Ever-Ready FOOTPRINTS

Corporate Office:

C-14, Sector-1, Noida-201301, Distt. Gautam Budh Nagar, (U.P.) Tel: 0120-2476703 Fax: 0120-2534311 Email: corp.affairs@pawanhans.co.in

Rohini Heliport:

Rohini Heliport, Sector-36, Rohini, Delhi-110039 Mob.: 08800998298 Email: rajeev.agnihotri@pawanhans.co.in

Northern Region:

Safdarjung Airport, New Delhi-110003 Tel: 011-24615722 Fax: 011-24611801 Email: gm nr@pawanhans.co.in

Western Region:

Juhu Aerodrome, S.V. Road, Vile Parle (West), Mumbai-56 Tel: 022-26261700, Fax: 022-26146926, 022-26261704 Email: gm wr@pawanhans.co.in

Eastern Region:

Assam Flying Club, Hangar LGBI Airport, Guwahati-781015 Tel: No:0361-2842175, 2842177 Email: gm er@pawanhans.co.in





Growth Plan to be



Size:9.25 (w) x 7.25 (h) Inch

FLYING FOR PROGRESSIVE NATION

Pawan Hans: A Snapshot

- Profit Making, Dividend Paying National Helicopter CPSE of Gol.
- Operating a Fleet of over 43 multi disciplinary light, medium and heavy helicopters.
- Industry Leader :- Flown over 1 Million Hours, 25 lakhs landing, carrying Approx 7 lakhs passengers per annum.
- Growth plan to be a 100 Helicopters & Sea Planes Company by 2025.



Business Expansion Plan

- Seaplane Operations
- Small Fixed Wing Operations
- Island and Tourism hop Services
- Development of Heliports and Helipads
- Training & Skill Development
- MRO & Consultancy Services
- Global Business Reach



Nation's 1st Integrated Heliport PHL under the guidance of MoCA developed Nation's 1st integrated Heliport at Rohini, Delhi in FY2017 to connect various strategic towns of North India such as Shimla, Dehradun, Agra, Meerut, Gurugram, Maneshar, Panipat and Inter City connectivity in NCR.



UDAN-RCS PHL has been awarded 11 routes under RCS UDAN-2 scheme covering 5 states i.e. Himachal Pradesh. Uttrakhand. Manipur. Assam and Arunachal Pradesh to ensure affordable flying of helicopter to give a maior fillip for last mile air connectivity.



Connecting the Un-Connected PHL is operating from 21 remote base locations and 3 Regional centres across India, starting from Leh in J&K and Portblair in A&N in the North to South and Diu in U.T. of Daman and Manipur in West to East to bring Priority areas closure to the mainland.

Digital Inclusion:

Implemented e-ticketing for helicopter booking in pilgrim tourism to ensure convenient and hassle-free helicopter travel experience to its customers and stakeholders. Implemented 100% e-office, e-tendering, VoIP systems, e-GeM,e-RTI,ERP,e-Mail communication system across PHL to ensure transparency, improves efficiency and reduced tame lag.

Training and Skill development

00

Focused to leverage human capital potential and create job opportunity, Pawan Hans Helicopter Training Institute, Mumbai has completed 5 batches of AME training courses and also introduced dual qualification course in B.Sc (Aeronautices) and certification in AME in collaboration with Central Universities i.e. Jamia Milia Islamia and Mumbai University. Introduced Cadet pilot Scheme, Infrastructure development consultancy to State Govt. and Heli-Dispensary as an institutional building initiatives.

Multi Mission Utility

surveillance, Disaster Management, Aerial Surveillance, Night Heli Ambulance for Offshore in Bombay High.

Shareholding and Equity Pattern

- Govt. of India : 51% : ONGC : 49%
- Equity Capital : Rs. 557.49 crs.; Networth : Rs. 984.97 crs.
- Developed Nation's First Integrated Heliport at Rohini, Delhi
- Expertise in Offshore, Hill Terrain, Inter Island, Remote connectivity and **Reliaious Tourism**
- Transformation through Innovation Implemented Flight Tracking System & e-Governance projects such as e-office, e-ticketing, ERP, VOIP, e-procurement, e-payment etc.
- Achieved customer satisfaction rating of 91% for FY 2016-17
- Skill development through Pawan Hans Training Academy and Safety excellence Institute.



