

## 24/365 Air Ambulance Services

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**FAI**  
EXPERTS IN  
MEDEVAC

## NEWSFLASH May 2009

### A growing fleet despite the economic crisis

During the first quarter of 2009, the worldwide economic crisis started having a noticeable impact on the air ambulance business as well. A significant reduction of the demand from clients in the travel insurance business was noticed in comparison to the same period the previous year and can be seen as a negative impact of the present economical situation. However, since FAI has for many years been able to secure links with clients who are not dependent on the typical medical services associated with the travel insurance industry, the company has succeeded in maintaining a significant and stable volume of flights. Despite this certainly temporary crisis FAI has resumed its expansion in order to meet the market requirements identified over the last few years. After the commissioning of a fifth Learjet 55 at the beginning of the year and that of the third Learjet 60 at the time of the publication of this newsletter, the **Learjet fleet remains at ten aircraft** despite the termination of the management contract for a Learjet 60. In addition FAI has acquired a majority stake in Swiss **Challenger 604** operator Nomad Aviation. The CL604 is offered with immediate effect to the air ambulance market and is **equipped with 2ea Spectrum – ICU's** allowing long distance transports of two patients plus up to four additional passengers. Maiden ambulance flight took place on May 6th from Kuwait to Geneva.

Last but not least the brand new **Falcon 900DX Easy**, the flagship of FAI's fleet, carried out its first flight on April 10th in the area of the Indian Ocean. It is extremely clear that with the present growth of its fleet FAI will be in a position to offer much better aircraft availability to its clients.

### A positive development

One of the few positive impacts of the present economical crisis as far as FAI is concerned is the markedly improved availability of pilots. In recent years, given the boom in the executive jet and low cost carrier sectors, it was difficult to attract suitably qualified and experienced pilots to the air ambulance industry. However this pool has dramatically expanded in recent months given the difficulties in the areas mentioned above. This is a further cornerstone for the development of improved air ambulance availability at FAI at present time and goes well together with the coming high season of the travel insurance industry.

### A hot twin mission

In mid-March FAI just flew a noteworthy, at times spectacular, parallel mission with two aircraft from Freetown, Sierra Leone (Africa) to the United Kingdom. Four people had been severely injured in a serious road traffic accident and FAI simultaneously activated a Learjet 35 and a Learjet 55 in order to make two medical teams available. Since the patients were admitted in a hospital separated from the airport by a stretch of sea, the FAI medical teams had to be flown in by helicopter to provide on-site critical care services. After a thorough stabilisation and pre-flight preparation of the patients, all were flown back again by helicopter to the awaiting air ambulance aircraft. The patients arrived at London hospitals in a stable condition after an eight hours flight. The client has actually informed FAI that all the patients have done well since, despite their initially serious condition and the high degree of severity of their injuries.

It is a great feeling when the teams perform so well and shows that FAI is not only a successful business but also sometimes an essential link in the crucial survival chain.



Challenger 604

### A new base in Africa

FAI soon inaugurates its fifth operational base in Africa for Peacekeeping Troops by stationing a Learjet 55 in Nairobi, Kenya. This operation underlines FAI's unique position in this very exceptional international market segment. With aircraft stationed in places such as Dakar, Abidjan, Entebbe, El Fasher in Sudan's severely troubled Darfur region, and now in Nairobi, Kenya, FAI operates a nearly wall to wall coverage over the whole continent and distinguishes itself from other companies in the air ambulance business with the outstanding experience it brings to its clients.

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