



CURRENT CHALLENGES/ DEVELOPMENTS IN THE CARIBBEAN REGION- Perspective for the operators

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CONTENT

- Luxaviation Group
- Caribbean - An Aviation Region
- Difficulties
- Safety
- Opportunities
- Development Ideas



ABOUT LUXAVIATION GROUP



- A Luxembourg headquartered business aviation group with a world-wide network
- The second largest corporate aircraft operator in the world
- Over 50 years of experience in business aviation
- Presence in 23+ countries
- Committed to expanding worldwide
- Managing 270+ Jets and Helicopters

WHAT WE OFFER



- A luxury experience
- Highest operational standards
- Economies of scale
- Respectful, strong relationships
- 24/7 Service and support for our clients
- 15 AOCs, 15 MROs, 25 FBOs and 1 ATO

OUR SERVICES



CHARTER



AIRCRAFT MANAGEMENT



FBO



MAINTENANCE



SALES & TRANSACTIONS



TRAINING

LUXAVIATION WORLDWIDE LOCATIONS



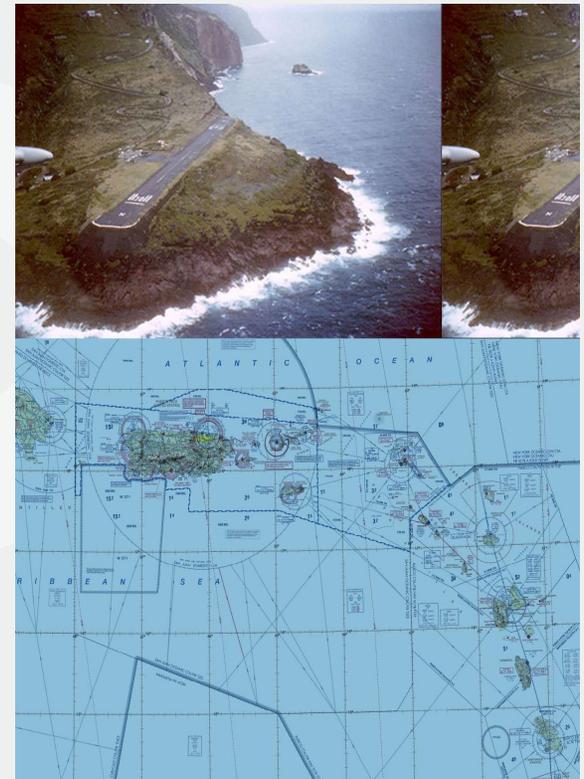
CARIBBEAN - AN AVIATION REGION

- The perfect climate
25° ~35° C (77° F ~ 95° F) all year, seldom fog and never icing conditions
- A region of only islands
Sail - takes too long time, unless you are on boat holiday
Fly - small commuters
- The region where the whole world wish to visit
- The region where most UHNWI have their holiday residences
- Strategic location in between South and North America



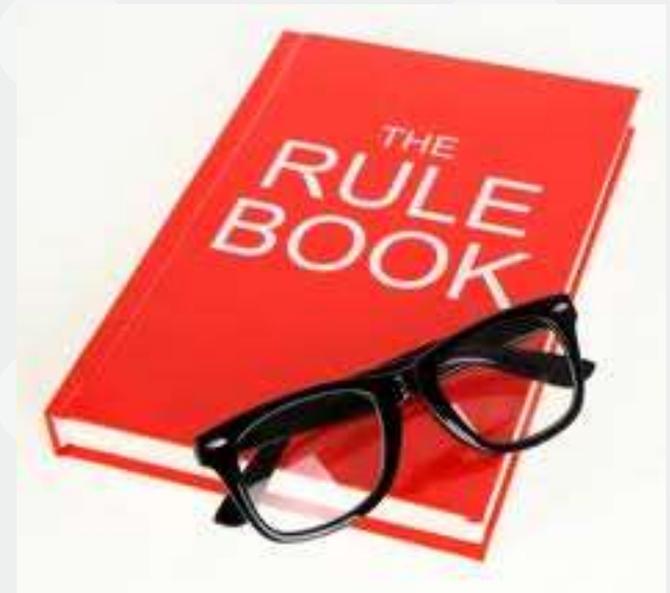
DIFFICULTIES

- Geographically
 - Volcano islands with many mountains – difficult airport approach
 - High season – high aviation density for specific airports
 - Hurricane region – potentially need for evacuations
 - Islands surrounded by the sea – open water accidents, diving, drowning
- Aviation knowledge
 - A need to import employees with aviation knowledge – key management personnel
 - Less local aviation experts – less business developments



