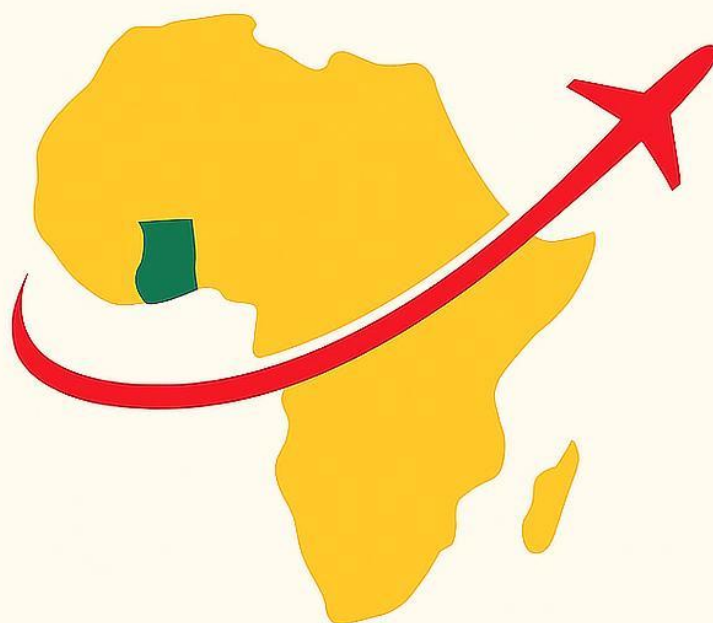




AEROPLUSE

AVIATION SERVICES

INTRODUCING YOUR TRUSTED PARTNER

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STATEMENT OF CONFIDENTIALITY

This document was issued by AEROPLUSE AVIATION SERVICES LIMITED, hereafter referred to as AEROPLUSE Ltd., for the sole purpose of the company introduction and does not contain a direct offer but serves to mainly elaborate on the company's capabilities.

AEROPLUSE Ltd. submits this document with the understanding that it will be treated as a basis for future relations with aviation enterprises. This document can be disclosed, duplicated or used, in whole or in part, for any purpose other than the evaluation of the qualifications of AEROPLUSE Ltd. personnel. The terms and conditions for the services offered by AEROPLUSE Ltd. shall be concluded in a separate document per client's request.

BUSINESS OVERVIEW

A consulting company established by aviation enthusiasts and experts from Ghana, Germany, Austria and the United Kingdom. Our experts come from different countries and continents. Our expertise covers multiple aspects of airline and airport operations, business engineering, process modelling, financial services, marketing, commerce and much more. We are happy to focus our activities on consulting and implementing solutions for airports and airlines across Africa, emphasizing the services for Ghanaian aviation industry. We are focused on both advisory and implementation services in the aviation industry, leveraging extensive experience to provide expert solutions.

OUR FIELD OF EXPERTISE

We offer a broader field of expertise that covers almost the entire industry's needs. Our experts have served years in the business working for Lufthansa, Lufthansa Consulting, Lufthansa Systems, Air France, Air Canada, LATAM Airlines, Aeroflot, Fraport, Swissport and many more. We are the best in the class in the following fields:

Management consulting

- Airline and Airport Structure
- Management Processes Engineering
- Lines of Reporting and Subordination
- Balance of Authorities and Conflict of Interest Mitigation

Airport and airline Operations

- Airport Negotiations
- OCC and HCC set-up
- Multi-base Operations Arrangements
- Implementation of new IT and Organizational Platforms
- IT Ecosystems

Airline M&A

- Airlines' Cooperation Assessment
- AOC Compliance
- Merge of Different Profile Airlines (from interline to Joint ventures and M&A)
- A/C Leasing and Insurance

Ground Handling

- Ground Handling Agreements
- Aircraft Ground Handling/Passenger Handling Arrangements
- Airline Harmonization into Alliances



Aircraft ramp handling and safe operations

- Aircraft Acceptance
- Safe Ramp Handling
- Aircraft Loading/Offloading
- Fueling and Departure Activities
- GSE Purchasing and Implementation
- Flying Load Master Services

Airport construction and operations

- Airport Architecture and Design
- Project Financing
- Airport Operation Readiness

Financial and commercial services

- Revenue Management (Point to point, O&D)
- Pricing – Fare Structure Performance Evaluation
- Business Plan with Detailed Financial Assumptions and Business Positioning
- Demand and Traffic Forecast
- Investment Strategy, Including Exit Strategy
- Company Valuation (airlines)
- Research of Financial Partners (from first contact to due diligence)
- Traffic Rights Negotiation
- Cash-Flow Plan
- Revenue and Cost Evaluation
- Investment Strategy

Planning and Strategy

- Network Planning
- Commercial Business Process
- Fleet Planning
- Marketing and Sales Strategy

HR and Finances

- Financial and Operational KPIs
- Human Resources Evaluation

Other

- Air Finance Solutions – Revenue Accounting
- Payment Suite and Management
- GDS: Sabre / Amadeus and ATPCO Fare Filing
- PSS Process
- IPO,
and much more.



TIERED CONSULTING PACKAGES

Creating multiple consulting service packages that cater to various client needs and budgets, comprehensive implementation support and ongoing maintenance. This approach allows us to select Tailored solutions, enhancing clients' satisfaction and loyalty. Implementation involves defining service tiers, pricing structures and clear outcomes for each package.

ON-THE-JOB TRAINING PROGRAMS

Offering on-the-job training modules focused on aviation management, safety standards and operational excellence. These services can be sold individually or as bundled packages, providing certifications that enhance the skills of airport management and operations staff, with the effort of generating revenue and also positioning the company as an authority in the aviation sector.

CUSTOMISING OUR CONSULTING PACKAGES

Our consultancy packages offer high flexibility to our clients. We offer working on-site and remotely from our home base. We are ready to be anywhere in the world where our customers want us to be. Creating tailored consulting packages based on the specific needs of each customer can be negotiated via email. Also, in order to save your time and efforts, our customers can fill out an inquiry form on our website to receive a custom proposal, ensuring that our services are precisely aligned with their operational challenges to foster client relationships and enable the selling of additional services as needs evolve.



CONSULTING APPROACH AND METHODOLOGY

We approach each mission with a tailor-made strategy, delivering solutions that are thoughtfully adapted to the real needs of our clients and the realities of the local market. Our work is guided by international standards, with the goal of achieving best-in-class outcomes. By actively listening and deeply understanding our clients' visions, we ensure timely delivery, that reflects their aspirations — without imposing a one-size-fits-all, Western-centric approach.

We believe in advising all our customers on the associated risks and opportunities at each step of the mission, enabling them to make informed decisions. In this way, we aim to work hand in hand with our stakeholders throughout every stage of the process.

DETAILED METHODOLOGY

Subject

- 
- Preliminary meeting with Stakeholders
 - Interviews, study, reseach
 - Envision scenarios
 - Risks and opportunities assessment
 - Management and Stakeholders report
 - Decision
 - Implementation, training and adaptation (if needed)
 - Acheivement Report and recommendations Dash board

We believe in documenting each implemented business process to ensure the consistent delivery of a quality product, build customer trust, and guarantee the safety and security of our passengers and operations.

Regular meetings will be held with the management committee for the delivery and validation of preliminary reports, acceptance of the final report, and decision-making regarding any questions and/or newly delivered "Risks and Opportunities" reports.

We aim to work with you to build robust solutions together and bring your vision to life.



BUSINESS TIMELINE

The consulting engagement is structured into three main phases:

