

### **Pawan Hans and Airbus Helicopters collaborates for maintenance partnership**

Look to expand scope of their collaboration

Bengaluru, 15 February 2017 – Airbus Helicopters has signed a Memorandum of Understanding with Pawan Hans Limited (PHL) appointing the Indian helicopter operator as Airbus Helicopters' approved maintenance centre for the Dauphin and Ecureuil rotorcraft. The MoU has the provision to enlarge Pawan Hans' scope of maintenance services in the future to include other Airbus helicopter types.



“We are proud to be the world’s largest civil operator of Dauphin fleet and to be its leading maintenance services provider in India. Over the

years we have enjoyed a great partnership with Airbus Helicopters,” said Dr. B P Sharma, Chairman & MD, Pawan Hans Limited. “We would like to take our partnership a notch higher by extending our maintenance services portfolio to more Airbus helicopter types and increase our geographical coverage to SAARC countries.”

Pawan Hans, the world’s largest operator of the civil Dauphin fleet, has 34 Airbus helicopters of which 32 are Dauphin and 2 are Ecureuil. Pawan Hans’ maintenance base for the Dauphin is located in Mumbai.

“Pawan Hans is one of our most valuable customers for over 30 years and in this time it has accumulated over 500,000 flying hours on the Dauphin fleet. It has built unparalleled expertise in operation and maintenance of the Dauphin. Our legacy partnership offers opportunities to equip Pawan Hans with newer Airbus helicopter

## Press Release

models,” said Philippe Monteux, Senior Vice President of South East Asia Pacific Zone.

### **About Airbus**

Airbus is a global leader in aeronautics, space and related services. In 2015, it generated revenues of €64.5 billion and employed a workforce of around 136,600. Airbus offers the most comprehensive range of passenger airliners from 100 to more than 600 seats. Airbus is also a European leader providing tanker, combat, transport and mission aircraft, as well as Europe’s number one space enterprise and the world’s second largest space business. In helicopters, Airbus provides the most efficient civil and military rotorcraft solutions worldwide.

### **About Pawan Hans Limited**

Pawan Hans, the flagship helicopter service provider of the Government of India, has evolved into South Asia’s largest helicopter company that maintains and operates a fleet of more than 50 helicopters. It provides a variety of services such as offshore transport, remote & regional air connectivity, heli-tourism and smart business solutions, making it the most trusted brand in the area of helicopter transport.

Pawan Hans has logged more than 1 million flying hours with 25 lakhs of landings and plans to become a 100-helicopter company by 2025. Pawan Hans is diversifying into the area of sea planes, small fixed wing aircraft, training and skill development, safety audit and consultancy, creation of infrastructure such as heliports and helipads. Pawan Hans is committed to providing comprehensive helicopter connectivity to every corner of the country.

### **Media contacts**

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(A Govt. of India Enterprise)  
Press Release

New Delhi, 14.11.2016

**Pawan Hans honours with Certificate of Recognition for IoT (Internet of Things)**

Hon'ble Union Minister of State for Ministry of Electronics and Information Technology Sh.P P Choudhry and Minister of Steel Chaudhary Birender Singh presented "CERTIFICATE OF RECOGNITION" to Dr. B P Sharma, Chairman & Managing Director, Pawan Hans for Implementation of IoT(Internet of Things) in Pawan Hans during a function held on 14th October 2016 at Delhi.



Pawan Hans has taken various initiatives towards organizational transformation through IT under the ambit of digital India programme of Government of India. Dr. Sharma, CMD, PHL said that PHL, IT is playing a pivotal role by transforming its work culture through facilitating timely availability of intelligent information such as OTP of Helicopters through ERP, e-Procurement, e-Marketplace, e-Ticketing, e-Payment , e-Attendance, e-Office and many more for better resource planning and decision making vis a vis improving management processes in delivering customer centric services by enabling IT as a strategic resource for enhancing enterprise capacity building domain knowledge, customer services delight, strengthening Governance and increasing overall efficiency and transparency in the organization.