DIFFICULTIES

- Regulatory
 - Many different CAAs – not easy to navigate within
 - No real free skies – potential cabotage issues
 - Bilateral nightmare – how to get the right approvals
 - Many different legal frameworks with many civil aviation authorities, several of them are EU Member States.

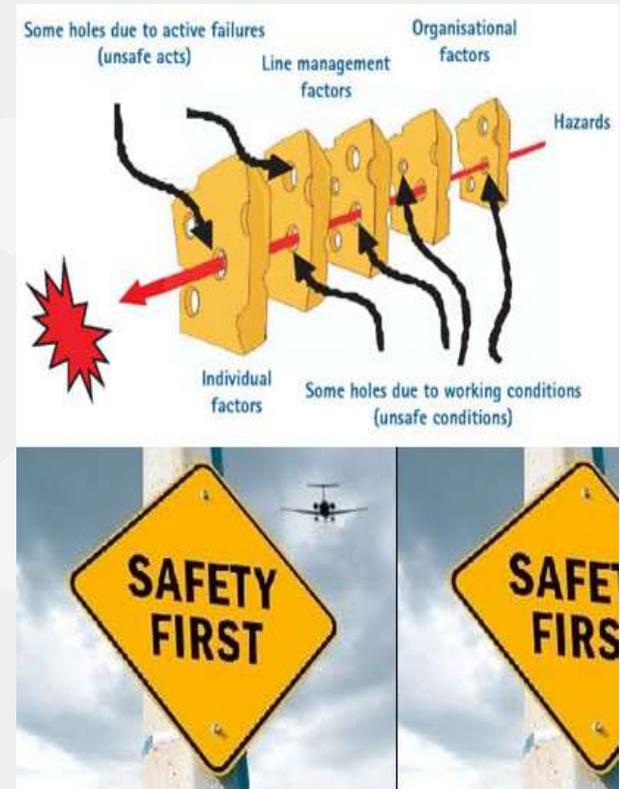


SAFETY

- Mountainous area
 - Non-standard airports
 - Non-standard approaches

=> **Higher risk**
- Inter Island transport
 - Many small commuters
 - Single engine operations
 - Salty environment- engines/airframe
 - Single pilot

=> **Higher risk**



OPPORTUNITIES

- Develop an AVIATION region
You are so dependent on aviation- why is there no aviation schools in the region?
Opportunity to stimulate local employment/economy by helping local people to join aviation industry (all level of qualification needed - ground staff to management, infrastructure building and maintenance, accounting, etc.
- Aviation University
Develop Aviation Management studies
Aircraft engineers studies
Pilot schools



OPPORTUNITIES- Continued

- Simulator training centre for business jets
 - The worlds business jets come here for vacation (UNHWI)
 - The stay is on average 6 days
 - Perfect for pilot simulator training- min 50 jets = simulator
- Tourism: because for now,
 - French citizen go to St Bart
 - Dutch goes to St Maarten
 - British goes to BVI. only sailors go easily from an island to another.

Do you really benefit of the potential cross island tourism?



OPPORTUNITIES- continued

- Maintenance facilities
 - Maintenance facilities for business jets
 - The Caribbean is the perfect stop for both training and maintenance if you transfer from South America to North America
 - Combine it with engineering school and you have created a future for the younger generation
- Customs clearance
 - Clients flying from South America to an end destination in the US



OPPORTUNITIES- continued

- Helicopters

Why are there no helicopters in this island region?
Transport, search and rescue and Medical, heavy lift
and fire fighting

Helicopters can have dual functions- passenger
seating with the possibility to add a hoist within 5
minutes – this is the real advantage of helicopters- a
multirole

In case of disaster, helicopters would be of a great
help, especially to reach isolated areas: this works to
relief people but also to transport goods.

