

PROVIDING  
INNOVATIVE CARGO SOLUTIONS  
FOR REGIONAL SUCCESS

[www.solitairholding.com](http://www.solitairholding.com)  
SolitAir Company Profile

The logo for SolitAir features a stylized green 'S' with a white arrow pointing right, followed by the word 'SOLITAIR' in a bold, white, sans-serif font. The 'A' in 'AIR' has a white arrow pointing right through it.

CONNECTING THE GLOBAL SOUTH

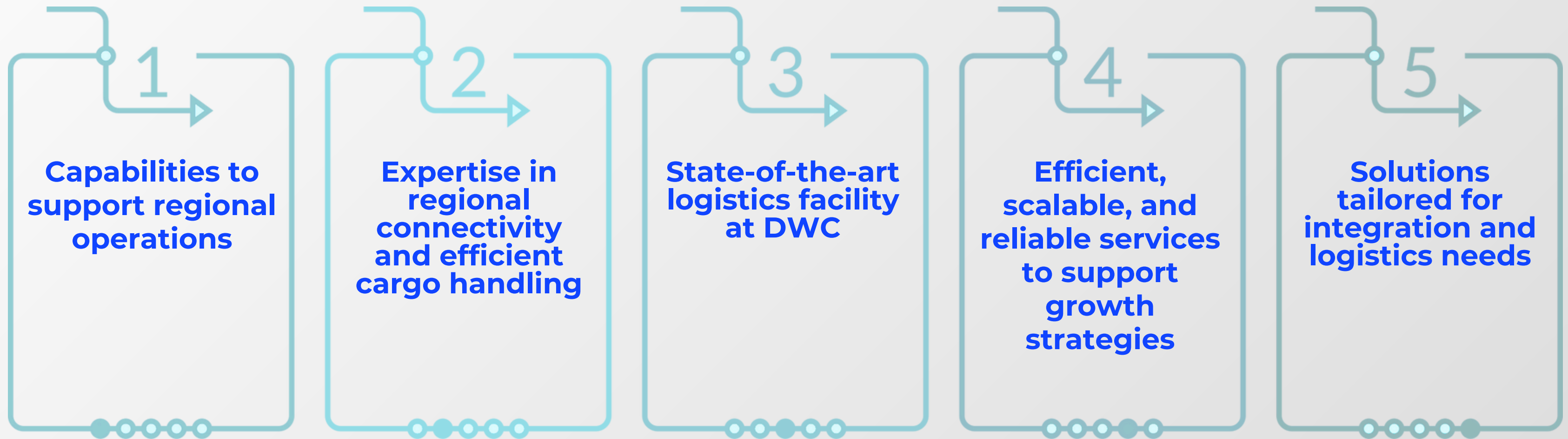
# CONNECTING THE GLOBAL SOUTH

SolitAir is transforming air cargo logistics by connecting the Global South, driving trade and economic growth across high-growth and developing markets within the AMEISC region (Africa, Middle East, Indian Subcontinent). As a pioneering cargo airline, SolitAir addresses the capacity challenges in the region by significantly enhancing speed to market for Integrator-Airlines, Freight Forwarders, and SMEs in the e-commerce sector.

Our agile "middle-mile" business model, built around state-of-the-art narrow-body aircraft, allows us to operate as a regional scheduled express cargo airline, delivering goods within a 12-hour timeframe. With a focus on efficiency, technology, and exceptional service, SolitAir connects cities within a 6-hour radius, ensuring faster, reliable, and seamless delivery across the Global South.

Looking ahead, SolitAir aims to further expand its network and capabilities, setting new benchmarks for speed, efficiency, and connectivity in regional cargo logistics.

# SOLITAIR'S PROPOSITION



# PHILOSOPHY

## Our **PURPOSE**

Revolutionize air cargo logistics by solving First Mile and Last Mile challenges, creating a fast, reliable, and efficient B2B model across the AMEISC region.

## Our **MISSION**

To revolutionize air cargo logistics with a unique, fast, and reliable B2B model, solving First and Last Mile challenges in the AMEISC region by connecting over 50 cities within 6 hours. We achieve this through cutting-edge technology, unparalleled service, and a commitment to putting people first while driving sustainable profits.

