


**Own your time.
Own your life.**



Aircraft Purchase & Sale | Aircraft Lease | Aircraft Charter | Aircraft Management & Operation



**Own your time.
Own your life.**

Unless you have mastered time, you will not understand what you can achieve in a lifetime. That's why we at K-Air have developed a unique range of services, which provides you the choice of flying, based on your diverse needs. At K-Air we enable time to be at your expediency and give the aviation edge to your business. Buy, sell, lease, charter or have your aircraft managed; **K-Air offers you the aviation tool to master time.**

About the Company

K-Air is an Aviation Company, headquartered in Cochin, Kerala, India. From our humble beginning of Air Charters in 2005, we have grown in leaps and bounds and become the only Indian Aircraft Sales Company with a global footprint.

Our representative sales offices in USA, France, UAE, Malaysia and Philippines, have over the years, enabled strong relationships with Aircraft Manufacturers, Dealers and Aircraft Owners, letting us branch out globally.

We at K-Air have placed over 60 aircraft through acquisition, management and lease of fixed wing and rotary wing across the world. In the process, we have garnered for ourselves a reputation in the industry for delivering, expert and honest advice. Currently, we are engaged in projects in India, Australia, Japan, Africa, Kuwait, UAE, Philippines, Bangladesh and Nepal.



Our Core Values

We are a value-driven company and our core values include the following:

- Exceed customer expectation through personal excellence and continuous innovation.
- Doing the "right" thing with integrity and honesty.
- Encourage entrepreneurial spirit.
- Building long lasting strong relationships.
- Taking on seemingly impossible challenges and "getting it done".
- Accountability to customers, shareholders, partners and employees for commitments, results, and quality.

Mission Statement

We are a global company with our mission to apply the highest standards of excellence in helping individuals and corporates world over, to enhance their businesses through the tool of aviation.

We pledge;

- Unparalleled levels of ethical and professional service to our clients.
- Healthy working environment with opportunity for career growth to our employees.
- Profitability for our shareholders.

All our goals are directed towards achieving this mission.

Vision Statement

To be the most reputed and successful general aviation company in India, providing solutions and services driven by our passion, integrity and ability to innovate.

Key Management Officials

K-Air is the brainchild of four likeminded individuals, who shared a dream to establish a General Aviation Company. It is promoted and managed by a team of stalwarts from the fields of Aviation, Management and Armed Forces. Collective wisdom of over 30 years of uprightness, experience and professionalism helped achieve our objectives.

Affiliations & Associations

Consortium Partner with Harbour Air

Recognizing poor connectivity to prime tourist spots from India to locations such as Andaman & Nicobar Islands and Lakshadweep, and the ability of the Seaplane to overcome it, we at K-Air had joined hands with Harbour Air (Canada) through a consortium "HAKAC" in the year 2008.



Headquartered in Canada, Harbour Air operates the largest all sea plane fleet in the world. This alliance with Harbour Air, gives us a strong competitive edge in the yet unexplored area of seaplane operations in India.

Industrial Partnership with Kaman Aerospace

Kaman Aerospace Corp. produces composite and metallic rotary wing aircraft structures and components for commercial and military aircraft; markets and supports the SH-2G Super Seasprite maritime helicopter and the K-MAX medium to heavy-lift helicopter. We have entered into a strategic association with Kaman Aerospace Corp. to promote the commercial sales of their products.



Helicopter Association International

Headquartered in Alexandria, Virginia, the Helicopter Association International (HAI) is a non-profit, professional trade association of 2,500-plus member organizations in more than 68 nations.



Since 1948, the HAI provides its membership with services that directly benefit their operations and advances the civil helicopter industry. We have been an active member of HAI since 2008 lending support and solidarity to the organization.

National Business Aviation Association

Founded in 1947, based in Washington, DC, NBAA is a non-profit organization representing 8000 companies that rely on general aviation aircraft.



The Association provides more than 100 products and services to the business aviation community, including the NBAA Annual Meeting & Convention, the world's largest civil aviation trade show.

NBAA aims to create an environment that fosters business aviation around the world. We have been actively involved in the various activities providing valuable support.

