

**Today, over 35 million  
passengers choose  
Vueling every year.**



# 60 million flight hours. Zero digital engagement.



Passengers bring their own entertainment. They skip food because ordering is inconvenient. They land and google everything on someone else's platform.

We have the attention. We just aren't using it.





## AI-Powered

Personalized travel  
recommendations



## Real-Time

Instant notifications  
and updates



## Seamless

From booking  
to landing



# 11 Experience Pillars

One app. One booking number. A complete journey.

## COMMERCE & ENTERTAINMENT

### Food & Snacks

Pre-order, order onboard, delivered to seat

### Music & Audio

AI-curated playlists per destination

## CONTENT

### Discover Destination

Top highlights + restaurants, AI-generated

### Weather & News

3-day forecast + curated local news

### Digital Magazine

The new Ling, reborn digital

## UTILITY & PERSONALIZATION

### Live Flight Tracker

Real-time map, altitude, ETA

### Getting to the City

Transport options + bookable transfers

### Peace of Mind

Emergency contacts + helpline

### FAQ & Help

Searchable answers without calling

### Your Aircraft & Crew

"Air Force Juan" + captain names



# Three Moments to Capture a Sale

The pillar that pays for the entire platform.

## Day Before

T-24h

"Pre-order your onboard menu"

Guaranteed revenue before departure

**+30%**

avg. order value

## At the Airport

T-3h

"Add a snack bag for the flight?"

Upsell revenue at the gate

**-20%**

food waste

**-15%**

crew aisle time

## Onboard

T+15min

Browse, tap, order, pay

Live order, crew delivers to seat

**~27M EUR**

year 1 revenue



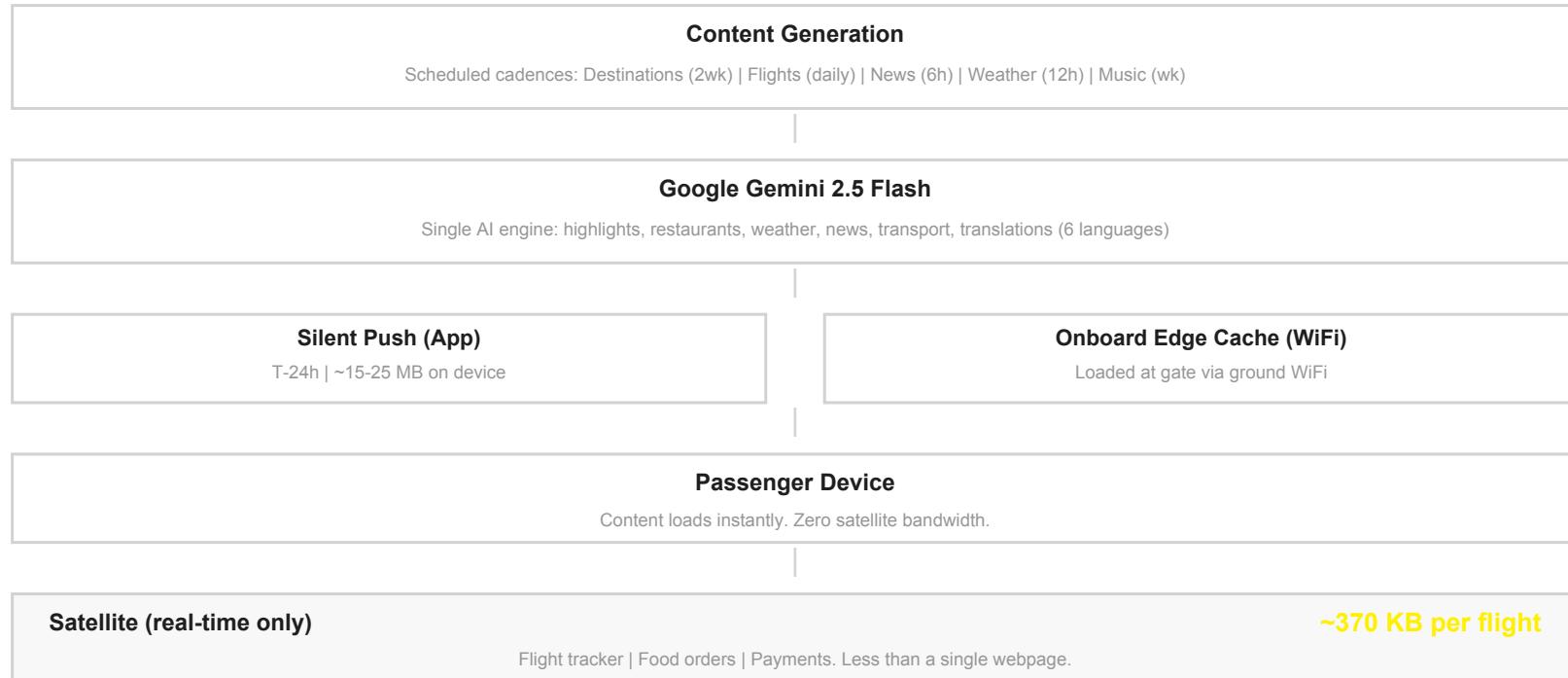
# The Experience Starts 24 Hours Before Boarding