## Our **VISION**

Be the leading digital, time-sensitive, express cargo airline, connecting over 50 cities within a 6-hour radius, and continuously transforming through cutting-edge technology.

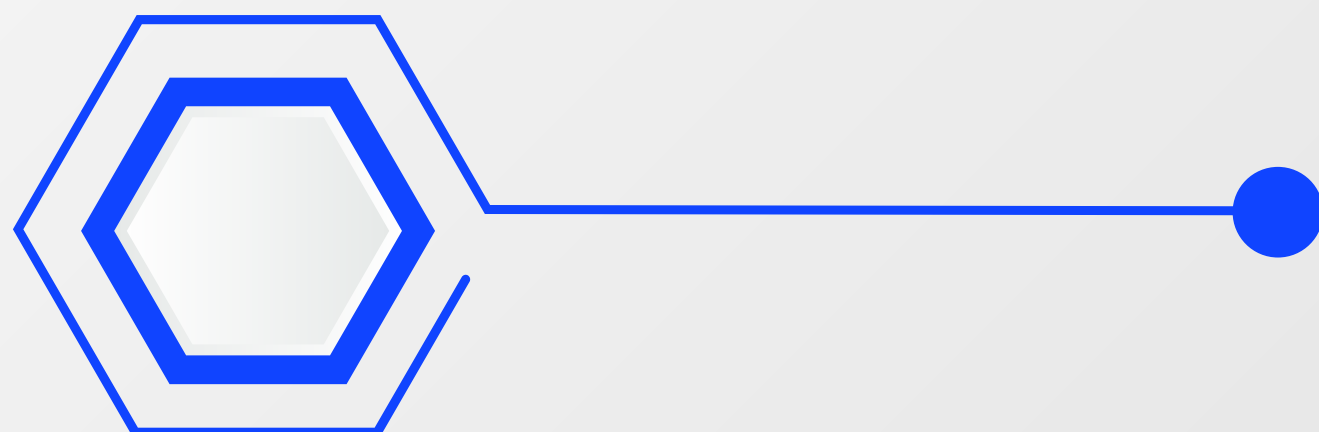
## Our **VALUES**

We put **People** first, prioritize exceptional **Service**, and drive sustainable **Profits**, committed to exceeding **customer expectations** and setting new standards in air cargo logistics.

# TODAY'S CHALLENGES

Outside of Dubai, many cities in the **AMEISC region (Africa, Middle East, and Indian Sub-Continent)** face significant operational inefficiencies:

- **A majority of cargo is moved using passenger flights, which poses challenges for:**
  - E-commerce operations
  - Managing express courier services
- **Transporting dangerous goods, pharmaceuticals, frozen goods, and more...**

