

Put over 220  
years of  
collective  
aviation  
experience to  
work for you!



Aphrodite Management is your all-encompassing destination for Aviation services.

Since establishment in 1992 and propelled by a team of consummate aviation professionals, Aphrodite Management has provided and persists to provide an unprecedented level of excellence in four key facets in aviation industry:



[aphrodite-mgmt.com](http://aphrodite-mgmt.com)

With Headquarters in Switzerland and operational offices in Egypt, we cover Europe and the Middle East with equal proximity



An Aphrodite Holding Company



[www.aphroditeholding.com](http://www.aphroditeholding.com)

## “ Aphrodite’s Aviation Insurance Management Like-No Other ”

- Accumulated portfolio of 28 Airlines
- With 120 aircraft
- Worth 2.6 Billion USD of coverage

We fully understand the aviation insurance requirements for commercial passenger airlines and assign an account team comprising of experts specifically to meet your needs, including placing brokers, account managers, staff experienced in dealing with contracts and leasing requirements of banks and finance houses as well as claims handling experts.

## What we do

- Risk evaluation.
- Creating a placement strategy.
- Price and terms negotiation.
- Risk placement

- Review certificates of insurance, cover notes and in accordance with policy wordings
- Premium processing
- Aviation contracts and leasing advice e.g. new aircraft purchase or leasing agreements
- Mid-term adjustments to policy covers, as required
- Ad hoc insurance advice, throughout the period of appointment
- Market briefings
- Claims handling





## What is Lloyd's

Lloyd's is not an insurance company. It is a market where members join together to form syndicates to insure risks.

For airlines around the world (except USA and Russia) Lloyd's is the only available high capacity market to insure aviation risks.

Much of Lloyd's business works by subscription, where more than one syndicate takes a share of the same risk.

## How it works

The majority of business written at Lloyd's is placed through brokers who facilitate the risk-transfer process between clients (policyholders) and underwriters.

Syndicates are represented by underwriters who will evaluate each risk to decide pricing and terms, underwrite the risk and handle any subsequent claims.



## Aphrodite's Role





## Aphrodite strengthens presence in the Middle East and North Africa

# arb

Aphrodite Reinsurance Broker

Aphrodite Management decided to launch arb (Aphrodite Reinsurance Broker) with the intention to be a major player in the region's insurance sector it will focus on construction and utilities, energy, aviation and industrial risks. These will be looked at on a direct or facultative reinsurance basis, however at the same time the company will seek to develop a treaty reinsurance portfolio on a general basis.

Despite new, the company has over 100 years of accumulated field experience that enables it to fully understand the needs of its clients and provide them with the best practical solutions in all insurance / reinsurance related fields.





## Aphrodite assists Airlines to develop their Risk Management Plans under ASRA® solution:

### What is ASRA?

ASRA stands for Aviation Safety Risk Assessment, it's an advanced dynamic facility which provides a comprehensive END TO END risk management and quality assurance solution to airlines.

### For Whom?

For Airlines with Aircraft above 20 Tons. However all Aircraft operators who care about the safety of their operation should implement the program.

The International Civil Aviation Organization (ICAO) has mandated all contracting member states to urge their operators to implement a Safety Management System.

FDM is specified as a requirement in Annex 6 of the ICAO Convention on International Civil Aviation for aircraft over 27 tones. It is recommended for aircraft over 20 tones.

This requirement was taken further by Europe through the JAR-OPS 1.037



ASRA brings the most advanced technologies available in the market and a highly experienced team to come up with one integrated solution which is highly capable to take raw flight data into the following stages:



## ASRA's Team

Safety Experts

Technical Experts

Operations Experts

Insurance Experts

## ASRA's Deliverables

- Event Detection and Measurement
- Deviation & Exceedance Reports
- Safety Campaigning
- Advanced 3-D Animations
- Routine Reporting
- Other applications beyond FDM including: Engineering Studies, Trend Monitoring, Navigational Analysis, Fuel Optimization.



## Pure dedication for the Aviation and Travel industries



We provide our clients with the most comprehensive commercial service:

- Marketing Airlines' capacity for both passengers and cargo
- Locating ACMI opportunities for Airlines
- Marketing corporate jets and air ambulance

### Charter Operations:



+12.8 Million Passenger  
+ 2500 Tonnes Cargo

### Corporate Jets:



+136 Flight

### Air Ambulance:



+26 Flight

### ACMI Management:



+87 Operations

### Scheduled Operations:



+136 To More than 8 Airlines





Today, airlines are not just competing with each other for a share of the passenger market, they're also competing for a cut of each passenger's total travel budget

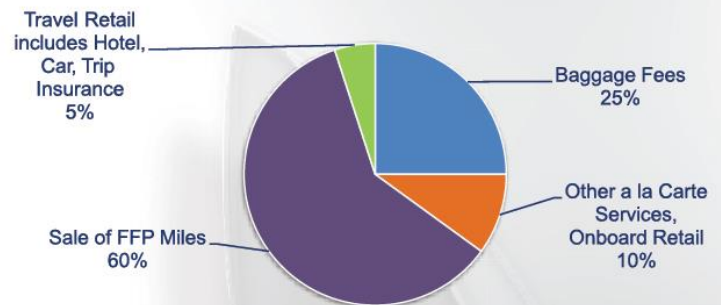
## Boost your revenues by offering ancillary services

## When you think Aviation Retail

Aphrodite brings to you smart turnkey solutions:

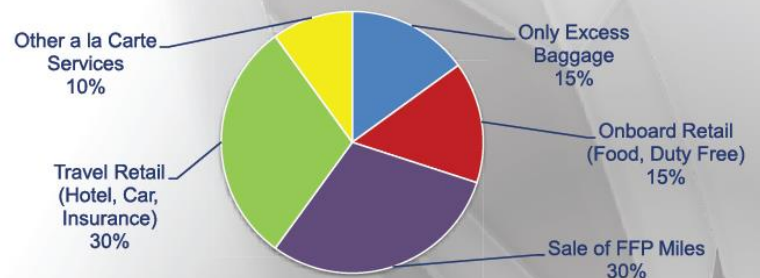
- Reservation Systems
- Loyalty Programs
- E-commerce and Global Distribution
- Travel Insurance
- On-board Advertising
- Co-Branded Partnering

### Key Ancillary Revenue Typical Major Airline - in the US



### Key Ancillary Revenue

Airlines focusing on revenue from non-ticket sources - Outside the US



APHRODITE

aphrodite-mgmt.com

## Make the Right Move



## Range of Services:

- Building Distinctive Airlines
- Aircraft Financing & Leasing
- Route Development
- Maintenance Arrangements
- Capacity Marketing

## 21 Years of Consultancy

Our team of managing partners and associates are experienced aviation professionals, with enough knowledge to assist both airline and non-airline clients including airports, governments and investors.



That total volume of contracts we handled along 2 decades reached 3.8 Billion USD.

We have represented and worked with very reputable International Aviation Firms:

- Grumman Aerospace
- Hughes Aircraft
- Rockwell Collins
- British Aerospace
- Raytheon-Beechcraft
- Ansett Worldwide
- SAAB Aircraft International
- Compagnie Transair
- Commander Aircraft
- Company Engine Lease Finance
- FLS Aerospace
- LH-Airmotive Ireland
- Avions Pierre Robin
- MBB / Eurocopter
- EADS Sogerma