Dr. B P Sharma, Chairman & Managing Director, Pawan Hans handing over dividend cheque to Hon'ble Minister Sh. Suresh Prabhu in the presence of Gargi Kaul, Addl. Secretary, Rubina Ali, JS, MoCA

MAJOR ACHIEVEMENTS



Futuristic Focus Areas

Power Sector, HeMS, Aerial Missions, Heliports & Helipads, Technology induction, Air Cargo, Sea Planes and Passangers Helicopter Services as schedule commuter operation.

35

Key Infrastructure Development

PHL is providing its professional consultancy and infrastructure development services to 15 states to develop licensed Heliports and helipads.



3.0

20

Safety - A Major Thrust

Implemented Helicopter Tracking System to monitor real time helicopter flying, a mission towards zero tolerance of safety programme. Established NIASS at Delhi, Trained 1456 candidates in FY 2016-17 in various regulatory training such as Dangerous goods awareness, emergency survival, simulator and ground handling for

Providing helicopter business applications in Gas & pipeline



MRO

PHL MRO services has developed in-house expertise for major overhaul of helicopters and also offers its customized maintenance support for new generation aircraft with Quality service by highly gualified manpower and with capacity for flexibility.

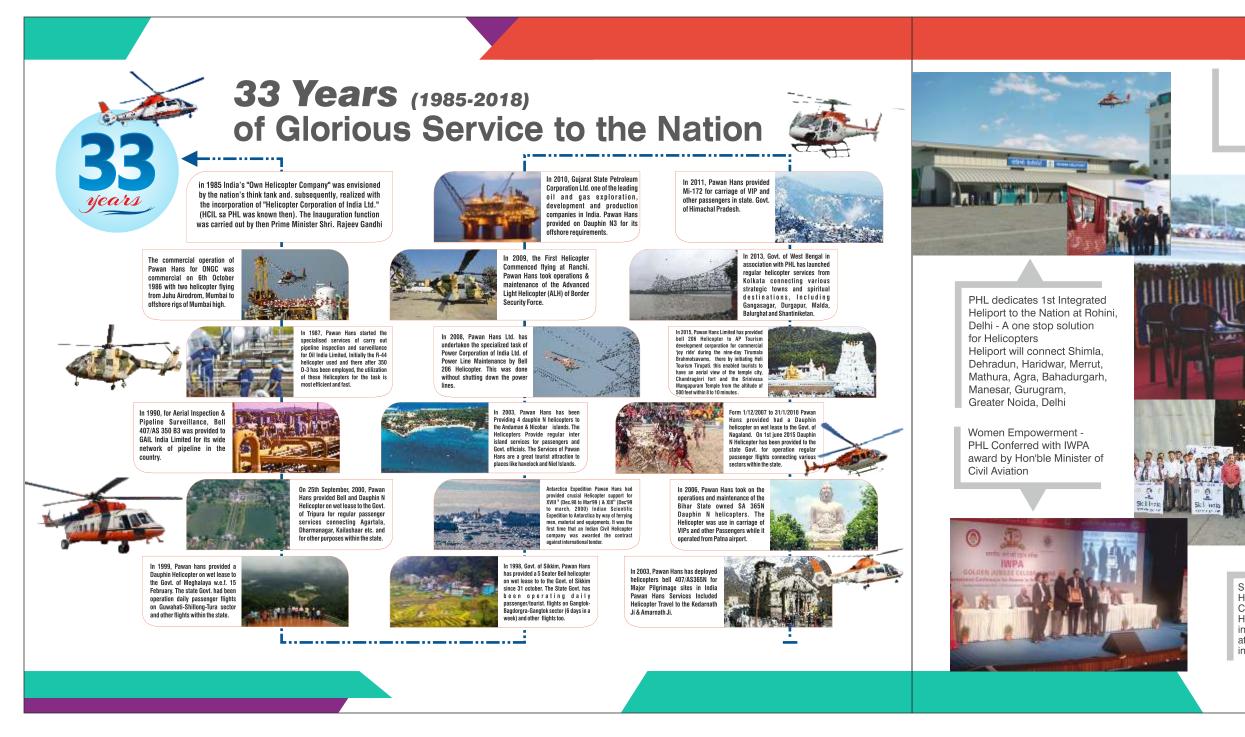
CSR



PHL has contributed Rs. 25 Millions towards its focused CSR activities. PHL pursuing major projects- setting up educational intuitions, Skill up gradations, water & energy management audits, Community development and construction of Toilets in Schools in priority areas.

WAY FORWARD:

To become 100 helicopters & seaplanes company by 2025 and triple its operational revenue by transforming its business strategy, Fleet Modernization and Organizational Restructuring.



Hon'ble Prime Minister of India Flag off First Helicopter Flight from Daman to Diu at Daman in February 2018

A Joint Initiative of U.T. of Daman & Diu and Pawan Hans



Think of reaching the unreached -Connecting remote and tribal areas of Himachal Pradesh

Uniting Incredible Diversity, Connecting North East

Connecting North-East

Skill Development -Hon'ble Minister of Civil Aviation & Hon'ble Minister of State interacted with PHTI students at Pawan Hans campus in Mumbai Govt. of H.P. & Pawan Hans Launched Heli-Service on, Shimla-CHD-Shimla sector Hon'ble Chief Minister, Himachal Pradesh flag off 1st flight from Shimla Airport on 04th June, 2018



