

Bulgaria Air

National Carrier www.air.bg



The Bulgarian National Flag Carrier

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INTRODUCTION

Bulgaria Air

- Bulgaria Air has accumulated experience and tradition of more than 86 years of civil aviation history in Bulgaria from the first national flag airline established in 1927 (Bunavad) through the second largest Eastern European airline (BALKAN – Bulgarian airlines established in 1947) till Bulgaria Air nowadays. Bulgaria Air was privatized in 2002 and is 100% private company.
- Bulgaria Air is part of Bulgarian Airways Group.
- Bulgarian Airways Group is a subsidiary company to Chimimport Plc.
- Chimimport Plc. portfolio consists of companies operating in various industries – Banking, Insurance, Agriculture, Oil Producing, TV/Radio Media and many others.
- Chimimport Plc. produces 5% of the GDP of the Republic of Bulgaria.



Joint-ventures within Bulgarian Airways Group

- **Lufthansa Technik Sofia**
- *25 % Bulgarian Airways Group 75 % Lufthansa Technik Sofia*
- **Swissport Bulgaria**
- *49 % Bulgarian Airways Group 51 % Swissport International*
- **Fraport Twin Star Airport Management JSC**
- *40 % Bulgarian Airways Group 60 % Fraport Twin Star Airport Management*
- **Amadeus Bulgaria**
- *45 % Bulgarian Airways Group 55 % Amadeus Bulgaria*
- **LSG Sky Chiefs**
- *42,5 % Bulgarian Airways Group 57,5 % LSG Sky Chiefs*
- **The Nuance Group**
- *50 % Bulgarian Airways Group 50 % The Nuance Group*