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# Pawan Hans plans to diversify and expand its business during next five years



Pawan Hans incorporated in 1985 with the objective of providing helicopter support services to the oil sector for its off-shore operations, services in the remote and hill areas and chartered tourist services for the promotion of tourism. The company has been doing quite satisfactorily during these years and today is one of Asia's largest helicopter company offers wide range of services to connect various rural sectors through its fleet of Bell, Dauphin & Mi helicopters. Dr B P Sharma, CMD, Pawan Hans, in conversation with TTJ shares on how to diversify Pawan Hans more as a customer-focused company and launch regional flights, seaplane operations and also commercial helicopter operation and many more.

**Sudipta Saha**

## FOCUS AREAS

We are actively considering diversification of our business and we have brought out a Strategic Plan 2020 for Pawan Hans according to which we will be diversifying into small fixed wing and seaplane operations; and in Maintenance, Repair and Overhaul (MRO) business. There is a huge potential in these areas in the country. We have also carried out some pilot projects for helicopter use in the areas of cleaning of transmission lines, surveillance, law & order, medical emergency services and seaplane operations. In most of developed countries almost 30 per cent of their helicopter population is used in emergency medical, law management and intra-city services whereas in India it is just less than 1 per cent. There exist huge potential of helicopter use in these areas. Pawan Hans has started inter-action with respective Ministries and State Governments to provide helicopter services in these sectors. MRO is one of business area, which has potential and PHL is considering to setup MRO facilities at its newly coming up Heliport in Rohini, Delhi and Juhu, Mumbai.

## CONNECTIVITY IN REMOTE AREAS

There are more than 450 airports/ airstrips in the country and most of them are not on the airmap as yet. Airport Authority of India approximately owns 125 out of these airports and others belong either to Airforce or States or private. Some of these 125 airports also did not have regular operations.

Most of these unused airports/ airstrips have runways of 1000 mt to 1100 mt length which are reasonably suitable for operation of small 18-20 seater aircrafts. The New Civil Aviation Policy of Ministry of Civil Aviation has put lots of emphasis to improve regional air-connectivity in Tier-II and Tier-III cities. It is a huge market. Pawan Hans is looking at routes/ places where it can be developed as sustainable and



Nations First Heliport at Rohini, Delhi

cost airports with a combination of small aircraft and helicopters is the only answer for providing sustainable connectivity in such hilly states and Tier-II and Tier - III cities.

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viable route models. We feel in the beginning there is a need for subsidy to make these routes viable which can come either from the Central or State Governments or from both. Pawan Hans wants to play a role in creating sustainable sectors which with 2-3 years of regular operations would become commercially viable and thereafter private sector will be more than willing to start operations. In places such as Jammu & Kashmir, North East, Himachal Pradesh, Uttarakhand and small district towns it is not possible to build large airports because of the geographical terrain, ecological sensitivity and commercial viability. Heliports and small low

cost airports with a combination of small aircraft and helicopters is the only answer for providing sustainable connectivity in such hilly states and Tier-II and Tier - III cities.

## RECENT EXPANSIONS

Pawan Hans is constructing first Heliport in the country at Rohini in North Delhi. Project is likely to be completed by June 2016 and the efforts are on

to operationalize the heliport within the stipulated timeframe. We are working to develop four 'heli-hubs' along with the concept lines of the 'Airport-Hubs'. This new concept has been put in place to work as principles of hub and spoke model is first in this series. These heli-hubs will be a one-point solution for the helicopter business and will act as a helipad/heliport for public passenger services, MRO facility for helicopter maintenance and also as a skill development centre for training of pilots, AMEs and technicians.

## PLANS AND INITIATIVES

In the next one year we hope to provide air connectivity

between Delhi and neighbouring cities from Rohini Heli Hub. Regional connectivity will be fully achieved when we are able to connect at least all capital cities and district centres by air, which can be made possible by smaller planes and helicopters. The government, as part of aviation policy, has announced a regional connectivity scheme. We are working on a plan to acquire three 18- to 20-seater aircraft to be operated on regional routes offered under the regional connectivity plan.

