



# VELKOMIN Á ÞESSA AIR GREENLAND KYNNINGU

*Wednesday, 27th of April 2022*  
*Nuuk, Greenland*



air greenland 

# Agenda

1. Welcome
2. Personal introduction
3. About Air Greenland
4. Q&A
5. "Kick some tires"



# Our history – major events

**1965**

Helipads built in all towns. Aviation as means of civil transportation became possible with S-61 helicopters with up to 25 passengers



**1960**

Air Greenland is founded

**1984**

Ilulissat airport opens



**1979**

First airport built in Nuuk (+ Greenland Home Rule established)

**2002**

Air Greenland buys the Airbus A330-200, which has since flown between Greenland and Denmark

**1997**

Air Greenland buys its first transatlantic aircraft. Great help from Icelandair.



**2010**

The domestic prop fleet is renewed and is now served by seven DeHavilland Dash 8 Q200



**2020 ->**

Air Greenland enters into its largest investment to date by signing an MoU for the all new A330-800Neo. Heavy investment in other fleet segments are also initiated.



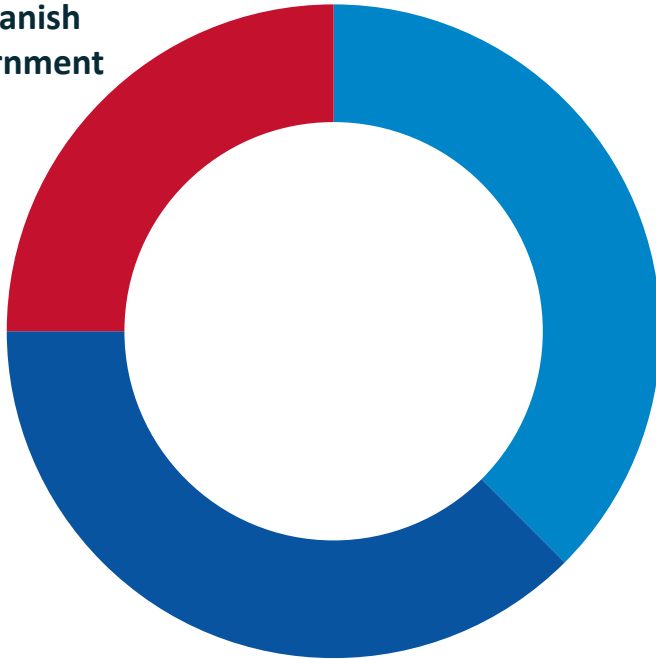
**2019**

The Government of Greenland takes full ownership of the company

# Change in ownership structure - May 2019



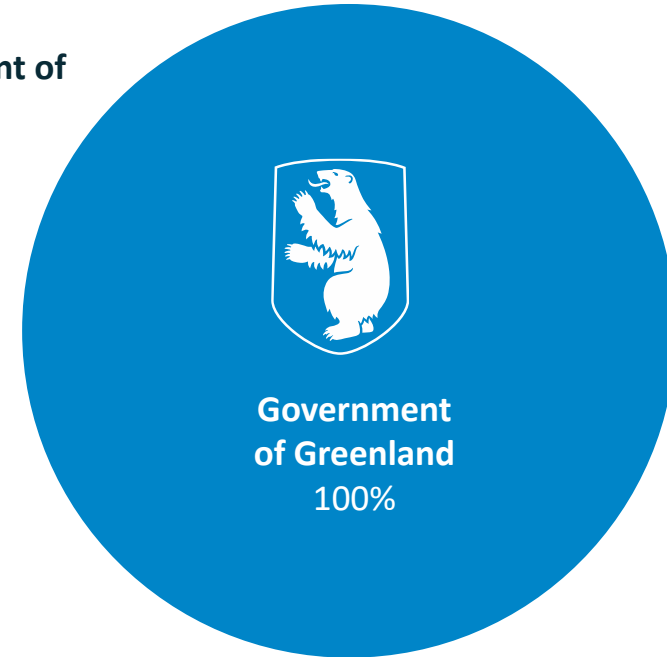
The Danish  
Government  
25%



**SAS** Scandinavian Airlines  
37,5%

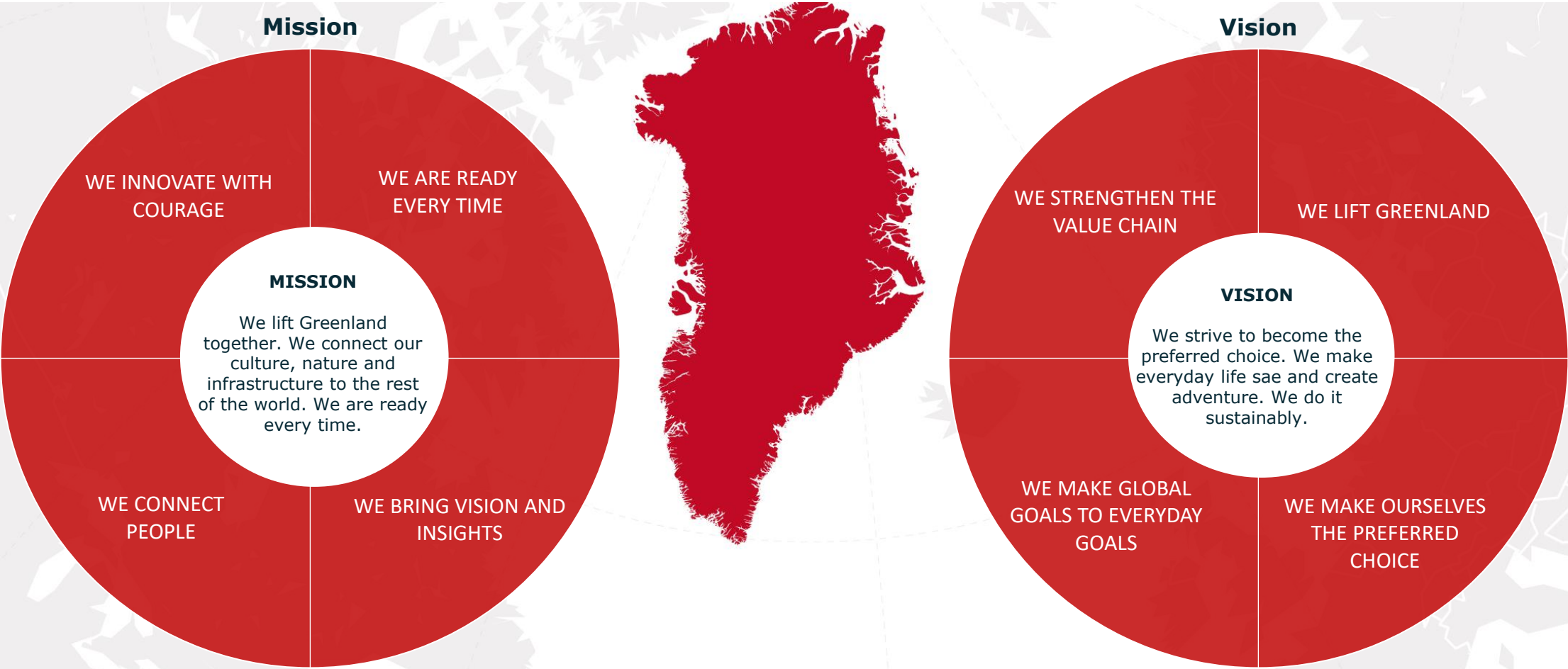


Government of  
Greenland  
37,5%



Government  
of Greenland  
100%

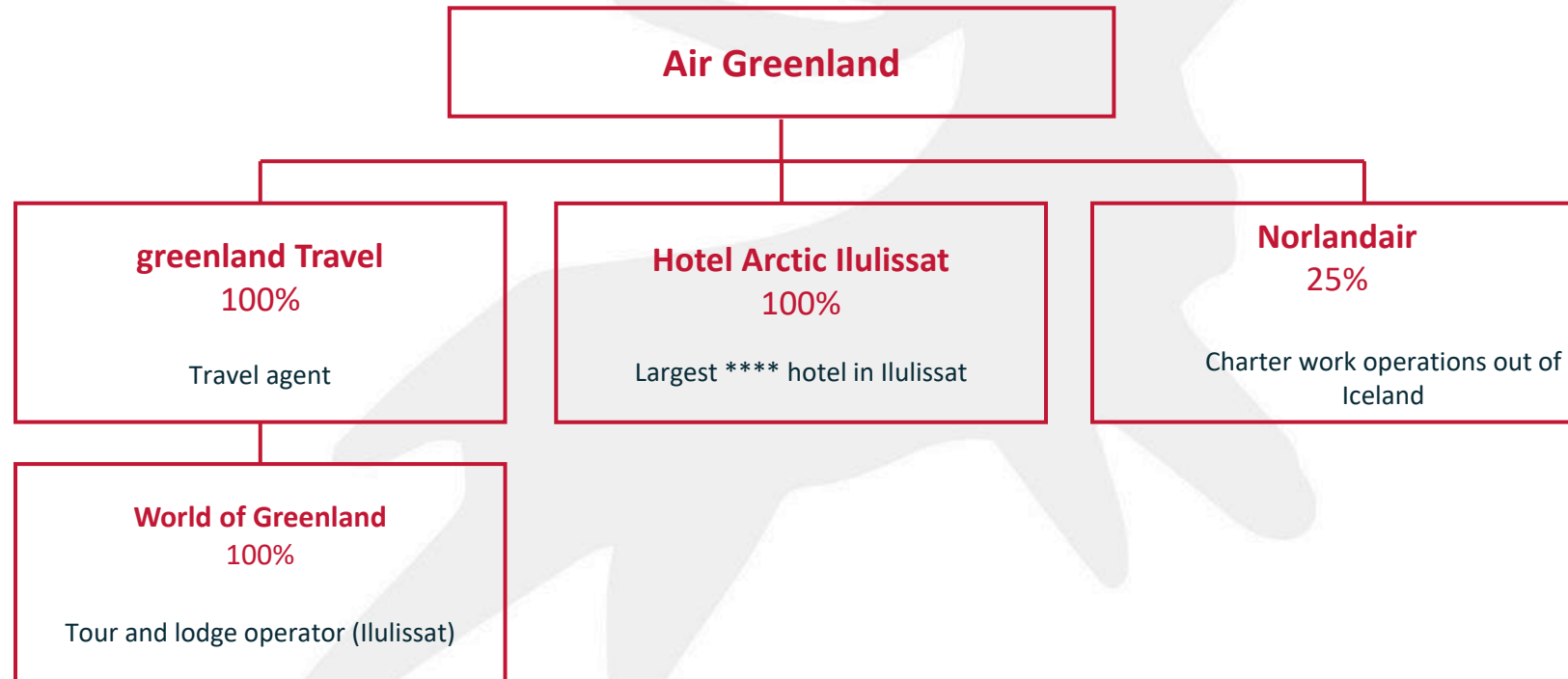
# Mission, vision and values for Air Greenland Group