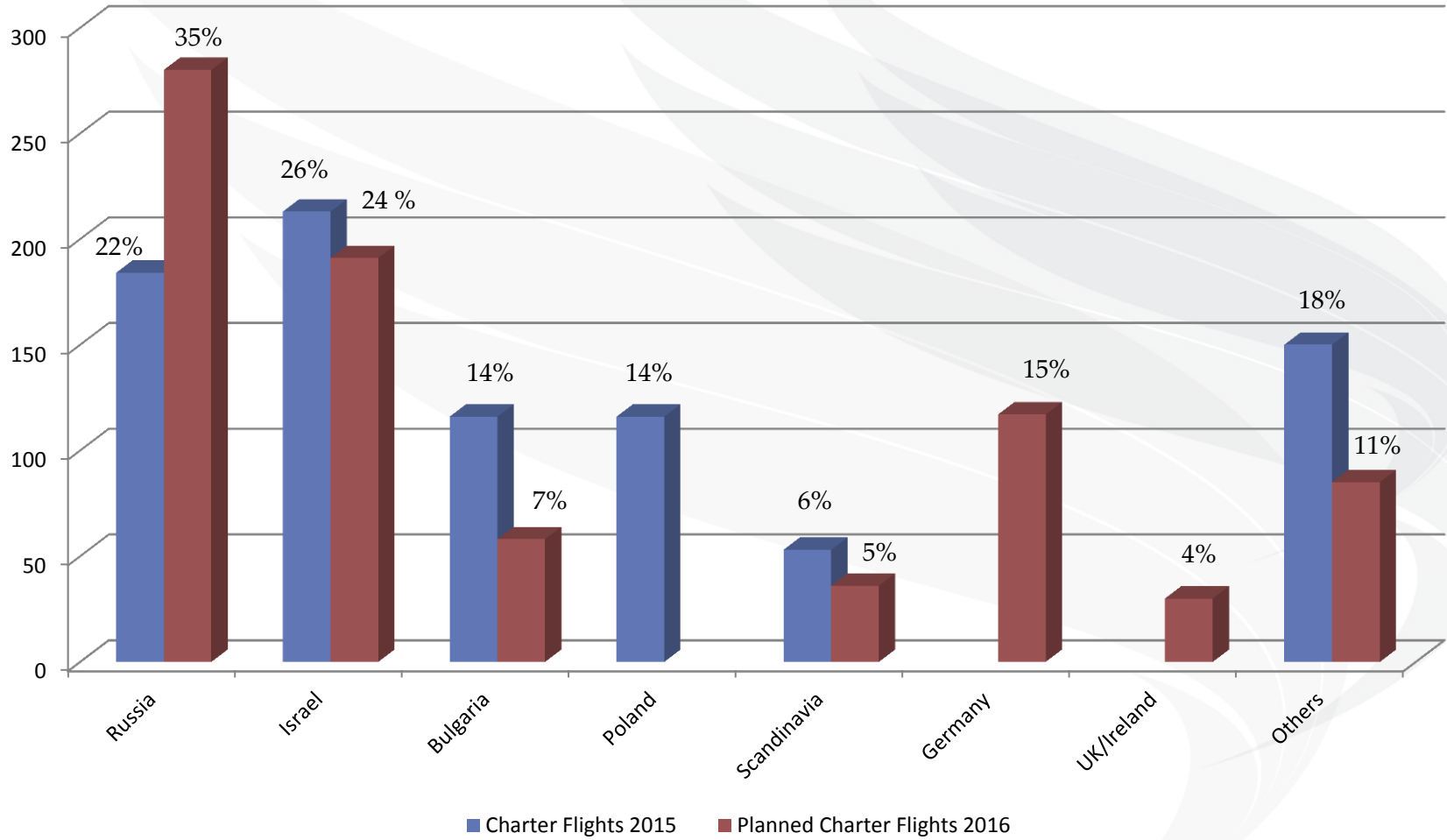


Airline Business

- **Bulgaria Air is**
 - ✓ IATA member airline.
 - ✓ IOSA (IATA Operational Safety Audit) certified airline.
 - ✓ Has Code-share agreements with : Air Berlin, Air Serbia, Alitalia, Air France, Aeroflot, Iberia, CSA, Tarom, KLM
 - ✓ Has Over 60 SPA partners : Virgin Atlantic, US Airways, Jet Airways, Emirates, Etihad, Delta, TAP Portugal, Brussels Airlines, Finnair, Rossiya, SriLankan Airlines, etc.
- **Summer Charter flights**
 - ✓ To Russia (35%), Israel (24%), Germany (15%), Italy, Czech Republic, Slovakia, Norway, Denmark, the Netherlands, Ireland, United Kingdom, Kuwait, Spain and more
- **Winter ACMI projects In the last two years:**
 - ✓ National Air Services Company (NAS Holding) -> Kingdom of Saudi Arabia, 4 months in 2013
 - ✓ Airblue -> Pakistan, 6 months in 2013-2014
 - ✓ Bangkok Airways -> Thailand, 4 months in 2014
 - ✓ Onur Air -> Turkey, 12 months 2015 – 2016
 - ✓ Fastjet PLC -> Tanzania, 6 months 2016 - 2017
 - ✓ Fastjet PLC -> Zimbabwe, 6 months 2016 - 2017



Summer Charter Flights 2015 & 2016



Bulgaria Air FLEET

2 x Airbus A320 (180 Y seats)

1 x Airbus A320 (8 C / 156 Y seats)

2 x Airbus A319 (8 C / 132 Y seats)

4 x Embraer 190 (8 C / 100 Y seats)

1 x BAe 146-200 (96 Y seats)

1 x BAe RJ-70 VIP Modified Aircraft (26 seats)

