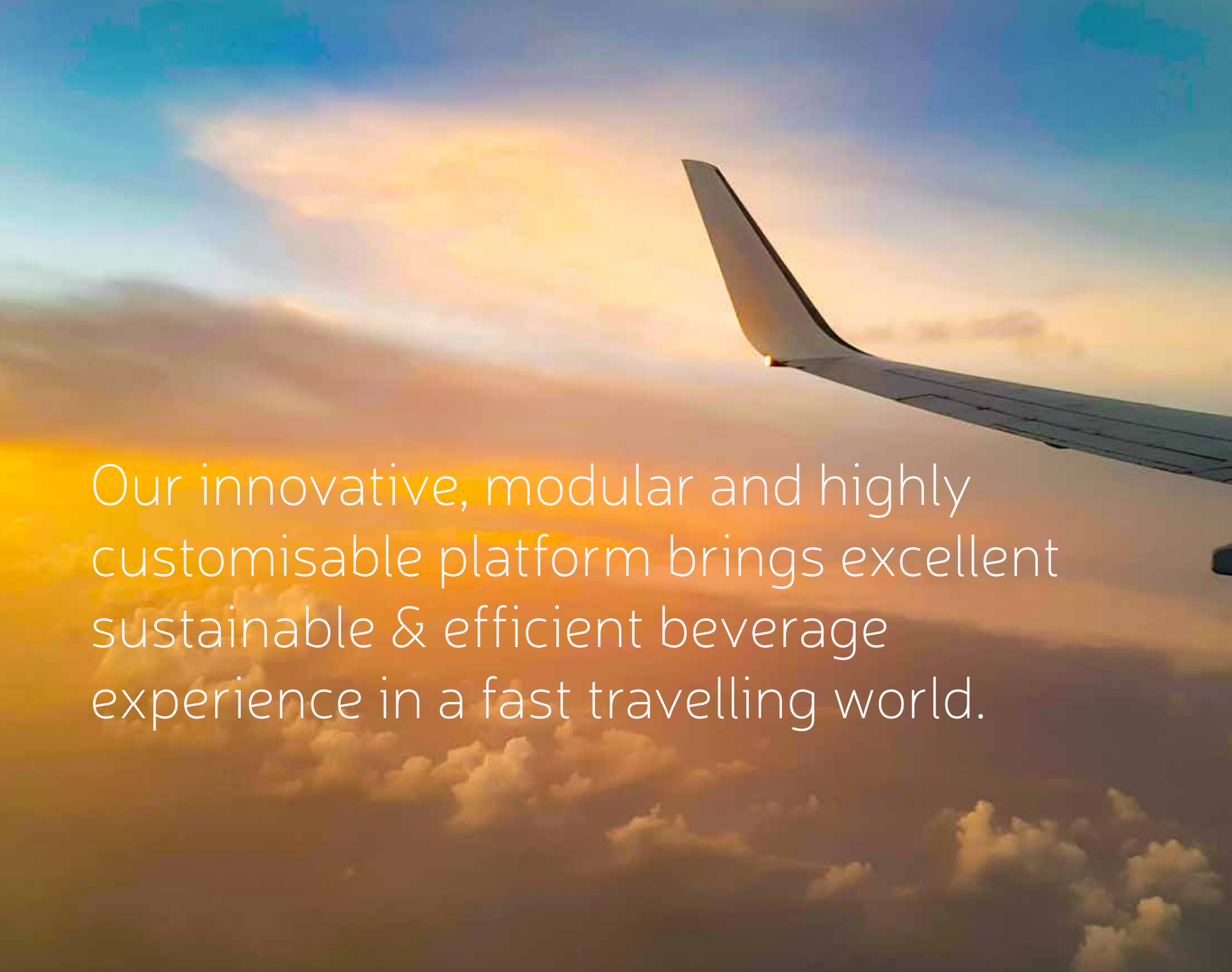




# We serve our planet

Less waste · Great taste · More profit





Our innovative, modular and highly customisable platform brings excellent sustainable & efficient beverage experience in a fast travelling world.

# Solving the main problems of the airline and other industries



FRESHNESS



WASTE



OVER-CATERING



SPEED



COFFEE QUALITY



COSTS



COMPLEXITY



WATER QUALITY

Our vision:  
We reduce the carbon footprint  
by 50% and minimize waste by 80%  
in the industries we serve.

