

END TO END VALUE CHAIN SOLUTIONS WITH REGIONAL REACH





**LEADING SOUTH
AMERICAN COMPANY IN
HELICOPTER TRANSPORT**

Our helicopter fleet is the
largest and the most modern
in South America

OUR FACILITIES

- ▶ Quito / Ecuador
- ▶ Lima / Peru
- ▶ Santiago, Chile
- ▶ Punta Arenas, Chile



Almost 20 years of experience and over 70,000 accumulates hours of flight

All our crew members have collectes over 3,000 flight hours each

Our fleet consist of 21 Airbus Helicopters



16 x H125

OUR FLEET

2 x H135





3 x **H145** ECOCOPTER

NEW GENERATION
TWIN TURBINE

FIRE FIGHTING

- ▲ Fire Brigade Transport
- ▲ Water drop
- ▲ Fast Bucket & Bumby Bucket
- ▲ Specialized and Highly-Trained Pilots
- ▲ Field support logistics



HEMS (HELICOPTER EMERGENCY MEDICAL SERVICE)

▲ Aircraft: Airbus AS 350 B3 / EC145 C2

▲ Setup:
Patient on a Certified Stretcher + Doctor +
Paramedic + Pilot

▲ High Performance at heights



PASSENGERS AND CARGO OFFSHORE TRANSPORT



- ▲ Twin turbine Airbus EC 135 aircrafts
- ▲ Cutting-Edge equipment
- ▲ High performance in extreme conditions
- ▲ Operational Base: Magallanes, near Antarctic

OUR MISSION



DEMOCRATIZE THE USE OF HELICOPTERS

This implies turning helicopters into a viable and accessible means of transportation to meet logistic and transport requirements of both individuals and companies.

“Democratizing” should be understood as “giving access”. More than discussing price or “popularity” it is about making the market aware that helicopters are a viable means of transportation to cover diverse needs.



DRONES (UAV's) BUSINESS UNIT

Drone service in
Mining, Energy,
Agroforestry,
Telecommunications
and Environmental
sector.



Tuesday 9:00
05-10-21

☁️ Min / Max
21 / 24

☁️ Min / Max
0.045 / 0.513

🌬️ Min / Max
2.807 / 6.241

💧 Rel Humidity
73.696



Experimenting in the METaverse building DIGITAL TWINS for critical assets

BP_Arbol_C_2147482215
0 m

117 m

229 m

Time of Day

Weather

Rain Amount

Wind Speed

Wind Direction

Tree Growth

Select Data

0 m

117 m 229 m

OUR VISION

How do we move from Helicopters and Drones to eVTOLs?

- ▲ We didn't want to wait until 2024/ 2025 for the VTOLs to be certified, so we created a startup: Ecodrones

