



# Chairman's Report

## to Stakeholders 2012

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# Chairman's Statement for continued support

## Finally operating out of our new Facilities at Nuremberg International Airport

Looking back to the last year, we are **deeply grateful** to all our **clientele**, **business partners** and our **employees** for all their advise and assistance. Having had this support of every one of us we were able to do grand strides towards future which means setting new, huge milestones.

After having opened on April, 2011 our new **Hangar 6** and **Office-Building** at Nuremberg International **Airport** we now look back to the first year of operation.

Our new surrounding in a pleasant, comfortable and high-class atmosphere endeavors us to an effective working which is always honored by our clientele. We are proud having accomplished with our **implementation of renewable energy technology** with a 100 kwp roof top solar power plant, the securing of our daily operations and ensuring of a **carbon-neutral** ground operation.

We could not only preserve jobs, but even **increase our staff** about almost 20 % up to 112 employees being a recognized entrepreneur on local employment market as well as in Aviation internal structure.



## Chairman's Statement for continued support <sup>(2)</sup>



### Retrospect of FAI's Cherity Project of Clinic „Médina Chérif“ in Kolda, Senegal

20,000 residents living in 60 villages round Médina Chérif in Senegal sigh with relief since 2010 if they are in need of medical Aid. Since then we are supporting together with the locally supervision by the Austrian Relief-Organization Hope '87.

The Clinic was increased emphasising first medical care for pregnant women and according to our internal report for the first quarter of 2012, 1014 curative treatments took place.

For many years we put ourselves out for social projects but this was one of our most important ones so far.



## Chairman's Statement for continued support <sup>(3)</sup>

Over the intervening years we attend to Global Compact's Initiative, there is **continuous advancement** which affects notably and **sustainable** our business.

We recognize and demonstrate our commitment to the **10 principles** as we pursue imploringly the concepts since we joined the **Global Compact** in year 2005.



Siegfried Axtmann  
Chairman

# Human Rights Aspects

To **respect** the dignity of each human being and to create the rule of law and within the company, which can develop their **human rights** are not only **basic ethical precepts**, but also conditions for sustained political stability and economic and **social development** in the world.



This principle is very important for us. As globalization gains that task more and more practical **relevance**, it becomes clear that the **protection** of fundamental **freedom**, respect the rule of procedure, the political and social **equality** are the basis of state stability in the interest of **multinational** corporations and therefore in our interest.

## Principle 1

Businesses should support and respect the protection of internationally proclaimed human rights and

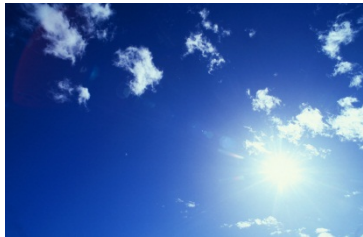
## Principle 2

make sure that they are not complicit in human rights abuses.





# Labour Standards



For our colleagues we want **the best** so we put much emphasise on **light suffused** workplaces and lounges to recreate, what has been successfully

implemented in our new **Green Hangar** recently.

For the **prosperity** of our personnel we provide work clothes for all weather-situations, to prevent diseases we offer vaccinations for everybody voluntarily and free of charge. Pregnant women have the posibilitiy to recreate in their own relax zone with all privacy.

To offer a maximum contribution to a **balanced nutrition** we work together with a local partner who offers a considerable choice of hot meals, most of them base on **biological food**.

## Principle 3

Businesses should uphold the freedom of association and the effective recognition of the right to collective bargaining.

## Principle 4

The elemination of all forms of forced and Compulsory labour.

## Principle 5

The effective abolition of child labour.

## Principle 6

The elimination of discrimination in respect of employment and occupation.

# Environmental Aspects



Exclusively on all our desks monitors LED background illumination **conserves energy** up to 37.2 kilowatt hours and additional reduces CO<sub>2</sub> emission of about 23.6 kg.

The implementation of virtual servers enables an **exploitation** of existing resources at a **minimum application** of hardware.

We are always **mindful** in being delivered with packaging material consisting of a minimum of 80 % corrugated paper what results in another **reduce of CO<sub>2</sub> emission** consequently.

All emails wear the writing “Help protect the environment. Print less.” and our staff is directed to work in a **paperless office**.

## Principle 7

Businesses should support a precautionary approach to environmental challenges.

## Principle 8

Undertake initiatives to promote greater environmental responsibility.

## Principle 9

Encourage the development and diffusion of environmentally friendly technologies.





# Anti-Corruptional Aspects

Corruption is inherently wrong. It is a misuse of power and position and has a disproportionate impact on the poor and disadvantaged.

We **fight against corruption** in all its forms

One of the **important** thing for us to do.

One of our **major goals** is to fight against all forms of corruption.

Based on **our experience** for many years, it always has been our **endeavour** to meet high **ethical standards** as we are not willing to take any risks – neither legal nor reputational.

## Principle 10

Businesses should work against all forms of corruption, including extortion and bribery.