Airbus A320



Airbus A319



Embraer 190



BAe RJ-70





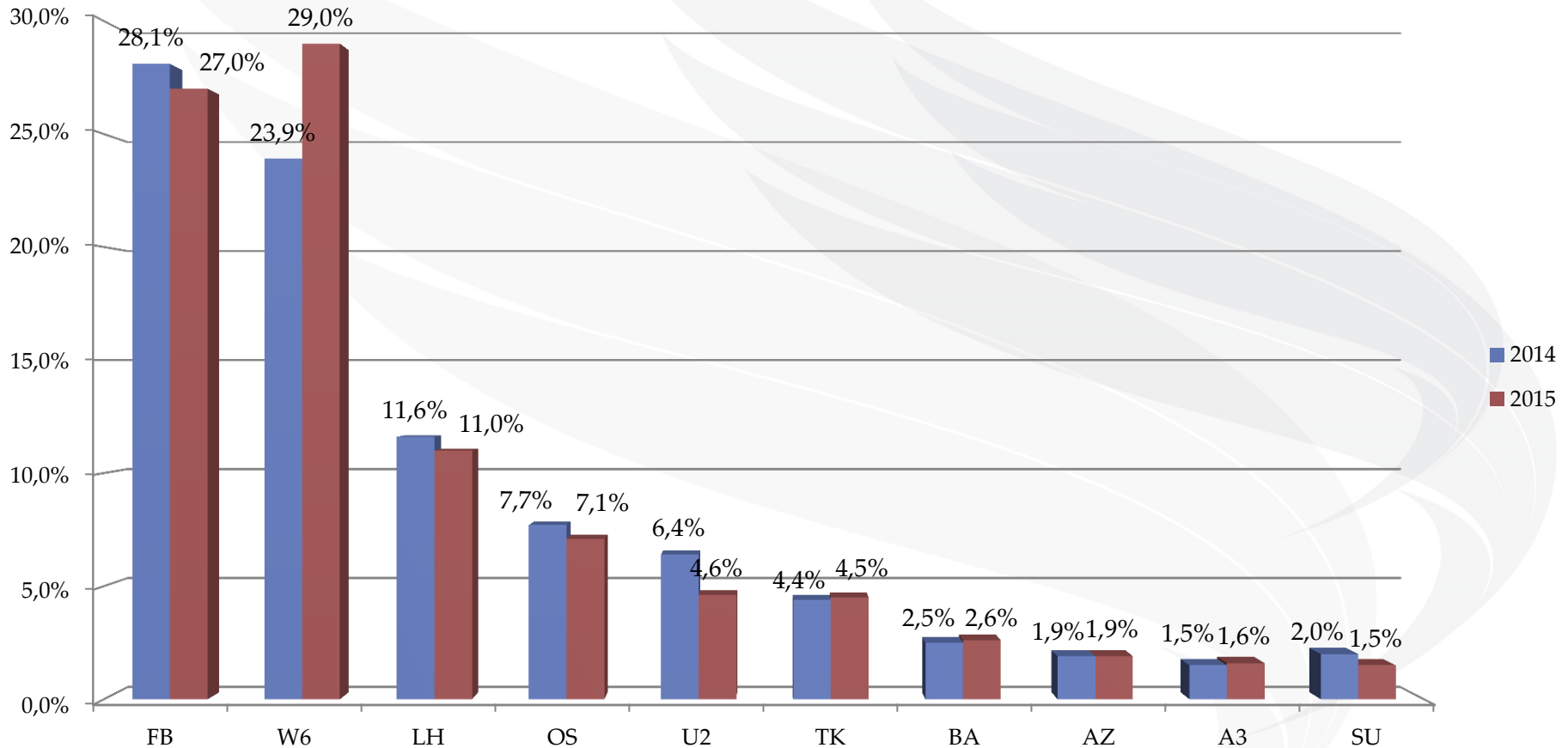
Aircraft	Airbus A320-214	Airbus A319-111/ A319-112	Embraer ERJ 190-100 IGW
Registered	EU OPS	EU OPS	EU OPS
Engines	CFM 56-5B4/P, CFM 56-5B4/3	CFM 56-5B5/P, CFM 56-5B6/3	General Electric CF 34-10E5
MTOW	77 000 KGS	70 000 KGS	51 800 KGS
Configuration	180 Y	140 (8C/132M)	108 (8C/100M)
YOM	2005 / 2009	2007 / 2008	2012