**Values: Factual, Responsible, Communicating, Integrity, Results**

# Air Greenland

- A group with subsidiaries across the value chain





# Our Business Model – the nine legged chair



# Fleet and our operational area





# The distances

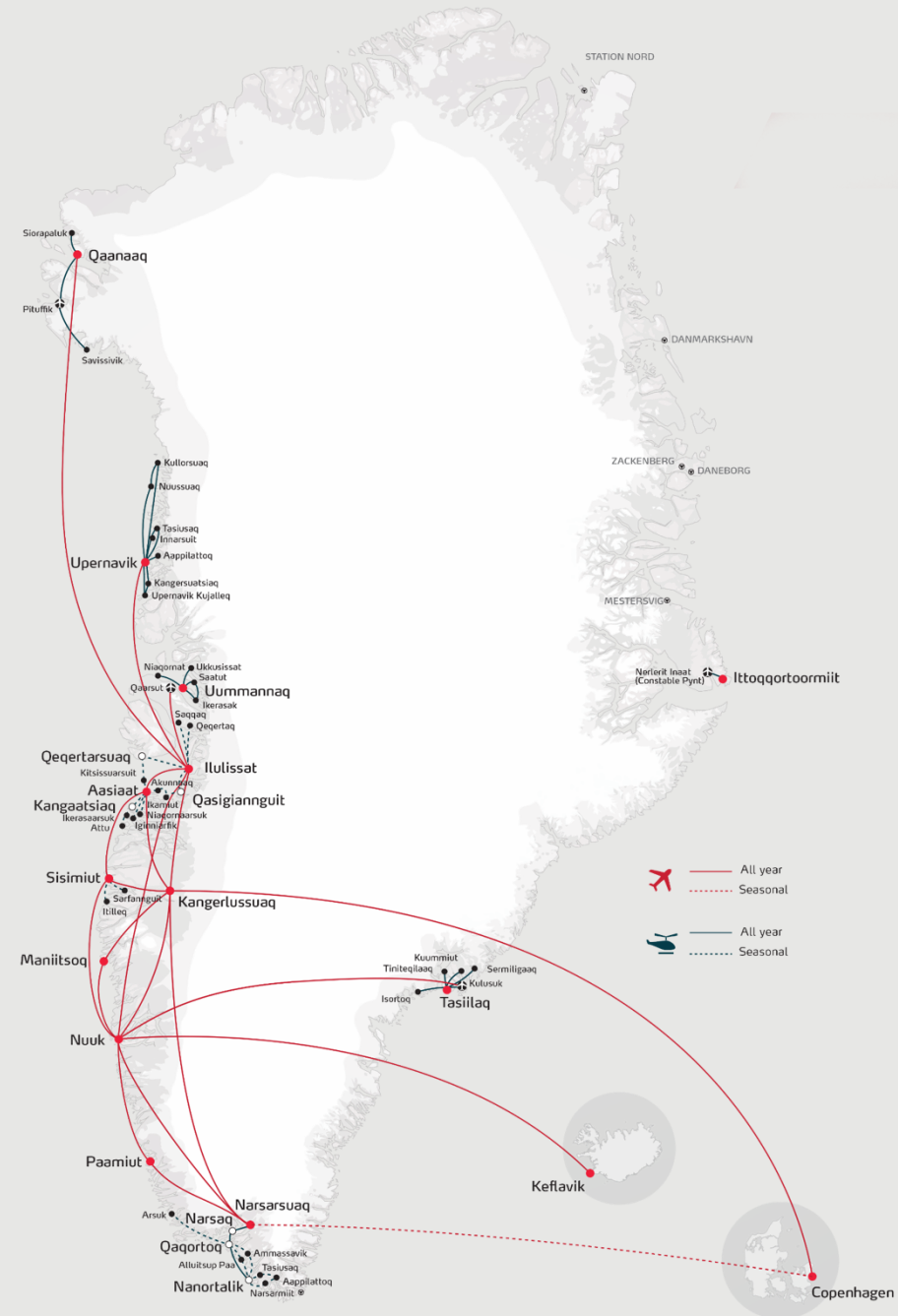
## Did you know...

Greenland is 2.670 km from top to bottom and 1.050 km across. Air Greenland can reach all corners of Greenland and offers all types of civil airline solutions.

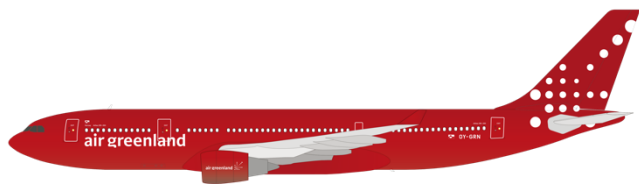


# Very complex route network

- Small regional airstrips (<800 m)
- Gravel airstrips and unserviced helipads
- Two transatlantic runways
- Large and sudden variety in climate



# Our fleet



## Airbus 330-200

**Seats:** 278

**Number:** 1

**Main tasks:** Route and charter (Atlantic)

**Age:** 21



## Dash 8-200

**Seats:** 37

**Fleet:** 7

**Main tasks:** Route and charter (domestic)

**Avg. age:** 22



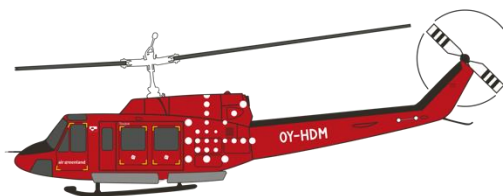
## King Air

**Seats:** 8

**Fleet:** 1

**Main tasks:** Medevac

**Age:** 1



## Bell 212

**Seats:** 13

**Fleet:** 7

**Primary tasks:** PSO routes

**Avg. age:** 43



## AS 350

**Seats:** 5

**Fleet:** 9

**Primary use:** Charter

**Avg. age:** 11

# Fleet investments



## Airbus A330-800Neo

**Seats:** 307

**Number:** 1

**Main tasks:** Route + charter (Atlantic)

**Implementation:** 2022 (tbc)

**CO2 reductions:** 15-20%

**Lowest CO2 per passenger kilometer**

Lower unit cost than A320neo/A321neo LR



## H225 Super Puma (AWSAR)

**Seats:** -

**Fleet:** 2

**Primary task:** SAR

**Implementation:** 2021

**CO2 reductions:** 20%



## H155

**Seats:** 13

**Fleet:** 6-7

**Primary tasks:** PSO routes

**Implementation:** 2021-2022

**CO2 reductions:** 50%

# Strategy and new business developments



# Key elements in our strategy

## Value chain and group focus

Stronger ties within the group, benefiting the customer.  
Strengthening online channels throughout the value chain.



