



Company Presentation

The flexible air solutions provider



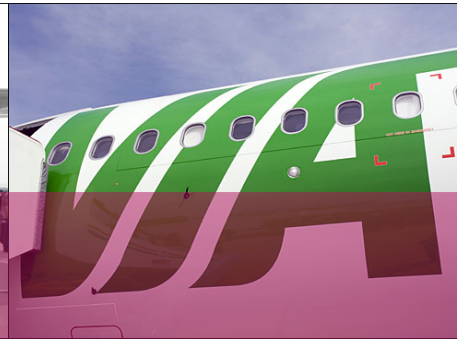
SECTION 1

About Us



VIA

Our History



Air Via is registered in 1990, as the first Bulgarian private airline. The company is licensed and certified according to the national and European standards for non-regular transport of passengers (usually designated as charter).

In 1990 *Air Via* started operation with five brand new aircraft *Tupolev 154-M*. Our main business at the time was to provide charter flights for major European tour operators to and from Bulgarian seaside resorts.

In 2005 *Air Via*'s management decide to completely change the fleet to *Airbus A320-232*.

The Company is a member of **IACA** (International Air Carrier Association).

Air Via is certified as an **IOSA** Operator under the IATA Operational Safety Audit Programme.

Our Business Model

- **Our Vision** is to offer integrated and personalized service with high standards of safety and quality exceeding the expectations of our customers and passengers in a highly social and environmentally friendly environment.
- **Our Policy** is the safety and the comfort of our passengers. The Company maintains the youngest charter fleet by replacing every 6 years the oldest aircraft. The current average age of the fleet is around 4 years only. All aircraft within our fleet are kept in excellent working condition to ensure safety, reliability and punctuality.

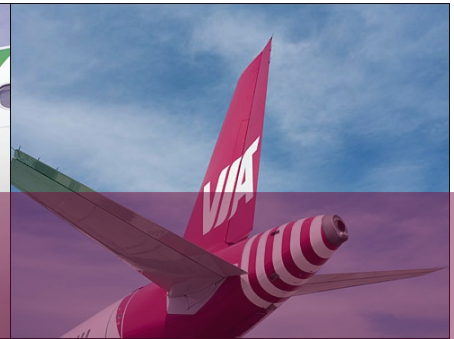
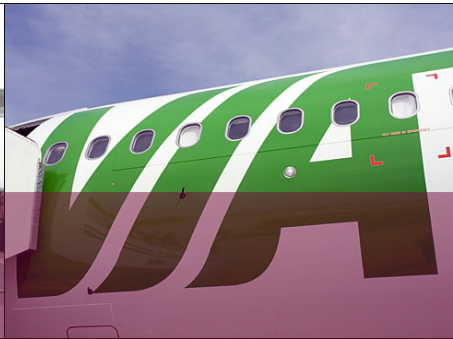
Our values



The Company is famous for its:

- **Safety:** Operational excellence and young fleet;
- **Flexibility:** Lean structure and quick response rate.
In case of AOG we are ready to depart within one hour after confirmation.
- **Reliability:** Offering quality and confidence;
- **Care:** Unique customers care and service.

Our Services



- *Air Via* offers A.C.M.I./Wet Lease contracts to airlines, tour operators, air transport brokers and other clients who require longer flight program or occasional flights.
- Due to our extensive knowledge and professional experience, *Air Via* is able to provide the most reliable, on-time, uncompromising customer service standards.
- ***Air Via's* Charter:**
 - We provide aircraft on a needed/ready-to-fly basis, covering all costs involved in completing flights and safety (i.e. – aircraft, crew, maintenance, insurance, fuel, passenger and/or cargo loading and offloading fees, over flight permit costs, catering expenses, airport permit fees, handling fees, crew accommodation charges and all other operating costs including liability insurance for the aircraft);
 - Our Charter flights are generally associated with a tourism package, in which the aircraft is contracted by tour operators;
 - We strive to establish long-term relationships with our clients and partners.

Our Services

- **Air Via Leasing:**

- **A.C.M.I./wet lease:** Supply the Client (the Lessee) with the aircraft and crew, to operate on the basis of routes intended for short/long periods, including Maintenance costs that are necessary to keep the aircraft in a perfect operational state, as well as the cost of the insurance policy of the aircraft (limited to the hull);
- *Air Via* will provide a turn-key aircraft ready for client's use. All other financial responsibilities will fall under the realm of our clients' responsibilities as Lessees;
- Our A.C.M.I. services include full operational support and assistance to facilitate efficient, cohesive, and successful operations;
- **Damp lease:** This is an A.C.M.I. with reduced own crew, operating under the licence's Validation by the Bulgarian CAA;
- **Dry lease:** Our clients bear responsibility for all costs such as maintenance, operating costs, insurance and any other measures to keep the aircraft in top condition;
- **Ad-Hoc:** We are able to give our clients an aircraft on an extremely short term lease.

SECTION 2

Fleet



Airbus A 320



- All aircraft within our fleet are kept in excellent working condition to guarantee safety, reliability and punctuality.
- Currently the Company operates 6 Airbus A320-232 under dry lease contracts. Half of the Company's fleet flies on long-term A.C.M.I.; the others are used for charters and short-term A.C.M.Is.:

LZ-MDA - MSN 2732 - YOM 2006

LZ-MDB - MSN 3125 - YOM 2007

LZ-MDC - MSN 4270 - YOM 2010

LZ-MDD - MSN 4305 - YOM 2010

LZ-MDR – MSN 5158 – YOM 2012

- *Air Via's* A320 are dedicated exclusively to middle-haul charter service offering an ample variety of services that together with the audio and video system provide comfort and entertainment to passengers.

