



ZELA AVIATION

*The Air Charter Broker
Company*



Zela Aviation is an Air Charter Broking Company which is active in most areas of the air transport industry.

Zela Aviation has offices in the UK, Cyprus and Greece working with many leading EU independent Tour Operators and a range of airlines. Zela continues to have long and successful partnerships providing cost effective, timely solutions for whole plane charter seat capacity.

- **Zela offers to the marketplace a 24 hour ACMI service, meeting the needs of airlines to find suitable capacity to cover technical problems, scheduled maintenance inputs, programme disruptions and so on. In addition, Zela actively markets any spare capacity that its extensive client base may have available.**
- Zela is also active in the short and long term ACMI leasing of aircraft to airlines that need to address seasonal demand, temporary fleet structure problems and expansion of network or charter work, maintenance checks and so on.
- **Zela Aviation has become, within the last five years, one of the major ACMI providers working successfully with a number of major carriers on a variety of worldwide projects.**
- Zela also offers consulting and advisory services to airlines and other customers. ZA aspires in meeting customer requirements and relies on recommendations to expand and grow business and enhancing its current brand recognition.
- **The aim of Zela Aviation is to work closely with each customer, providing tailor made services to meet capacity and price objectives.**



WHAT ZELA AVIATION PROMISES TO YOU

✈ **ACCESS:** *To small or large passenger jets from recognised carriers worldwide.*

✈ **TRUST:** *The essential ingredient for any long-term business relationship.*

✈ **VALUE:** *Clearly visible to our clients/suppliers as we deliver what we promise.*

✈ **CONFIDENTIALITY:** *Your flight is confidential and commercial details remain secret.*

Why Charter with Zela Aviation?

Chartering your own aircraft exclusively for your own group puts you in control

So Why Charter?

If you want to be in control of your travel arrangements and your security then chartering your own aircraft is the only option. When you choose to charter your own aircraft, you become the decision-maker:

- You set the schedule, which can be as flexible as you want it
- You choose the aircraft type, the level of comfort, and the facilities on board
- You decide who to travel with
- Your flight is confidential, unpublished, and corporate details remain secret

Choose your schedule, your aircraft, your airport,
your seat, your onboard service



Departures

Every operation we undertake is tailored to meet the individual needs of the customer, drawing upon our wealth of knowledge and commercial skills.

Our proactive and progressive approach has resulted in our forming long-term, solid relationships with clients who trust in our expert advice to deliver exactly what they need.



COMMERCIAL CHARTERS

By calling upon the fleets of aircraft operated by the world's airlines we secure aircraft for longer term contracts required on a regular daily, weekly or monthly cycle, utilizing our in-depth knowledge of market trends, airline availability and pricing policy.

We will choose an airline partner that will endeavor to deliver consistent reliability, service, security standards and on-time operations.

We are able to service requirements for full, part, seat allocation and ad-hoc charters. We can maximize utilization of empty-legs and offer flexibility when the whole charter is not appropriate. We can also support existing charters by handling sales to other tour operators.



Zela Aviation is able to find air charter products in advance of open market availability and react opportunities in the market to maximize capacities. We provide a comprehensive advisory service for new operators, delivering live information on prices and availability.

We have an international network of airline contacts that enable us to source aircraft charters worldwide.

Zela Aviation will also source consolidation flights in order to develop new routes at minimum risk.

We offer a wide range of air charter and air commerce related services and our clients are drawn from an equally wide range of businesses and individuals.

However, our solutions are bespoke because each requirement, whether it is from a new client or an existing one, is met with an individually tailored response that is exactly suited to the client's needs.

There are many reasons for chartering an aircraft, company conferences, incentive trips, international road shows, product launches etc. We are determined to find the most suitable aircraft at the most competitive rates for any global journey for any reason or purpose.

Contact details:

E-mail: sales@zelaaviation.com // Tel: +357 25 58 68 98



www.zelaaviation.com

AIRCRAFT LEASING

“Aircraft leasing is a highly specialised field, requiring attention to detail which is essential to ensure that all customer and supplier needs are met in both a timely and operationally-sound manner.”

With thousands of airlines operating worldwide, you need to be confident that the solution presented to you is based on sound trading experience and choose the option that better meets your requirements.

Zela Aviation offers to the marketplace a 24 hour ACMI department, meeting airline needs to find suitable capacity to cover technical problems, scheduled maintenance inputs etc. We work with leading airlines around the world in requesting and supplying numerous aircraft types to assist carriers who need to resolve problems that may have arisen within their own fleet structure.