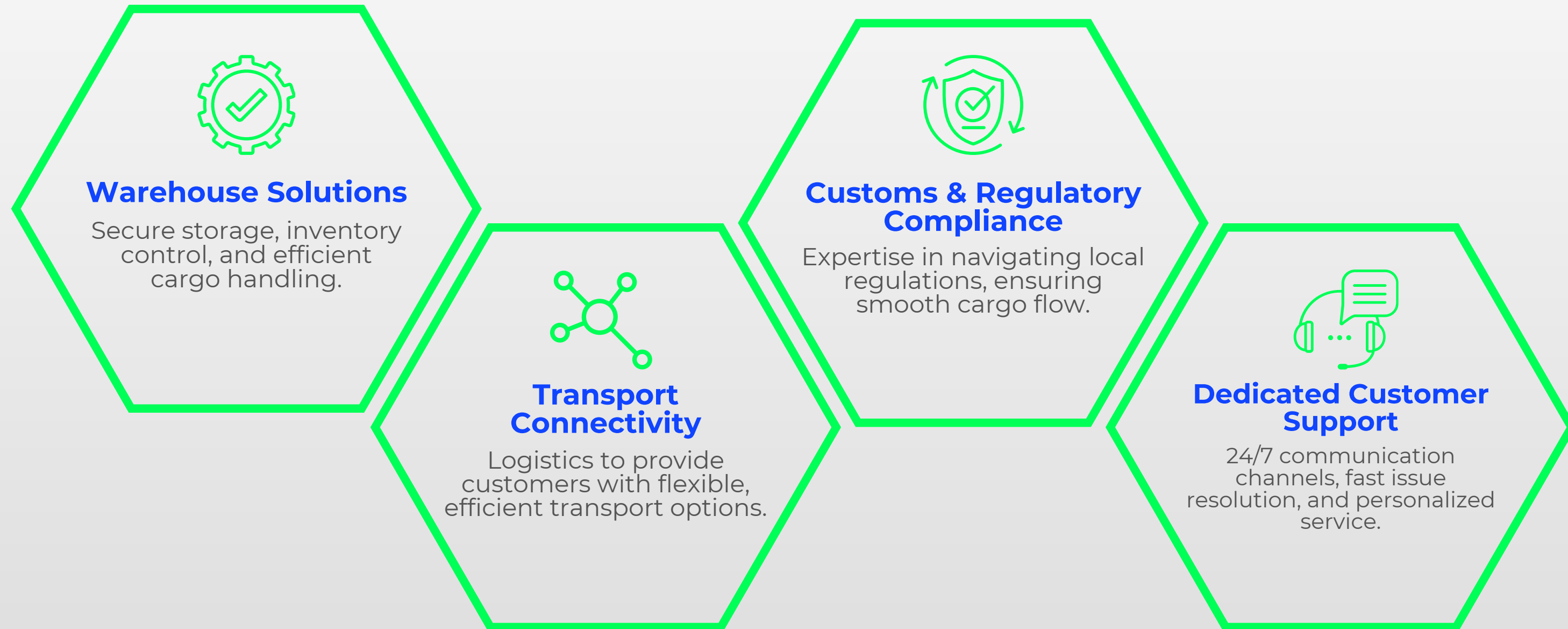


# UNDERSTANDING OUR CUSTOMER'S NEEDS



# CAPABILITIES & INTEGRATION OFFERINGS

END-TO-END CARGO MANAGEMENT



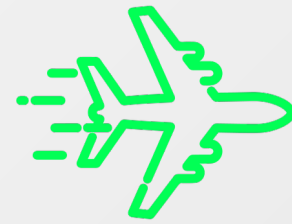
# SERVICE FOCUS - OUR MAIN DIFFERENTIATOR