Round Table Interaction on General Aviation



The 1st ever Roundtable Interactive session on General Aviation was held during WINGS INDIA -2018 a Flagship event organized by MoCA and FICCI at Hyderabad on 8th March 2018. During the interaction, All stakeholders from Regulation, Operators, Manufacturers and policy makers were present and bring focused agenda for the growth of General Aviation i.e. Helicopters, small Fixed Wings, Seaplanes and skill development was the key highlights of the round table discussion.





Pawan Hans as being official Helicopter partner in Wings India 2018 showcases its plethora of services in most befitting way, appreciated by dignitaries and applauded by visitors. The entire range of services, company's thrust on safety and operational excellence, proactive role in air connectivity to remote and far-flung areas, passenger transport, offshore operations, search and rescue operations, medical evacuation missions and also to support law enforcement operations, major achievements, versatile role, new age and forthcoming operations were tactfully exhibited.

Some of the glimpses are represented here.

PAWAN HANS at its best at **WINGS** *i*ndia



Aviation Chronicle Magazine of Pawan Hans



Sh. K.T. Rama Rao, Hon'ble Minister of Industry, Commerce and IT, Govt. of Telangana with Team Pawan Hans



Sh. K.T. Rama Rao, Hon'ble Minister of Industry, Commerce and IT, Govt. of Telangana inaugurating Pawan Hans stall



Sh. Jayant Sinha, Minister of State for Civil Aviation using digital COFFEE TABLE BOOKLET at Pawan Hans stall

Touching Down at Island Now



रोड से लगभग 13 घंटे की दूरी अब 1 घंटे 10 मिनट में पूरी

- Dauphin N3 Helicopters to the Daman & Diu Islands
- Regular inter island services
- Great tourist attraction

Pawan Hans Heliride to Think of Reaching the Unreached Think of Pawan Hans Daman & Diu

Andman & nicobar Island, one of the seven union territories of India are separated by 150 KMS wide. The picturesque undulating islands, islets are around 556. Pawan Hans is the only mode of air transport to connect various distant Islands since 1987.

Pawan Hans plays a significant role in providing Crucial Inter-Island Connectivity to Andman & Nicobar Islands in the Bay of Bengal and Lakshadweep Islands in Arabic Sea.