Rotary Wing Society of India

RWSI is a non-profit professional Society registered in National Capital Territory of New Delhi for the growth of civil & military helicopter industry.



RWSI is dedicated to the promotion of the helicopter as a safe and effective mode of commerce and development of civil helicopter industry. We are proud to be associated with RWSI and likewise providing our customers with expert support.

Women In Aviation, International

Women In Aviation, International is a nonprofit organization formally established in 1994, dedicated to the encouragement and advancement of women in all aviation career fields and interests.



Aircraft Purchase



For Purchase of New or Pre-owned Aircraft

Whether you are a corporate or an individual; owning an aircraft has the following intangible benefits that lead to increase in productivity.

- **Asset value depreciation by 25%** in 5 years as against 50% wrt automobiles.
- **Enhanced time saving** by cutting down “on-the-road time” by 40-70% through avoiding airline check-in procedures and entry 20 minutes before departure.
- Personal selection of co-passengers adding to **security and comfort**.
- **Cost reduction** towards hotels, meals, airport parking, rental cars, etc. due to shorter itineraries.
- **Increased productivity** with lack of interruptions allowing the client to work and conduct meeting onboard the aircraft.
- **Faster and more convenient** mode of travel for one-day trips.
- Adds **value and prestige** to the company.
- **Transport** of special and sensitive goods.
- Enables **emergency evacuation and provision** of aircraft for social causes enhancing the Company’s CSR.

Why choose K-Air?

- Dedicated aircraft sales division **providing turn-key solutions** and not mere brokerage.
- **Exclusive jet, turbo-prop and helicopter sales divisions** comprising of specialists who have flown, maintained or sold the particular category of aircraft.
- **Placed over 60 aircraft** the world over.
- Accountable for **sale of over 10% of Bell 407s** in India and still counting.
- Provides new delivery business jets and helicopters at **competitive prices and time frames**.
- Through our representative offices around the world, we **recommend aircraft after visual check** and not leaving it to the internet knowledge.
- **Strong pre-sale and prior induction support**.
- Offer **access to US registration** for customizing, parking and ferry.
- Team of **certified aircraft appraisers**.

Services Offered

In order to source the most appropriate aircraft for our clients, we will:

Assess Client’s Requirement

- Your travel destinations and pattern, which influence your requirements for aircraft range, speed and size.
- Your requirements of aircraft seating capacity and configuration.
- Aircraft performance and cost effectiveness vis-à-vis your utilization pattern.
- Your budget vs. operating cost of suited aircraft.

Aircraft Search & Selection

- **For brand-new aircraft**—Draw suited aircraft compliant to specific country CAA rules with best product specifications and informs performance facts in actual operating environment as against brochure claims.
- **For pre-owned aircraft** – As against selection via Internet, we only offer aircraft checked physically for condition and history by our team.

Negotiation

- Negotiates the best purchase price.
- Extend our strengths in negotiation to equipment vendors and customization centers for the purchase of equipment and customization of the aircraft.

Oversight of Legal Documentation

Our internal legal counsel provides comprehensive legal

oversight service to manage all aspects of contractual and legal documentation. The team also advises on the complexities involved in dealing with varying international legislation and aviation regulations specific to the country.

Pre-induction and post-sales support

We undertake pre-purchase and factory acceptance inspections. We are experienced with prior induction tasks such as customizing, country specific export formalities, dismantling, crating and ferry to final destination. To enable it, we provide our US registration. The post-sales support services include tracking commitment letter issues, managing transfer of warranties and coordinating training of pilots.

Aircraft Management

We can manage your aircraft, leaving you to focus on your core business. The management entails all the operational duties associated with aircraft such as crewing, insurance, operational day-to-day flight planning, catering, fuelling and handling, parking and hangarage, reviewing/paying invoices, retaining and training crew, maintenance oversight, etc.

Project Value

We provide our services for a flat fee or a percentage of the final project value, as agreed upon in advance. There are no hidden costs and no unexpected expenses when you buy your aircraft through K-Air.