# FAI – a Global Employer

FAI rent-a-jet is operating globally for more than 20 years, employing now more than 150 people from almost 30 different countries.



## FAI's service – Revenues 2011 by Division

**One Company**

**Powerful** Divisions



**40 % Air Ambulance worldwide**

10 % Aircraft Maintenance and related services

**20 % Public Service**

30% Executive Jet Charter and Aircraft Management

In the year of 2011 FAI's consolidated revenues were exceeding EUR 50 m which reflects an increase of above 20 % versus 2010. For the fiscal year 2012 FAI estimates consolidated revenues of EUR 55 m, what again would reflect an increase of around 10 % versus 2011.

## FAI's Ambulance Division

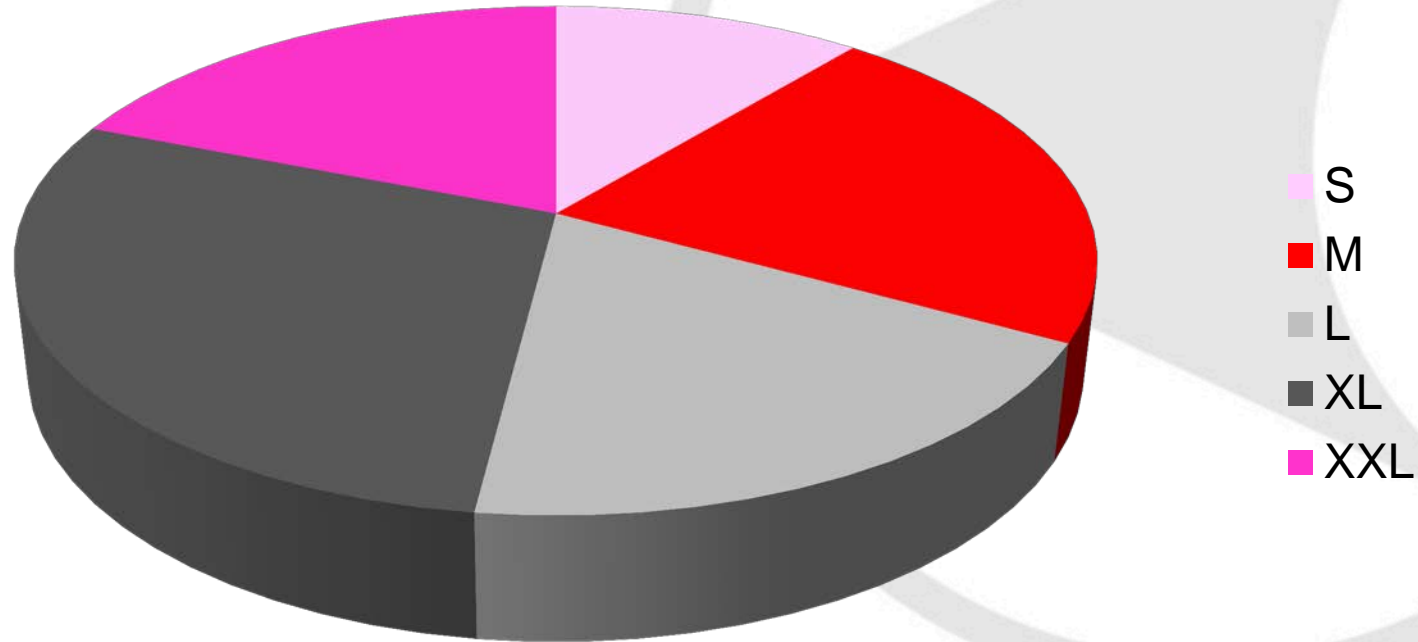
FAI has been **intensively focusing** on the Ambulance Market since 2001 and meanwhile is generating **45 %** of its revenues with **Ambulance Missions**. With its **own** in house Medical Department and 35 "Flying Doctors" and 25 "Flight Nurses", FAI has been **awarded 2007** the first time with EURAMI's (European Aero-Medical Institute) **Certificate "Critical Care"**, which is the **highest certification** EURAMI is issuing to Air Ambulance Operators. **Recertification-Audit** was passed in June 2010.



# Performance Specifications



## Patient Transport in Distances (2011)



<b>S</b>	<b>Short Range (up to 700 NM = 1440 km)</b>
<b>M</b>	<b>Medium Range (up to 1200 NM = 2160 km)</b>
<b>L</b>	<b>Long Range (up to 1700 NM = 2880 km)</b>
<b>XL</b>	<b>Extra Long Range (up to 3000 NM = 5400 km)</b>
<b>XXL</b>	<b>Ultra Long Range (more than 3000 NM &gt; 5400 km)</b>



