

INDRA SIGNS A CONTRACT WITH THE BRAZILIAN AIRLINE GOL TO REVOLUTIONIZE ITS ACCOUNTING MANAGEMENT AND SUPPORT ITS INTERNATIONALIZATION PROCESS

- **Brazil's leading airline will be able to increase both its competitiveness and the efficiency of its operations thanks to its decision to concentrate all its revenue accounting processes in a single model**
- **Indra's revenue accounting solutions manage more than 60 million passengers per year in Latin America and are used by more than 30 customers on five continents**
- **A leading supplier of BPO services in Spain and Latin America, Indra employs 9,000 specialist professionals, has global production centers in 13 countries and implements a unique methodology that integrates its consultancy, technology and industrial specialization capacities**

Madrid, January 23, 2018. Indra, one of the world's leading consultancy and technology companies, has been chosen by GOL, Brazil's most popular airline, to step up its competitiveness and process efficiency by improving its revenue accounting operations. The technology company, which has already successfully collaborated with GOL in the past, has just signed a new contract with the airline to evolve its treasury processes through the implementation of its SuitAir RAS solutions. Just in Latin America this Indra technology, which is used by customers on five continents, manages more than 60 million passengers, representing more than 60% of its global total of 100 million passengers.

SuitAir RAS is a suite of end-to-end products that simplifies accounting operations to such an extent that it allows airlines to implement the very highest level of process automation. In the case of GOL, it will help the airline better control and automate its revenue and liability information, in addition to concentrating in a single model, a one-stop shop, all its accounting processes, such as the consultation and control of sales, flight operations, interline and channel billing and the credit card reconciliation process.

One of the most innovative features of SuitAir RAS is its ability to handle the growing complexity of the airline accounting market brought about by the explosion of hybrid sales platform use among low-cost airlines that like GOL are in the throes of internationalization. In fact, revenue accounting at airlines is a complex and vital process, as it generates key information for income statements and strategic decision-making. Indra's platform not only enables revenue to be analyzed in real time, guaranteeing data precision and increasing revenue and cash flow traceability, but also facilitates much quicker and much more secure management.

This implementation will allow GOL to functionally cover all its business processes, have an overview of the entire life cycle of its documents and respond to current trends in the airline industry such as e-ticketing and ticketless travel. The adoption of this technology is a simple process, given that it easily integrates with the airline's operating systems, thanks to its flexible and modular design, while ensuring the horizontal scalability of the system and the functional dissociation of the various applications, enabling teams to work completely independently.

Leading BPO supplier

The GOL project is further evidence of Indra's strong commitment to the Latin American airline industry and is a result of the company's position of leadership in the provision of BPO (Business Process Outsourcing) services to the various markets in which it operates within the global scope, particularly in Spain and Latin America. The technology company has more than 9,000 BPO specialists and production centers in Brazil, Spain, Portugal, Italy, Romania, Morocco, Puerto Rico, Mexico, Peru, Colombia, Ecuador, Argentina and the

Philippines. In fact, in the case of GOL, Indra's São Paulo BPO center will provide the airline with tailor-made services designed to cater to each one of its specific needs.

The Indra business process outsourcing model is based on a unique methodology that integrates its global consultancy knowledge, technological capacity and industrial specialization to provide solutions and services in all scopes of activity. Its commitment to omnichannel distribution in management and end-to-end product traceability, in addition to the real-time control of operations, represents a qualitative, groundbreaking lead forward in the design and execution of business processes, helping leading companies and institutions take innovation to the next level.

About Indra

Indra is one of the world's top consulting and technology companies and a technology partner for the key operations of its customers' businesses worldwide. It is a leading worldwide provider of proprietary solutions in niche areas in Transport and Defense Markets and the absolute leader in IT in Spain and Latin America. It offers a comprehensive range of proprietary solutions and cutting edge services with a high added value in technology based on a unique culture of reliability, flexibility and adaptability to the needs of its customers. Indra is a world leader in the development of end-to-end technology solutions in fields such as Defense and Security, Transport and Traffic, Energy and Industry, Telecommunications and Media, Financial Services, Electoral Processes, and Public Administrations and Healthcare. Through its Minsait unit, it addresses the challenges of digital transformation. In 2016 Indra posted a revenue of €2,709m, employed 34,000 professionals, and had a local presence in 46 countries plus sales operations in more than 140 countries. Following its acquisition of Tecnocom, Indra's combined revenue amounted to more than €3,200m in 2016 with a team of nearly 40,000 professionals.