HELICOPTER

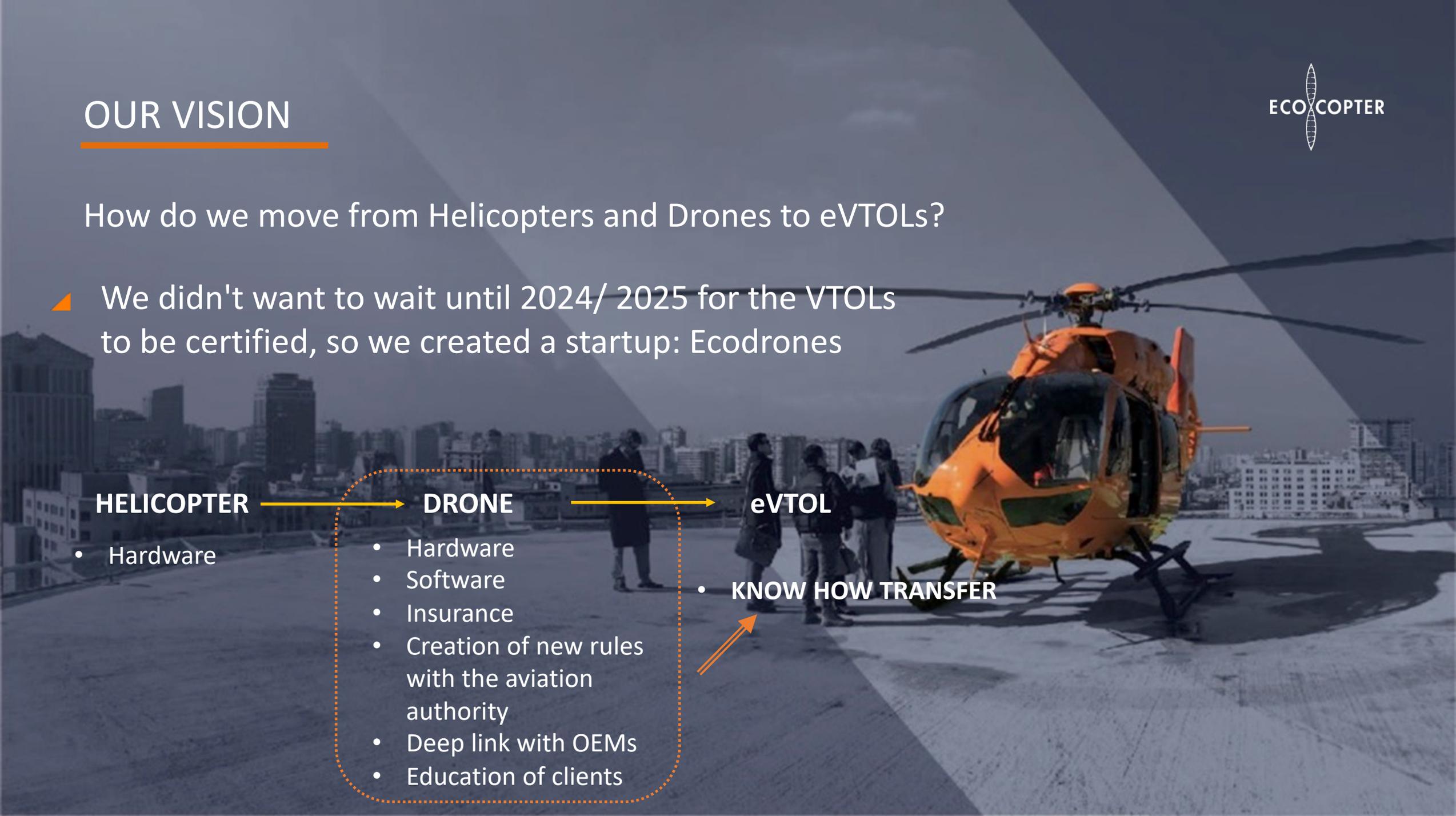
- Hardware

DRONE

- Hardware
- Software
- Insurance
- Creation of new rules with the aviation authority
- Deep link with OEMs
- Education of clients

eVTOL

- KNOW HOW TRANSFER



Now that we have a better understanding of the ecosystem, we need to better understand the demand...



We design experiences to meet the potential eVTOL user, through Helicopter.

In Chile:

- ▶ Transfers from Santiago de Chile to ski resorts (2 hours by car vs. 15 min by helicopter)
- ▶ Transfers from Santiago de Chile to the beach (3 hours by car vs. 30 min by helicopter)

In Peru:

- ▶ Transfers from Lima Airport to Downtown (1 hour by car vs 10 min by helicopter)
- ▶ Transfers from Downtown to the beach (3 hours by car vs 30 min by helicopter)



INSIGHTS WHY USERS CHOSE THE HELICOPTER VS. OTHER MEANS OF TRANSPORT



- ▲ Time saving

- ▲ Security (theft on the road)

- ▲ Cost savings (for high-salaried executives)

