



# Company Presentation

The flexible air solutions provider



Air Via Bulgarian Airways

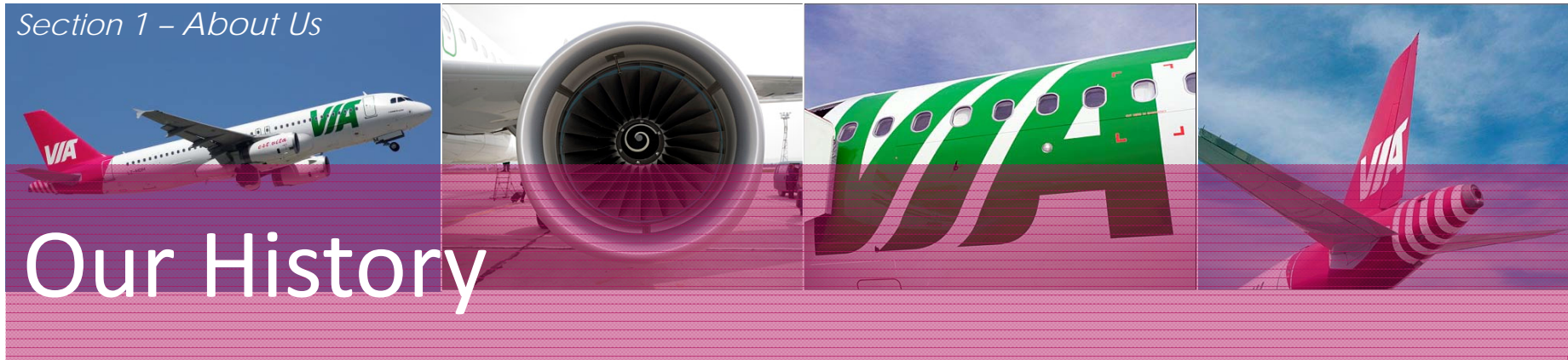
February 2012

SECTION 1

# About Us

Air Via Bulgarian Airways





# Our History

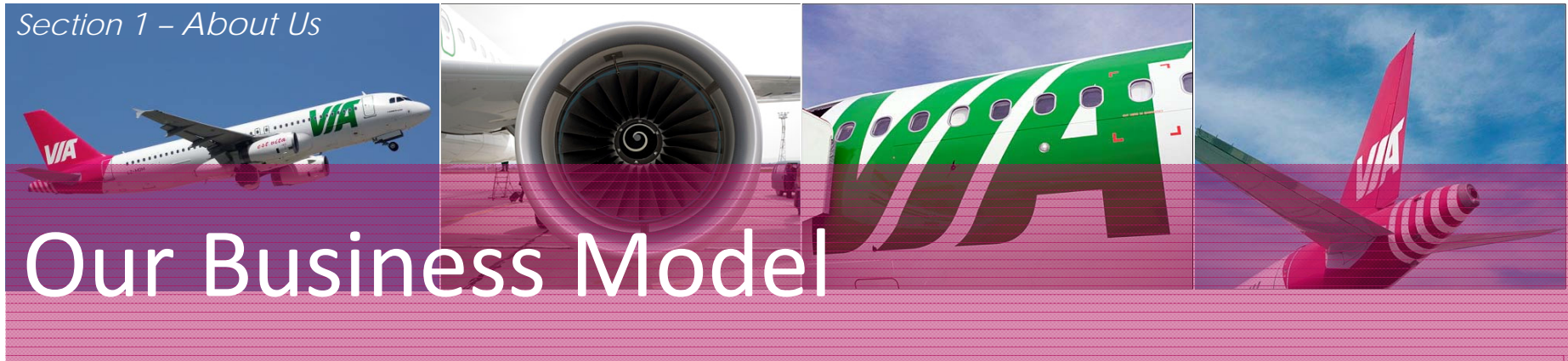
*Air Via* is registered in 1990, as the first Bulgarian private airline. The company is licensed and certified according to the national and European standards for non-regular transport of passengers (usually designated as charter).

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 decided to completely change the fleet due to the ever growing competition, EU regulations, environmental responsibility, increasing fuel prices and last but not least - higher customer requirements. Since the summer of 2006 *Air Via* is once again the first Bulgarian airline to operate brand new aircraft - *Airbus A320-232*.