Aircraft Sales



For Sale of Aircraft

We at K-Air can help maximize your return on the investment with professional and confidential guidance. Our experience, coupled with constant monitoring of the fluctuating trends and transactions that affect the value of all business aircraft, helps us in evaluating your asset while determining the best option for you amongst selling, leasing or trading your jet.

Why choose K-Air?

Re-marketing aircraft is an integral part of our business which aims to provide all necessary tools and assistance to place your aircraft with the most appropriate client within the shortest time possible to qualified, highly interested buyers.

Speedy Sales: Through our representative offices around the world, your aircraft will be broadcast to a large pool of potential sellers, manufacturers and other aircraft resellers through various tools of online marketing and print media.

- **Placed over 60 aircraft** the world over.
- Knowledge of country specific sales formalities.
- Team of **certified aircraft appraisers**.

Services Offered

✓ Pricing policy strategies for the aircraft for sale:

Regarding the sale of an aircraft we do not rely only on market sentiments alone. We inspect the aircraft, which include check of the additional avionic equipment in the aircraft, component life remaining, any accident incidents, current market pricing and then we arrive at final price.

✓ Developing an extensive world-wide **target customer base**.

✓ **Advertising** through:

- **Mass Marketing:** We create compelling advertisements placed in publications read by target audiences.
- **Direct Marketing:** We develop detailed aircraft reports and deliver them directly to a worldwide network of potential buyers in the United States and abroad (more than half of our sales involve overseas buyers).

✓ **Prospect Screening:** As your exclusive agent it would be our duty to analyze all offers, filtering out non-serious ones eliminating unnecessary and costly demonstration flights.

✓ **Deal Brokering:** We manage the entire transaction including but not limited to:

- Negotiating the commercial offers for the best possible purchase price.
- Deal structuring (cash sales, operating leases and finance leases with vendor financing, etc.)
- Documentation process: Preparation, drafting and delivery of final transaction documents.

✓ **Project Value:** We provide all of these services for a flat fee or a percentage of the final project value, as agreed upon in advance. There are no hidden costs and no unexpected expenses when you sell your aircraft through K-Air.

Aircraft Lease



For Lease of Aircraft

Our worldwide leasing contracts bear testimony to our global reach and leasing capabilities. We specialize in offshore helicopter leasing. Twin engine helicopters (S76C++, AW139, 412EP and AS365N3) have been successfully placed on dry/wet lease to the Energy and Power industry in South America, Europe and South East Asia.

Why choose K-Air?

- A team with a leasing experience of over 15 years.
- Leased over 12 aircraft in varied parts of the world.
- Provide business jets and helicopters at competitive lease rentals.
- Throughout representative offices around the world, we have a large inventory of aircraft for lease.
- Knowledge of country specific lease formalities.



Aircraft leasing vs. Chartering

The lease option is ideally suited for individuals or corporations who find themselves in any of the following situations:

- Who do not wish to invest large funds into aircraft operations.
- Awaiting delivery of a new aircraft.
- Aircraft undergoing scheduled or unscheduled maintenance.
- Requiring additional lift while evaluating purchase of another aircraft.
- Budgetary controls for immediate aircraft acquisition.
- Meet short term immediate contracts not warranting an aircraft acquisition.

Our inventory of aircraft for lease includes:

- Jets
- Turbo-props
- Helicopters

Aircraft Charter



For Charter of Aircraft

If you do not want to deal with the inconveniences of acquiring an aircraft such as upfront high acquisition fees, monthly management and maintenance fees; then chartering an aircraft is the thing for you.

With over 120 air charter operators having over 350 aircraft in India alone, it becomes difficult for you find the right aircraft in the right place at the right time and at the right price. This can only be done by an organization that has a **network vast enough to guarantee availability 365 days a year with a 6 hour response time or less.**

At K-Air, we offer you aircraft for the below mentioned flying needs:

- Passenger charters (movement of VIPs/CIPs/Dignitaries/ Corporate)
- Film shoot and aerial photography
- Cargo charters
- Air ambulance
- Corporate promotions
- Election campaigning
- Special events such as flower dropping and fly-pasts
- Aerial surveys

Why choose K-Air?