British Aerospace RJ-70 VIP Modified Aircraft

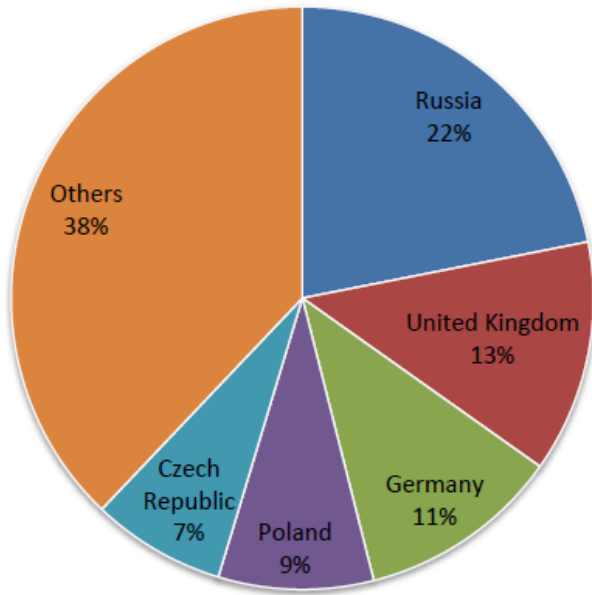


Airline Market Share Sofia Airport

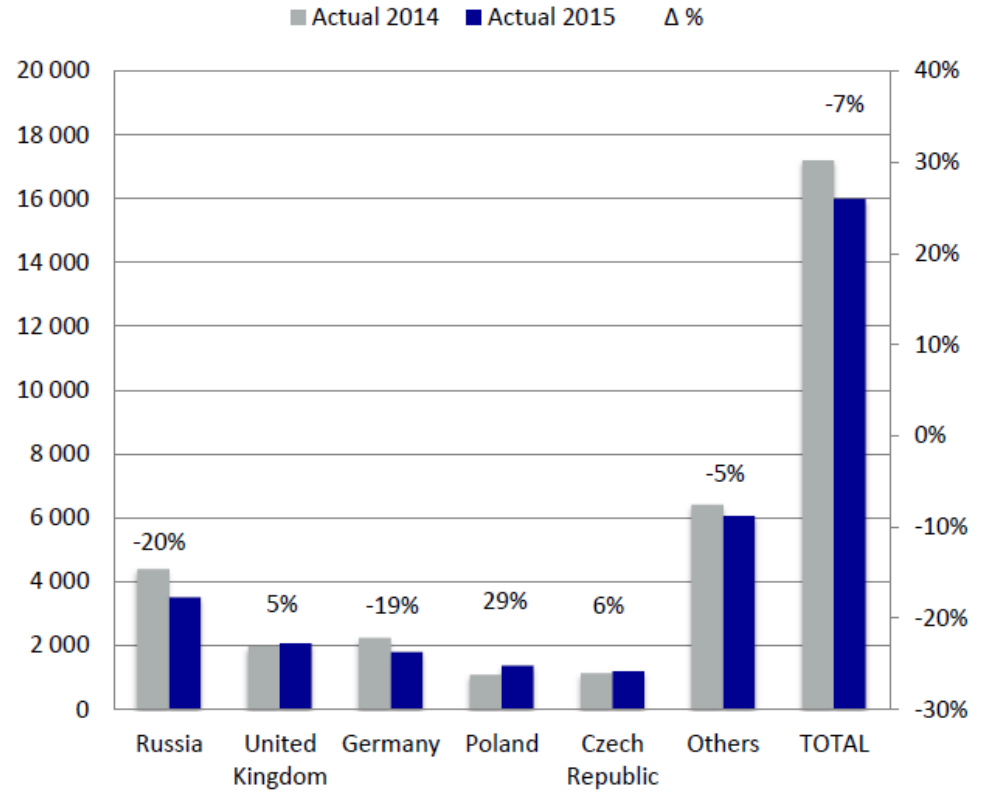


BOJ Top 5 Markets by ATMs

TOP 5 Markets by ATM – BOJ
Jan-Dec 2015

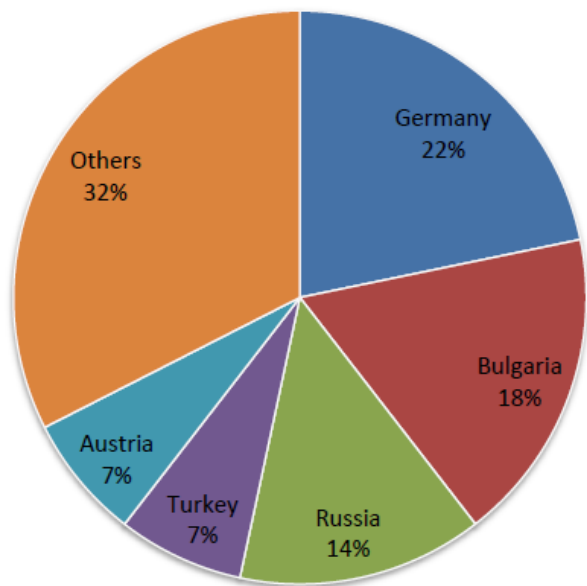


TOP 5 Markets by ATM – BOJ
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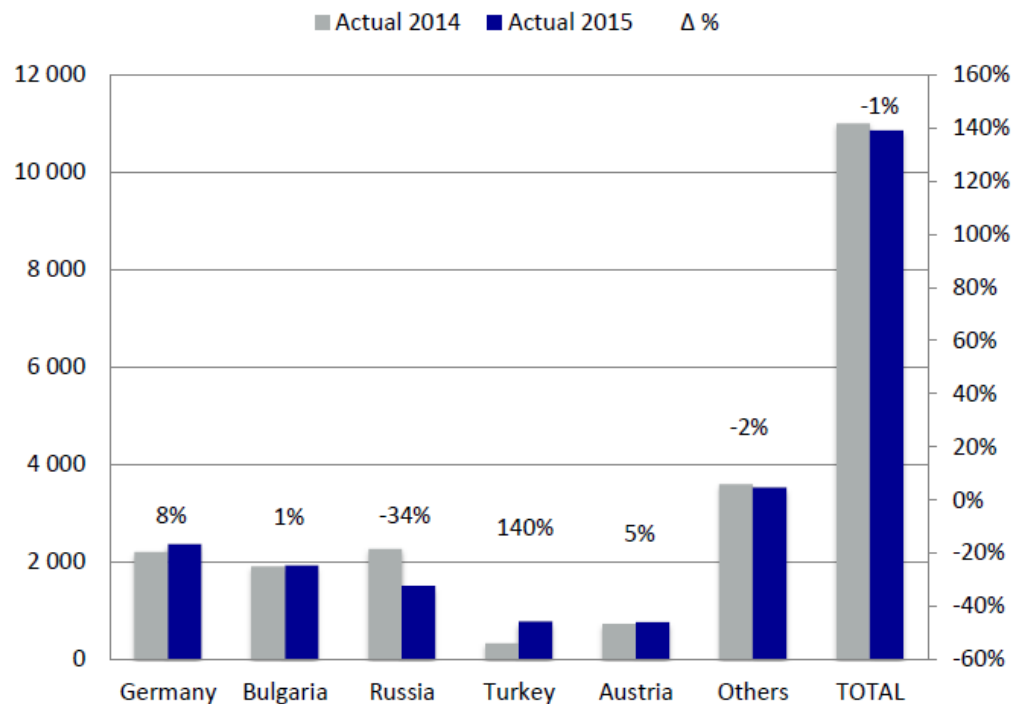