**PHARMACEUTICALS**



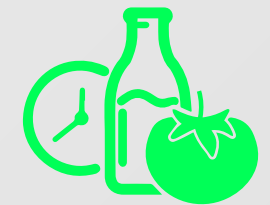
**DANGEROUS GOODS**



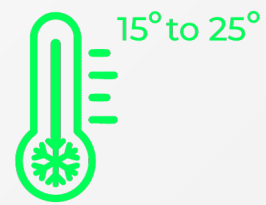
**EXPRESS**



**GENERAL GOODS**



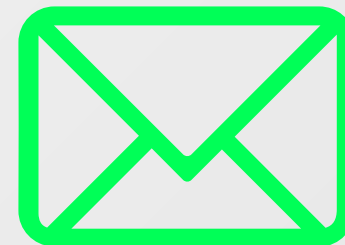
**PERISHABLES**



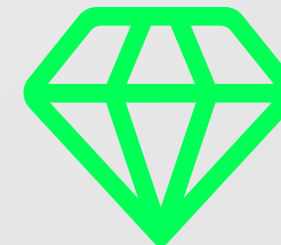
**TEMPERATURE SENSITIVE GOODS**



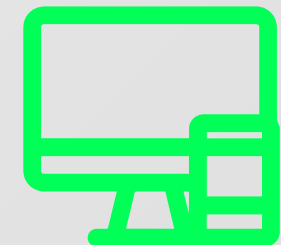
**E-COMMERCE**



**MAIL**



**VALUABLES**



**VULNERABLE**

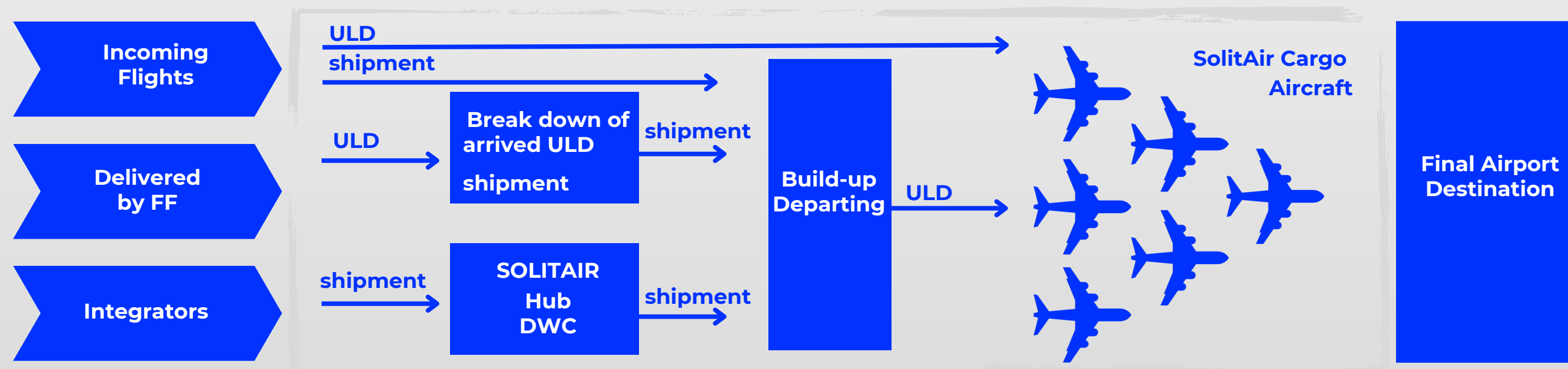
# OUR SOLUTION

We have developed a “middle-mile” agile, business model that focuses on high-growth and developing markets within the AMEISC region (**Africa, Middle East, and Indian Sub-Continent**).

We are solving the following issues:

- The capacity challenge.
- Significantly improving the speed to market for Integrator-Airlines, Freight Forwarders, and SMEs in the e-commerce business by providing a state of the art, first narrow-body aircraft enabling us to provide user shipments within a 12-to-24-hour period.

## Regional Scheduled Daily Express Cargo Airline.



# SOLITAIR TEAM

## LEADERSHIP



**Hamdi Osman**  
Founder & CEO

A leading figure in the logistics, aviation, and transport business for over 42 years, of which 34 were spent with FedEx serving as the Senior Vice President for Europe, the Middle East, Africa, and the Indian Subcontinent. During his time with FedEx, Mr. Osman conceived the idea behind Blue Dart Aviation in India in 1995 and Falcon Aviation in the GCC in 1996.



**MAZEN MAMLOUK**  
Chief Strategy Officer

With 35+ years in logistics and aviation, Mr. Mazen drives SolitAir's strategic growth. Previously, he led global investments, a \$28M turnaround at Fetchr, and founded Falcon Aviation, scaling it to \$250M through key partnerships with FedEx and the U.S. Government.



**SAID HAMADEH**  
Chief Financial Officer

Mr. Said has over 25 years of experience in finance, specializing in aviation and logistics. His expertise in strategic business development, financial planning, and corporate governance has been instrumental in driving growth and supporting expansion initiatives.



**FRANK BRAEUER**  
Senior Advisor

Mr. Frank has over 40 years of experience in aviation. He is a former member of the Board of Directors at Lufthansa Cargo and has extensive training experience in the fields of cargo and e-commerce.



**CAPT. YASER ALHARMI**  
Chief Air Operations Officer

Capt. Yaser began his aviation career in 1987 with Gulf Air, later becoming Chief Pilot and Head of Flight Operations at Air Arabia. He has extensive experience in aircraft training, flight operations management, and ensuring compliance.



**KATE YUAN**  
Chief Commercial Officer

Ms. Kate, a former Lufthansa Cargo expert, brings extensive experience in air cargo sales, capacity management, and revenue steering. With specialized Lufthansa training and expertise in IT system implementation.



**NABIL MOUFARREJ**  
Chief Marketing Officer

Mr. Nabil is a seasoned marketer with 27 years of experience, leading projects across the Gulf for top agencies like Saatchi & Saatchi, Leo Burnett, and brands like Samsung.