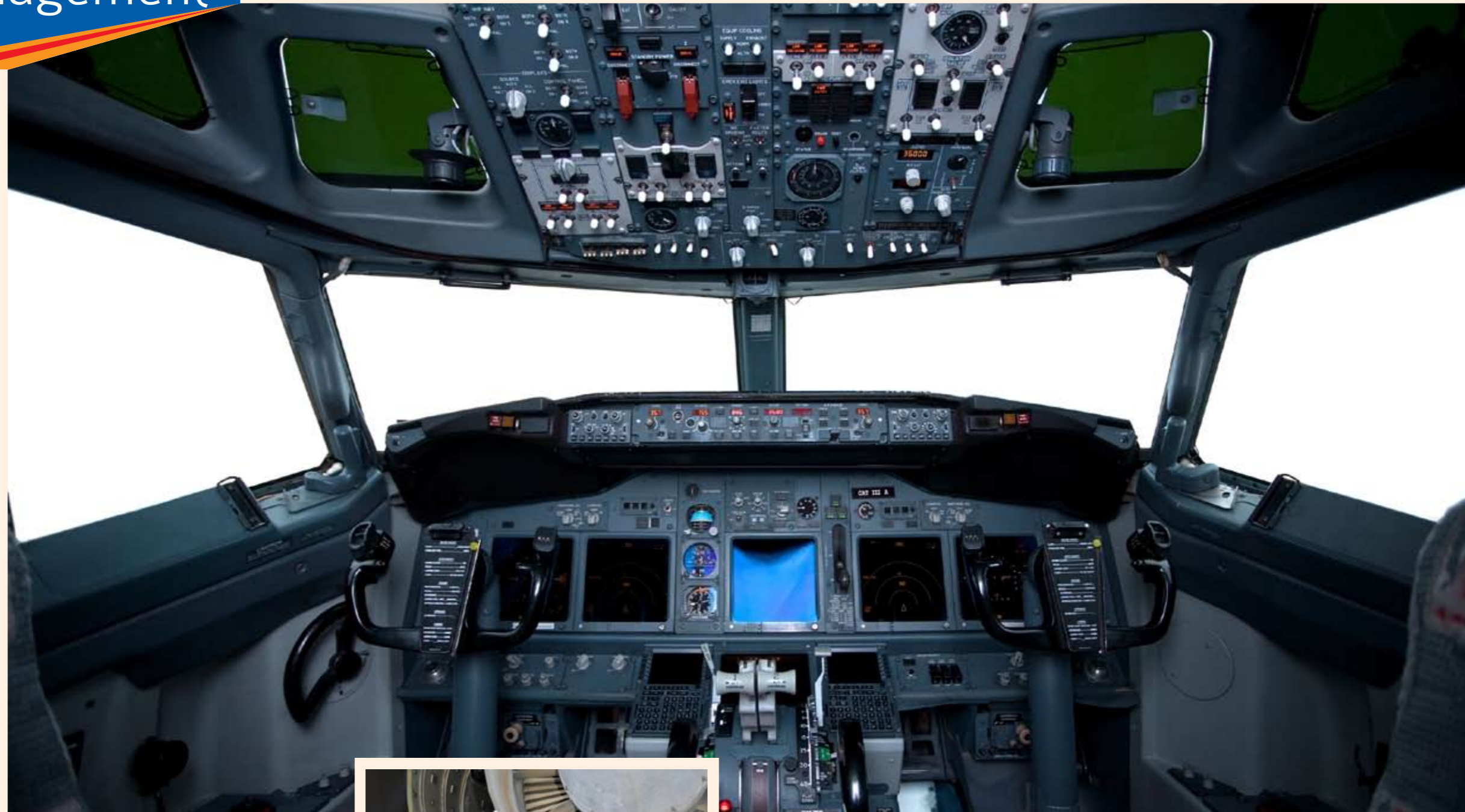
Through our air charter management programme you get the following benefits:

- **Access to multiple aircraft:** Single aircraft operators operate only a few specific aircraft which may not always meet your requirement. Our consultants have current market knowledge on various types of all aircraft available in that particular location.
- **Unbiased service** providing only the aircraft most suited to client's requirement.
- With us you gain **easy of coordination of complex multiple sectors** with numerous operators.
- **Accurate and reliable travel times** are calculated by our trained charter consultants based on

the cruise speed of that particular aircraft. Therefore more accurate quotes on time can be negotiated by us with the operator.