The region have evacuation plans in case of strong
hurricanes- Helicopters will help people to leave AND
to come back!



OPPORTUNITIES- continued

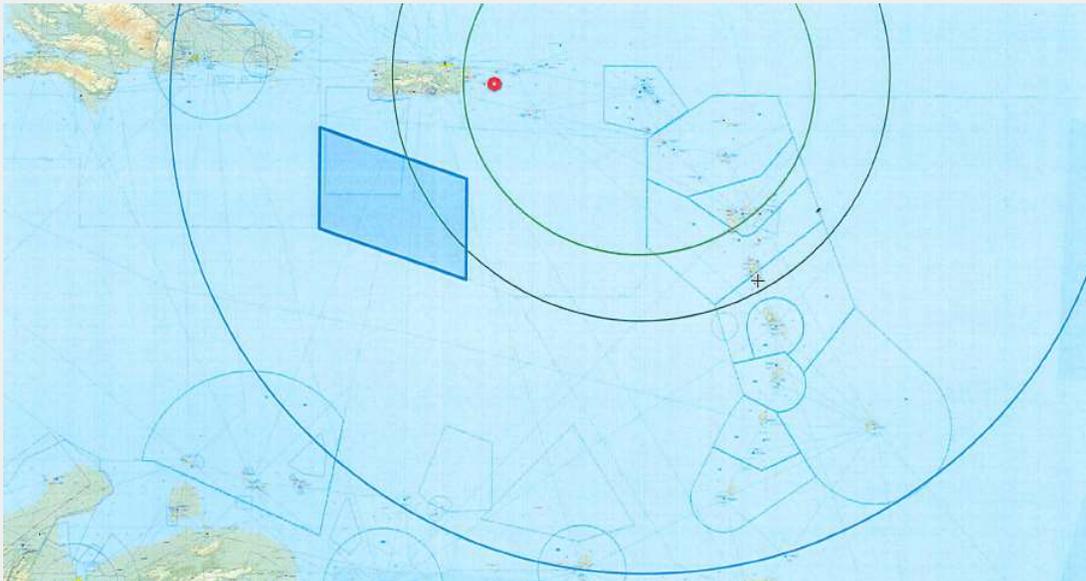
- Helicopters

Helicopters are also very safe as commuters. The islands have the perfect distance between them for helicopter transport- it is safe and convenient

EASA's Annual Safety Report 2017 placed Commercial helicopter operation during the last 10 years, as the safest means of air transportation in Europe



HELICOPTERS REACH IN THE CARIBBEAN



The inner Green circle indicates AW139 radius with 12 pax and based on returning to St. Maarten

The outer Green circle indicates AW189 radius with 16 pax and returning to St. Maarten

The outer Blue circle indicates radius if flying one-way only (refuel for the return flight)

DEVELOPMENT IDEAS

- Create a strategy for an aviation region
- Develop aviation tourism, so tourists will visit more islands
- Develop heliports, to take load from the busy airports and attract tourism to other islands
- Receive support from EASA- EU
 - Regulations and structure- make it easy- one EASA AOC, open skies, less politics
 - A regional authority (One certificate, one AOC, one Crew License, etc.) could facilitate the work of operators in this difficult geographical situation (Many small islands)
 - AOC, ATO, MRO
 - University studies- aviation schools, simulator training centers
 - Funding's- support for scheduled air transportation needs- ask EASA



DEVELOPMENT IDEAS

- No need to develop everything from scratch-
- Get the global players to develop it together with the region, partnerships and JV
- Copy EASA standards and learnings - this has shown improved safety figures in the European region
- New EASA opportunity: Risk & Performance based approach - which is what operators need to adapt to their environment - very welcomed by the operators.
- As global operator, with major operations in EU, we are very pleased of the trustful relationship with EASA - as we both see benefits in working together from the early stage- This we can only recommend to others..



THANK YOU

Luxaviation Helicopters- Part of the Luxaviation Group

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P.S : Thanks in advance for your support to Luxaviation Group colleagues in St Maarten and affected by Hurricane Irma
www.youcaring.com/luxaviationcaresforIrma



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