



# **Invitation for Strategic Partnership**

**Advancing Mutual Interests in the Air & on the Earth**

**SLOVAK-ASIAN CHAMBER OF COMMERCE**

**SLOVAK-CHINESE WDL AIRLINES**

**MARCH 2014**



**SLOVENSKO - ÁZIJSKÁ**  
obchodná komora



**SLOVAK-CHINESE**  
AIRLINES



## **INVITATION**

**For submission of letters of intent by interested  
Chinese investors - air operators for strategic  
partnership with Share holding company  
Slovak-Chinese WDL Airlines**

**for operating direct transcontinental flights**

**The deadline for submission of the Letter of Intent is  
April 30<sup>th</sup>.**



**The [Slovak-Asian Chamber of Commerce](#), a nonprofit civic association duly organized and existing under the laws of the Slovak Republic having its principal place of business at Bratislava, Liscie udolie 23, Slovakia, (hereinafter called “SACC”), being**

**a reliable partner for Chinese local governmental, regional and municipal structures, financial circles and leading Chinese State-owned corporations initiated the idea and mediated founding a Slovak-Chinese air operator for operating transcontinental flights form China to Slovakia. The [Slovak-Chinese WDL Airlines](#) is a Shareholding Company, duly organized and existing under the laws of the Slovak Republic having its principal place of business at Bratislava, Panenska 29, Slovakia.**



# **Project Justifiability**

- 1. Unsaturated demand for direct flights from China to Central Europe**
- 2. Location of Bratislava Airport as ideal transfer junction for all European destinations**
- 3. Positive results yielded during SACC's preliminary negotiations with relevant authorities both in China and Slovakia**
- 4. Highly competitive prices for two months ahead flight reservations estimated for 450 - 550 €**



# Project Starting Point

**First direct flight:**  
**Tianjin - Bratislava**  
**First aircraft:**  
**Boeing 747**  
**Flights schedule:**  
**Three times a week**

## Project Perspectives

**Direct flights:** Chengdu - Bratislava  
Shanghai - Bratislava  
**Aircrafts:** Boeing 767 | 777  
Airbus 330 | 340



# **Strategic Partnership Shareholding**

**Chinese partner 40 %**

## **Chinese partner contribution**

**Securing project investment, all relevant approvals, licenses, certificates, stages, premises, professions specialists in China.**



# **From Building to Flourishing Our Partnership**

- 1. Framing the project mechanics and structure**
- 2. Synchronizing objectives and confidence building**
- 3. Structuring the legal framework of the business**
- 4. Implementing the project**
- 5. Expanding the project**



# **Stages of Project Implementation**

- I. Direct flight Tianjin-Bratislava**
- II. Direct flights Chengdu-Bratislava & Shanghai-Bratislava**
- III. Expansion to Kazakhstan & Southern Russia (both passenger & cargo carriers)**
- IV. Founding Chinese-Slovak Airlines for domestic flights in China connecting Tianjin, Chengdu & Shanghai with domestic destinations**
- V. Involving complementary services & businesses in China intended for supporting traveler's & tourism sectors**





# Invitation Procedure

**The SACC invites all investors interested in strategic partnership to submit their letters of intent, as to present their vision of transaction in connection with the implementation of strategic partnerships for the outlined project.**

**The SACC's aim is to decide on further process of selection of strategic partner based on the analysis of submitted Letters of Intent.**

**More details about the SACC are available at the following web site:**

**<http://sacc-eu.eu/en/>**

**Interested investors are invited to submit written Letter of Intents marked with clearly displayed reference “Strategic Partnership for Slovak/Chinese Airlines“ by mail no later than **by April 30<sup>th</sup> 2014** .**

**The entitled participant in the procedure shall be a legal entity operating in the airlines industry for the last 10 consecutive years and which hold experience & know-how in operating direct transcontinental flights.**

**Upon receipt of Letter of Intent, the SACC will send notice to the Interested Investor.**



# Contact information

## Slovak-Asian Chamber of Commerce



**Líščie údolie 23,  
Karlová Ves  
841 04 Bratislava  
Slovak Republic**

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**E-mail: [dzugasova@saok.sk](mailto:dzugasova@saok.sk)  
GSM Mobile: +421 914 114 411**