- **More competitive rates:** Because we avail services of operators on a frequent basis, we are able to get more competitive rates from them. Moreover several of the aircraft have been sourced by us for purchase; enabling best rates from the operators.
- **Single point of contact** as against calling different operators each time.
- **Free of cost consultations and quotes.**
- **Focus on core responsibility** by outsourcing this service to the experts in the industry.

Aircraft Management



For Management of Aircraft

We manage your aircraft taking on all the tasks associated with efficient flying operations, ensuring that the aircraft is available at your call and letting you to tend to your core business.

- We ensure that the entry of your aircraft into operation is smooth and the operational benefits far out-weigh any burden of ownership.
- Each operation is unique, thus our process is time tested and adapted to the requirements of our clients.



Each client account comprises of the following Advisory / Full-time K-Air team members:

Account Manager

- Single point of contact for the client.
- Analyze, review and ensures compliance for all activities from documentation processing, aircraft customization, acceptance, delivery of aircraft, obtaining necessary clearances for import of aircraft, licenses, crew support services, start of flight operations.

Aviation Advisor

- Senior member of the team.
- Advises on the various Technical, Financial, Operational aspects of flight operations and entire project.

Operations Manager

- Dedicated Manager for flight operations.
- Ensures smooth functioning of flight operations.
- Liaise with local airport / MRO / Aviation Authorities.
- Ensures maximum availability of aircraft.
- Ensures avoidance of A.O.G situation.

Aircraft Management



At K-Air, we offer you the following services:

Pre-purchase

- Ownership structure and license.

We help you decide if you should own on a private or a non-scheduled license or on our company license based on tax implications, VAT, residual value, owner's nationality, the number of owners and whether to charter or not. All of these factors can have a bearing on both the ownership structure and choice of aircraft registration.

- Provide NSOP license for operations.
- Charter operations viability in India.
- Advise towards enhancing commercial viability of project.
- Assistance in setting up of flight operations, operations office, storage facility.
- Marketing of aircraft for charters, increasing commercial utilization.

Post-purchase

- Liaison with aircraft manufacturer towards aircraft acceptance/delivery, annual inspection.
- Provide technical oversight of aircraft pre-acceptance inspection.
- Supervision, coordination and provisioning of logistics support for ferry flight.
- Supervision, coordination towards customs clearance, air test.

Operations

- Monitoring FDTL, validity of licenses, IR, medical checks, refresher courses, updating of operations documents.
- Manage and coordinate complete charter requirements, flight planning, flight dispatching and post flight procedures.
- Coordinate with local airport authorities towards obtaining necessary flight and ground clearances.
- Coordinate in obtaining flying permits, clearances at airports for landing, take-off and parking at out-of-base stations.
- Coordinate payments to base airport, out-of-base airports and verify all trip related costs.
- Supervision and effective conduct of ground handling.
- Arrange and coordinate in-flight catering and other trip requirements.

Air Crew Support

- Provide the entire flight crew solutions including pilots, engineers and flight attendants.
- Take care of the initial selection process, clearances from DGCA in case of foreign pilots, training, establishing work contracts and managing the finances.
- Supervise their ongoing training, monthly finances.
- Take utmost care in the hiring process of the pilots, engineers and technicians.
- Adhere to the basic minimum requirements with respect to the qualifications set by DGCA, while taking into consideration the client's requirements regarding their crew.
- Plan and manage the operations/aircraft routines to ensure aircraft is available whenever management desires.

Logistics Support

- Spares Support

We know the best supplier and payment options to ensure that spares are available at all times and to ensure your aircraft is up in the air.

- Catering

Each owner has specific needs, which is why we will consult and find out what our clients like to eat and drink, and even read. As standard the aircraft are loaded with cold and hot drinks and snacks. We arrange and charge specific catering as required, at cost.