50% 80%

LESS CO<sub>2</sub> LESS PLASTIC

UN Sustainability and Development Goals (SDGs) we support:



And help our partners to  
monetize sustainability

By aggregating and measuring the ecological impact of each step of the whole value chain of your beverage service – sourcing, production, delivery, disposal,... – **we enable full ESG reporting** and deliver comparative insights, **monetizable with CO<sub>2</sub> certificates**.

What we measure :

UNESCO Study (Full life cycle assessment)



CO<sub>2</sub> emissions  
(due to weight reduction)



Waste produced



Energy used



Water scarcity footprint



Non-renewable resources use  
(i.e. plastic)



Carbon footprint



Further enviromental impacts



Based on a comparative study (Source UNESCO LCA) outlining the differences between the current and post-mix based beverage service.



Customers love our platform\*

**+150%**

INCREASED TAKE-RATE

**+96%**

REPURCHASING RATE

\* Buy-on-board trial with Low-cost-carrier

## Delivering an excellent customer experience

Implement SkyTender and differentiate your service from the competition.

Your passengers' satisfaction will make an enduring statement; and find support in achieving overall cost and profitability targets.

Together we will make the whole passenger experience memorable, while simultaneously making life easiest for you.

**90%**

VERY HIGH RATING  
OF TASTE QUALITY

*good / excellent*

**10 sec.**

ULTRA RAPID  
SERVING TIME

*(6- 18 sec / drink)*







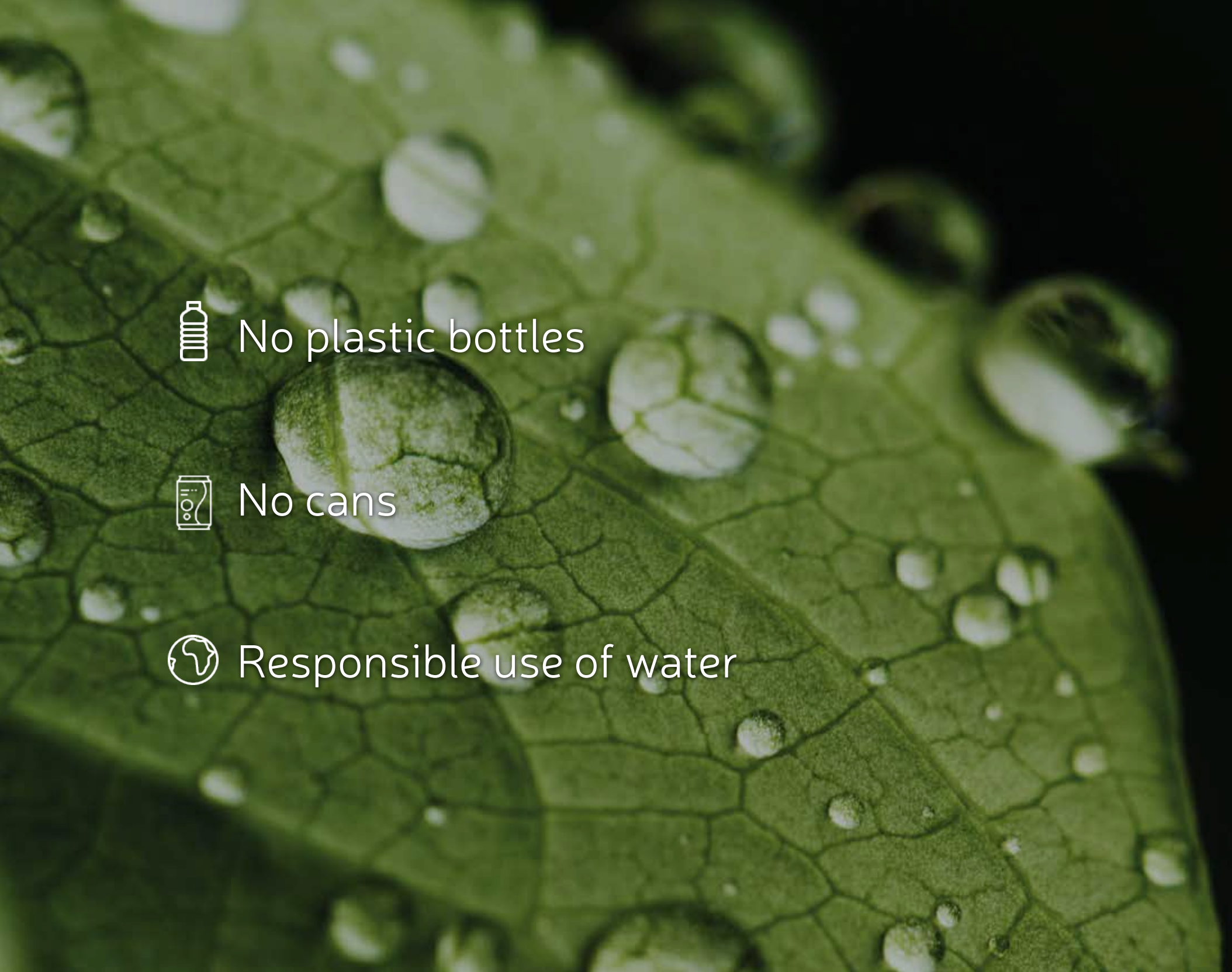
& more

## Great taste


Our Vision achieves superior customer satisfaction by delivering great taste. And the customer feels valued and treated like a guest. We developed the first solution to serve authentic barista style coffee on board. Your customers can now order Latte Macchiato, Cappuccino and any other coffee specialties. When it comes to refreshing cold drinks, you can serve choices from superior brands, each is single serve, chilled and freshly carbonated.







 No plastic bottles

 No cans

 Responsible use of water

