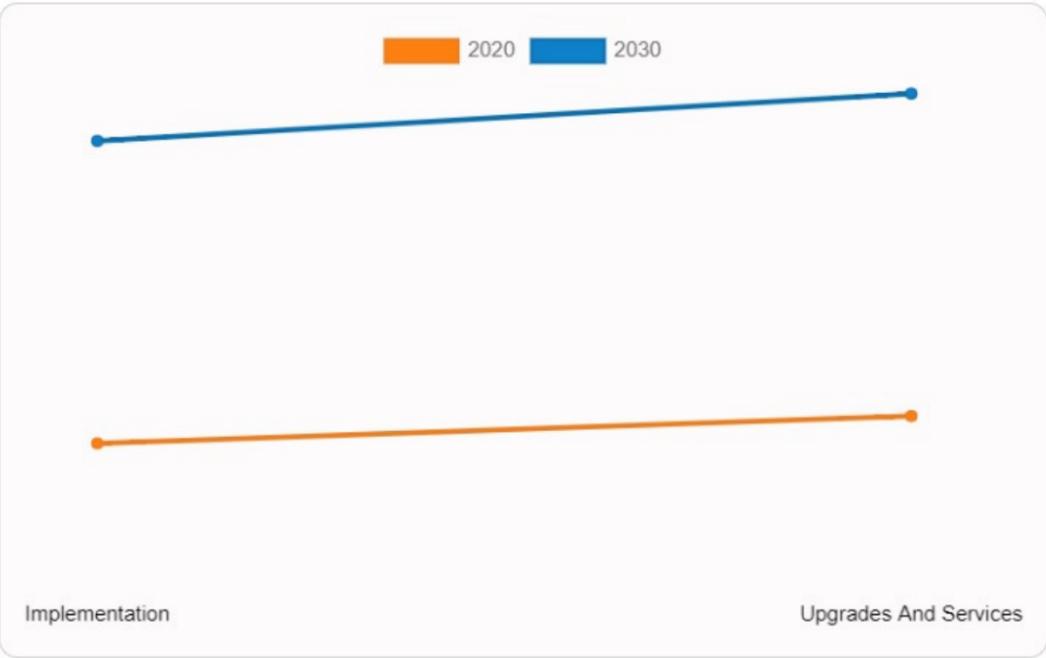
Smart Airport Market

By System



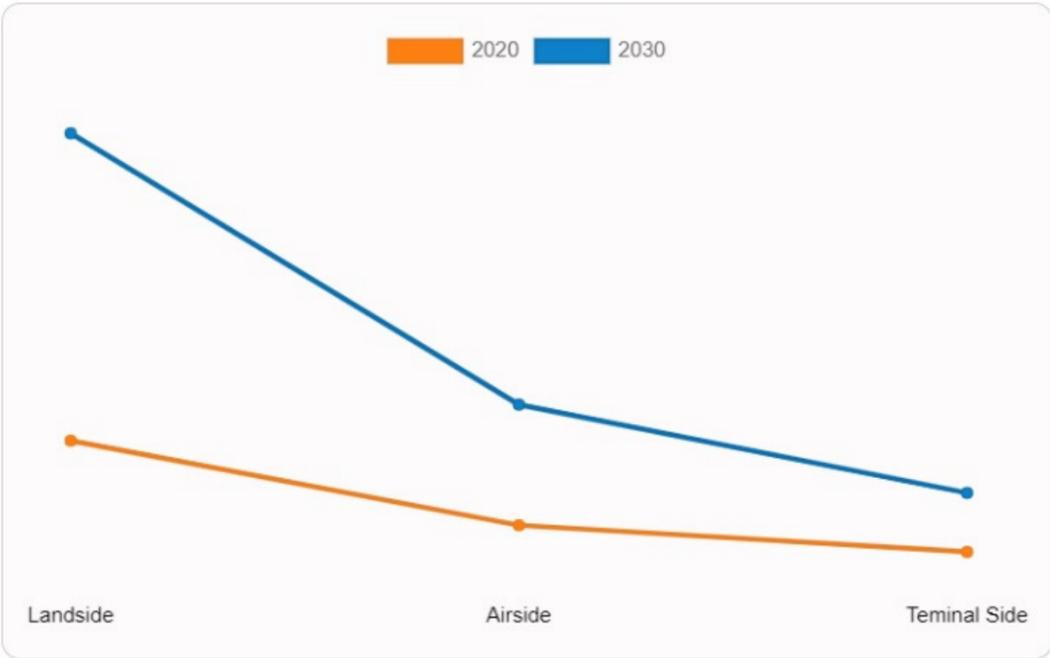
Smart Airport Market

By End User



Smart Airport Market

By Location



The abovementioned statistics suggest a rise in air passenger traffic over the years. This rise would result in a tremendous surge in demand for new airports throughout the country, which would require application of smart technologies at airports to properly manage resources and people at the airports throughout the country. Hence, rise in air traffic is anticipated to drive growth of the smart airport market during the forecast period.

Thank You

 **Glorious**
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