- Connecting Car Nicobar, Campbell Bay, Camota, Katchal, Terasa, Hutbay, Diglipur, Rangat and many more islands
- Ferrying more than 3000 passengers/tourist every month
 Providing medical evacuation and other support service





the Country i.e. is Indira Poi

- Pawan Hans facilitates pilgrims at some of
 Provides Safe and Comfortable journey India's most revered shrines
 - Regular & seasonal flights to Kedarnath Ji Tirupati Balaji & many more



hink of Spiritual Bliss Think of Pawan Hans

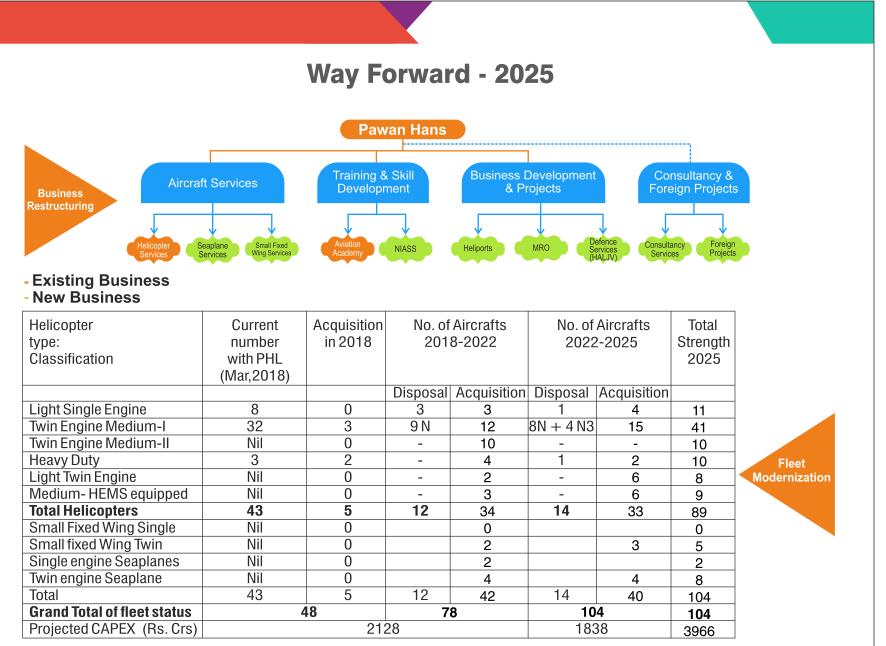


- Assisting devotees, incapable to visit these
- holy shrines in the Himalayan ranges
- Affordable Services

New Businesses and Medium Term Prospects – 2018-22

Measure	FY 2018-19	FY 19-20	FY 20-21	FY21-22
No. of Helicopters	48	60	64	78
Avg. Monthly Dep (No. of H/C)	40	50	54	66
Deployment efficiency	84	85	85	85
Flying Hours	30,000	35,000	38,300	42,000
Revenue from Operation	488.00	700.00	860.00	1050.00
Rev. from Helipad & Heliport-New	17.00	20.00	20.00	20.00
Rev. from M R O - New	3.00	12.00	20.00	36.00
Total	508.60	732.00	900.00	1106.00







Pawan Hans - a symbol of Professional and Dedicated MRO Services

Pawan Hans is the flagship helicopter services provider in India and is the South Asia's largest helicopter company that operates and maintains more than 50 helicopters. Pawan Hans MRO Services has made relentless efforts towards achieving self-sufficiency in maintenance of helicopters. Over a time period, Pawan Hans MRO Services has created maintenance infrastructure with state-of-the-art facilities and workshops. These are being upgraded from time to time to achieve high helicopter availability. Pawan Hans MRO Services has also developed in-house expertise for major overhaul of helicopters effecting substantial savings in terms of time and cost. Pawan Hans offers its customized maintenance support for your new generation aircraft with Quality service by highly qualified manpower and with capacity for flexibility.

Our Strength • Highly skilled and trained manpower • Efficient engineering, material & logistic support • Extensive use of specialized tools & equipments • MRO with network coverage of 21 base locations across India • Adopted latest Maintenance and Engineering IT solutions • As a Nation's Largest Helicopter Company, We understand MRO requirements of our customers better and hence can offer Customized solution for every Customer need.