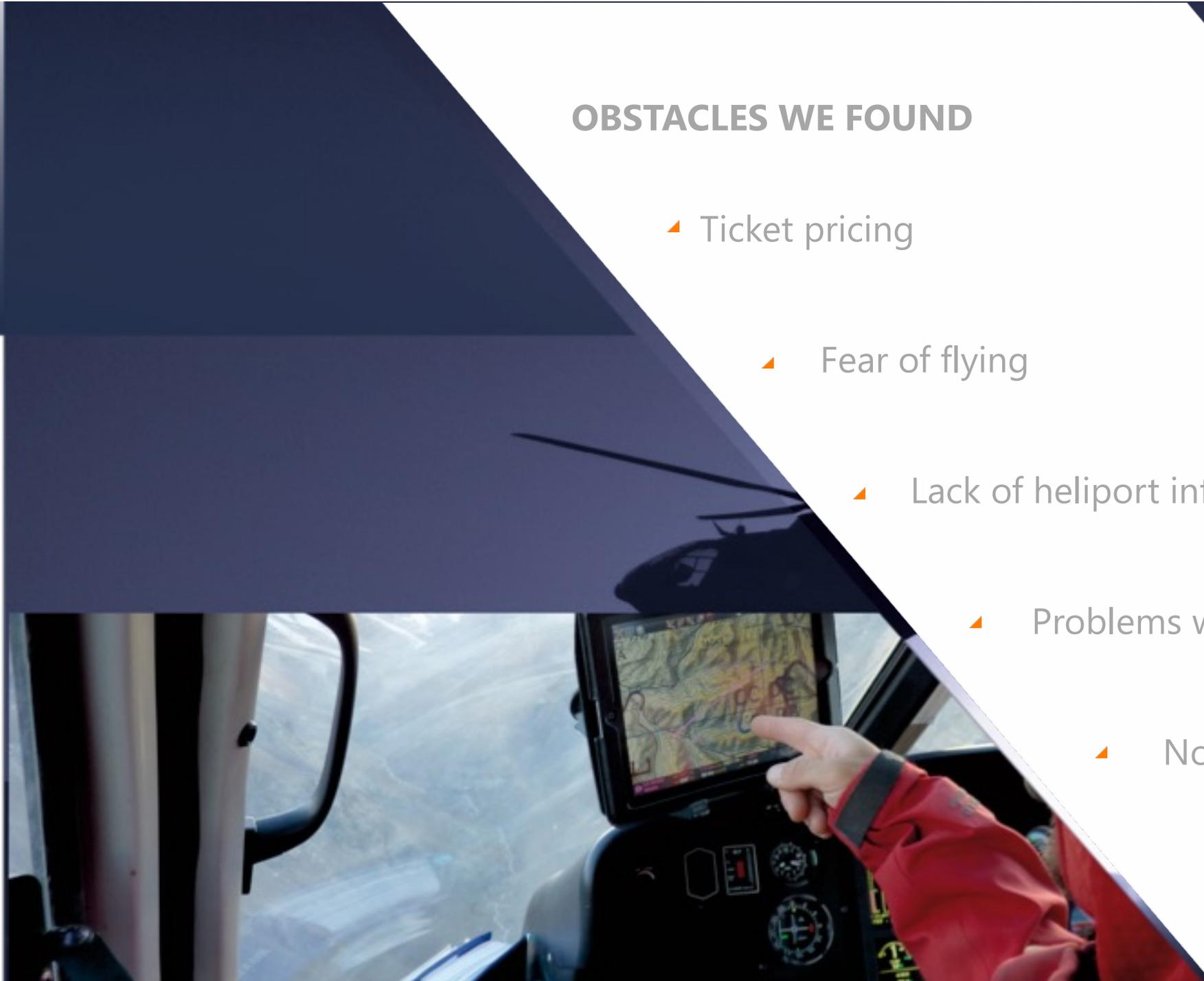
- ▲ Concern for the environment (carbon footprint offsetting)



OBSTACLES WE FOUND



- ▲ Ticket pricing
 - ▲ Fear of flying
 - ▲ Lack of heliport infrastructure
 - ▲ Problems with neighbours
 - ▲ Noise claims
 - ▲ Social acceptance