## Strategic goals and leadership

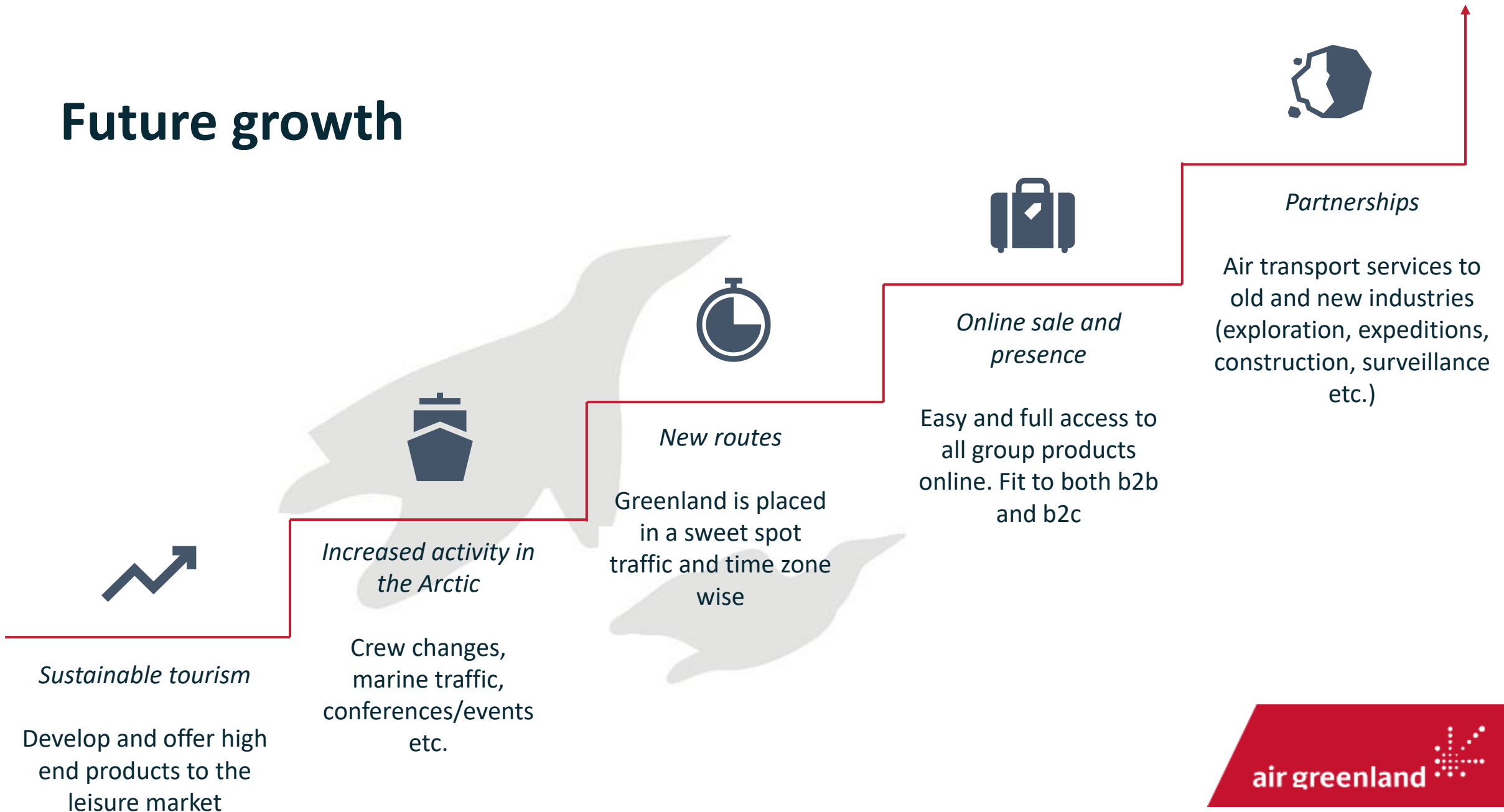
Lean in all our work processes.  
Using the FAKIR model to define our leadership internally and externally.



## Fleet

The most ambitious investment program in the group's history – to benefit the customer, the environment and the group.

