

OUR COMPANY PROFILE

FlySafair
For the love of flying

Safair
Experience. Expertise. Excellence.

HISTORY

FlySafair is a part of Safair Operations, which will celebrate its 52nd Anniversary in August 2017. Safair has been one of Africa's foremost suppliers of specialised aviation services since inception in 1965. The business operates 6 Hercules L100-30 aircraft stationed in Northern Africa, predominantly involved in humanitarian aid and relief work. Safair has a Boeing division operating both Cargo and Passenger services. Presently there are 2 Boeing aircraft in this fleet.



ZS-OPS, one of 6 Lockheed Hercules L100-30 aircraft owned and operated by Safair.

Before launching FlySafair, Safair operated aircraft for several airlines around the world including South African Airways, Comair (Kulula), Mango, Ryanair, Air Namibia and Air Seychelles, to name a few from an extensive list.

In 2013 the company took the decision to launch its own low-cost carrier branded FlySafair, and the business has grown very quickly into what it is today.

It's the experience and expertise from this long-standing and highly respected company that has allowed FlySafair to establish such a large and efficiently run operation in such a short span of time. The airline presently boasts the best on-time performance of all carriers in South Africa.



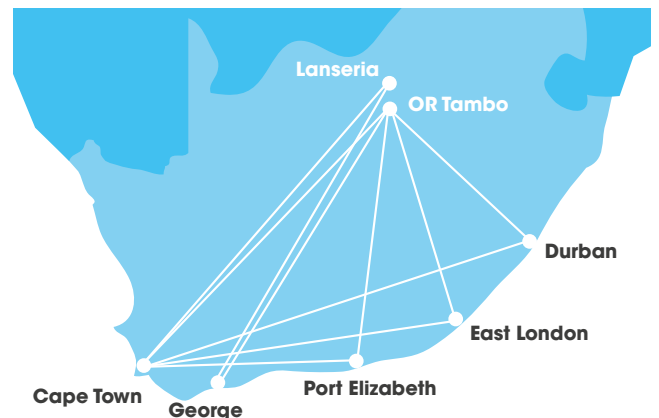
The arrival of Safair's first Boeing 707-300 on 5 November 1985.

FLYSAFAIR TODAY

FlySafair started with just 2 aircraft in 2014 operating between Johannesburg (OR Tambo) and Cape Town. The airline has since grown to include a fleet of 9 aircraft with regularly scheduled flights between 7 major airports in South Africa including, OR Tambo, Lanseria, Cape Town International, King Shaka International, Port Elizabeth, East London and George.

The airline has carried over 3 million passengers since inception and has managed to reduce the average ticket prices on some routes operated by as much as 39% while setting a new standard for on-time performance, with upwards of 96% of flights departing within 15 minutes of scheduled departure.

FlySafair presently holds just less than 30% of the available seat capacity amongst low-cost carriers operating in South Africa.



FlySafair presently operates scheduled flights between 7 major airports in South Africa giving it the largest domestic route network of all South African low-cost carriers.

COMPANY STRUCTURE

FlySafair is a division of Safair Operations. 25% is owned by Safair Holdings and 25.14% is owned by an employee ownership scheme called Ndizasafair Holdings. The remaining 49.86% is owned by the company directors by way of the Safair Investment Trust.

Safair Holdings's primary financier is ASL Aviation, a minority shareholder and global aviation company, headquartered in Dublin. ASL conducts operations in Ireland, France, Switzerland, Hungary, India, Thailand and Belgium. The company owns and operates over 100 aircraft with an annual turnover in excess of 500 million US Dollars.

DISTRIBUTION

In the last two years, FlySafair has invested in a strong distribution base. Flights are sold via the airline's public facing website and through a plethora of online travel agencies including the likes of Travelstart, Flightsite and Travelfusion.

FlySafair also has distribution agreements with both Shoprite Checkers (via Computicket Travel) and Pick n Pay. The airline has also integrated with travel companies within the Bidvest group including MyMarket and Rennies, as well as within the Tourvest Business via TravellT.

The airline also sells tickets through various Global Distribution Systems thanks to an e-Alliance Code Share agreement with Hahn Air Systems, which makes inventory available worldwide on more than 9 GDS platforms. FlySafair inventory is also available on their own code on both Amadeus and Galileo.

AIRCRAFT

FlySafair presently operates 9 Boeing 737 aircraft. Three of these aircraft are 737-800 aircraft with a seat configuration for 189 passengers.

The remaining 6 aircraft are Boeing 737-400 aircraft with a seat configuration for 165 passengers. Safair has a long-standing relationship with the Boeing Company stretching back to the early 1980s.

COMPETITIVE EDGE

The South African domestic aviation industry is a fiercely competitive one that has seen a number of low-cost carriers come and go over the past 15 years.

At FlySafair we believe that we have what it takes to remain a serious contender in the market by virtue of our years of superior experience in the industry and our winning approach to understanding and fulfilling the needs of our customers.

Growth to achieve critical mass has been a core focus and the company and our investors are very satisfied with our ability to expand, and our performance to date.

VISION & MISSION

FlySafair's vision is to be South Africa's favourite airline. The company's mission is to unite people with who and what they love by providing a low-fare, hassle-free and on-time travel experience.

ACCREDITATIONS

Safair has a full IOSA safety accreditation. This is the foremost safety accreditation in global aviation, and IATA conducts regular audits. The company is also a fully accredited level 4 BBBEE Contributor.

FlySafair is also a proud recipient of a number of ACSA Feather Awards. In 2015, they won the ACSA Feather Award for the best Low-cost Carrier at OR Tambo International Airport.

And more recently, in 2016 they were honoured with Feather Awards for Best Low-Cost Carrier at all the airports they operate from, including Cape Town Int, George Airport, Port Elizabeth Int, King Shaka Int and OR Tambo Int. On top of this, they also won the Airport Manager's Award at East London Airport.

At present, in 2017, FlySafair was selected as the official domestic carrier for the Springbok Rugby Team. This sponsorship signifies a massive milestone for the airline, which has established itself as a major player in South African domestic aviation in just two years.



FlySafair presently operates Boeing 737-400 and 737-800 aircraft.

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