## Less waste and CO<sub>2</sub>

We believe, that companies can do a lot to reduce waste and appeal to their customers. According to the Trash Landings report, the US airline industry alone discards enough aluminum cans each year to build 58 Boeing B747s. SkyTender beverages are freshly prepared in front of your customers; with no bottles or cans needed or to be disposed of. What is more, every single kilogram of weight leads to a significant amount of additional CO<sub>2</sub> emissions. Up to 1 kg of generated waste per passenger must be stored on board and disposed on ground.

Every year more than **89 billion liters** of water are filled into plastic bottles





⊕ Less space requirement and cost efficient galley equipment

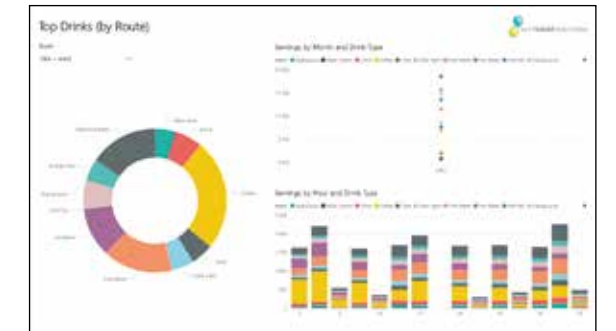
⊕ Less packaging costs, less storage and logistic costs

⊕ Monetization from CO<sub>2</sub> savings

⊕ 70% savings on drinking water cost

## Less cost

Our German engineered 360° system works efficiently and effectively with an intuitive user interface. RFID chips and connectivity features enable IT systems integration as well as live reporting and analytics for supply chain optimization to drive cost efficiency. This enabled our customers to reduce over-catering (i.e. too much space, weight & waste) by 30 - 40% and we have simplified ground logistics in the process. Additionally, our solution minimizes space required and replaces expensive coffee machines or boilers.



Analytics Screen



# The plattform

SkyTender will issue detailed consumption reports to the airline, caterer and beverage brand. The data transparency allows for easy analysis contributing to business intelligence, smart ordering, reporting, forecasting systems and supply chain management. IoT technology and Cloud based services interconnect all of our system components and supply chain partners.



# Product overview





# The markets we serve

Although our initial launch is in Aviation – the most demanding of all target markets – we understand that the demand for a smaller ecological footprint with high quality innovative self-service concepts fits numerous applications. SkyTender Solutions envisions a range of further use cases including customized tenders available for rent at industry trade shows and similar events. Coaches for long distance routes can be equipped with “insert type” dispensing units.

And finally, train and cruise ship catering with trolleys, healthcare providers, hotels and many more,...