- Cleaning

We employ specialist aircraft cleaners at the home base and as necessary away from base to ensure that the client's aircraft is always smart and presentable.

Maintenance

- Advise towards selection of MRO (Maintenance Repair Overhaul) organization.
- Liaise with MRO, Local Airport Authorities, Ground Handling Agency towards commencement, functioning of flight operations.
- We do not maintain aircraft. However we work closely with service centers, to offer seamless solutions to the owner.
- All costs and charges incurred for maintenance are passed through at cost or paid directly by the owner. Our aircraft type specific maintenance coordinators will support all of your technical needs in connection with a client aircraft.

Why choose K-Air?

- Experienced professionals who monitor the client aircraft, and all administrative details.
- 24/7 international flight planning and scheduling.
- Substantially reduce spares costs.
- Provides full aircraft hull, liability and passenger accident insurance coverage at the most competitive premiums.
- Provides efficient and detailed cost administration.
- Handling of DGCA and other applicable authorities' CAMO or other airworthiness requirements.

Aircraft and Passenger Insurance

We are in a unique position to negotiate much lower premiums for the most comprehensive insurance policies with the broadest coverage available for clients.

Savings on Operational Costs/Administration

Savings that we generate based on its buying power – fuel, insurance premiums and other operating expenses – are passed onto the customer 1:1. Further, we review, scrutinize, process and pays all third party invoices, which are then re-invoiced to clients once a month at cost, with no mark-ups.

Fees

For flight planning and operations: A flat flight planning and management fee per commenced month in addition to an estimate of monthly expenses.

Our Esteemed Patrons

“When once you have tasted flight, you will forever walk the earth with your eyes turned skyward, for there you have been, and there you will always long to return.”



Experience speaks for itself. Here's what a few of our esteemed patrons had to say about our offerings and services.

"Our experience with K-Air was outstanding. This was a very complex transaction with the acquisition of a brand new delivery of a Helicopter (Bell 407). The deal had many twists and turn. K-Air was very instrumental in keeping the deal alive. It was their dedication and patient approach that helped us get it to the finish line. We work with lots of Service providers. K-Air is right on top with their attention to detail and their ability to keep pushing for solutions to negotiating issues. I will always use their services in the future."

- Mr. Pritam Narang, VP Aviation, Escorts Ltd.



"The professionalism and high standard of service displayed by K-Air towards sale of our aircraft is highly appreciated."

- Capt. Raju Stephen, Vice President – Aviation, TVS Motor Company Ltd.



"The aircraft market knowledge and pre/post sales procedures displayed by K-Air are noteworthy. They handled the complete project so competently, that I could peacefully focus on my core business."

- Mr. Dhiraj Saluja, Director, SEL Group, Ludhiana

"One of the most committed General Aviation Companies that we have worked with. Their global market knowledge and unbiased expertise are unsurpassed. We were very particular about the aircraft, we wanted to acquire and were looking for months to find the exact "value for money" aircraft. In came K-Air, their pro-active approach and resourcefulness in always giving us solutions is much valued. We look forward to continued interaction with them."

- Mr. Charchit Mishra, Director, Orissa Stevedores Limited



"We appreciate the sincerity and dedication shown by K-Air in providing us the most value for money deal in the acquisition of our aircraft."

- Y. Prabhakar Reddy, CEO – Rajiv Gandhi Aviation Ltd.

"I am writing in response to the recent transaction completed with K-Air. I have had the privilege of working with them on several different occasions regarding a wide variety of special projects in and around Multiple Markets. K-Air always display an excellent level of professionalism. They are well versed in the processes of global aircraft acquisition along with the procedures and norms of DGCA. Their high level contacts have ensured speedy results. I have enjoyed working with them in the past and look forward to working with them again in the future."

- Mr. Jayakumar, MD, Swajas Air Charters, Chennai



...and many more!



2nd, Sarathy Enclave
1st Cross, Cheruparambath Road
Kochi, Kerala – 682 020, INDIA
(P) +91-484 4035020/3932243
(F) +91-484 2315197
(E) office@k-aircharters.com

