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748 AIR SERVICES
WE GO ABOVE & BEYOND

UNHAS provided a lifeline that significantly reduced the severe exposure as compared to other aviation sectors

We go above and beyond



Contracts provided critical cashflows.

- Support network of a true partnership even during the contract renegotiation with the pax numbers down.
- The contract concept of Minimum Guaranteed Hours -MGH
- WFP Global Flights - The Addis hub provided the only Africa connection
- The adaption of the Simplified Cargo solution that allowed the switch to full cargo - Tons of critical PPE and medical cargo movements
- Easing of Governments bureaucracies - Quarantines!
- A new normal of virtual conferences and audits. Yes, more interactions!







BARS
BASIC AVIATION RISK STANDARD
GOLD FLIGHT SAFETY



Dubai: 26 - 28 October 2021

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Challenges brought forth by COVID 19

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Humanitarian Aviation Perspective

- Restriction of Passenger and Cargo movement
- Quarantine Restrictions
- Closed Boarders – indifferent Governments more so in Africa
- Weekly COVID 19 Tests and PPEs regiment
- Cancellation and renegotiation of Contracts
- Logistics nightmares – the parts supply chain
- Keeping up with aviation regulations
- Maintaining Staff Morale at Bases
- Aviation adapting to a socially distanced world : Virtual meetings – Big dilemma!
- Crew mental health
- Low rates; a day of reckoning
- More taxes, more Governments bureaucracy.







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A Strategic Survival Framework

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Innovative Solutions

- March 2020 - Crises Management Model – A conceptual Framework
- Increased engagement with staff. COVID 19 Ambassadors
- Cargo Solution -De Haviland launch customer Simplified Cargo Solution Kits
- WFP Global Airline – Key partner in connecting East and Horn of Africa to the world
- Crew Virtue Professional Counselling combined with closer senior management virtual interaction
- The first airline in Africa to vaccinate all the employees



748 Air Services (HQ, Nairobi Wilson) will become the first airline to implement the newly certified cargo conversion for the Dash 8-100 turboprop.

De Havilland Aircraft of Canada (DHC, Toronto Downsview) said the Kenyan regional specialist would convert four of its seven Dash 8-100s into Simplified Package Freighters (SPF). Under Transport Canada specifications, the aircraft will have their passenger seats removed thereby allowing them to carry up to 2,950 kilograms of cargo, depending on each's exact specifications.

748 will also convert all three of its Dash 8-400s into freighters.

"The COVID-19 pandemic has presented us with many challenges, including broad government mandates that restrict the movements of both passengers and cargo for an indefinite duration. The movement has been limited to humanitarian cargo only. We have responded with Air Cargo solutions to support the humanitarian, natural resources and government sectors, who will benefit from the conversion of our four Dash 8-100 aircraft and three of our Dash 8-400 aircraft into Simplified Package Freighters," Managing Director Moses Mwangi said.





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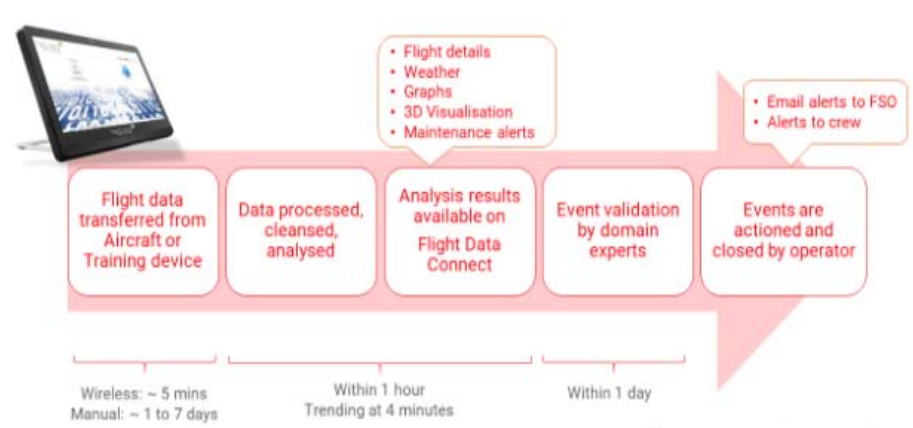
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and beyond



Innovative Solutions con..

- Realtime FDM program – all fleet including DHC8-100s and Caravans – a first in the world!



```

graph LR
    A[Flight data transferred from Aircraft or Training device] --> B[Data processed, cleansed, analysed]
    B --> C[Analysis results available on Flight Data Connect]
    C --> D[Event validation by domain experts]
    D --> E[Events are actioned and closed by operator]
    E --> F[Email alerts to FSO  
Alerts to crew]
    
```

Wireless: ~ 5 mins
Manual: ~ 1 to 7 days

Within 1 hour
Trending at 4 minutes

Within 1 day



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Innovative Solutions con..

- “Alternate means of compliance” –Working with the Regulatory authority
- Crew accelerated training innovation
- A Lean & Mean organization – contracts renegotiation
- Idle capacity – diversification domestic flights – Launch of “fly 748”
- A depressed aircraft market – Opportunity to acquire additional aircraft
- 100% retention of staff and a bigger establishment post COVID 19
- Total Gender Parity F 40%, M 60% – 5 Lady pilots and counting! Empowering women changes the world!



Save the Children Girls'



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Ideas on Way Forward

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TAX EXEMPTION CERTIFICATE



Closer Economic Partnership Arrangements

- Stabilize the contract rates to cover fixed and variable costs
- Negotiate and incorporate operators in tax exemptions more so the African theatre
- Negotiate humanitarian access discounts on our behalf – engine shops and other major components vendors
- A more Multi-facetted evaluation process





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