VAR Top 5 Markets by ATMs

**TOP 5 Markets by ATM - VAR
Jan-Dec 2015**

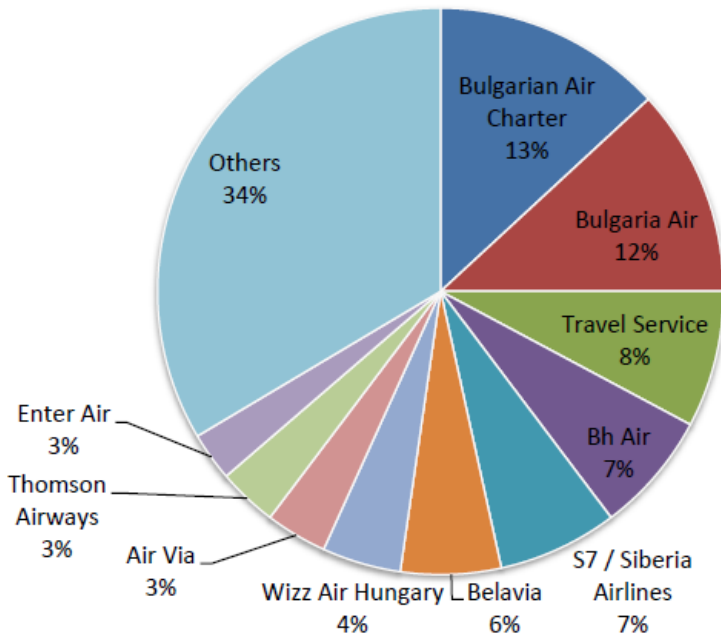


**TOP 5 Markets by ATM - VAR
Jan-Dec 2014/2015**

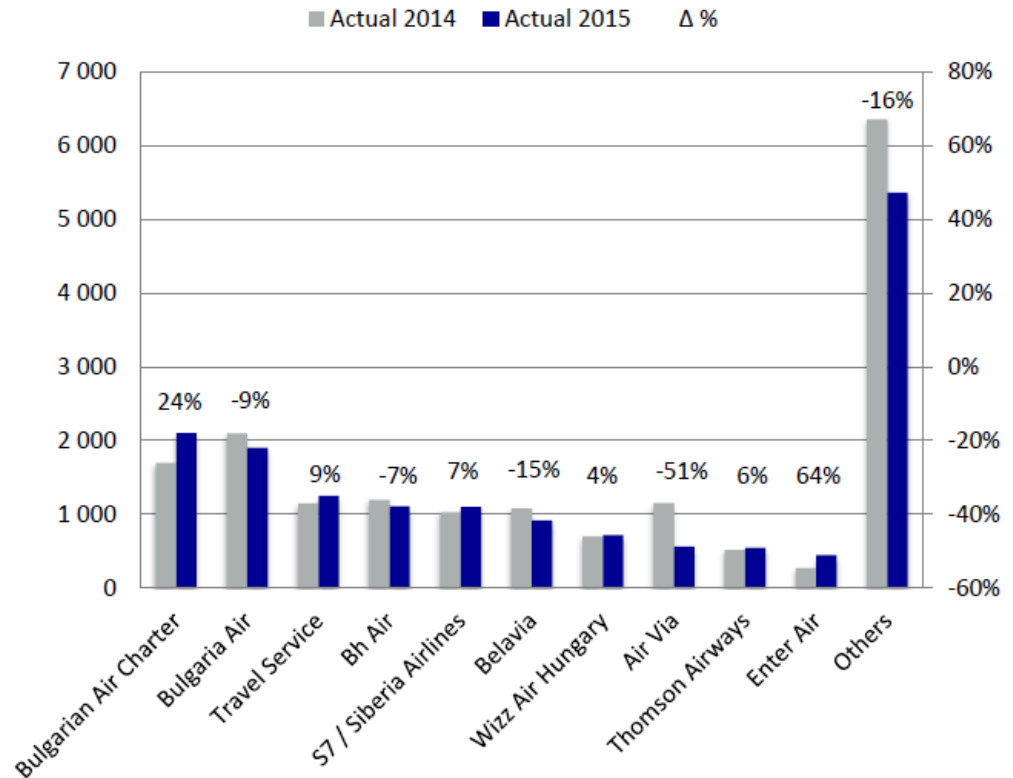


BOJ Top 10 Airlines by ATMs

TOP 10 Airlines by ATM – BOJ
Jan-Dec 2015

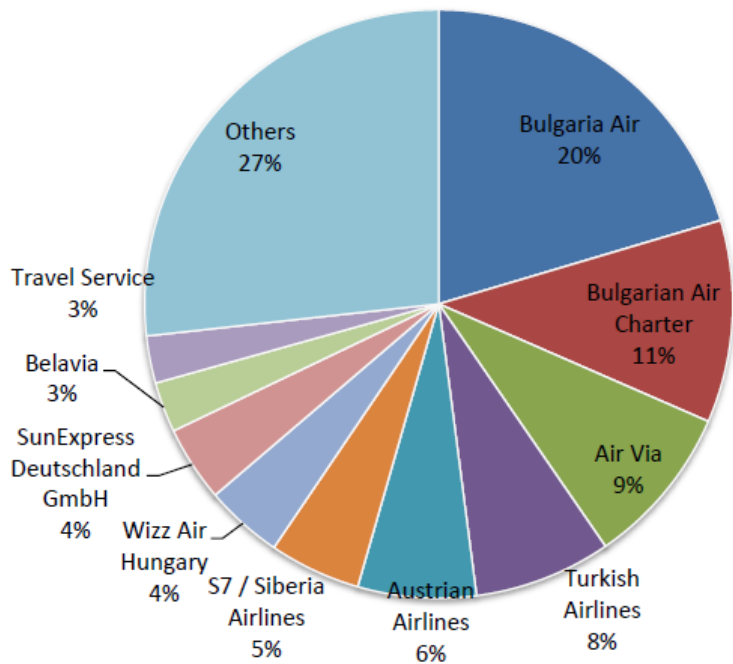


TOP 10 Airlines by ATM – BOJ
Jan-Dec 2014/2015

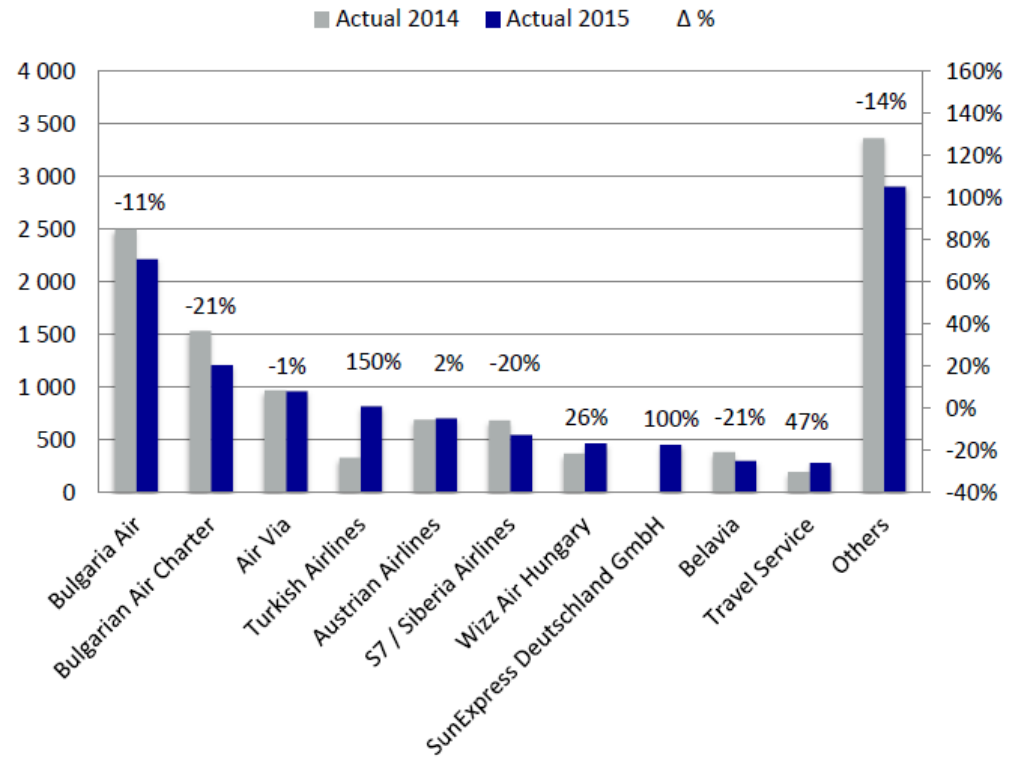


VAR Top 10 Airlines by ATMs

**TOP 10 Airlines by ATM – VAR
Jan-Dec 2015**



**TOP 10 Airlines by ATM – VAR
Jan-Dec 2014/2015**

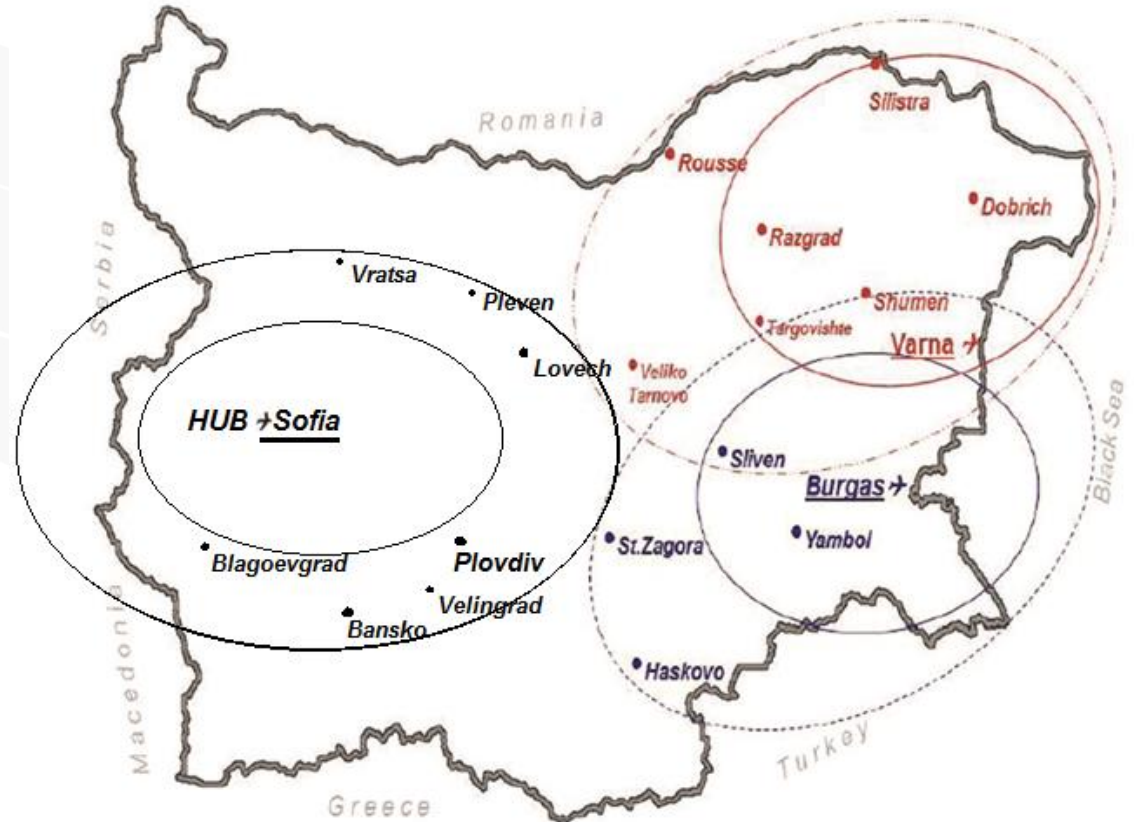


Where are we located?



Aircrafts based on main airports in Bulgaria

- Sofia Airport
Bulgaria Air Hub
- Varna & Burgas Airport
Two Airbus 320 (180Y)
based during Summer
Season
- Sofia, Varna and Burgas
Airports cover fully the
demand for passenger
traffic from and to the
Republic of Bulgaria



Geographical Map of Bulgaria



Destinations covered by Airports and activities they offer

Sofia Airport

- Sofia – capital of Bulgaria, known for its architecture, historical monuments, main business center and night life attractions.



Destinations covered by Airports and activities they offer

Sofia Airport

- Borovets, Bansko, Pamporovo, Vitosha Resorts – mountains offering top class conditions for winter sports and adventures.



Destinations covered by Airports and activities they offer

Sofia Airport

- Velingrad, Devin, Bansko – SPA Resorts with natural mineral basins, ideal for relaxation and healing procedures.



Destinations covered by Airports and activities they offer

Sofia Airport

- Rila, Pirin, Vistosha mountains offer perfect conditions with their preserved nature and pleasant climate ideal for mountain hiking and other tours to historical landmarks.