PHL is in process of finalizing its business plan where PHL plans to become a 100 aircraft company by 2027. We plan to raise funds to meet aircraft acquisition and launch the Initial Public Offering (IPO) of the company besides raising funds from financial institutions as per new business plan. The plan is to diversify Pawan Hans more as a customer-focused company and launch regional flights, seaplane operations and also commercial helicopter operations from our heliport in Delhi beside providing MRO services under Make in India initiative. We also provide MRO services for defence under recently concluded MoU with HAL.

Pawan Hans has developed business plans to diversify and expand its business during next ten years. We are also working to develop few tourism circuits such as Buddhist Circuit in consultation with Ministry of Tourism & Culture for growth of Tourism in India.



## **Pawan Hans Makes Delhi Proud: Trial Landing made..... ... .. Successfully on Nations First Heliport at Delhi, India**

Pawan Hans Limited on behalf of the Ministry of Civil Aviation (MoCA) is developing India's first regular Heliport at Rohini at a project cost of Rs. 98 crores. Once operationalized in May 2016, this Heliport would provide all helicopter operational facilities as detailed below and will decongest busy Indira Gandhi International Airport, and promote Regional Air connectivity through helicopters in the Northern part of the country for:



1. Regular passenger services,
2. Heli Services,
3. Landing & parking of helicopters,
4. Helicopters Maintenance Services (MRO),
5. Disaster Management,
6. Helicopter Emergency Medical Services (HeMS),
7. Law & Order Surveillance
8. Skill Development (Pilots & AMEs)

This project will be completed by April 2016 and operationalized in May 2016 well before its target. This heliport consists a Terminal building having capacity of 150 passengers, 4 hangers with parking capacities of 16 helicopters and 9 number of parking bays. Pawan Hans will setup MRO facility and Skill development Center.



To promote regional air connectivity, Pawan Hans has also prepared a roadmap to connect all the major destination from this Heliport such as Ex-Delhi to Shimla, Haridwar, Dehradun MATHura, Agra, Meerut and Industrial

Hubs such as Manesar, Bahadurgarh etc.

The Trial test landing by helicopter Eccuriall B3 was successfully conducted on 16/02/2016 at this Heliport to assess landing SOPs and Safety standards.

More Trail landings by varied type of helicopters is planned during March 2016.

Dr. B. P. Sharma, Chairman & Managing Director, Pawan Hans was present along with senior officials during the trail landing of helicopter at Heliport.

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**PAWAN HANS LIMITED**  
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**Press Release**

**New Delhi, 01.05.2015**

**MOU Signed between Ministry of Civil Aviation and Pawan Hans Limited and payment of Dividend by PHL to Ministry of Civil Aviation and ONGC for the year 2013-14**

Pawan Hans has paid dividend to GOI and ONGC of Rs.7.71 crores for the financial year 2013-14 on 1<sup>st</sup> May, 2015 at Ministry of Civil Aviation, Rajiv Gandhi Bhawan, New Delhi and also outlining the business plan for the financial year 2015-16. The cheque was presented to the Hon'ble Minister of Civil Aviation Sh.Ashok Gajapathi Raju Pusapathi by Dr. B.P Sharma, Chairman and Managing Director, Pawan Hans in the presence of Hon'ble Minister of State for Civil Aviation Dr.Mahesh Sharma, Sh. V. Somasundaran, Secretary, Civil Aviation and other senior officials of Ministry and Pawan Hans.

During the dividend ceremony, MOU for 2015-16 was signed between Sh.V. Somasundaran, Secretary, MoCA and Dr.B.P Sharma, Chairman and Managing Director, Pawan Hans Limited in the presence of other senior officials of the ministry and the company. As per the MOU, Ministry of Civil Aviation would facilitate Pawan Hans Limited to achieve its projected growth by supporting the corporation to increase its credit worthiness and enable it to achieve its social objectives by providing the necessary policy support.

PHL has achieved flying of more than 7 lakhs hours and 25 lakhs landings on its fleet since its formation. Pawan Hans has its own fleet of 46 helicopters, comprising of 35 Dauphin N&N3, 8 Bell 206L4, 407 & B3 and 3 MI-172 helicopters, besides 7 Dhruv (ALH) helicopters. PHL is playing a pivotal role in providing air connectivity across the country by way of regular passenger services, charter services and operations for vital offshore support to the oil & gas sector.

