

Overview by MAI: Russia – Myanmar Flights

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Quick summary of MAI & its sister carrier, Air KBZ



- Founded: 1993
- Fleet Type: Jet - Airbus A320 Family
- No. of Destinations: 25 Destinations
- Total Employees: 740
- Full-fledged IATA Member (including on ICH)
- IOSA certified with excellent safety record for 25+ years
- ~30 codeshare & interline partners worldwide



- Founded: 2011
- Fleet Type: Turboprop - ATR72 Family
- No. of Destinations: 17 Destinations
- Total Employees: 660
- Largest ATR Operator in Myanmar
- Focused on domestic connectivity and frequency



Presented to:



European Aviation Safety Agency (EASA)

TCO Specifications (Fleet)

subject to the approved conditions in the Air Operator Certificate (AOC)
and associated Operations Specifications

AOC Operator name: MYANMAR AIRWAYS INTERNATIONAL COMPANY LIMITED

Well-trained staff certified by renowned bodies in their respective areas – we also provide training to other industry stakeholders

Operational Control & Dispatch Personnel

- Aviation Internal Auditor (ACS)
- Flight Dispatcher (Myanmar DCA)
- Safety Management System (Myanmar DCA)
- Flight Dispatcher (CATC, Thailand)
- Fly Smart with Airbus for iPad Administrator (Airbus)
- Airport Slots and Scheduling (IATA)
- Train the Trainer (Myanmar DCA)
- Performance Engineer Course (Airbus)



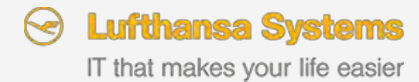
Cargo Department Personnel

- 8M Conducts Cargo Introductory Course and DG Courses to Myanmar Aviation Industry & Myanmar Freight Forwarders (MIFFA)
- 8M Cargo team is holding the following certificates.
- IATA Diploma in Air Cargo
- IATA Diploma in Dangerous Goods Regulations
- IATA Air Cargo Marketing
- IATA Shipping Perishable Cargo
- IATA Live Animal Regulations



Flight Operation Support

- Flight Dispatch Support
 - SITA Flight Planning System
- Navigation Chart Support
 - Lufthansa Systems (LIDO)
- Navigation Data Support
 - Honeywell with EAG Data
- Flight Data Analysis Program
 - NAVBLUE (An Airbus Company)



We also focus extensively on ground handling & cargo – we provide comprehensive end-to-end support to clients

Key Activities



Technical Support - Flight Operations & Load Control

- Monitoring and tracking of the arrival and departure movements of airplanes
- Facilitation of pre-flight processing (flight plans, NOTAM & WX package, etc.) for the dispatch of flights
- Weight and balance operations
- Coordination of pick-up / drop-off services for crew
- Others: Documentation, dangerous goods and special load monitoring



Terminal Services - Passenger Handling

- Check-in facilities
- Special care services (unaccompanied minors, wheelchair passengers, etc.)
- Premier check-in counters and lounges
- Others: Boarding control, mishandled baggage, corporate airline passengers exclusive check-in, concierge & limousine services, security



Apron Services - Ramp & Baggage Handling

- Ground support equipment (GSE) and manpower for the loading / unloading of baggage, cargo & mail
- Technical ramp support that includes towing and marshalling of aircraft to the parking stand and aircraft pushback - covers ramp to flight deck communication, water and lavatory servicing
- Sort, load, dispatch services for arrival / departure baggage according to authority / airline requirements
- Aircraft cleaning services
- Others: Ramp bus service, air conditioning, security

Four Commercial pillars of focus during the pandemic, with emphasis on network presence, internal efficiency & collaborations

1

Network & Routes

- Launch exciting destinations from Q3 2022 to Q1 2023.
- Embark on new codeshares & interlines, e.g., AI, BI, & QH, while expanding the network with existing partners.
- Work with relevant stakeholders to make Yangon as transit hub (both domestic & international).

2

People & Culture

- Continue to operate as a single team across the board, bringing domestic & international operations closer.

3

Technology

- Simplified/unified technology platform with a single core partner for critical airline systems.
- PAX, DCS, W&B, IBE & Loyalty suites implemented, with CREW & CGO to go.
- Considering further automation of processes or upgradation of the existing system.

4

Customer Focus Centric

- Expand ancillary offerings & value-adds beyond traditional add-ons with collaboration with progressive partners in the region.
- To improve customer touchpoints by ensuring enhanced service delivery, be it sales or marketing channels.

An overview of COVID-19 operations – we pushed boundaries to operate flights across continents, including to Oceania & Europe



As our fleet grew, we found new avenues creatively to ensure optimal operations, providing much needed connectivity

Fleet growth with new aircraft induction...

