Overview
Key Facts

<table>
<thead>
<tr>
<th>Founded</th>
<th>1945 with support of TWA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers</td>
<td>6 million passengers</td>
</tr>
<tr>
<td>Fleet</td>
<td>77 aircraft (7 years av. age)</td>
</tr>
<tr>
<td>Main Hub</td>
<td>Addis Ababa</td>
</tr>
<tr>
<td>• 2&lt;sup&gt;nd&lt;/sup&gt; Hub</td>
<td>Togo - Lomé</td>
</tr>
<tr>
<td>• 3&lt;sup&gt;rd&lt;/sup&gt; Hub</td>
<td>Malawi – Lilongwe</td>
</tr>
<tr>
<td>Destinations</td>
<td>International - 90</td>
</tr>
<tr>
<td></td>
<td>Domestic – 20</td>
</tr>
<tr>
<td>Employees</td>
<td>+ 8000</td>
</tr>
<tr>
<td>Ownership</td>
<td>100% Ethiopian Government</td>
</tr>
<tr>
<td>Weekly Flights</td>
<td>+ 1330 – Weekly flights</td>
</tr>
<tr>
<td></td>
<td>+ 200 – Daily departures</td>
</tr>
<tr>
<td>Global Alliance</td>
<td>Star Alliance Member</td>
</tr>
</tbody>
</table>
Combined aviation experience of 425 years

Average services of 25 years
Pioneering African Aviation:

1946: 1st scheduled flight to Cairo with DC-47

1958: 1st Flight to Frankfurt

1960: 1st East-West Africa flights

1962: 1st jet service in Africa

1973: 1st Flight to China

1998: Launch of Transatlantic flight to US

2010: 1st African B777-200LR

2011: Star Alliance member

2012: Only direct connection between Africa & Canada

2012: 1st African B787

2013: Only connection between Brazil & West Africa

2016: 1st African A350

2018: 1st African B737 Max
Core Businesses

• International Services
• Regional Services
• Cargo Services
• MRO Services
• Aviation Academy
• In-flight Catering Services
• Ground Services
Africa: Last Frontier of Globalization

- **1 billion** population
- **2nd fastest** growing continent
- 6% GDP growth next Decade
- GDP of **$2.6 trillion** by 2020
- 60% of world’s uncultivated arable land
- **Untapped resources:** 42% of world’s gold; 12% oil; 90% diamond, etc…
Ethiopia Roaring!

Growth & Transformation (2010-2015)

- GDP: +11%
- **Infrastructure** development:
  - **Road**: 64,500 km
  - **Rail**: 2395 km
  - **Energy**: 10,000 MW
  - **Telecom**: 50 million mobile users
- **Addis**: 1\textsuperscript{st} city rail in Sub-Saharan Africa to have city train service built by Shenzhen Metro
- Significant improvement in human development index
- Broad based & all inclusive economic development
### African Air Travel Surging!

Air transport growth is highest in expanding regions:

- **China**
- **India**
- **Middle East**
- **Asia**
- **CIS**
- **Latin America**
- **Eastern Europe**
- **Western Europe**
- **North America**
- **Japan**

#### Billions of people will increasingly want to travel by air

- **6 billion people 2012**
- **1 billion people 2012**

#### Market developments

<table>
<thead>
<tr>
<th>Airline traffic growth rates</th>
<th>2011 to 2031</th>
</tr>
</thead>
<tbody>
<tr>
<td>Africa</td>
<td>+6.2%</td>
</tr>
<tr>
<td>Asia-Pacific:</td>
<td>+7.4%</td>
</tr>
<tr>
<td>North America:</td>
<td>+6%</td>
</tr>
<tr>
<td>Europe:</td>
<td>+4.8%</td>
</tr>
<tr>
<td>Middle East:</td>
<td>+6.9%</td>
</tr>
<tr>
<td>Latin America:</td>
<td>+8.3%</td>
</tr>
</tbody>
</table>
Location! Location! Location!

Seizing Opportunities: located in fastest growing trade lane
Largest Network of Any African Airline

5 Continents; 90 International; 52 African & 20 Domestic Destinations

18 new stations in two years – Sao Paulo & Rio; Enugu; Niamey; Singapore; Shanghai; Vienna; Kano; Madrid; Doha; Tokyo; Dublin; Los Angeles; Gaborone; Cape Town; Semera; Kombolcha; Bale Robe
Multiple Hubs: Necessity for Huge Continent

- 2nd Hub: Lome with ASKY
- 3rd hub: Lilongwe with Malawi Airlines
- Multiple gateways: Filling the void; availing critical air connectivity
Star Alliance Member

Leading global network,
Serving + 1,300 airports & 194 countries!
Growing Code-Shares
No.1 Freight Operator in Africa

24 cargo destinations in 4 continents with 6 wide-body freighters
Growing Fleet

80 in service

13 - B787-8
4 - B777-300 ER
6 - B777-200LR
7 - B767-300
4 - B757-200
8 - B737-700NG
13 - B737-800W
17 - Q400
4 - B777-200LRF
2 - B757-200F
2 - MD-11F

On order:

43 on order

20 -737 MAX 8s
14 - A-350
6 - B787-8s
1 - B737-800w
2 - B777-200F
Ethiopian Performance

2013-14 Year Performance

Capacity (ASK): +17%
Passenger carried: +13%
Available Ton Kilometer: +14%
Operating Revenue: +21%
Operating Profit: +34%

• 76 international, 46 African destinations, 17 domestic
Fastest Growing African Airline