Regulatory and OEM Approvals • DGCA India, CAR - 145 Approved Maintenance Organization • MoU with Airbus Helicopters • MoU with HAL

Munistry of Civil Aviation Government of India Announces Award of Regional Connectivity Routes ofter the 2*4 found of bidding under UDAN-Ude Desh KA Aam Nasgrik 0n 24.01.2018

——— Himachal ———				Manipur -
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Our MRO Objectives



UDAN

Spreads its Wings Connecting 31Unserved Helipads

Pay only 2500 per seat for one hour of flight by an Helicopter journey in 30 minutes.

In a century of Civil Aviation, only 76 airports connected by scheduled commercial flights. In 16 months of UDAN, 56 Unserved airports and 31 Unserved helipads awarded for connectivity.

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Srinagar

Pantnagar Pithorgarh Sahastradhar Haldwani Joshimath Sahastradhar Srinagar

Sahastradhara Srinagar Haridwar SHarchula Haldwani Gaucher Dehradun Pantnagar Dehradun Srinagar Almora

Dehradun

Pantnagar

Gaucher

Gaucher

New Tehri

Chinvall Sau

Think of Smart Business Solutions Think of Pawan Hans

For the first time in India. Pawan Hans provided valuable services for washing insulators of high-tension wires under the live current conditions for Power Grid Corporation of India Ltd. Pawan Hans achieved the record by washing 2141 towers in just 333 hours. Pawan Hans is also providing other smart solutions in the form of Pipeline Surveillance, Aerial Photography / Shooting, Law and -Order etc...

Powering Nation's Progress

Scaling New Heights

Enabling Oil Companies to reach New Depths



In Pursuit of Excellence





Pawan Hans Helicopter Training Institute (PHTI) is approved by Director General of Civil Aviation (Government of India) for imparting abinitio training in the field of Aircraft Maintenance Engineering.

The institute groom the students to become skilled and competent maintenance professionals. Hostel facility is available.

- Personnel & cargo transportation to ONGC's offshore & rigs
- Medical/Ambulance Services for offshore sites of ONGC
- Each year ferrying more than 4 lakhs crew members, flown more than 6 lakhs hours & 18 lakhs landings in offshore sector
- · Carry forward various duties of ONGC from Porbandar, Vadodara, Mumbai & Rajahmundry
- Enabling Oil & Gas Companies to explore new depths, thereby Partnering in India's Growth



TAKE AWAYS : WINGS INDIA-2018

PHL had various meetings with State Governments representatives on Heli Taxi. Sea planes and other Multi mission Utility service along with development of Heliports and Helipads such as:

Govt. of Maharastra- To explore opportunity to connect Mumbai with Daman, Ahmedabad and other preferred tourist destinations.

Govt. of Telangana- Minister of IT, Govt. Of Telangana desired to start Heli-Taxi and other helicopter and seaplane services in the state of Telangana. PHL may like to have preliminary study of Helicopter, seaplane and development of Heliports/Helipads in collaboration with Govt. Of Telangana

Govt. of Tamilnadu- State Govt is keen to start Heli services for promotion of Heli Tourism in Tamilnadu

Govt. of Andhra Pradesh- State Govt. Like to connect Vijayawada with strategic and tourist destinations with helicopters.

Govt. of Punjab - State govt like to be a part of RCS.

Other State Governments such as Manipur, Sikkim, U.P. Assam invited PHL to have preliminary study on basic infrastructure development for smooth helicopter operations.

Participant had an opportunity to have an insight in to the PHL as a product and there was a positive response across the spectrum including governments, private agencies, vendors, OEMs and the MRO etc.

Wings India 2018 helped to build an interface for future business with OEMs and helps in contributing towards both skill India and make in India.

Strengthening the brand value and also helped to consolidate a long standing relations with our elite customers.

Had an opportunity to tell the industry about the vision of Pawan Hans and what PHL has for India as the leader with segment.

Wings India 2018 platform was suitable for engaging & drawing up MoUs with potential partners in India and abroad.