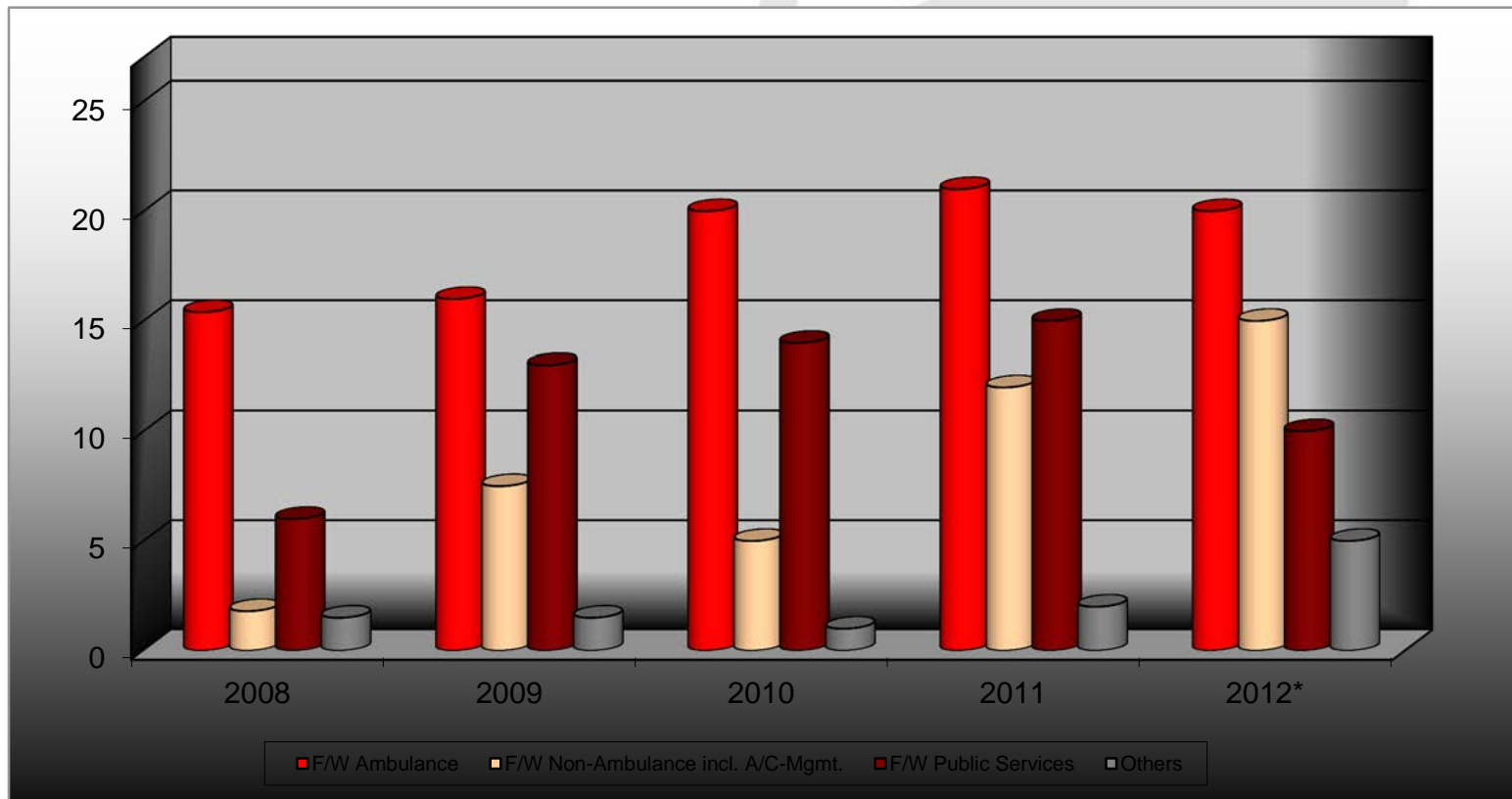
# FAI's Public Services

- Support of UN Peace Keeping Missions since 2004
- Up to five UN-Missions on the African Continent same time
- One additional Ambulance Jet in service after earthquake in Haiti, based on call in Dominican Republic
- Spectrum of duties:
  - Medevac
  - Safety Evacuations
  - Liaison Missions / VIP-Transport
  - Staff and Equipment Transport
  - Casevac



# FAI's Revenue 2008 – 2012 by Type of Service (graphic)

Mio €



\* Forecast

# FAI's Stakeholders

as per January 1, 2012

In December 2008 the Axtmann-Family sold a 49,9 % stake in FAI to MIG Aviation Holdings Ltd., Nicosia, Cyprus, a 100 % subsidiary of MIG Marfin Investment Group S. A., Athens, Greece, which is the **biggest Greek Investment Group** and one of the **largest of Eastern Europe**. MIG numbers in excess of 50,000 employees and associates and has a presence spanning over **40 countries**.

MIG is headquartered in Greece and listed on the Athens Exchange. 58 % of its share capital is held directly or indirectly by Greek strategic, institutional and retail investors and 24 % is held by international institutional investors.

In June 2010, MIG rised its interest to 51 %, after exercising a call-option.