# BOARD OF DIRECTORS



## H.E. Sultan bin Saeed Al Mansoori

**CHAIRMAN OF THE BOARD, UNITED ARAB EMIRATES**

H. E. served as the UAE's Minister of Economy from 2008 to 2020. In his tenure, he also led as Chairman of the General Civil Aviation Authority, the Securities and Commodities Authority, and the Insurance Authority. Prior roles include Minister of Government Sector Development and Minister of Transport and Communications, where he focused on diversifying the UAE's economy and strengthening international trade relations.



## Talal Khalifa Al Jeri

**VICE CHAIRMAN OF THE BOARD, KUWAIT**

As the chairman and CEO of Al Jeri Holding Group since 2004, Mr. Al Jeri has significantly expanded the company into a major educational network in Kuwait. His leadership has transformed the educational landscape, aligning with Kuwait's Vision 2035 to enhance national education standards. Mr. Al Jeri's efforts have garnered recognition, including accolades from Forbes for leading educational initiatives.



## Hamdi Osman

**FOUNDER & CEO, UNITED ARAB EMIRATES**

A leading figure in the logistics, aviation, and transport business for over 42 years, of which 34 were spent with FedEx serving as the Senior Vice President for Europe, the Middle East, Africa, and the Indian Subcontinent. During his time with FedEx, Mr. Osman conceived the idea behind Blue Dart Aviation in India in 1995 and Falcon Aviation in the GCC in 1996.



## ENG. ABDULLAH ALHUDAITHI

**MEMBER OF THE BOARD, KINGDOM OF SAUDI ARABIA**

Mr. Alhudaithi is the Chairman of Nahaz Investment Group, a prominent investment firm based in the Kingdom of Saudi Arabia. With extensive experience in strategic investment and business development, he has led the group to diversify its portfolio across various sectors, including real estate, technology, and logistics. Under his leadership, Nahaz Investment Group has grown to be a key player in driving economic development and fostering innovation within the region.



## Adel Salman Khalil Kanoo

**MEMBER OF THE BOARD, BAHRAIN**

Mr. Kanoo serves as a Director and Board Member at Bahrain Family Leisure Company B.S.C. His business activities extend to various sectors, highlighting his broad involvement in the regional corporate landscape. Mr. Kanoo is recognized for his extensive network, which includes connections across several industries, illustrating his strategic influence and operational insights in the business world.



## Fahad Al Rafi

**MEMBER OF THE BOARD, UNITED ARAB EMIRATES**

Fahad Al Rafi is the CEO of SRG Hospitality, where he leads the company's luxury property portfolio, including key projects like the Sheraton Grand Hotel in Dubai. Under his leadership, SRG has formed strategic partnerships with global brands, driving growth and enhancing the group's reputation in both regional and international markets.



## Mahmoud Saad

**MEMBER OF THE BOARD, KUWAIT**

Mr. Saad is the Chief Financial Officer (CFO) at Al Jeri Holding Group, a leading education corporation in Kuwait. With over two decades of experience in financial management, Mr. Saad has held pivotal roles that have significantly shaped financial strategies and operations across various companies, underscoring his leadership and expertise in the field.

# BOARD OF ADVISORS



## Vicken Karjian

Mr. Karjian is an expert in Aeronautical Engineering. He is currently the President & CEO of Amerijet. Previously, he served as the CEO of Falcon Aviation Group and Farn Air (Swiss).



## Ram Menen

Mr. Menen is one of the founding members of Emirates Airline. He headed the cargo division from its formation until 2013. He is currently a founding member of TIACA (The International Air Cargo Association).



## Ahmed Al Nemah

Mr. Al Nemah is the Managing Director of Bahavia Consultancy. He is the current advisor and former Chairman of the Transportation and Logistics Committee of the Bahrain Chamber of Commerce and Industry. He also serves as the Assistant Undersecretary for Aviation Services.



## Dr. Lina Kouatly

Dr. Lina is the President & CEO of Lunatus Marketing and Consulting FZCO. She has served as the General Manager for the Arabian Gulf and Near East regions at Novartis. Dr. Lina has hands-on experience in pharmaceutical product and market development.