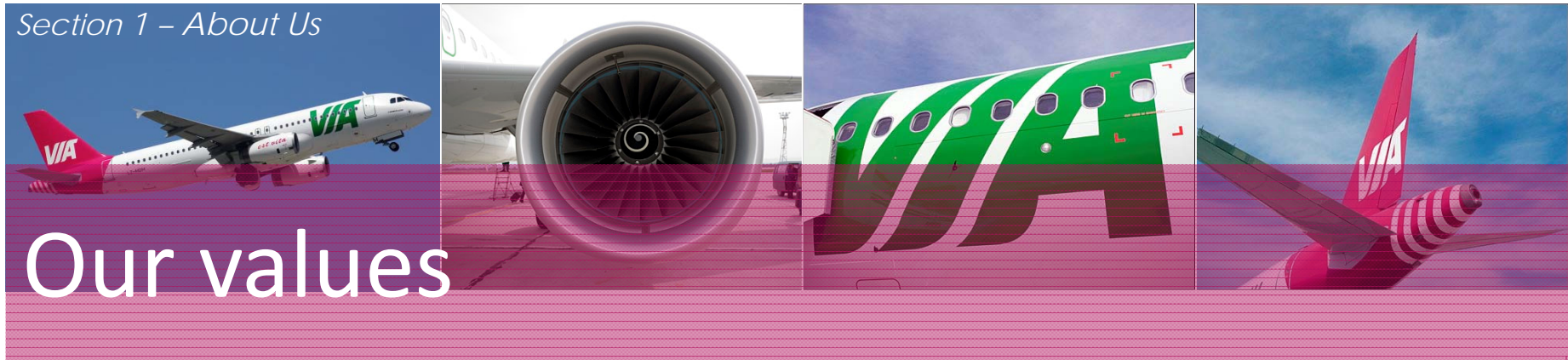
The Company is a member of **IACA** (International Air Carrier Association).

*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. That is why we change every 6 years our fleet.



# Our values

- **Safety first**

We fly with operational excellence. We are impeccable in the observance of safety standards.

- **Flexibility**

Preparedness, quick response capacity, ability to propose new ideas and solutions are some of our advantages.

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.

- **Reliability**

We offer quality, confidence and absolute transparency.

- **Care**

For us each client is unique and is subject to all our attention.



# Our Services

- *Air Via* offers ACMI/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:**

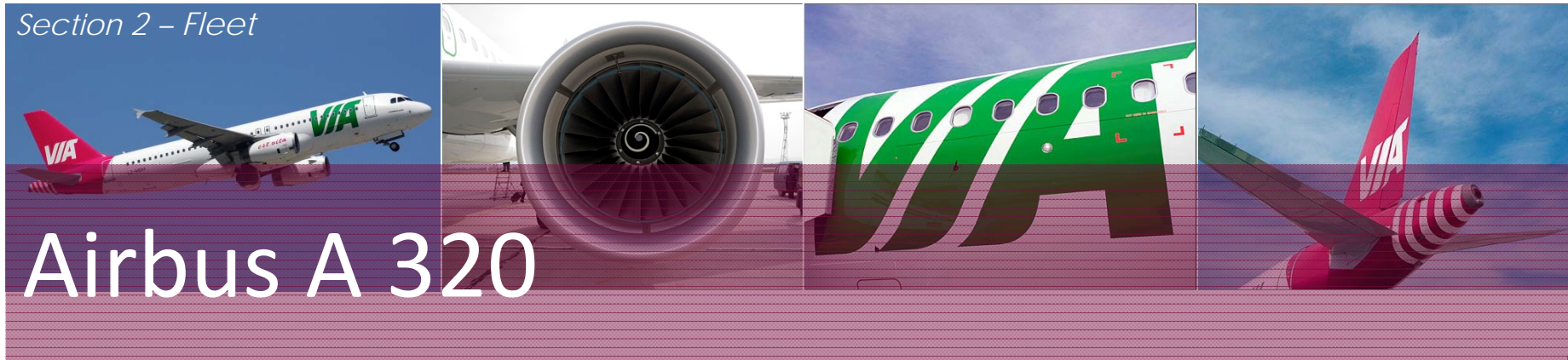
- **A.C.M.I./wet lease:** Supply the Client (the Lessee) with the aircraft and crew, to operate on the basis of routes intended for short/long periods, including Maintenance costs that are necessary to keep the aircraft in a perfect operational state, as well as the cost of the insurance policy of the 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

Air Via Bulgarian Airways





- All aircraft within our fleet are kept in excellent working condition to guarantee safety, reliability and punctuality.
- *Air Via* operates five Airbus 320 under dry lease contracts, with the following registrations:

LZ-MDA - MSN 2732 - YOM 2006

LZ-MDM - MSN 2804 - YOM 2006

LZ-MDB - MSN 3125 - YOM 2007

LZ-MDC - MSN 4270 - YOM 2010

LZ-MDD - MSN 4305 - YOM 2010

- *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. We are now waiting 2 brand new aircraft from Toulouse to be delivered in early 2012 and 2013 under dry lease contracts to replace the two aircraft manufactured in 2006 and 2007.