The policy of the Company is to maintain the youngest charter fleet by replacing every 6 years the oldest aircraft. The current average age of the fleet is around 4 years only.

All aircraft within our fleet are kept in excellent working condition to ensure safety, reliability and punctuality.



Fleet General Specification

REGISTRATION :	LZ-MDA	LZ-MDB	LZ-MDC	LZ-MDD	LZ-MDR
MANUFACTURER	Airbus	Airbus	Airbus	Airbus	Airbus
MODEL :	A320-232	A320-232	A320-232	A320-232	A320-232
DATE OF MANUFACTURE :	March-06	May-07	April-10	May-10	May-12
SERIAL NUMBER :	2732	3125	4270	4305	5158
ENGINES :	IAE V2527-A5	IAE V2527-A5	IAE V2527-A5 S1	IAE V2527-A5 S1	IAE V2527-A5 S1
MAX TAXI WEIGHT (kg.):	77400	77400	77400	77400	77400
MAX TAKE OFF WEIGHT(kg.):	77000	77000	77000	77000	77000
MAX LANDING WEIGHT(kg.):	64500	66000	66000	66000	66000
MAX ZERO FUEL WEIGHT(kg.):	61000	62500	62500	62500	62500
BASIC EMPTY WEIGHT(kg.):	41940	42538	42720	42720	42037
ECONOMY CLASS:	180	180	180/174	180/174	180/174
CLASS DIVIDER	row 2,4,6 or 8	row 4 or 8	row 4 or 8	row 4 or 8	row 4 or 8
SEATS	SICMA	Weber 5600	Weber 5600 Leather	Weber 5600 Leather	B/E Aerospace Leather
VIDEO SYSTEM	NO	9" Drop-Down	10.4" Drop-Down	10.4" Drop-Down	10.4" Drop-Down
GALLEYS	G1,G5 Driessen	G1,G5 Driessen	G1,G5 Driessen	G1,G5 Driessen	G1,G5 Driessen
CARGO HOLDS	Reinforced, no containers	Reinforced, no containers	Reinforced, no containers	Reinforced, no containers	Reinforced, no containers
MAXIMUM AUTONOMY	3200 nmiles	3200 nmiles	3200 nmiles	3200 nmiles	3200 nmiles
CRUISING SPEED	850 km/h	850 km/h	850 km/h	850 km/h	850 km/h
CRUISING ALTITUDE	11900 m (FL 390)	11900 m (FL 390)	11900 m (FL 390)	11900 m (FL 390)	11900 m (FL 390)



SECTION 3

Our Partners



Tour Operators/Brokers

Air Via has been the major service provider to TUI on the Bulgarian market for 20 years and has been frequently ranked No.1 in the TUI Quality of Service Chart for the last 10 years.

The Company's partners over the last 20 years include:

- TUI (Germany, Switzerland), Thomas Cook (Germany, Belgium), FTI Touristic AG (Germany), BG Tours Reisen GmbH (Germany), Gulet Touristic GmbH (Germany), Alltours Flugreisen GmbH (Germany), REWE Tourstic GmbH (Germany), Starter Voyages SA (France), Prodintour (France), Voyages Fram (France), Jetair (Belgium), Estour (Estonia), Viking Aviation (UK, Estonia)

Over the past years *Air Via* has operated on A.C.M.I. basis for more than 70 airlines from three continents, including:

- Aegean, Air Berlin, Wizz Air, Astra Airlines, Bahrain Air, Thomas Cook Airlines, MEA, Tunisair, Olympic, etc.

If you need replacement aircraft, please, feel free to contact us with details and we will gladly answer your requests.

In case of AOG we are ready to depart within one hour after confirmation.



We are proud of:

- We operate for 20 years;
- We count on an experienced team with considerable know-how and technical education background. Our pilots and crew are well-educated, trained and duly licensed to use and maintain the modern equipment of *Air Via*;
- The Company is committed to work hard for the comfort and safety of its passengers and permanently invests in the formation of its team of professionals and in a service of excellence;
- The Company's revenues are showing steady growth over the last three years, reaching Euro 68 mln. and EBITDA of almost Euro 3 mln;
- Over the past years *Air Via* has operated on A.C.M.I. basis for more than 70 airlines from three continents;
- *Air Via* has been the major service provider of TUI on the Bulgarian market for 20 years and has been frequently ranked No.1 in the TUI "Quality of Service Chart" (on-time departures) for the last 10 years among all airlines servicing TUI.

Contacts

AIR VIA Bulgarian Airways
54, G.M. Dimitrov Blvd., 1125 Sofia, Bulgaria

tel: + 359 2 971 2869

+ 359 2 971 3625

fax: + 359 2 973 3454

www.air-via.com

Commercial Department
Marketing & Sales:

sales@air-via.com

For commercial enquiries:

Mobile: +359 889 712 505

Human Resources:

human_resources@air-via.com

Customer feedback & complains:

feedback@air-via.com

Passenger Information&Support:

tel: + 359 52 573 405

fax: + 359 52 500 274

info@air-via.com