- XY-ALN | A319 | 20 Jun 2020
- XY-ALO | E190 | 26 Oct 2020
- XY-ALP | E190 | 23 Dec 2020
- XY-ALL | A320 | 29 Jan 2021
- XY-ALR | A320 | 07 Apr 2021
- XY-ALU | E190 | 16 Oct 2021
- XY-ALT (sharklets) | A320 | 01 Nov 2021



Launched new routes driven by necessity...

- Initially operated on semi-schedule basis, with no inbound traffic



YANGON ⇄ KUALA LUMPUR
Commercial Flights | Daily
Relief Flight: Thu
from USD 66 + Taxes

Sector	Flight No.	Departure	Arrival	Mon	Tue	Wed	Thu	Fri	Sat	Sun
Yangon - Kuala Lumpur	BM 501	09:00	14:00	○	○	○	○	○	○	○
Kuala Lumpur - Yangon	BM 502	15:00	18:15	○	○	○	○	○	○	○

Relief Flight: Thu
Commercial Flight

YANGON ⇄ DELHI
Every Mon & Fri
from USD 237 + Taxes

YANGON ⇄ DUBAI
Every Sun

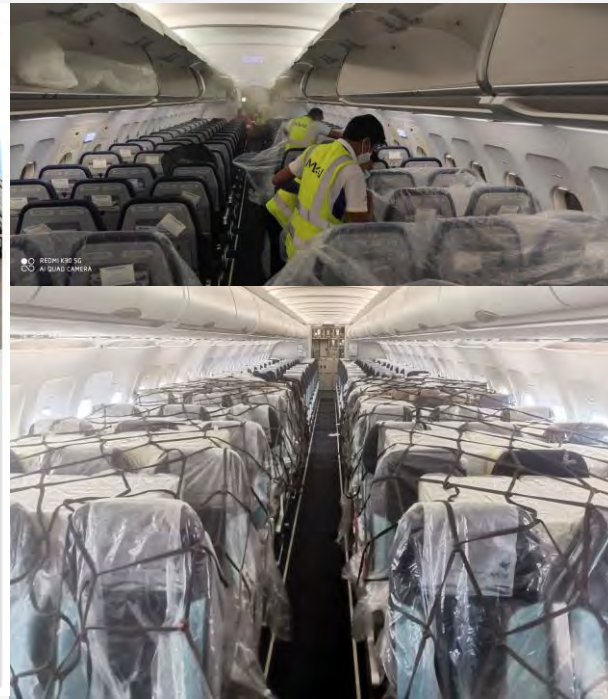
MANDALAY ⇄ BANGKOK
Daily
from USD 96 + Taxes

Cargo flights were a cornerstone for MAI with a focus on P2C operations & we also focused on technology for a simplified backend



First in Myanmar to successfully pivot into P2C operations...

- >2,100 operated cargo flights to date
- Built sustainable partnerships with the air cargo community



PSS cutover for both carriers without offsite support...

- COVID-19 travel restrictions, workhours limitation due to curfews & connectivity issues
- Pressure of time due to previous vendor's exit from PSS business
 - Limitation with 3rd-parties due to manpower constraints



We continue to place safety & security as a critical pillar of our operations and are proud to be recognized by stakeholders



First Myanmar carrier to obtain Transport Security Program (TSP) from the Australian Department of Home Affairs

Successfully renewed IATA Operational Safety Audit (IOSA) registration, thus being the sole Myanmar IOSA accredited carrier operating both international & domestic network

Recognized by the Korean Ministry of Foreign Affairs' Overseas Protection Division for MAI's continuous efforts connecting both countries during the pandemic, operating >250 flights

Awarded "2021 Airline of the Year" at the 6th Incheon Airport Awards by Incheon International Airport Corp., one of Skytrax's top 10 airport in the world



We have taken advantage of the border opening to reinstate our scheduled flights swiftly & we will continue to launch new destinations

Route	Pre-Pandemic	Current/ To be Launched	Planned
Yangon - Bangkok	14	28	28
Yangon - Singapore	7	7	14
Yangon - Seoul	4	3-4	3
Yangon - Kolkata	2	3	4
Yangon - Guangzhou	4	3	3
Yangon - Kuala Lumpur		11	11
Mandalay - Bangkok		7	14
Yangon - Delhi		3	3
Yangon - Dubai		3	4
Yangon - Hanoi		3	4
Yangon - Ho Chi Minh		2	3
Yangon - Phuket		2	3
Yangon - Phnom Penh		3	3
Yangon - Taipei		1	3



We continue to make inroads into new markets for MAI & Myanmar based-carrier, as we have launched 6 routes since Sep 2022



MAI to aims to operate schedule flights to Russia connecting via viable intermediate points or directly with widebody aircraft



- The commercial flights operations will either be direct operations or via intermediate points, MAI's fleet readiness.
- However, with a strategic partnership in place, MAI will launch direct flights to Moscow with A330 widebody aircraft.
- For intermediate points, MAI will refer & follow the allowable intermediate points, per the air services agreement (ASA).
- We aim to start schedule operations between Q3 - Q4 2023.