Destinations covered by Airports and activities they offer

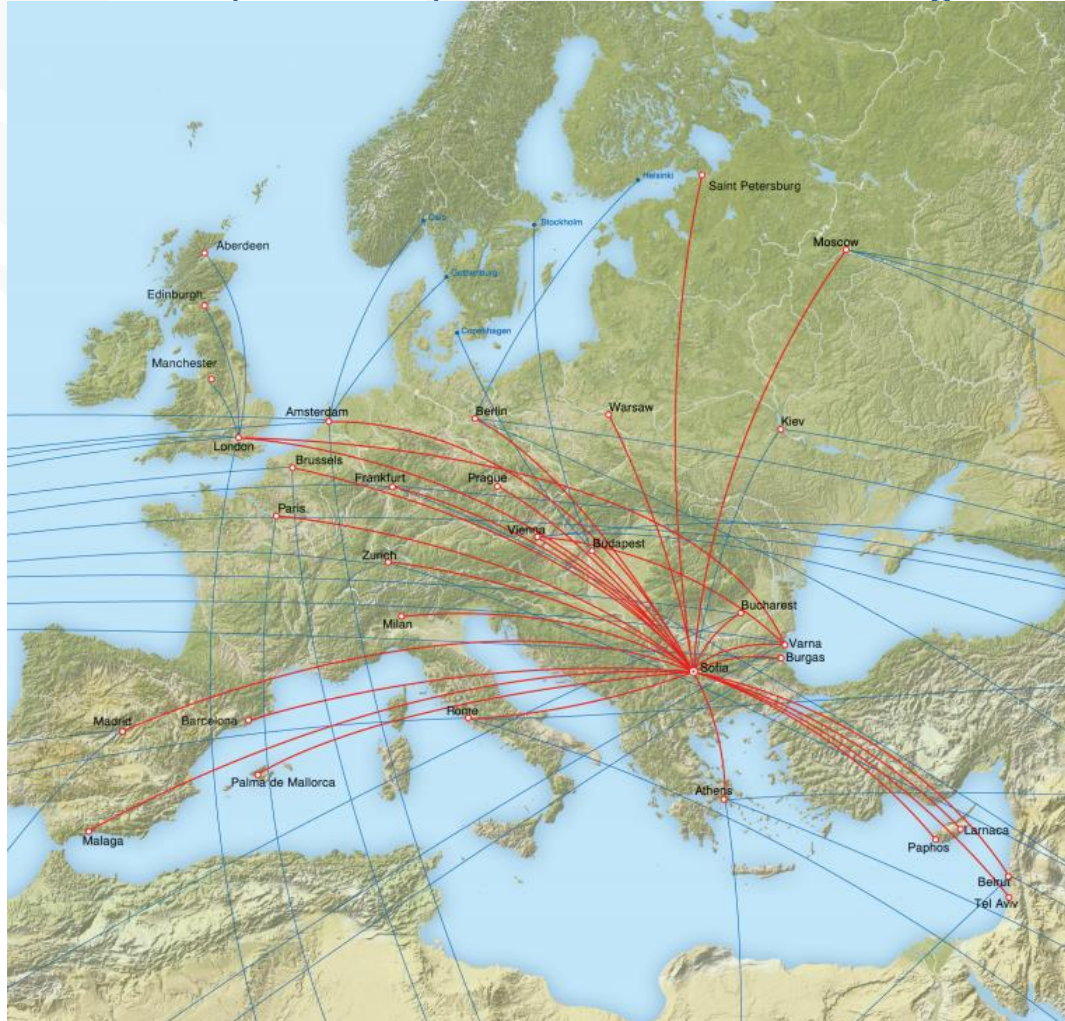
Burgas and Varna Airports

- Burgas is known for its Sea Resorts – Sunny Beach, Nessebar, Sv. Vlas, Primorsko, Sozopol and Lozenets.
- Varna is known for its Sea Resorts – Golden Sands, Sv. Konstantin and Elena and Albena.
- Both destinations offer well preserved nature, sandy beaches, various water activities, night life entertainment, high class hotel accommodation and spa resorts – ideal for relaxation.



Scheduled services

Bulgaria Air is dynamically developing and gradually extending its network and partnerships with the world's leading airlines.



Flexibility

Due to the two way operation (charter and regular flights) Bulgaria Air's fleet consists of variety of aircrafts with capacity of 26 to 180 Seats. Bulgaria Air has an aircraft for each type of client. Starting off with the BAe RJ70 (26 seats), BAe 146-200 (96 seats), Embraer 190 (108 Seats), Airbus 319 (140 Seats) and the largest Airbus 320 (180 Seats). This combination of various aircrafts and the two way operation (charter and regular flights) makes Bulgaria Air very flexible airline company that can always offer to its clients the product they need and want. Even during high season Bulgaria Air can react to the dynamic and rapidly changing environment, with swapping aircrafts from A320 to E90/A319 and vice a versa in accordance to the market trends and clients desires!



CONTACT US

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If you want to have a sustainable, secure, reliable and supportive partner, Bulgaria Air is waiting for you to come on board!

Thank you for your time!



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