# Future growth







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AVOLON<sup>e</sup>

## Vertical Aerospace VX4

eVTOL: Electric Vertical Take-off and Landing Aircraft

CAPACITY

5 People

4 x passengers  
1 x pilot

RANGE

160+ km

TOP SPEED

320+ km/h

NOISE

100x Quieter

than a helicopter at  
cruise

CERTIFICATION

EASA/UKCAA

Same safety standards as large  
commercial aircraft

CO<sub>2</sub> EMISSIONS

0

In Operations



# Sustainable Aviation Fuel (SAF)

- Up to 80% emission reductions
- SAF is already here
- Exponential production capability over the next years



# Greenland – an operational sweet spot between Europe and North America

## Question:

Plans for service changes/fleet expansion in anticipation of new international routes/larger runways in Greenland



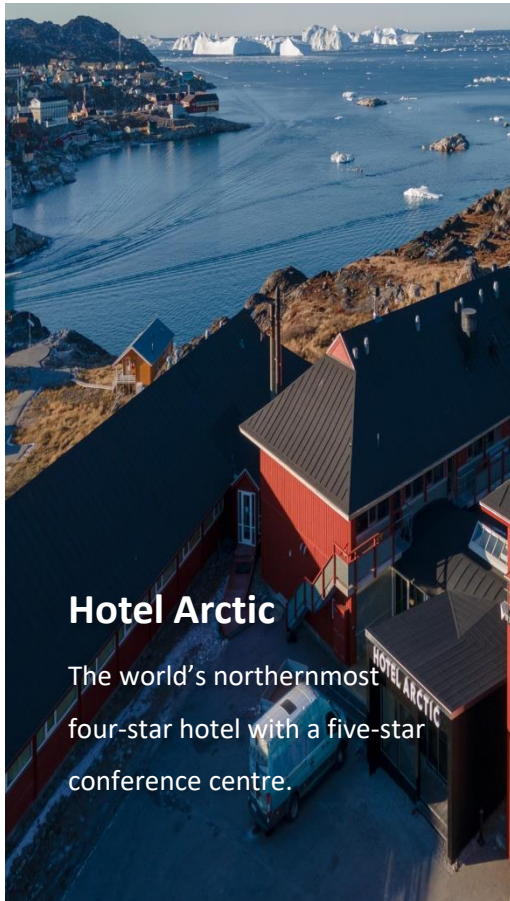


## Reason to go

- Nature
- On shore infrastructure
- *The complete experience*

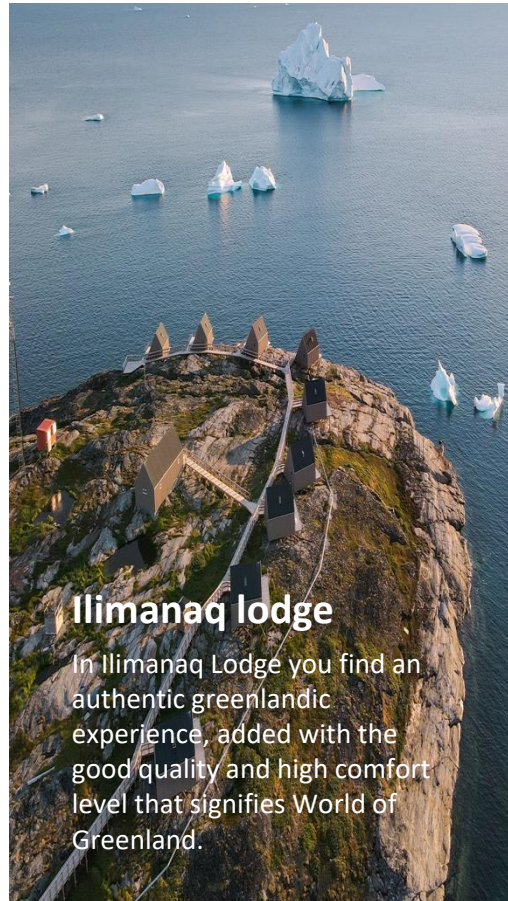


# Ilulissat – UNESCO site and the high north experience



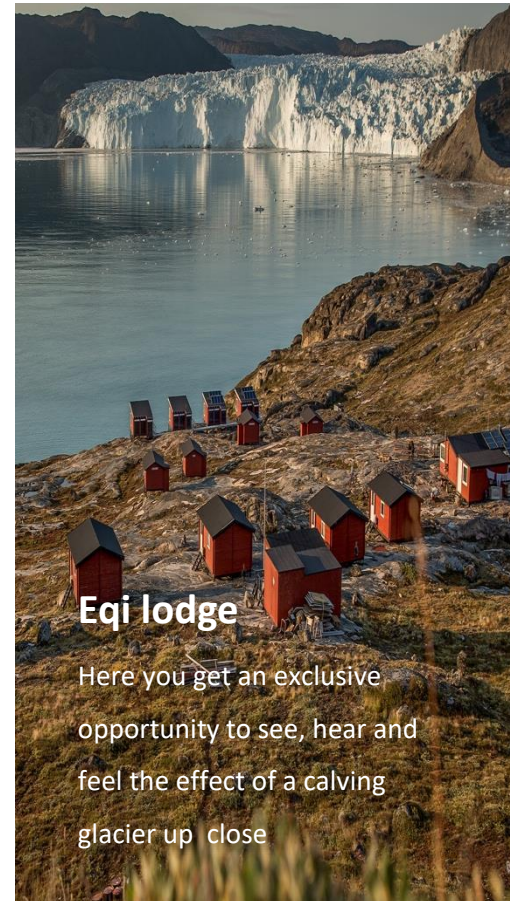