## Organisational Certification:

DIN ISO 9001

HACCP (Hazard Analysis Critical Control Points)

POA (Production Organisation Approval)

## Product Certifications:

TSO (Technical Standard Order)

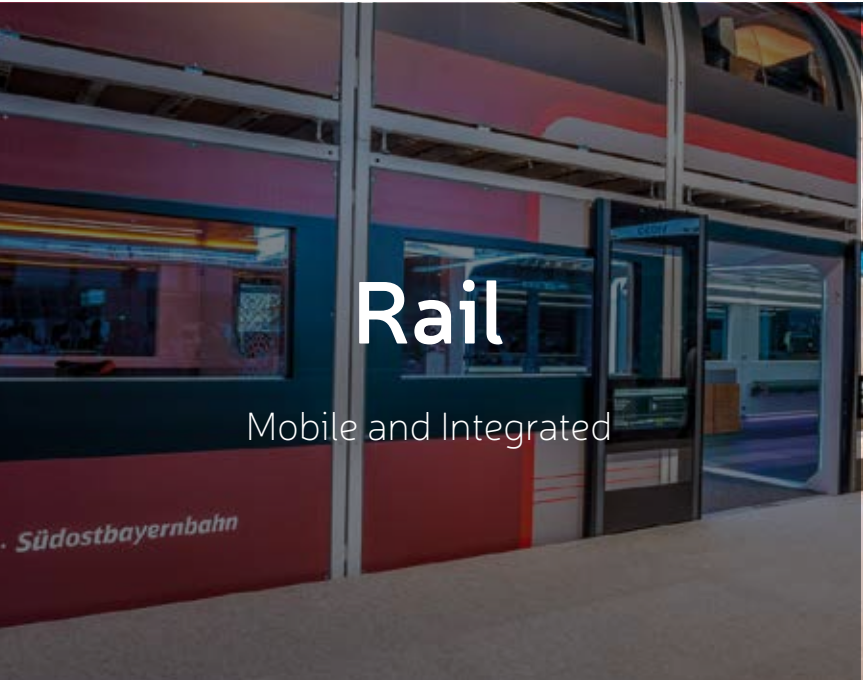
STC (Supplemental Type Certificate)

MCA (Minor Change Approval)