In addition, we actively market any spare capacity that our extensive client base may have available in order to maximize their revenues.

Our expertise ensures that all aspects of the client and supplier airlines' requirements are met.

We provide a variety of leasing packages (short, medium or long term) with a number of options available to you, which include:

- ✘ Dry leasing (no crew)
- ✘ Damp leasing (flight deck crew only)
- ✘ Wet leasing (full or partial compliment of cabin crew)
- ✘ Ground engineering and spares support to provide a complete airline package.

Zela Aviation has become, within the last five years, one of the major ACMI providers working successfully with a number of major carriers on a variety of worldwide projects.

Contact Details:

E-mail: acmi@zelaaviation.com // 24 hour service: +357 993 544 93



www.zelaaviation.com

AIR CHARTER MANAGEMENT SERVICE



Zela Aviation understand the importance and positioning of the flight within your operation and our complete air charter management service is designed to be hassle free, leaving you time to concentrate on organising the many other aspects of your event. Wherever your journey is to take you, our global experience ensures that you can charter exactly the right aircraft for your group.

Our Passenger Charter Department have the creative knowledge to provide the perfect option for your specific Charter programmes. Throughout the entire operation, a dedicated project manager will work alongside you, offering advice and input, ensuring you receive all the benefits Aircraft Charter has to offer. Aviation Consultants specialise in the following areas:

Corporate Group Travel

Zela Aviation provides a comprehensive first class corporate service from the airport to on-board luxuries.

Product Launches

When you need to get your sales force and customers to the same place at the same time for the unveiling of that new model, Aircraft Chartering can be the effective solution. Why not enhance your Marketing profile by adding your corporate identity to the whole event?

Sporting Events

Amongst our recent operations we can transport a top European football team, its directors, staff and invited guests to a major European cup final and have the experience to manage similar projects.

Entertainment Industry

For individual or group travel in the entertainment World, we can provide bespoke aircraft charter options with unrivalled levels of service, security and confidentiality.

Military Charter

We have completed a number of Special Charter Operations transporting troops into both active service and training exercise situations across the world. We can provide the expertise required for arranging flights into areas of a sensitive nature often involving the assistance of diplomatic and governmental organisations.

Contact details:

E-mail: sales@zelaaviation.com

Tel: +357 25 58 68 98



CONSULTANCY



The Zela Aviation Consultancy department offers support and expert advice on all aspects of aviation from the following services:

- Feasibility studies for airline / operator start-ups
- Business plans
- Network Planning
- Airline Marketing
- Aircraft purchase
- Operator quality assurance
- Project management
- Slot Portfolio Management
- Operational Planning

Contact details:

E-mail: sales@zelaaviation.com // Tel: +357 25 58 68 98

"Flying to the future"



www.zelaaviation.com

Head Office: Cyprus

Zela Aviation Ltd
Griva Digeni and Anastasi Sioukri
Pamelva Court
Office 14
3105 Limassol
Cyprus

Tel: +357 25 58 68 98

Fax: +357 25 58 68 90

Headquarters: London

Zela Aviation
Kenville House
Spring Villa Business Park, Spring Villa Road
Edgware, Middlesex, HA8 7EB

Tel: 0870 977 1777

Fax: 0870 977 0444

Headquarters: Cheshire

Zela Aviation
Suite 3
Second Floor
3A Ruskin Road
Crewe
Cheshire
CW2 7JR
United Kingdom

Tel: +44 1270 581641

Fax: +44 1270 583740

Branch Office: Greece

Tel: +30 210 42 83 282

DEPARTMENT CONTACT DETAILS

CHAIRMAN

Andreas Christodoulides
andreas@zelaaviation.com

PA TO CHAIRMAN

Lorraine Paraskeva
lorraine@zelaaviation.com

COMMERCIAL MANAGER

Robert Sitta
robert@zelaaviation.com

AIR CHARTER BROKER

Andreas Pericleous
apericleous@zelaaviation.com

SALES & MARKETING EXECUTIVE

Maria Zachariou
maria@zelaaviation.com

AVIATION CONSULTANT

Matthew Pascoe
matthew@zelaaviation.com

AVIATION CONSULTANT

Neill Huston
neill@zelaaviation.com

ACCOUNTANT

Andri Thoma
andri@zelaaviation.com

SALES DEPARTMENT

sales@zelaaviation.com

AIRCRAFT LEASING

acmi@zelaaviation.com



www.zelaaviation.com