## Hotel Arctic

The world's northernmost four-star hotel with a five-star conference centre.



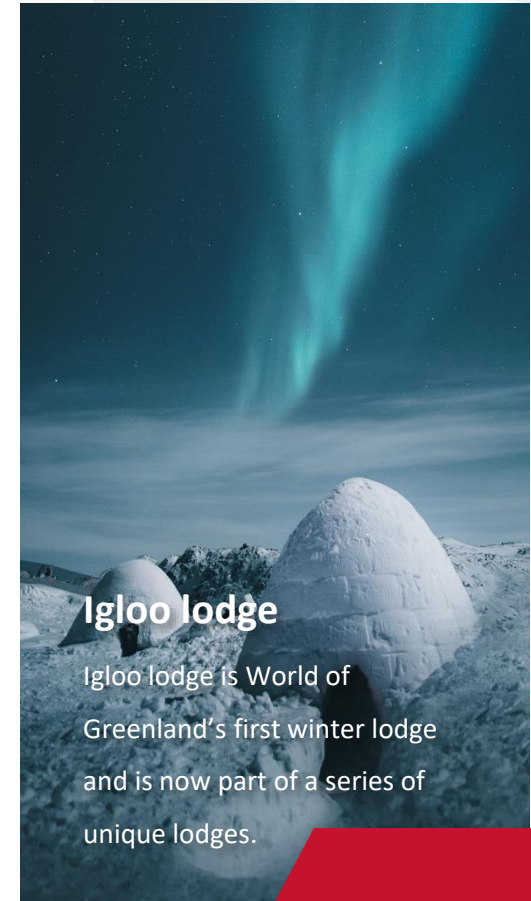
## Ilimanaq lodge

In Ilimanaq Lodge you find an authentic greenlandic experience, added with the good quality and high comfort level that signifies World of Greenland.



## Eqi lodge

Here you get an exclusive opportunity to see, hear and feel the effect of a calving glacier up close



## Igloo lodge

Igloo lodge is World of Greenland's first winter lodge and is now part of a series of unique lodges.



# The Arctic Circle Region (Sisimiut and Kangerlussuaq)



## Arctic Circle Road possibilities

- *Wildlife eco lodges*
- *Canoe center*
- *Bike and hike trails*
- *Trophy hunting and fishing*
- *Cold climate test area*



ACB & Qeqqata (2019)

# Capital region (Nuuk)

## – direct access from 2024 leading to ambitious investments

### Kapisillit eco lodges

- 50 lodges with 50+ new jobs
- 100% CO2 neutral
- All-year activities



### Hotel facilities Nuuk

- Low occupancy during summer
- Several new facilities established these years
- An online one-point entry to the capital is needed