Revenue Grew by almost 500% in 10 years
Ethiopian Aviation Academy

- **Pilots** Training School
- Aircraft **Maintenance** Technicians School
- School of **Marketing & Finance**
- **Cabin Crew** Training School
- **Simulator** Training
  - B737, B757 & B767, 787 & Q400
  - Soon B777

- **1,300 trainees** intake capacity currently
- **4,000 trainees** by 2025
Complete maintenance package on Boeing & Bombardier models
✓ Complete routine checks per manufacturers planning data or customized package
✓ Avionics Installation (New/Upgrades)
✓ Extensive structural repairs & modification work

• Complete Repair, Modification, Overhaul and Testing:
P & W Models: PW127, PW121 and PT6
CFM Model: CFM 56-3/7
APUs: GTCP331-200
✓ Modular Maintenance:
P & W Models: PW4000 & PW2000
✓ Engine Performance Test
✓ Special Process Shops:
  (machining, electro-chemical plating, welding, plasma spraying & vacuum furnace heat treatment)
Our Vision 2025
Leading Airline Group in Africa
Our Vision 2025: Bringing Africa Together & Closer to the World

- 10 billion $ revenue (2.4 billion $ currently)
- 1 billion $ profit
- 120 international & 26 domestic destinations (90 international currently)
- 140 aircraft (80 aircraft currently)
- 22 million passengers (6 million currently)
- 820,000 tons of cargo (200,000 tons currently)
- 17,000 employees

Leading Airline Group in Africa with 7 Profit Centres
Diversified Aviation Business Model

Airline Group with 7 Business Units

Ethiopian Airlines Group with 7 Business Units:
- Ethiopian international Services
- Ethiopian Regional Services
- Ethiopian Catering Services
- Ethiopian Cargo Services
- Ethiopian MRO Services
- Ethiopian Ground Services
- Ethiopian Aviation Academy
Overarching Strategies: Vision 2025

• **Fast, profitable & sustainable growth** with strong **synergy** among business units

• **Cost Leadership**
  - *Network*
  - *New & modern fleet*
  - *Labour cost*
  - *Operational excellence*

• **4 Star airline with 5 star service delivery**
  - *African flavoured Ethiopian hospitality*

• **Multiple Hubs - Brands in Africa**
  - *Common service standard*

• Transformation to **Diversified Airline Group** with 7 business units

• **Focus on 4 Pillars of Vision 2025**
4 Pillars of Our Vision 2025

1. **Fleet: Current Orders of 43 aircraft**
   - B777s; A350s; B787s; B737s; Q-400s

2. **Infrastructure**
   - *New cargo terminal*: 1.2 million tons capacity
   - 2 more new MRO hangars
   - *Addis Airport expansion* (250 million $)
   - *Ethiopian Aviation Academy*
   - *4 Star Hotel*

3. **HRD**
   - Academy expansion: curriculum & in-take
   - *4,000 trainees* annual in-take capacity: **80 million $** investment
   - Investments: Q-400 simulator; B787/B777 simulators

4. **Systems:**
   - ICT, policies, procedures & processes: **32 million $** investment
Vision 2025: Socially Responsible Growth

- Support to **community** based programs
- **Fleet** modernization: av. age of 7 years
- Installation of **Winglets**: 1st for Africa
- Using **best fuel practice**
- Member of **AirLink** - connecting aviation industry for humanitarian activities
15 Prestigious Awards in 2013/14

• “African Airline of the Year” Award from African Airlines Association (AFRAA) on November 26, 2013

• *Africa’s Best Business Class Airline by Chinese passengers* at the 9th Annual Best Travel Media Award ceremony held in Beijing, China

• SKYTRAX “*Best Staff Service in Africa*”, Paris 2013

• Passenger Choice “*Best Airline in Africa*”, Anaheim, California, Aug. 2013

15 Prestigious Awards in 2013/14

• “Customer Service Leader”, Service Quality Institute's Worldwide in Istanbul Turkey on October, 2013

• “African Airline of the Year” at 9th Travel Market, AKWAAB, meeting in Nigeria at Eko Hotel Convention Centre on 27 October 2013

• “Best Cabin Crew in Africa” at 9th Travel Market, AKWAAB, meeting in Nigeria at Eko Hotel Convention Centre on 27 October 2013

• 2013 *Planet Africa Professional Excellence Award* on 2 November 2013 during a ceremony held at the International Centre in Toronto, Canada

• "GOLD Level Boeing Performance Excellence Award“ for its outstanding performance at the Wire Kits Harness Manufacturing Plant in 2013.
15 Prestigious Awards in 2013/14

• "Best Airline in Africa", for the second time in a row at the APEX 2014 EXPO held between 15 and 18 September 2014 in California.

• “Airline Reliability Performance Award” from Bombardier Aerospace in 2014, for Four Years in a Row.

• “Best Airline of the Year Award” at MICE Magazine’s 7th Annual Award Ceremony held in Beijing, China on April 11, 2014.

• “Best Foreign Airline of the Year from Africa Award” at the Kuala Lumpur International Airport (KLIA) on 21 November 2014.

• “African Airline of the Year Award” by the African Airlines Association in Algiers between 9 and 11 November 2014.
Industry Recognition in 2015

- Ethiopian named *Regional Airline of the Year* at the 41st ATW Airline Industry Achievement Awards on February 25, 2015.

- Ethiopian won the *Air Cargo Brand of the Decade for Africa Award* from *Shipping, Transport, Aviation and Tourism (STAT)* on February 26, 2015.

- **Ethiopian Ranked Number 6** among the 22 most dependable airlines in the world in three areas: *On-time performance, low costs to check bags, average age of an airline fleet.*

- **Ethiopian CEO** won International GrandPrix Special Award in **Milan - 08 Jun, 2015**
Thank You