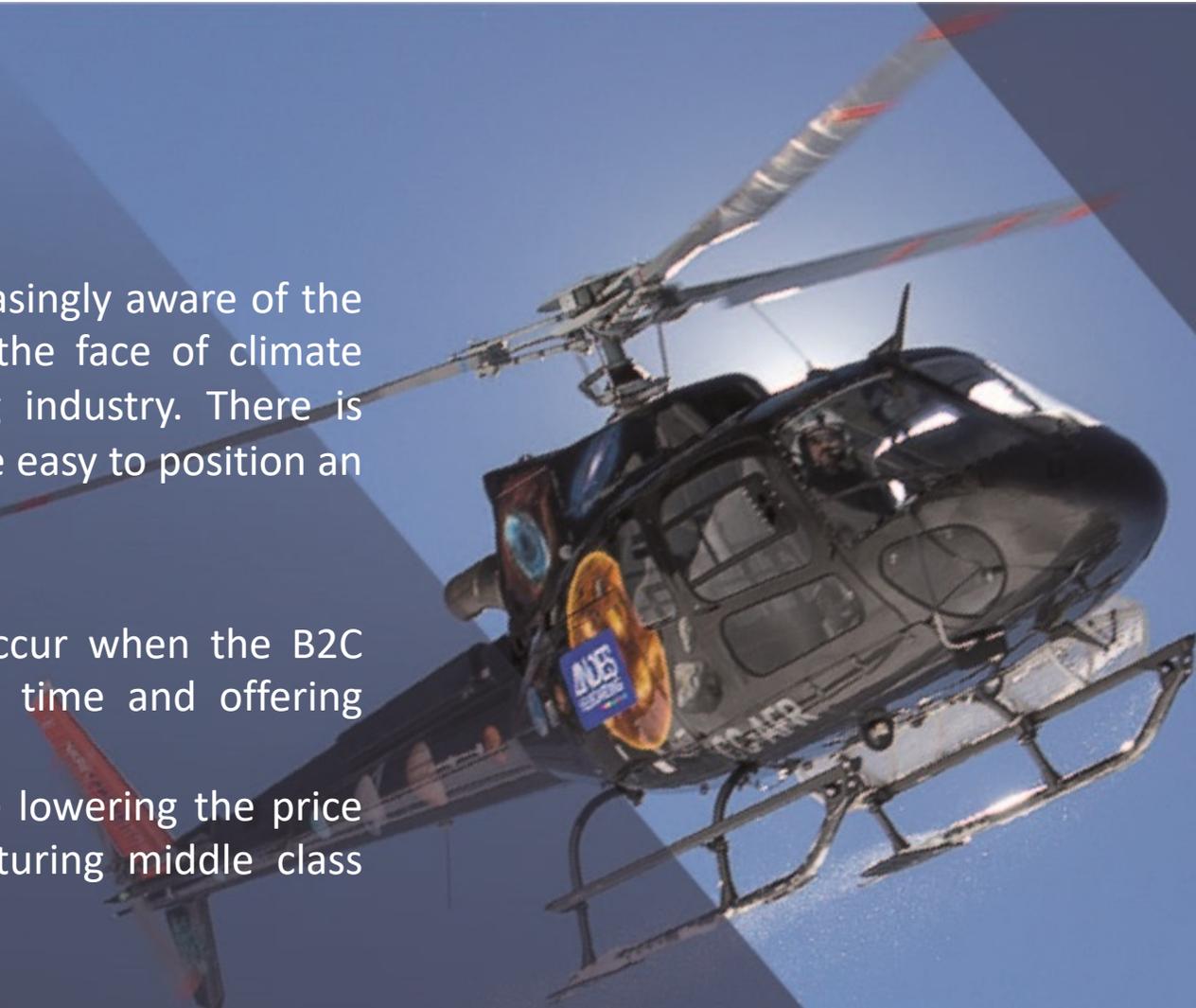
MY OPERATIONAL CONSTRAINTS

- ▶ Traffic Control (UTM)
- ▶ Lack of communication among the different aeronautical authorities
- ▶ Flights in extreme areas (jungle, high mountains, strong winds)
- ▶ Effect on neighbours not only of the noise, but also of the wind at the heliport site



ABOUT THE FUTURE...

- ▶ Our industrial clients are increasingly aware of the role they have to assume in the face of climate change, especially the mining industry. There is willingness to pay, and it will be easy to position an electric VTOL in the market
- ▶ But the radical change will occur when the B2C segment is developed, saving time and offering security to citizens.
The essential parameter is the lowering the price of fare. That will enable capturing middle class people
- ▶ It takes the generosity of all the stakeholders who are working on the development of the industry to collaborate, share information and educate the world about the opportunity to improve the quality of life of people... and of the environment



THANK YOU VERY MUCH