### Siorarsiorfik (city development)

- Cruise ship welcoming facilities
- Arctic Park
- Boardwalk



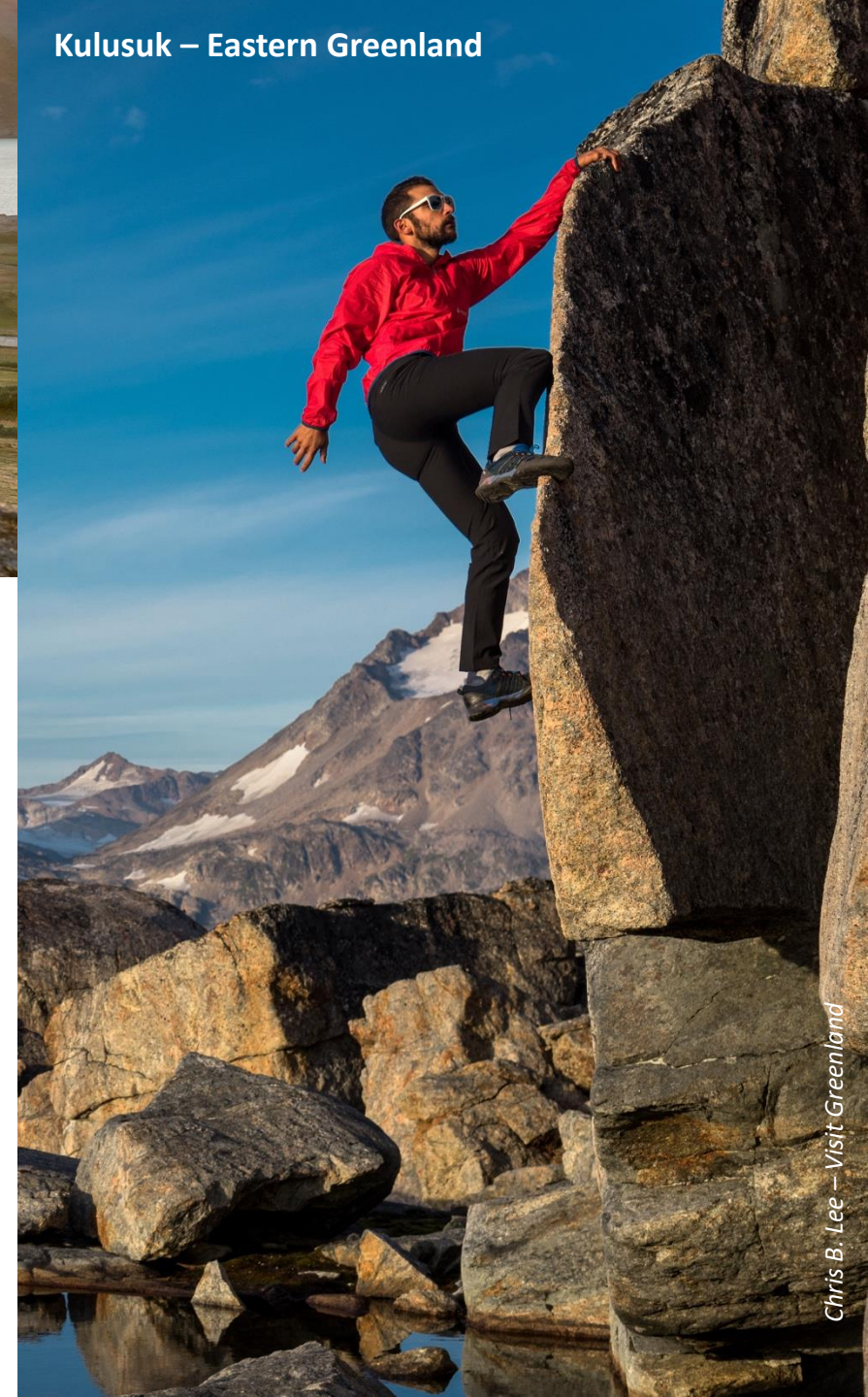




Igaliku – South Greenland

Mads Pihl – Visit Greenland

Kulusuk – Eastern Greenland



Chris B. Lee – Visit Greenland

# South & Eastern Greenland – two untapped potentials

## South Greenland

- Qaqortoq airport opening 2025

## Eastern Greenland

- Infrastructure is a bottleneck and future not decided

## *Solution*

- Deciding upon and improving the infrastructure in both regions is critical



# Conclusions

## *What the crystal ball tells*

- The market will recover, but also grow
- Infrastructure improvements continue

## *What is still needed*

- Investments incoming and on shore
- Increased accessibility
- Focus on all-year travel

## Sustainability

will be the key strategic element



**air greenland is ready!**

**Q&A**



Þakka þér fyrir áhuga  
þinn á Air Greenland