Myanmar remains one of the most mysterious and undiscovered destinations in the world - a land of breathtaking beauty and charm

Nyaung U



Mandalay



Sittwe



Myeik



Thandwe



Heho

- Myanmar sits at the crossroads of Asia's great civilizations of India and China and looks out onto the vast Indian Ocean next to Thailand.
- One of Southeast Asia's largest and most diverse countries, Myanmar stretches from the sparkling islands of the Andaman Sea in the south right up into the Eastern Himalayan mountain range.
- Besides that, Myanmar has a steady warm climate that is tourist friendly most parts of the year, with temperatures ranging between 24 to 32 degrees.
- What can the casual visitor therefore expect upon arrival, and why should one embark on such a journey in the first place?

Myanmar is home to spectacular monuments and ancient cities, which attest to a vibrant culture consists of 135 different ethnic groups



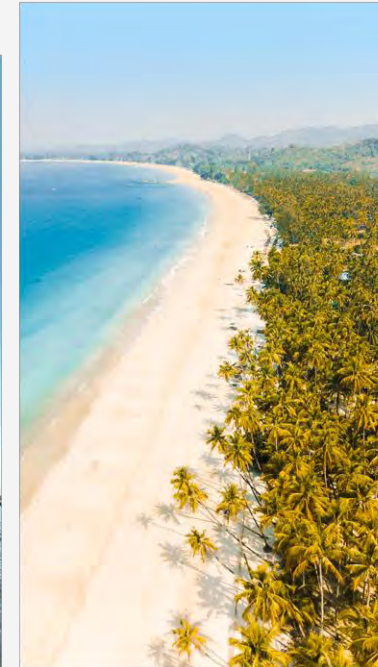
Nyaung U

Mandalay



Myeik

Heho



Thandwe

- Myanmar offers all the traditional delights of Asia in one fascinating country. Virgin jungles, snow-capped mountains and pristine beaches, combined with a rich and glorious heritage spanning more than two thousand years.
- The country's tourism infrastructure boasts five-star properties, intimate boutique hotels and family guest houses in all the major centers, as well as stunning mountain and beach resorts.
- Myanmar boasts one of the lowest tourist crime records in the world, so visitors can rest assured their holiday will be carefree.

But above all, Myanmar offers the warmest welcome in Asia

Handicraft Puppets



Patheingyi Umbrella



Floating Market

Face-Tattooed Tribal Women



Claypots of Mandalay

- Wherever you go in Myanmar, whether it be cruising down the mighty Ayeyarwady River in style, drifting over the ancient city of Bagan by hot air balloon, or searching for that elusive tiger on the back of an elephant, there is always a feeling of adventure.
- With MAI's extensive domestic networks, exciting destinations off the beaten track are gradually being opened to tourism, from mountain trekking and rafting in the far north to world class diving in the Mergui Archipelago.

Myanma Thanaka



Five key areas of focus to promote Myanmar as a preferred destination in the region

1

MAI Flight Network & Promotion

MAI offers direct flight connectivity to/from Myanmar, focusing on reducing the travel time and promoting Myanmar-based carrier in specific routes.

2

Airline Partnerships: Value-Adds

MAI & its partners provide additional benefits across the travel & tourism value chain to entices travelers to make informed decisions while reducing their overall travel costs, where possible.

3

Support from Ministry of Hotel & Tourism (MOHT)

Seeking assistance for promotion at industrial events at source markets with emphasize on MAI's flight offering & relaxing overall inbound travel requirement (if possible).

4

Joint-Efforts with Tourism Bodies

Invites tourism bodies to join hands with MAI to promote Myanmar to key stakeholders, including participation in familiarization trips (focused on B2B) & marketing efforts (focused on B2C).

5

International Promotion

MAI works with a host of world-renowned travel & tourism entities, e.g., travel publication or credit card issuers, leveraging on their exposure & base.

A comprehensive Sky Government Travel Program (GTP) designed to meet the travel needs of Russian Government officials & their extended family



MAI does its utmost to ensure timely, convenient and pleasant journeys for officials and delegates. It's not just about delivering the best we have, it's a matter of serving you with pride.



Punctual
departures &
arrivals



Tailor-made packages for
Russian Government
travellers



Extensive regional &
domestic network



Hassle-free &
reliable booking method



Cost-efficient &
flexible

Thank You!

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