## H.E. Dr. Ahmad Al Banna

H.E. Dr. Ahmad Al Banna is the former UAE Ambassador to India, serving for 12 years. He is also the former Vice Chairman of NCFL and has been actively involved with Dubai EXPO 2020, the Dubai Quality Group, and the Dubai Chamber of Commerce & Industry.



## Stuart Wheeler

Mr. Wheeler has over 35 years of experience in Middle East aviation. He is the Founder & CEO of Air Charter International and the Co-Founder of Jet Ops.



## Captain Syed Zainal

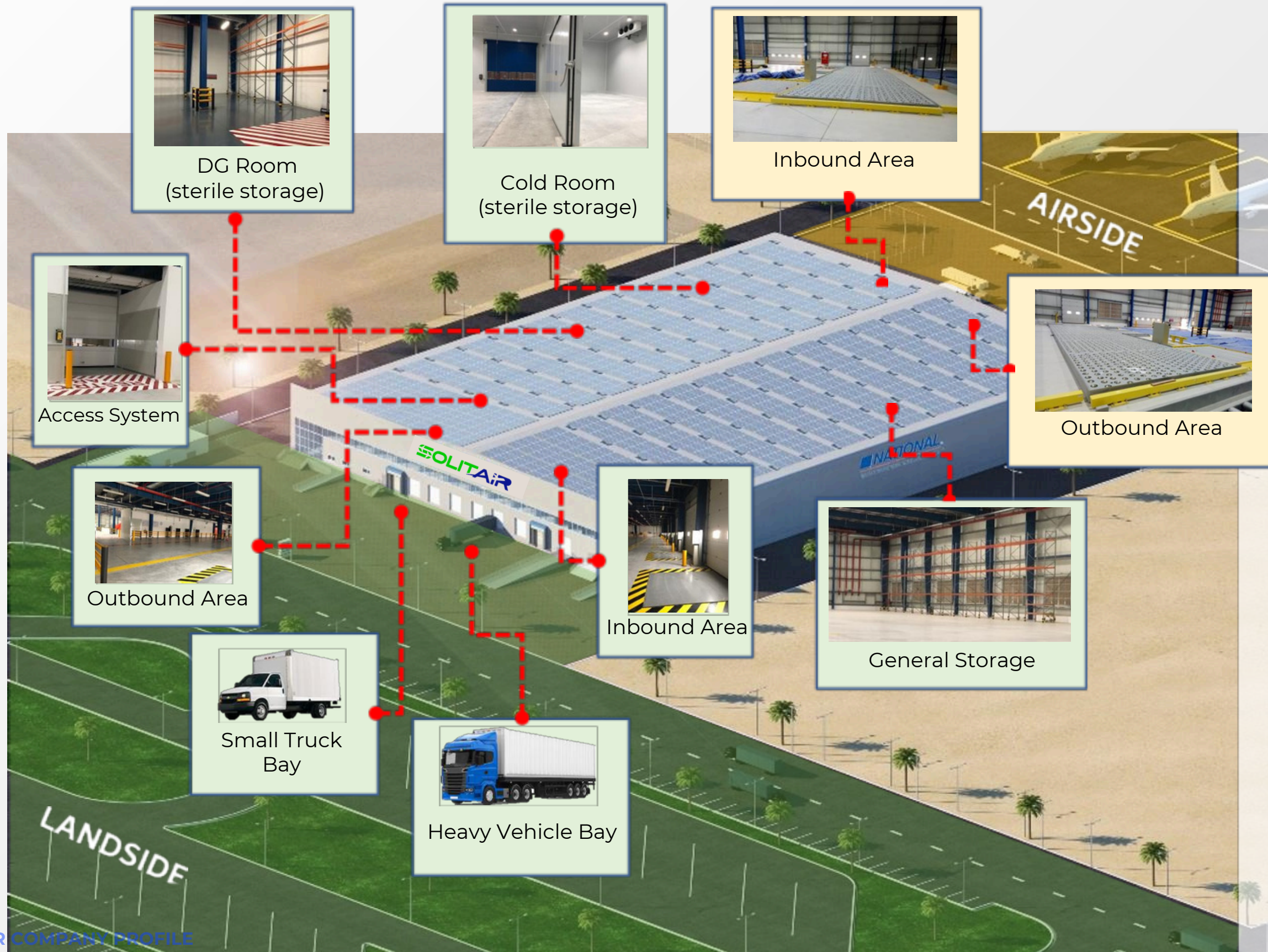
Captain Zainal has over 40 years of experience as a pilot and inspector, with extensive expertise in the UAE GCAA requirements, rules, and regulations.