# **Attachment**

**Slovak Specialists  
involved in the project  
preparation**

**Michal Dojčan & Peter Beník**



# Dipl. Eng. Michal DOJČAN

**EDUCATION** 2000-2005 Air Force Academy in Košice, Slovakia

**Profile: Avionics**

**Specialization: Avionic and Electrical Systems**

**1996-2000: Secondary school of Aviation in Trenčín, Slovakia**

## **WORK EXPERIENCE**

- 1999 - 2000 Air force repairs centre Trenčín, voluntary worker**
- 2005 - 2006 Morris Transport England, Security**
- 2006 - 2007 Austrian Airlines Technician Bratislava, fleet control and communication**
- 2007 - 2009 SkyEurope Airlines, Maintenance Controller**
- 2009 - 2010 Seagle air, Deputy Technical Director**
- 2010 - till Tatra JET, Technical Director**

## **SKILLS & CERTIFICATES**

- Licensed as B2 Technician**
- GenFam certificate to Airbus 318-319-320-321, Beechcraft B-200, Cessna CJ fam**
- International Education Society certificate,**
- Quality Management certificate**
- AMOS certificate**
- Others certificates as Fuel Tank Safety, CAMP, .....**
- Skills with B737NG & Classic, Agusta helicopter, L410,....**



# Peter BENÍK

## FLYING EXPERIENCES

<b>Theory</b>	<b>ATPL(A)</b>
<b>Valid licence</b>	<b>Part-FCL ATPL(A)</b>
<b>Ratings -all current</b>	<b>BE90/99/100/200/, C525, FI (A), IR (A), LET L410, MEP (L), PA31/42, SEP (L), TRI (A) L410, Z137T</b>
<b>Medical certificate</b>	<b>1<sup>st</sup> class, no limitations</b>
<b>Language certificate</b>	<b>English for IFR pilots, ICAO English proficiency (level 4)</b>
<b>Radiotelephone operator</b>	<b>Restricted Certificate for Aeronautical Service I.</b>
<b>Total flight hours</b>	<b>8.071°35´</b>
<b>PIC</b>	<b>7.031°05´</b>
<b>Airplanes flown</b>	<b>Beechcraft Super King Air B-200 / B-200GT, Cessna Citation C525, L-410, PA 31/42, Z137T</b>
	<b>No accident and incident, No violation of aviation regulations</b>
	<b>Flying experience in Europe</b>

## PROFESSIONAL EXPERIENCES

<b>Name of employer</b>	<b>01/2010 –</b>
<b>Department and position</b>	<b>Tatra JET s.r.o., Bratislava, Slovak republic</b>
	<b>Pilot Beechcraft Super King Air B-200 / B-200GT, Cessna Citation CJ1, CEO</b>



## **Peter BENÍK** *cont.*

<b>Name of employer</b>	<b>02/2005 – 12/2009</b>
<b>Department and position</b>	<b>VIP WINGS, a.s., Bratislava, Slovak republic Pilot Beechcraft Super King Air B-200 / B-200GT, Cessna Citation CJ1, CJ3, Beechcraft Hawker Premier 1A CEO</b>
<b>Name of employer</b>	<b>02/2003 –</b>
<b>Department and position</b>	<b>DUBNICA AIR, s.r.o., Slávnica, Slovak republic Pilot L-410 Turbolet</b>
<b>Name of employer</b>	<b>01/2000 – 01/2003</b>
<b>Department and position</b>	<b>OLIMEX-SLOVAKIA AIR, s.r.o., Slávnica, Slovak republic Pilot L-410 Turbolet</b>
<b>Name of employer</b>	<b>02/1999-12/1999</b>
<b>Department and position</b>	<b>NORTH ADRIA AVIATION, Vrsar, Croatia Pilot L-410 Turbolet</b>
<b>Name of employer</b>	<b>04/1995 – 01/1999</b>
<b>Department and position</b>	<b>AERO SLOVAKIA, a.s. Nitra, Slovak republic Aerial work pilot Z37 Čmelák</b>

### **ADDITIONAL**

**Periodic training of persons implementing aircraft protection and implementing aircraft security searches, 2013**  
**Certificate of part-145, 2013**  
**Certificate of completion N.6093, operating rules of Aeroport Cannes Mandelieu, 2011**  
**External and internal auditor of quality system, 2012**



**Bratislava**  
**March 17<sup>th</sup>, 2014**