In the financial year 2013-14, Pawan Hans has achieved operating revenue of Rs. 529.59 crores as against Rs.465.25 crores in 2012-13. The operating profit has increased Rs.73.03 crores from Rs.39.64 crores and net profit after tax was Rs.38.57 crores against Rs.11.70 crores in the year 2012-13.

**Looking Ahead**

PHL, by leveraging its expertise, capabilities in Helicopter Operations and successful safety track record, diversifying its operations into high potential sectors of Heliports/Helipads, Seaplane operation, small Fixed Wing aircraft and MRO. It is also targeting specific project segments and industries where



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lies huge potential for growth:

- PHL is preparing a Business plan keeping in view the industry trends, future challenges and growth opportunities of India Aviation sector in helicopters, Seaplanes, Small Fixed Wing Aircraft and development of Heliports and MRO facilities under “Make in India” initiatives.
- Fleet acquisition under options of leasing and procurement routes through which 20 new helicopters in various categories like light, medium and heavy and 2 seaplanes will be procured to meet new business requirement and replacement of old helicopters.
- Prospects for IPO are reviewed with SBICap and work plan for the same is being prepared with a time bound manner.
- PHL is construction a Heliport in Rohini, Delhi which is First in the Country. Independent internal committee has been constituted for monitoring Heliport progress. PDC for completion is 16th Feb 2016. Efforts are being made to complete the project within stipulated timeframe.
- Pawan Hans intends to manage and operate to develop more such Heliports to promote Regional Connectivity in various parts of the country through Viability Gap Funding model with State and Central Government.
- Pawan Hans plans to venture into MRO business. MRO facility is being planned to be established in Rohini at Delhi and Hadapsar at Pune through PPP model revenue based model.
- New safety department structure has been put in place for close monitoring and implementation of Safety Management System, Flight Data Monitoring System, Pilot training etc., to ensure accident/incident free flying.

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**PAWAN HANS LIMITED**  
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**Press Release**

**New Delhi, 01.05.2015**

**Pawan Hans Pays Dividend to Government of India**

Pawan Hans has paid dividend to GOI and ONGC of Rs.7.71 crores for the financial year 2013-14 on 1<sup>st</sup> May, 2015 at Ministry of Civil Aviation, Rajiv Gandhi Bhawan, New Delhi and also outlining the business plan for the financial year 2015-16.

The cheque was presented to the Hon'ble Minister of Civil Aviation Sh.Ashok Gajapathi Raju Pusapathi by Dr. B.P Sharma, Chairman and Managing Director, Pawan Hans in the presence of Hon'ble Minister of State for Civil Aviation Dr.Mahesh Sharma,



Dr. B P Sharma, Chairman & Managing Director, Pawan Hans handing over dividend cheque to Hon'ble Minister Sh. Ashok Gajapati Raju Pushapati and Hon'ble Minister of State Dr. Mahesh Sharma. Sh. V somasundran, Secretary was also present during the ceremony.

Sh. V. Somasundaran, Secretary, Civil Aviation and other senior officials of Ministry and Pawan Hans.

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- PHL is preparing a Business plan keeping in view the industry trends, future challenges and growth opportunities of India Aviation sector in helicopters, Seaplanes, Small Fixed Wing Aircraft and development of Heliports and MRO facilities under “Make in India” initiatives.
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**PAWAN HANS LIMITED**  
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**Press Release**

**New Delhi, 20.03.2015**

**29<sup>th</sup> Annual General Meeting of Pawan Hans Limited**



The 29<sup>TH</sup> Annual General Meeting of Pawan Hans Limited was held on 19.03.2015 in New Delhi. During the AGM, M Sathiyavathy, DG, DGCA, G. Asok Kumar, Joint Secretary, Ministry of Civil Aviation, representative from ONGC, Petroleum Ministry and senior official from MoCA and Pawan Hans were also presented.