## Aviation

Planes (Aisles & Galleys)  
Lounges  
Gate Boarding Areas



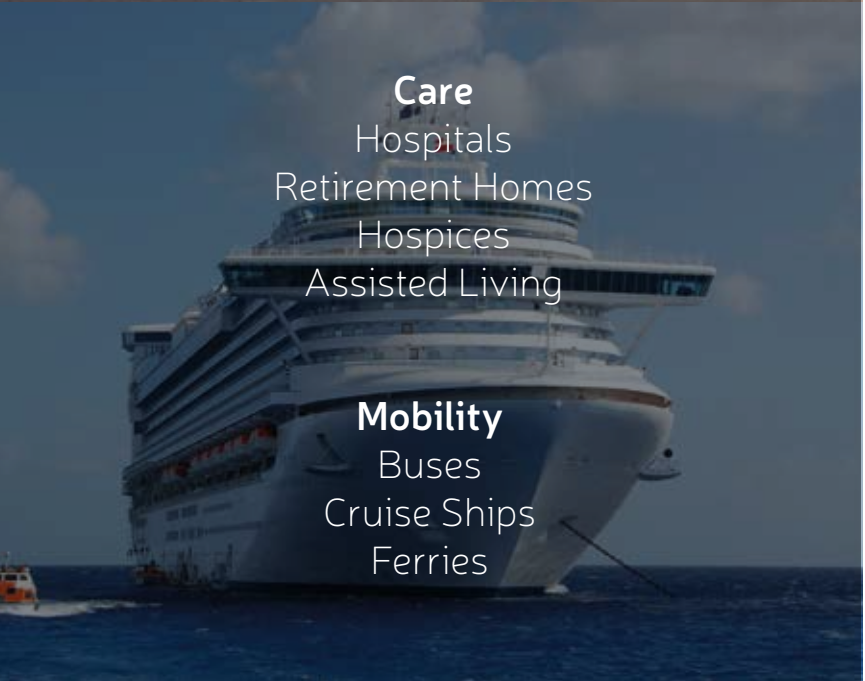
## Rail

Mobile and Integrated



## Event

Fairs  
Stadiums  
Sport Events



## Care

Hospitals  
Retirement Homes  
Hospices  
Assisted Living

## Mobility

Buses  
Cruise Ships  
Ferries

# About SkyTender Group

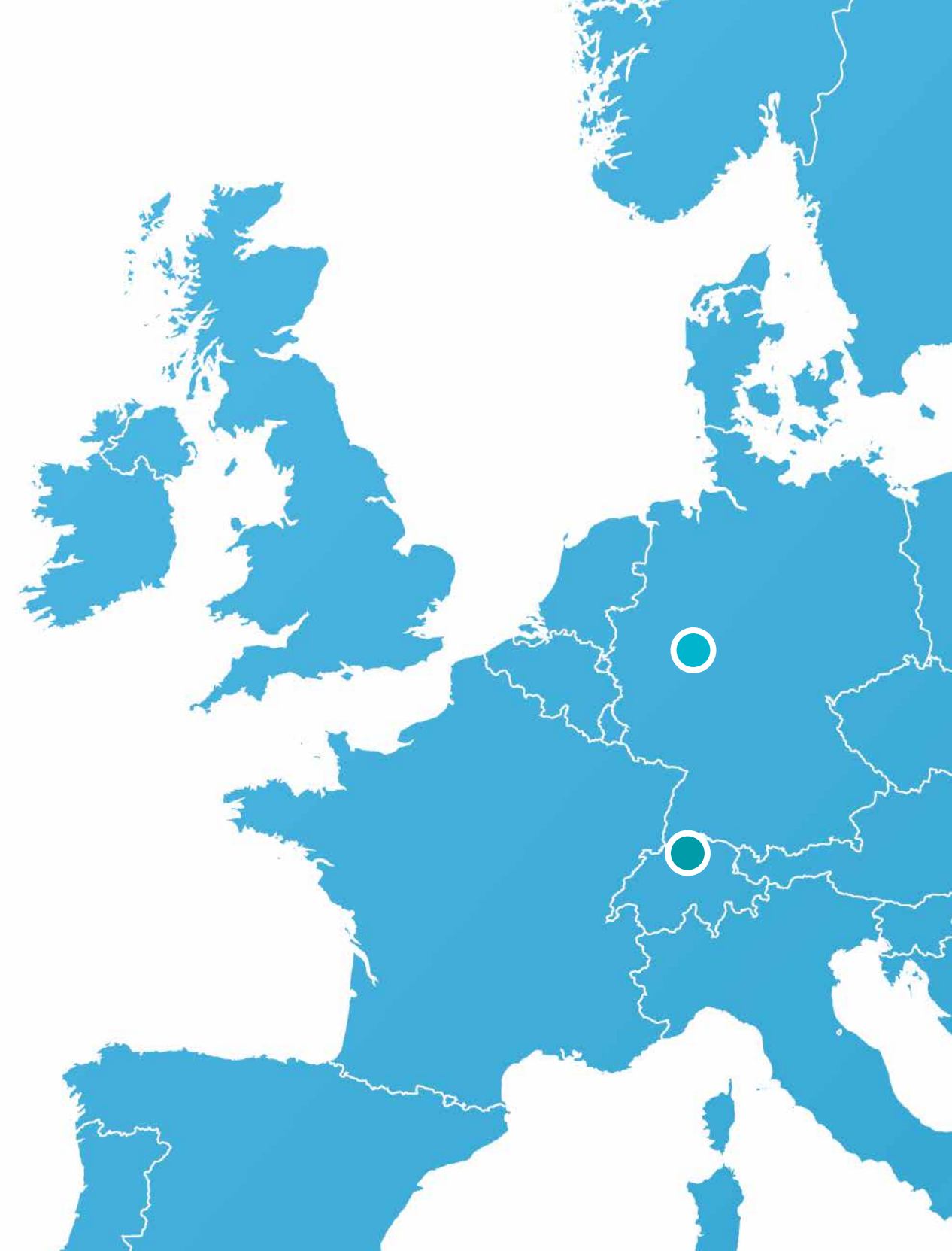
Our company’s history began as an aircraft supplier for both Boeing and Airbus.

In 2013, the founders decided to use their engineering capabilities and aviation know-how to develop a highly innovative concept: SkyTender.

Our engineers created a refreshingly simple solution, by adapting and downsizing post-mix dispensers and coffee making technologies for in-flight, on rail and other mobile applications. We own valuable intellectual property and maintain close ties to the industries we serve, enabling our business partners to deliver a sustainable beverage experience in quality and service, to the benefit of their customers in a cost effective manner.

Partnering with SkyTender and implementing our unique innovation will result in significantly improved customer satisfaction, sustainability, cost efficiencies and attractive new ancillary revenue opportunities.

**Our aspiration is to revolutionize the economic and ecological impact of how drinks are served.**



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