PRESS RELEASES

Pawan Hans Conferred with outreach award for the year 2017-18

Pawan Hans received outreach award for the year 2017-18 by the Hon'ble Minister of State for Road and Transport Shri.Mansukh L. Mandaviya and Celebrity Shri. Raju Srivastav and other dignitaries from respective fields on dated 12.02.18 at Delhi. The event was organized by Governance Now. The award has been conferred based on PHL PR Activities rated excellent as compared to other PSU's. CMD, PHL Dr. B.P. Sharma received the award in presence of various dignitaries and Industry Stalwart



Pawan Hans Pays Dividend to Gol

Pawan Hans achieved yet another record by registering a remarkable Profit After Tax (PAT) of Rs. 242.78 crores during 2016-17 and paid dividend of Rs.36.99 crores to GOI and ONGC for the financial year 2016-17 on 23rd March, 2018 at Ministry of Civil Aviation, Rajiv Gandhi Bhawan, New Delhi.

The cheque of Rs.18.86 crores for the financial year 2016-17 was presented to the Hon'ble Minister of Civil Aviation Shri Suresh Prabhu by Dr. B.P Sharma. CMD, Pawan Hans in the presence of Hon'ble Minister of State for Civil Aviation Shri Jayant Sinha, Secretary, Civil Aviation, Shri R.N. Choubey and other senior officials of Ministry and Pawan Hans.

Pawan Hans has also outlined its Business Road Map-2025 for it's overall business expansion in Operational Services (Helicopters, Seaplanes and Small Fixed Wing Aircrafts), Training & Skill Development, Business Development & Projects (MRO, Heliports/ Helipads) and Consultancy Services & Foreign Projects and RCS-UDAN-II and also to be 100 helicopters company by 2025

Under RCS-UDAN-II scheme of Gol, PHL won 11 Helicopter routes to connect various small towns in Uttrakhand, Himachal, Manipur and Assam etc. PHL has also launched its regular helicopter services for Daman -Diu-Daman sectors in association with Daman & Diu Administration on 24th Feb 2018.

The new website has been designed to provide the ultimate user-friendly experience with improved navigation and functionality throughout for customers delight. E-Portal for online charter and e-ticket booking also a part of this website for passenger under ease of booking tickets cashlessly to promote digital India initiative of Gol.



India's civil aviation sector aims for the skies

56 airports awarded under the Regional Connectivity Scheme in the last two years

Barriell Geventreent has assarded 56 atparts under the Regional Connectivity Schume (RCS) - LIGAN -- in the institud to connecting the cities and towns int for press, of which III around have to increase regional connectivity in the launched in mailer edition of WENGS W. been questionalised, with two separations are over the deal of her and provided the set of provided the set of ing made functional under the interve sensity sell, below \$30 a barrel, for the sector. The awards were conferred upon monormanda. This was revealently Civil Advature Security (1944) 20 years. BN Cheubey at 'WHIGS (NOW 2019', organned party by PECLI Medaty of Chall make and the server and LSD of the server of 125 cells and 35 CEOs, are being held at the news, More that and Asparty Automy of Industry of Industry of Industry and Industry of Industry

sign of AVI in the GST howevery or the status - Januar, UK, Bassia, Erapping France, Gas Oroubey said the Government was com- Invitence down/Wit workt? to under 5%. many, Malaysia, Hung Rang, Italy and Ison. Resides, 15 around by ADR, Hunda, Traam, Considing with HONGS India 2018, FECO Galfifreon, Bourg, Evener, Dessault, Cla and others are on show in the static alleptic sector to grow at a CAGR of 15% for the Aviation related Companies/Institutions/Dr-Agart frast the conference and ashibitic genhations in 14 categories at the event. Roundtables on Tourtan, Cargo and Lopp Highly day a major concern of the sector. The face day needs to obtaining the perior tool and 34 fbs and 628 and 516 meetings the four-day tioneral overt this year is "te- shree the losse. On alwy suggested the incle- tablee from 10 countries, namely USA,







Pawan Hans Conferred with Best General Civil Aviation CPSE by ASSOCHAM Promoting Heli-Tourism & Remote Area Air Connectivity

Hon'ble Union Minister of State for Civil Aviation Sh. Jayant Sinha conferred Pawan Hans for Promoting Heli-Tourism & Remote Area Air Connectivity at a function organized by ASSOCHAM held in Delhi on 30th August, 2017.