Dr.B.P Sharma, CMD, Pawan Hans presented the financial report and the Report of Board of Directors and Auditors in the meeting. Pawan Hans has achieved a net profit of Rs.38.57 Crs for the F.Y. 2013-14 and also declared a dividend of Rs.7.71 Crs towards Government of India and ONGC.

In his address, Dr. Sharma presented future Business Expansion Plan to the shareholders during 29<sup>th</sup> AGM in the areas of Seaplane Services, Small Fixed Wing Operations and setting up more heliports/helipads in the country to promote regional connectivity besides improvement in quality of services and operational safety in organization for existing fleets. Presently PHL operates its helicopters in various parts of the country such as ONGC, GAIL, GSPC, NTPC, oil India, MHA, BSF and State Govt.like Sikkim, Maharashtra, Tripura, Assam, Meghalaya, Himachal Pradesh, West Bengal Odisha, Arunachal Pradesh, A&N & Lakshadweep Islands etc.

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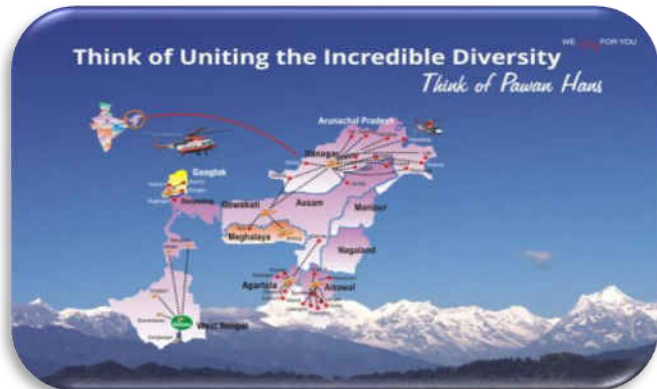
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**Press Release**

**New Delhi, 31.12.2014**

**Pawan Hans Soaring at Unreached Heights**

Audited figures for the year 2013-14 have shown a highest ever turnover of Rs. 530 crores for Pawan Hans during the financial year of 2013-14. This growth is around 15% above the previous year's figures of Rs. 465 crores. The profit from operations has increased to Rs. 73 crores from Rs. 39 crores in 2012-13 showing an increase of 87% and profit net of tax depreciation and all other liabilities has also been more than doubled to Rs. 38.57 crores during 2013-14 from Rs. 11.70 crores of the year 2012-13. It is noteworthy that the Company had incurred a loss of Rs. 10.35 crores during the financial year 2011-12. Pawan Hans has started paying dividend after a gap of four years and for the year 2013-14 has declared Rs. 7.71 crores keeping in view the improved financial results.

Because of incident free flying years, the insurance premium has come down to less than half of what it was two years back, which has led to a saving of Rs. 12 crores. Productivity per employee has also increased from Rs. 44.35 lacs in 2011-12 to Rs. 58.91 in 2013-14. The Company also recruited 10 fresh pilots under its new recruitment policy which has brought down the cockpit cost and it is expected to save Rs. 7.30 crores in two years time for the Company.



Anil Srivastava, CMD, Pawan Hans stated that this turnaround has been achieved due to various strategic steps taken to make an aviation company efficient and minimizing the overheads. Alongwith this, safety aspect has not at all been compromised and last three years have been without any incident for Pawan Hans. Fleet serviceability of its fleet of 53 helicopters has also been at its highest ever level and was around 83%. Year 2013-14 also saw the Credit Rating of Pawan Hans being improved to A+ from A. With deployment of 11 helicopters in the North East, Pawan Hans has started a new Region to cater to the demands from NE States with its Headquarters at Guwahati.

Overall performance and its turnaround has also been recognized by various external agencies and the Company has been bestowed with five awards during last one year including the prestigious "Golden Peacock" recognition at London for overall business sustainability.

This is noteworthy that Pawan Hans gets most of its business through an open competitive bidding and does not take any assistance from Government Budget. With excellent results, it will be much easier for Pawan Hans to offer part of its equity in the market and it is expected that with excellent evaluation of its books the proposed public offer would be a great success.