## Sameh Elmasry

Mr. Sameh serves as the Chairman of TAMAS Group, a leading UAE-based firm specializing in engineering and asset management, employing 1,500 professionals. He actively strengthens UAE-Australia business relations through membership in prominent councils and maintains investments in real estate, healthcare, aviation, and financial services.

# STATE OF THE ART FACILITY AT DWC

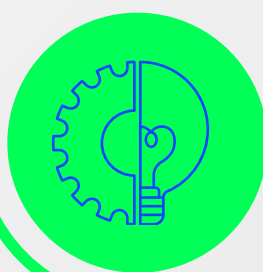


- ✈ Large vehicles bay that accommodate delivery trucks and heavy duty vehicles
- ✈ Separation between outbound segregation and inbound receiving area
- ✈ Sterile stocks area (which is separated with general storage area) with access control system
- ✈ Centralized warehousing requirements
- ✈ Scalability for additional imp rest storage and delivery routes within the building
- ✈ Availability for off-site storage
- ✈ Building vertical transportation of goods to imp rest areas Heavy duty weight station
- ✈ Heavy duty X-ray scanning capacity

# BENEFITS FOR OUR CUSTOMERS

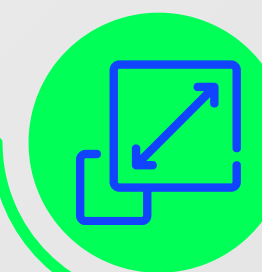
## Tailored Solutions

- Seamless Integration: Streamlined cargo transfers, efficient warehousing, and fast dispatch.
- Cost Efficiency: Optimized routes, reduced transit times, and local expertise to lower operational costs.



## Reliability

Dedicated service team, 24/7 support, and robust security protocols for high-value shipments.

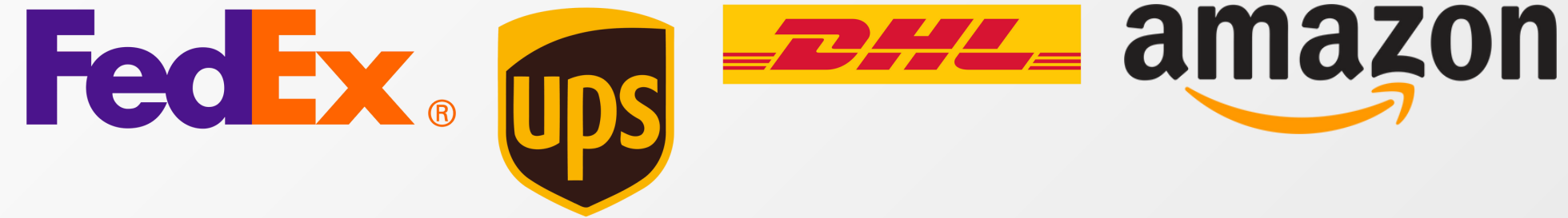


## Scalability

Ability to handle fluctuating cargo volumes and adapt to the demand cycles.

# OUR TARGET CUSTOMERS.. just to name a few

## INTEGRATORS



## E-COMMERCE



## FREIGHT FORWARDERS



## AIRLINES



# SOME OF OUR PARTNERS



مطارات دبي



اينوك  
enoc



Aero *Sail* Services Pvt. Ltd.

