




Introduction

Coastal Aviation offers both Charter & Scheduled Services across East Africa. We have been operating for almost 35 years and fly to more airstrips than any other operator, across the Tanzanian National Parks including Serengeti, Selous and Ruaha National Park, as well as the islands of Pemba, Mafia, Fanjove and Zanzibar. We also connect the main East African cities – e.g. Dar es Salaam, Arusha, Kilimanjaro, Nairobi and Kigali - to each other.

Coastal Aviation started off as a business, supporting the Safari Industry in Tanzania. That continues to be our core business, although we have also picked up some domestic and regional traffic.

Our current operating fleet consists of:

Aircraft Type		Pax Capacity	Role	No. in Fleet
Cessna Grand Caravan 208B		12	Ability to fly to almost any bush air strip, thereby opening-up routes and providing capacity	10
Pilatus PC-12 Commuter		9	Higher speed aircraft – able to fly higher, saving time on longer North-South routes	4
Pilatus PC-12 Executive		8	VIP Configuration, higher speed aircraft – able to fly higher, saving time on longer North-South routes	1

With this unique mix of aircraft, we are able to tailor our product/aircraft offering to match any of our customers' needs.

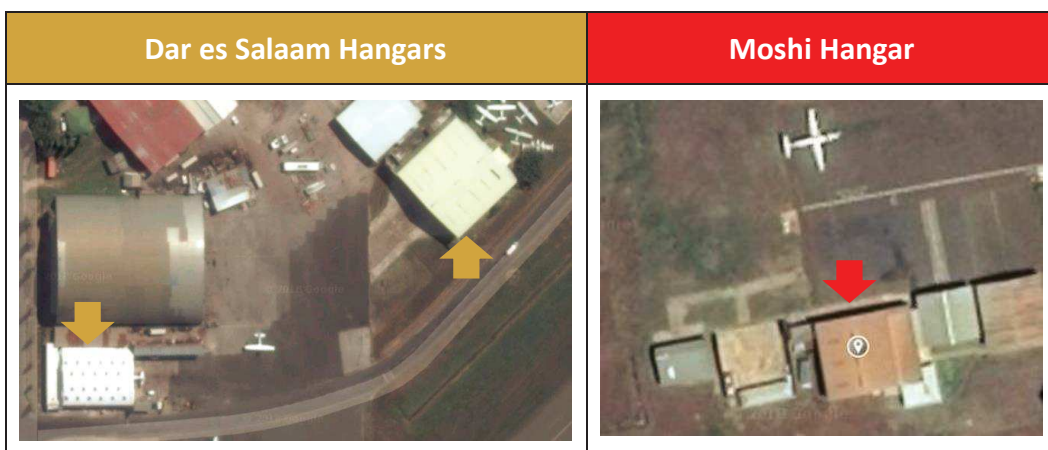
In the calendar year 2019, Coastal Aviation carried over 200,000 customers across our network.

Maintenance Set-up

All our aircraft are maintained as per the Approved Maintenance Programme (AMP), which is provided by the manufacturer (Cessna/Textron Aviation or Pilatus) and approved by the local Tanzanian regulator – TCAA (Tanzanian Civil Aviation Authority). There are requirements for line maintenance checks (on daily, 2-days, 4-days and weekly frequencies) and heavier base maintenance checks (more in-depth inspections and checks every 200 flying hours for C208's and 300 hours for the PC-12, and even further in depth, every 1200 hours and beyond).

We recently completed our 5-phase re-certification process with the Tanzania Civil Aviation Authority (TCAA) to ensure that we comply with the global standard stipulated by the International Civil Aviation Authority (ICAO). Furthermore, with safety engrained as our topmost priority, we have trained all our maintenance personnel and support staff on Safety Awareness and Hazard Identification as part of our organization Safety Management Systems (SMS) implementation. .

- Line maintenance is done primarily in our main engineering hub locations – Dar es Salaam, Arusha and Moshi. With this network, we are able to repair down-route snags and issues much more efficiently.
- Base Maintenance is carried out primarily in Dar es Salaam for the Cessna 208Bs and Moshi for the Pilatus PC-12.
- We have 2 large multi-modal hangars in Dar es Salaam (capable of housing 3 aircraft in one hangar and 5-6 in our newly acquired hangar). Moshi has a hangar capable of housing 1 aircraft.



- We are looking to procure more hangar space in Dar es Salaam, to consolidate all our heavier maintenance lines in a single location for our entire network. This facility will create more support functions and back-workshop capabilities, so we can resolve any issues in-house to a high standard.

Aside engine and rotatable overhaul, Coastal is able to contain most of the maintenance in-house, with good capability. Engine overhauls are pre-planned and awarded as a volume deal on an annual basis.

Ground Handling

With an extended network, Coastal has a mixture of self-handling and contracted capabilities at each of the airstrips operated to.



- The primary hubs of Dar es Salaam, Zanzibar and Arusha are self-handled.
- Major bush airstrips such as Seronera and seasonally Kogatende & Ndotu provide external ground handlers.
- Kilimanjaro and our VIP charter operations are contracted out to external ground handlers.
- For other bush locations, pilots manage the ground operations, with occasional support from lodge operators and airstrip staff.

The reality of Coastal's operations is that it is a relatively simple aircraft turnaround, for General Aviation aircraft. Keeping costs down are the key drivers.