|  |                          |  |
|--|--------------------------|--|
|  <b>T-24h</b>     | <b>Before the flight</b> | Silent push: content pre-cached on device. Push: "Pre-order your menu" |
|  <b>T-3h</b>      | <b>At the airport</b>    | After check-in and security: "Explore Rome while you wait"             |
|  <b>T-0</b>       | <b>Boarding</b>          | App or WiFi portal loads full experience instantly from cache          |
|  <b>T+15min</b>   | <b>Cruising</b>          | Browse content offline. Food ordering live: menu, cart, pay, delivered |
|  <b>T-30min</b> | <b>Approaching</b>       | "30 min to Rome!" Weather, transport info, emergency contacts          |
|  <b>Landing</b> | <b>Post-flight</b>       | "Rate your experience?" NPS survey. Guide stays accessible             |



# Architecture

Offline-first. Pre-computed. Minimal satellite.



# The Numbers That Matter

## ENGAGEMENT

**>25%**

activation rate

**>12 min**

session duration

## REVENUE

**>8%**

food pre-order conversion

**+30%**

AOV uplift vs. aisle

## SATISFACTION

**+5 pts**

NPS lift

## OPERATIONS & SUSTAINABILITY

**-15%**

crew aisle time

**-20%**

food waste

**>85%**

catering forecast accuracy

Cost per passenger: ~0.005 EUR      ROI: 160x — 240x



# Treat every passenger like a VIP.



Through software, not hardware.

**Maria always orders Mediterranean**

"Your usual?" — one-tap reorder

**Carlos reads culture articles**

Magazine opens culture-first

**Family flying to Mallorca**

Kids' menu + family content highlighted

**10th food order from a frequent flyer**

"This one's on us!"

**Monday BCN → MAD business traveler**

Coffee + news-first layout



# Business Impact

**~27M**

EUR/year

Food pre-orders alone.  
Every content card is a  
future commerce touchpoint.

**0.005**

EUR/passenger

AI content cost.  
Eliminates paper magazine.  
Reduces food waste.

**160x**

ROI

Against food revenue.  
Long-haul level experience  
on short-haul flights.

## Brand

First LCC with AI-powered inflight experience at scale

## Data

Every interaction builds the richest passenger profile in LCC  
aviation

## Operations

-15% crew time, -20% food waste, predictive catering



# From POC to Platform

| POC [DONE]   | Phase 1  | Phase 2   | Phase 3   | Phase 4  |
|--|--|---|---|--|
| Feb 2026   | TBD 2026   | TBD 2026  | End 2026  | 2027   |
| Destination content<br>Flight details<br>3 cities, 6 languages<br>Working UI + API | Food pre-order<br>Flight tracker<br>Digital magazine<br>FAQ, Offline caching | Music & Audio<br>Onboard ordering<br>+ Payments<br>Full route network | Hyperpersonalization<br>Preferences, Loyalty<br>VIP for all | Commerce<br>Bookable restaurants<br>Transfers & tickets<br>Predictive intelligence |



# What Every Team Gets

## Product

11 pillars of passenger value from a single booking number

## Design

One unified experience that feels personal, from boarding to landing

## Operations

-15% crew time, -20% food waste, predictive catering from real demand

## Engineering

Offline-first architecture that works at 35,000 feet with 370 KB of satellite

## Data

Every interaction is a signal. The richest passenger profile in LCC aviation

## Leadership

First-mover advantage. ~27M EUR revenue. A data flywheel.



# Live Demo



Passenger **Maria Garcia**

Seat **14D**

Flight **VY71299**

Route **Barcelona → Rome**

Language **Spanish**

"This is the POC. Live. Working. Now imagine:  
add a pre-order button, a music tab, a FAQ search. That's Phase 1."



# **Every flight is a canvas. Every passenger is an audience of one.**



The POC is proven. The architecture is designed.  
The business case is clear.

**Let's build the future of flying.**

Vueling Inflight Experience | MWC Barcelona 2026