Pawan Hans Bags Award for its Operational Excellence

Pawan Hans has been recognized for its Overall Operational Excellence and Sustainable Business Performance in recent time and also bagged Prestigious Awards for the same. Pawan Hans Turbomeca has conferred an Excellence Award on Lebourget, Paris, June 16, 2015 Turbomeca has conferred an Excellence Award on Pawan Hans Limited for their overall contribution to the success of the worldwide Arriel engine fleet.

Pawan Hans pays dividend

to Gol



balls (GDD and ONGC for the Financial yes 16-17 resently at Ministry of Civil Aviation w Gandhi Bhawan, New Delhi, The cheque of #18.86 crure for the finance our 2018-17 was presented to the Minister o tvil Aviation. Sureah Prabhu, by Dr. BJ Sharina, UMD, Prevan Huma, in the presence Minister of State for Civil Aviation Jaya annal Secretary, Civil Aviation, H.2

RECOGNITION & AWARDS

Pawan Hans conferred an award by Indian Women Pilots Association (IWPA)

Pawan Hans conferred an award by Indian Women Pilots Association (IWPA) for encouraging women pilots in helicopter industry & their significant contribution to women empowerment in aviation & aerospace from Hon'ble Minister of Civil Aviation Shri. Ashok Gajapathi Raju on 19.12.17 at Air force Auditorium.

Pawan Hans recognized for its Outstanding Achievement on developing Nation's First Integrated Heliport

Indian Chamber of Commerce recognized Pawan Hans for its Outstanding Achievement on developing Nation's 1stIntegrated Heliport at a function organized by ICC held in Delhi on 7th September, 2017.







Excellent . Best mohes for the

Sh. Javant Sinha, Minister of State Civil Aviation

Beautitul, vorb.

Mr. Austin, Focus Industrial Solution

Great Stall for orcademics to and discussions. Mr. Sudarshan Rajaram Mtandt group of companies

Excellent experience As an academi vine I support starting +) B.SC ANE com in regard sinti hiting throughout the country. Prof. Dr. K. Ravindra Principal Malla Reddy institute of technology



EXCELLENCE SPEAK ITSELF

Be withful work of ME PADAD HADS stall - re leg guesone comprance, fell of Ms. Charul Shukla

Want to Komow about the velency tol Helicoptel Technicans.

A very impressive stand and knowing to contact such a great company of long tradition in India

Mr. Gregory Olymios, Jet Support Services Inc

It's a great Learning experience Groing to think to join infuture gf Jg comedome.

Sh. Rishabh Mishra, UPES, Dehradun

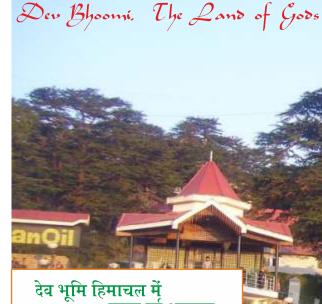
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Dr. Mehtab Alam, Dean F/o Engg & Tech Jamia Millia Islamia

daved to be with facon Hons; My result Excellent- depiction of Pasar Han Britentane in hings Inda 2018. Congestulation to wing India for byright such excellent Anatidua Informaria Stall of Pain Hay this.

> Col. RPS Mahal, Senior Advisor **Civil Aviation Puniab**

Himachal Pradesh





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Sh. Bharat Reddy Director, Govt. of Telangana MD Telangana State Aviation Corporation

HELI TAXI: A New Beginning

joint initiative





Govt. of Himachal Pradesh in association

Hon'ble CM of Himachal Pradesh along with other dignitaries and public flag off a 1° Flight from Shimal Airport.

This initiative will develop Himachal Pradesh a preferred tourist destination in Domestic & International platform.