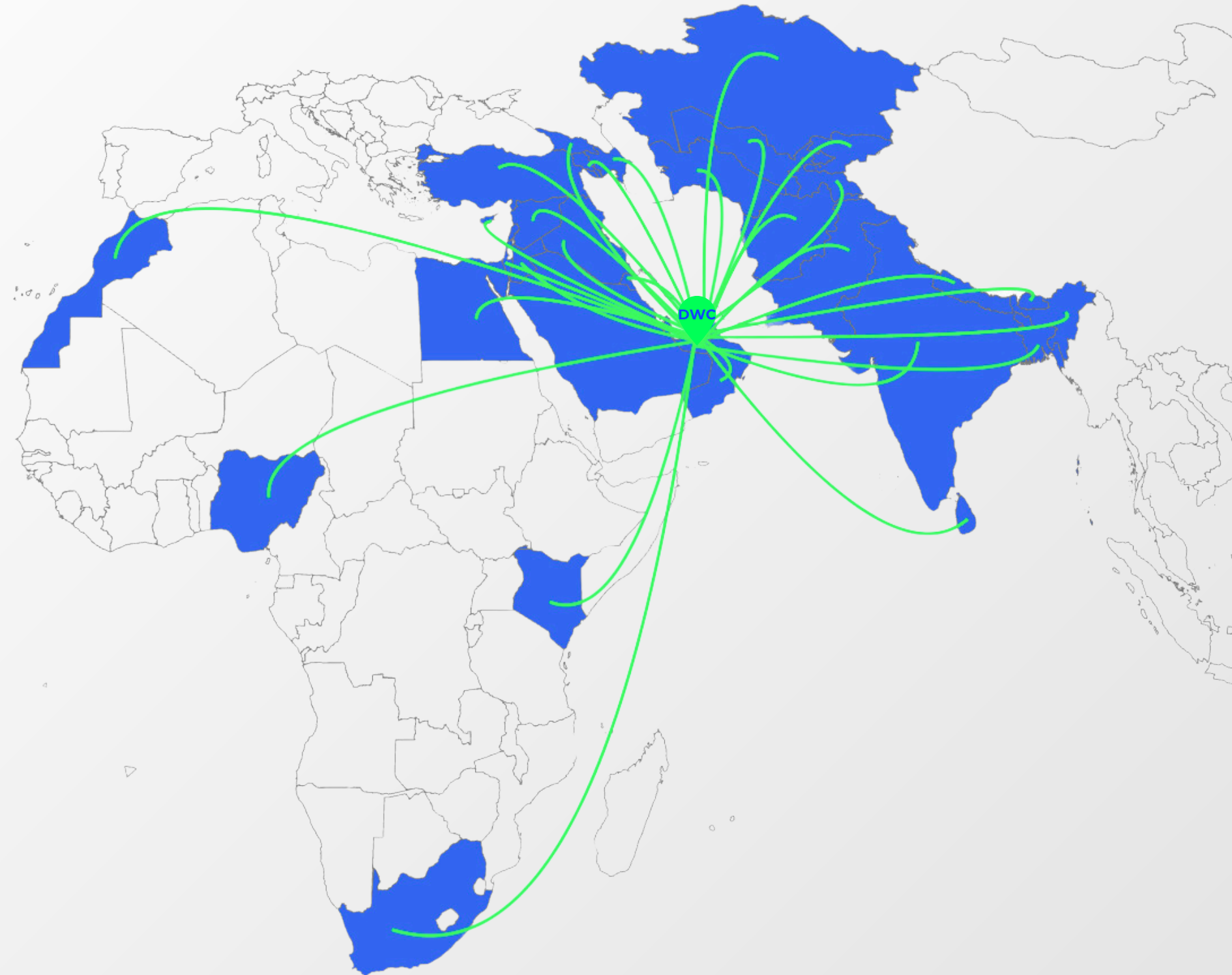
GSSA AIRLINE REPRESENTATIVE CHARTERS / FLIGHT & CARGO HANDLING SUPERVISION.



# A GLIMPSE INTO OUR FUTURE..

OUR PLANNED REGIONAL NETWORK, TO SERVE AROUND 80% OF AMEISC POPULATION DAILY

## REGIONAL NETWORK



### DIRECT SERVICE

- GCC COUNTRIES
- LEVANT COUNTRIES
- INDIAN SUBCONTINENT
- TURKEY
- IRAQ
- NORTH AFRICA
- EAST AFRICA
- STANS COUNTRIES
- SOUTH AFRICA
- NIGERIA

# SOLITAIR

CONNECTING THE GLOBAL SOUTH



800 SOLITAIR



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Dubai World Central (DWC)

Plot: CT - 5A

Dubai South, Dubai, United Arab Emirates