# Fleet General Specification

<b>REGISTRATION :</b>	<b>LZ-MDA</b>	<b>LZ-MDB</b>	<b>LZ-MDM</b>	<b>LZ-MDC</b>	<b>LZ-MDD</b>
<b>MANUFACTURER</b>	Airbus	Airbus		Airbus	
<b>MODEL :</b>	A320-232	A320-232		A320-232	
<b>DATE OF MANUFACTURE :</b>	March-06	May-07	May-06	April-10	May-10
<b>SERIAL NUMBER :</b>	2732	3125	2804	4270	4305
<b>ENGINES :</b>	IAE V2527-A5	IAE V2527-A5		IAE V2527-A5 S1	
<b>APU :</b>	APIC APS 3200	Honeywell 131-9		Honeywell 131-9	
<b>MAX TAXI WEIGHT (kg.):</b>	77400	77400		77400	
<b>MAX TAKE OFF WEIGHT(kg.):</b>	77000	77000		77000	
<b>MAX LANDING WEIGHT(kg.):</b>	64500	66000		66000	
<b>MAX ZERO FUEL WEIGHT(kg.):</b>	61000	62500		62500	
<b>BASIC EMPTY WEIGHT(kg.):</b>	41940	42538	42720	42720	
<b>TOTAL FLIGHT HOURS:</b>	12789	11005	11670	3577	3776
<b>TOTAL FLIGHT CYCLES:</b>	6119	5202	5532	1650	1681
<b>Time Since Last C-Check:</b>	1889	2025	1744	n/a	
<b>Cycles Since Last C-Check:</b>	851	962	821	n/a	
<b>ECONOMY CLASS:</b>	180	180		180/174	
<b>CLASS DIVIDER</b>	row 2,4,6 or 8	row 4 or 8		row 4 or 8	
<b>SEATS</b>	SICMA	Weber 5600		Weber 5600 Leather	
<b>VIDEO SYSTEM</b>	NO	9" Drop-Down		10.4" Drop-Down	
<b>GALLEYS</b>	G1,G5 Driessen	G1,G5 Driessen		G1,G5 Driessen	
<b>COCKPIT DOOR</b>	Reinforced	Reinforced, CCTV		Reinforced, CCTV	
<b>CARGO HOLDS</b>	Reinforced, no containers	Reinforced, no containers		Reinforced, no containers	
<b>MAXIMUM AUTONOMY</b>	3200 nmiles	3200 nmiles		3200 nmiles	
<b>CRUISING SPEED</b>	850 km/h	850 km/h		850 km/h	
<b>CRUISING ALTITUDE</b>	11900 m (FL 390)	11900 m (FL 390)		11900 m (FL 390)	



## SECTION 3

# Our Partners

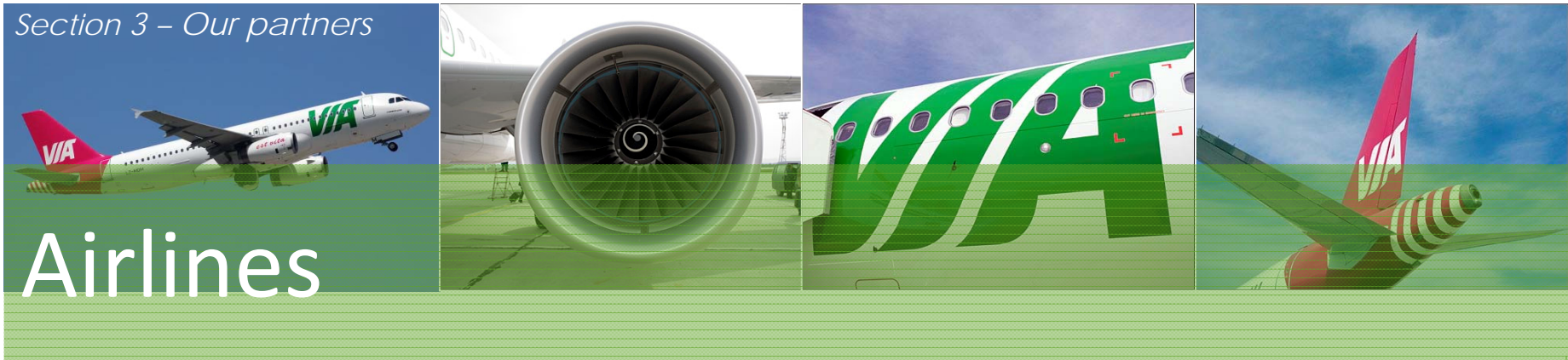


# Tour Operators/Brokers

Our main clients and partners for the last 20 years are TUI, Germany, Thomas Cook, Germany and MCC (Merscher Carrier Consult), Germany.

Our other partners include:

- Germany: FTI Touristic AG, BG Tours Reisen GmbH, Gulet Touristic GmbH, Alltours Flugreisen GmbH, REWE Tourstic GmbH
- France: Starter Voyages SA, Prodintour, Voyages Fram
- Belgium: Thomas Cook, Jetair
- Swiss: TUI



# Airlines

Over the past years *Air Via* has operated on ACMI basis for more than 70 airlines. Some of them are:

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

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;
- Our team is experienced; 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 professionals and in a excellent service;
- The Company’s revenues are showing steady growth over the last three years, reaching Euro 68 mln. and EBITDA of almost Euro 3 mln;
- The Company has no long-term liabilities or bank loans;
- For the past 10 years the Company has worked on profit;
- 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

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