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**PAWAN HANS LIMITED**  
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## **PRESS RELEASE**

### **PAYMENT OF DIVIDEND BY PHL FOR THE YEAR 2012-13**

New Delhi 8<sup>th</sup> January, 2014

Pawan Hans pays dividend after a gap of 4 years. Cheque of dividend of Rs.1,19,32,164/- for the financial year 2012-13 was presented to the Hon'ble Minister of Civil Aviation Shri Ajit Singh by Shri Anil Srivastava, Chairman & Managing Director, Pawan Hans in the presence of Shri Ashok Lavasa, Secretary, Civil Aviation Sh. Alok Sinha JS, Sh. G.Asok Kumat , JS , MoCA , Sh. Sanjiv Bahl, ED, PHL and other senior officials of Ministry of Civil Aviation and Pawan Hans.

Pawan Hans is an organization of the Ministry of Civil Aviation, for the financial year 2012-13 Pawan Hans earned operating revenue of Rs.465.25 crores (Rs.428.86 crores in the previous year). The net operating profit for 2012-13 is Rs.39.64 crores and the company has managed to turn around with



profits net of everything at Rs.11.70 crores against the net loss of Rs.10.35 crores during previous year and has declared dividend @ 20% of the net profit after tax (i.e. Rs.11.70 crores) to Govt. of India and ONGC. In the paid up share capital of the Company of Rs.245.62 crores, Government through Ministry of Civil Aviation holds Rs.125.266 crores( 51%) and ONGC holds. Rs.120.35 crores (49%).

Pawan Hans is an ISO 14001 and 18001 certified Company and is India's largest helicopter operator and also one of the Asia's bigger operator. It has achieved flying of more than 5.13 lakhs hours and 19 lakhs landings on its fleet since its formation. Pawan Hans has its own fleet of 46 helicopters, comprising of 18 Dauphin N, 17 Dauphin N3, 3 MI-172, 3 Bell 206 L4, 3 Bell 407 and 2 AS 350 B3 helicopters. It also operates and maintains 5 Dhruv helicopters belonging to BSF. The operating and maintenance standards of Pawan Hands are one of the highest in the world. Credit rating of the Company has also been upgraded with stable India A+ from Stable India A. This has been possible due to better operational performance and safety measures.



**Pawan Hans witnessed complete turnaround with significant improvement in overall performance under all the parameters during the period 2012-13 and registered a net profit of Rs. 11.70 crores against a net loss of Rs. 10.35 crores in 2011-12. In 2012-13 fleet serviceability has increased from 81% to 83% resulting in highest ever operating revenue, deployment and utilization of helicopters and resources and improved focus on high safety standards.**

Pawan Hans provides helicopter support with 10 helicopters for offshore operation of ONGC. The Company provides helicopter services to State Governments of Meghalaya, Mizoram, Maharashtra, Tripura, Sikkim, Odisha, Himachal Pradesh, Arunachal Pradesh, Ministry of Home Affairs, Administration of Andaman & Nicobar Islands and Lakshadweep Islands. The Company is also providing helicopter services to NTPC, GAIL, GSPC, British Gas, etc.

In the year 2012-13, the Company secured new contracts from British Gas, Govts. of Meghalaya, Mizoram, Odisha, Maharashtra, Assam, Himachal Pradesh and Arunachal Pradesh at competitive rates. In the financial year 2012-13 the total flying hours were 31,683. Similarly, revenue flying hours in 2012-13 were 30,310 from 29892 hours in previous year. The fleet serviceability during 2012-13 also increased to 83% from 81% in the previous year.

As part of turnaround strategy in 2012-13, transformation programs and cost cutting measures were undertaken from April, 2012 which resulted in reduction in expenditure to the tune of Rs.9.40 crores in overheads. Inventory management system was improved for efficient and effective control of inventory budget. Strict control of time schedule for ONGC helicopter deployment to avoid delay in provisioning helicopters. Cross conversion of pilots on different type of helicopters was encouraged which led to their efficient utilization and higher flying hours per pilot as per CAR on all type of fleets. Monitoring of FTL/ FDTL through centralized computer system. Creation of Eastern Region for improved focus on North East Region.

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